



# Compensation Plan

Sales Commission= X% x A\$13 x BVP

3-12 Presidents  
With  
500 PGBVP

14760 BVP + 4  
Manager or 2 First  
Level Managers + 4  
Second level Managers

				<b>Supreme President's Club</b>
		2475 BVP + 2 Supervisors	<b>President (PRC)</b> 40% Sales Commission	40% Sales Commission
	360 BVP	<b>Manager (MAC)</b> 32% Sales Commission	8% Override Bonus (40%-32%=8%)	8% Override Bonus (40%-32%=8%)
Qualification= Registration + 45 BVP	<b>Supervisor (SUC)</b> 24% Sales Commission	8% Override Bonus (32%-24%=8%)	16% Override Bonus (40%-24%=16%)	16% Override Bonus (40%-24%=16%)
<b>Distributor (DIC)</b> 15% Sales Commission	9% Override Bonus (24%-15%=9%)	17% Override Bonus (32%-15%=17%)	25% Override Bonus (40%-15%=25%)	25% Override Bonus (40%-15%=25%)

# HTE Australia Commission System

## Terms and Facts For You To Know:

- PBVP:
  - PBVP Stands for Personal BVP
  - PBVP will be accumulated whenever YOU made a Retail Sale ONLY (Does not include any of your downlines)
- PGBVP:
  - PGBVP Stands for Personal Group BVP
  - PGBVP will be accumulated whenever YOU or YOUR downline made a sale (Exclude any Same Rank Downlines)
- BVP:
  - BVP will be accumulated whenever YOU or YOUR downline made a sale, but
  - BVP will stop accumulating upwards when 1<sup>st</sup> President level (PRC) Rank is reached
- Override Bonus:
  - Override Bonus stands for the differences in commission rate between you and your direct downline
  - For example, you are at the Supervisor Level with Personal Retail Commission Rate of 24% and your direct downline A is at Distributor Level with Personal Commission Rate of 15%. Whenever A makes a sale, he will be awarded with his Commission rate which is 15% and you will be awarded with the commission difference rate which is 9% and this is what we referred as Override Bonus

## HTE Australia Commission Table

Rank	Personal Retail Commission	Growth Bonus	Requirements to Rank Up	Leadership Benefits
General Member (GMB)	0%		Purchase a \$50 sales kit, start selling HTE AUST's products (Renewal fee A\$38 annually)	
Distributor (DIC)	15%		Accumulated 45 BVP	
Supervisor (SUC)	24%	1 <sup>st</sup> Generation – 2%	Group Accumulated 360 BVP	
Manager (MAC)	32%	1 <sup>st</sup> Generation – 2% 2 <sup>nd</sup> Generation – 1%	1. Group Accumulated 2475 BVP 2. Possess two 1 <sup>st</sup> generation Supervisor	

President (PRC)	40%	8%	<ol style="list-style-type: none"> <li>1. Group Accumulated 14760 BVP, and</li> <li>2. Possess four 1<sup>st</sup> generation Manager or two 1<sup>st</sup> generation Manager and four 2<sup>nd</sup> generation Manager</li> </ol>	<ol style="list-style-type: none"> <li>1. 1% PGBVP</li> <li>2. 1.5% PGBVP Business Fund (Upon Request)</li> </ol>
Supreme President's Club (SPC)	40%	6%	<ol style="list-style-type: none"> <li>1. Possess three to twelve 1<sup>st</sup> generation President with 500 PGBVP each</li> <li>2. Assess Monthly</li> </ol>	<ol style="list-style-type: none"> <li>1. 1% PGBVP</li> <li>2. 1.5% PGBVP Business Fund (Upon Request)</li> <li>3. 3.5% SPC Bonus</li> </ol>

**Remark:**

- Conditions of 8% Growth Bonus for PRC and SPC: 500 PGBVP
- Growth Bonus for PRC and SPC(4 Generations):
  - 4% - 1<sup>st</sup> Generation PRC
  - 2.5% - 2<sup>nd</sup> Generation PRC
  - 1% - 3<sup>rd</sup> Generation PRC
  - 0.5% - 4<sup>th</sup> Generation PRC
- Conditions of SPC Bonus: 500 PGBVP for each 1<sup>st</sup> generation PRC
- Supreme President's Club (SPC) consists of 4 levels:
  - Pearl (PPC) - 3 1<sup>st</sup> generation PRC - 1.5%
  - Jade (JPC) - 6 1<sup>st</sup> generation PRC - 2%
  - Diamond (DPC) - 9 1<sup>st</sup> generation PRC - 2.5%
  - Crown (CPC) - 12 1<sup>st</sup> generation PRC - 3.5%
- For Supervisor Level and above , if you and your direct downlines are at the same rank, when your downlines make a sale, you will not get any Override Bonus as both of you have the same Commission Rate. Instead, you will be awarded with the Growth Bonus
- For Supervisor Level and below, if you rank up, any commission earned after you rank up will be calculated at your current up-ranked level immediately
- For Manager Level and above, if you rank up, your current up-ranked commission rate will only apply starting 1<sup>st</sup> of the next calendar month