



# BELLE VENTURE

## 獨立經銷商獎金計算及發放

注意事項: 1. 凡購物可累計, 並不需要某一特定金額購貨。  
2. 凡於購貨發票日期起計, 14天內退貨, 以獨立經銷商購買價九折回收。

顧客: 凡累積購物滿 18,750 PV 另首年年費 HK\$210, 每年續約費 HK\$210 元可成為獨立經銷商。

- ① **(獨立) 經銷商: 20%** 1 PV ~ 90,000 PV (個人業績)
- ② **初級(獨立) 經銷商: 29%** (20% + 9%) 90,001 PV ~ 360,000 PV (個人業績)
  1. 差額獎金 9%
- ③ **高級(獨立) 經銷商: 38%** (20% + 9 ~ 18%) 累積購貨 360,000 PV 以上、一次過購貨滿 300,000 PV 或  
組織三條直屬初級(獨立) 經銷商線 (三選一)
  1. 差額獎金 9% ~ 18%
  2. 高級(獨立) 經銷商同階培育獎金六代 5%, 3%, 2%, 1.5%, 1%, 1% (共 13.5%) [附表一]
- ④ **銷售(獨立) 經銷商: 41%** (20% + 3 ~ 21%) (組織五條第一代高級(獨立) 經銷商線, 並報備挑戰)  
挑戰業績連續三個月滑動累計組織業績, 營業額 3,750,000 PV (連衝營業額 3,000,000 PV)。
  1. 差額獎金 3%~21%
  2. 貢獻獎金 2%
  3. 培育獎金六代 5%, 3%, 2%, 1.5%, 1%, 1% (共 13.5%) (高級(獨立) 經銷商 > 高級(獨立) 經銷商) [附表一]
  4. 領導獎金六代 5%, 3%, 2%, 1.5%, 1%, 1% (共 6%, 採積分制)  
(銷售(獨立) 經銷商 > 銷售(獨立) 經銷商) [附表二]
  5. 銷售(獨立) 經銷商亞洲分紅 1.5% 積分制, 六代績分合計分紅  
(需 6 個月銷售(獨立) 經銷商組織業績 2,400,000 PV) [附表三]  
[業務(獨立) 經銷商及業務(獨立) 經銷商以上免]
  6. 鑲鑽胸章一枚。
  7. 自加入起四個月內, 晉升銷售(獨立) 經銷商者, 公司招待法國遊。
- ⑤ **業務(獨立) 經銷商: 42%** (20% + 1 ~ 22%) (組織五條第一代銷售(獨立) 經銷商線, 並報備挑戰)  
挑戰業績連續三個月滑動累計組織業績, 營業額 40,000,000 PV。
  1. 差額獎金 1% — 22%
  2. — 6 項 (同銷售(獨立) 經銷商)
  7. 業務(獨立) 經銷商同階獎金六代 5%, 3%, 2%, 1.5%, 1%, 1% (共 2% 採積分制) [附表五]
  8. 業務(獨立) 經銷商亞洲分紅 1% (採積分制) [附表四]
- ⑥ **營運(獨立) 經銷商: 42%** (20% + 1 ~ 22%) (組織五條第一代業務(獨立) 經銷商線, 並報備挑戰)  
挑戰業績連續三個月滑動累計組織業績, 營業額 400,000,000 PV。
  1. — 8 項 (同業務(獨立) 經銷商)
  9. 營運(獨立) 經銷商亞洲分紅 1% (積分制)

每月責任額	: 個人業績	組織業績	若未完成每月責任額，則只可獲得差額獎金。
高級(獨立)經銷商:	5,000 PV	+ 15,000 PV	
銷售(獨立)經銷商:	5,000 PV	+ 15,000 PV	
業務(獨立)經銷商:	5,000 PV	+ 15,000 PV	
營運(獨立)經銷商:	5,000 PV	+ 15,000 PV	

備註:如有任何未經確定的疑問,本文件將以中文作為詮釋,而BELLE VENTURE的詮釋將作為最終並生效的決定。如日後公告增修條文,以增修條文為主。

\*PV積分=“Product Value” Point 壹圓港幣 = 3.75 PV (BELLE VENTURE計算單位)

如下線有成為高級(獨立)經銷商/初級(獨立)經銷商,所有上線皆可拱至高級(獨立)經銷商/初級(獨立)經銷商。

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[附表一]\*培育獎金最高六代 5%,3%,2%,1.5%,1%,1%,高級(獨立)經銷商及高級(獨立)經銷商以上資格者,皆可獲得(高級(獨立)經銷商>高級(獨立)經銷商)[隔月生效]

直屬下線 (高級(獨立)經銷商及 高級(獨立)經銷商以上)	百分比						說明
	第一代	第二代	第三代	第四代	第五代	第六代	
第一線	5%	1%					1. 當月晉升, 次月生效
第二線	5%	3%	1%				
第三線及第四線	5%	3%	2%	1%			2. 以高級(獨立)經銷商 組織PV計算
第五線	5%	3%	2%	1.5%	1%		
第六線	5%	3%	2%	1.5%	1%	1%	

[附表二]\*銷售(獨立)經銷商領導獎金:6%(積分制),銷售(獨立)經銷商及銷售(獨立)經銷商以上資格者,皆可獲得(銷售(獨立)經銷商>銷售(獨立)經銷商)[隔月生效]

直屬下線 (銷售(獨立)經銷商 及銷售(獨立)經銷商以上)	百分比						說明
	第一代	第二代	第三代	第四代	第五代	第六代	
第一線	5%	1%					1. 當月晉升, 次月生效
第二線	5%	3%	1%				
第三線及第四線	5%	3%	2%	1%			2. 以銷售(獨立)經銷商 組織PV採 積分制計算
第五線	5%	3%	2%	1.5%	1%		
第六線	5%	3%	2%	1.5%	1%	1%	

領導獎金計算公式: 個人積分 X  $\frac{\text{亞洲總業績} \times 6\%}{\text{亞洲總積分}}$  = 領導獎金



[附表三] \*銷售(獨立)經銷商亞洲分紅: 1.5% (積分制), 銷售(獨立)經銷商及銷售(獨立)經銷商以上資格者, 皆可獲得(銷售(獨立)經銷商>銷售(獨立)經銷商)

直屬下線 (銷售(獨立)經銷商及 銷售(獨立)經銷商以上)	百分比							說明
	本人	第一代	第二代	第三代	第四代	第五代	第六代	
第零線	5%							1. 當月晉升, 次月生效 2. 以銷售(獨立)經銷商組織PV採積分制計算 3. 每六個月發放一次
第一線	5%	5%	1%					
第二線	5%	5%	3%	1%				
第三線及第四線	5%	5%	3%	2%	1%			
第五線	5%	5%	3%	2%	1.5%	1%		
第六線	5%	5%	3%	2%	1.5%	1%	1%	

銷售(獨立)經銷商亞洲分紅計算公式: 個人積分 X  $\frac{\text{亞洲總業績} \times 1.5\%}{\text{亞洲總積分}}$  = 銷售(獨立)經銷商亞洲分紅

[附表四] \*業務(獨立)經銷商亞洲分紅: 1% (積分制), 業務(獨立)經銷商及業務(獨立)經銷商以上資格者, 皆可獲得(業務(獨立)經銷商>業務(獨立)經銷商)

直屬下線 (業務(獨立)經銷商及 業務(獨立)經銷商以上)	百分比							說明
	本人	第一代	第二代	第三代	第四代	第五代	第六代	
第零線	5%							1. 當月晉升, 次月生效 2. 以業務(獨立)經銷商組織PV採積分制計算 3. 每六個月發放一次
第一線	5%	5%	1%					
第二線	5%	5%	3%	1%				
第三線及第四線	5%	5%	3%	2%	1%			
第五線	5%	5%	3%	2%	1.5%	1%		
第六線	5%	5%	3%	2%	1.5%	1%	1%	

業務(獨立)經銷商亞洲分紅計算公式: 營運(獨立)經銷商與業務(獨立)經銷商亞洲分紅計算公式相同

個人積分 X  $\frac{\text{亞洲總業績} \times 1\%}{\text{亞洲總積分}}$  = 業務(獨立)經銷商亞洲分紅

[附表五] \*業務(獨立)經銷商同階獎金: 2% (積分制), 業務(獨立)經銷商及業務(獨立)經銷商以上資格者, 皆可獲得(業務(獨立)經銷商>業務(獨立)經銷商) [隔月生效]

直屬下線 (業務(獨立)經銷商及 業務(獨立)經銷商以上)	百分比						說明
	第一代	第二代	第三代	第四代	第五代	第六代	
第一線	5%	1%					1. 當月晉升, 次月生效 2. 以業務(獨立)經銷商組織PV計算(積分制)
第二線	5%	3%	1%				
第三線及第四線	5%	3%	2%	1%			
第五線	5%	3%	2%	1.5%	1%		
第六線	5%	3%	2%	1.5%	1%	1%	

業務(獨立)經銷商同階獎金計算公式: 個人積分 X  $\frac{\text{亞洲總業績} \times 2\%}{\text{亞洲總積分}}$  = 業務(獨立)經銷商同階獎金





## Independent Distributor's Award Calculation and Delivering

Re-emphasis:

1. The Purchasing quantity can be accumulated and the specified amount purchased once is not required.
2. The Products can be returned at 10% discount of Independent Distributor Price within the 14 days from the date on the Purchasing invoice.

**CLIENT** :Those who have the accumulated Purchasing quantity of 18,750 PV and First Year Annual Fee HK\$210, renewal HK\$210 per year. Can be promoted as Independent Distributor.

- ① **(INDEPENDENT) DISTRIBUTOR : 20%** 1 PV ~ 90,000 PV (Personal Achievement)
- ② **PRIMARY (INDEPENDENT) DISTRIBUTOR : 29%** (20% + 9%) 90,001 PV ~ 360,000 PV (Personal Achievement)
  1. Group Award: 9%
- ③ **SENIOR (INDEPENDENT) DISTRIBUTOR : 38%** (20% + 9~18%) With the Accumulated Purchasing Quantity more than 360,000 PV, The Lump-Sum Purchasing Amount up to 300,000 PV, or should have the structure of three PRIMARY (INDEPENDENT) DISTRIBUTORS in direct downline (Choose one of the three)
  1. Group Award: 9% to 18%
  2. SENIOR (INDEPENDENT) DISTRIBUTOR Generation Award for a maximum of 6 generations: 5%, 3%, 2%, 1.5%, 1%, 1% , i.e. giving a total of 13.5% <see Table 1>
- ④ **SELLING (INDEPENDENT) DISTRIBUTOR : 41%** (20% + 3~21%) (Should have the structure of five SENIOR (INDEPENDENT) DISTRIBUTORS in direct downline and registration for Challenging.)

Challenging Achievement will be fluctuate accumulated in the continuance three months as Team Achievement, equivalent to 3,750,000 PV. (Being equivalent to 3,000,000 PV under consecutive challenge)

  1. Group Award: 3% to 21%
  2. SELLING (INDEPENDENT) DISTRIBUTOR Personal Group Award of 2% on all groups' sales generated by downline SENIOR (INDEPENDENT) DISTRIBUTOR.
  3. SENIOR (INDEPENDENT) DISTRIBUTOR Generation Award for a maximum of 6 generations: 5%, 3%, 2%, 1.5%, 1%, 1% , i.e. giving a total of 13.5% (SENIOR (INDEPENDENT) DISTRIBUTOR > SENIOR (INDEPENDENT) DISTRIBUTOR) <see Table 1>
  4. SELLING (INDEPENDENT) DISTRIBUTOR Generation Award of a total 6% (based on total group points generated by downline SELLING (INDEPENDENT) DISTRIBUTOR for a maximum of 6 generations)  
(SELLING (INDEPENDENT) DISTRIBUTOR > SELLING (INDEPENDENT) DISTRIBUTOR) <see Table 2>
  5. SELLING (INDEPENDENT) DISTRIBUTOR Asia Award Sharing of a total 1.5% (based on total group points generated by downline SELLING (INDEPENDENT) DISTRIBUTOR for a maximum of 6 generations, and paid half yearly). The Team Achievement of SELLING (INDEPENDENT) DISTRIBUTOR in six months should be amounted up to 2,400,000 PV. <see Table 3> <Those of or above BUSINESS (INDEPENDENT) DISTRIBUTOR will be exempt from this term.>
  6. He also can own one medal with diamond.
  7. Those who are promoted as SELLING (INDEPENDENT) DISTRIBUTOR within the four months from the joining date, the Tour of France will be free of Charge.
- ⑤ **BUSINESS (INDEPENDENT) DISTRIBUTOR : 42%** (20% + 1~22%) (Should have the structure of five SELLING (INDEPENDENT) DISTRIBUTOR in direct downline and Registration for Challenging.) Challenging Achievement will be fluctuate accumulated in the continuance three months as Team Achievement, equivalent to 40,000,000 PV.
  1. Group Award: 1% to 22%
  - Article 2~6: (same with SELLING (INDEPENDENT) DISTRIBUTOR)
  7. BUSINESS (INDEPENDENT) DISTRIBUTOR Generation Award of a total 2% (based on total group points generated by downline BUSINESS (INDEPENDENT) DISTRIBUTORS for a maximum of 6 generations). <see Table 5>
  8. BUSINESS (INDEPENDENT) DISTRIBUTOR Asia Award Sharing of a total 1% (based on total group points generated by downline BUSINESS (INDEPENDENT) DISTRIBUTORS for a maximum of 6 generations, and paid half yearly). <see Table 4>
- ⑥ **OPERATING (INDEPENDENT) DISTRIBUTOR : 42%** (20% + 1~22%) (Should have the structure of five BUSINESS (INDEPENDENT) DISTRIBUTORS in direct downline and registration for challenging.)

Challenging Achievement will be fluctuate accumulated in the continuance three months as Team Achievement, equivalent to 400,000,000 PV.

Article 1~8: (Same with BUSINESS (INDEPENDENT) DISTRIBUTOR)

  9. OPERATING (INDEPENDENT) DISTRIBUTOR Asia Award Sharing of a total 1% (based on total group points generated by downline OPERATING (INDEPENDENT) DISTRIBUTOR for a maximum of 6 generations, and paid half yearly).



Monthly Liability Limit :	Personal Achievement	Team Achievement	
SENIOR (INDEPENDENT) DISTRIBUTOR	: 5,000 PV	+	15,000 PV
SELLING (INDEPENDENT) DISTRIBUTOR	: 5,000 PV	+	15,000 PV
BUSINESS (INDEPENDENT) DISTRIBUTOR	: 5,000 PV	+	15,000 PV
OPERATING (INDEPENDENT) DISTRIBUTOR:	5,000 PV	+	15,000 PV

Those who has not fulfilled the Monthly Liability Limit just only gain the Group Award.

NOTE: In case of any ambiguity, the interpretation shall be based on the Chinese version and the interpretation made by BELLE VENTURE shall be final and binding.

If any amendment on articles or system is announced, take the amendment as basis.

If the one is promoted as the SENIOR (INDEPENDENT) DISTRIBUTOR or PRIMARY (INDEPENDENT) DISTRIBUTOR, all the upper person will be also promoted to be the SENIOR (INDEPENDENT) DISTRIBUTOR / PRIMARY (INDEPENDENT) DISTRIBUTOR.

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PV = "Product Value" Point (HK\$1) = 3.75 PV (BELLE VENTURE)



<Table 1>\*SENIOR (INDEPENDENT) DISTRIBUTOR Six Generation Award: 5%, 3%, 2%, 1.5%, 1%, 1% Those of SENIOR (INDEPENDENT) DISTRIBUTOR or above the SENIOR (INDEPENDENT) DISTRIBUTOR will gain this Award. (SENIOR (INDEPENDENT) DISTRIBUTOR > SENIOR (INDEPENDENT) DISTRIBUTOR) ( Becoming effect from the next month.)

Direct lower Generation (above SENIOR (INDEPENDENT) DISTRIBUTOR)	Percentage						Remarks
	1st Grade	2nd Grade	3rd Grade	4th Grade	5th Grade	6th Grade	
Generation 1	5%	1%					1. It becomes effect from the next month if the one is promoted this month. 2. Accounted as the Team PV of SENIOR (INDEPENDENT) DISTRIBUTOR
Generation 2	5%	3%	1%				
Generation 3&4	5%	3%	2%	1%			
Generation 5	5%	3%	2%	1.5%	1%		
Generation 6	5%	3%	2%	1.5%	1%	1%	



<Table 2>\*SELLING (INDEPENDENT) DISTRIBUTOR Generation Award: 6% (adopting the System of Accumulated Points). Those of SELLING (INDEPENDENT) DISTRIBUTOR or above the SELLING (INDEPENDENT) DISTRIBUTOR will gain this Award. (SELLING (INDEPENDENT) DISTRIBUTOR > SELLING (INDEPENDENT) DISTRIBUTOR) (Becoming effect from the next month.)

Direct lower Generation (SELLING (INDEPENDENT) DISTRIBUTOR above SELLING (INDEPENDENT) DISTRIBUTOR)	Percentage						Remarks
	1st Grade	2nd Grade	3rd Grade	4th Grade	5th Grade	6th Grade	
Generation 1	5%	1%					1. It becomes effect from the next month if the one is promoted this month. 2. Accounted as the Team PV of SELLING (INDEPENDENT) DISTRIBUTOR and as per the system of accumulated points.
Generation 2	5%	3%	1%				
Generation 3&4	5%	3%	2%	1%			
Generation 5	5%	3%	2%	1.5%	1%		
Generation 6	5%	3%	2%	1.5%	1%	1%	

**Formula based by SELLING (INDEPENDENT) DISTRIBUTOR Generation Award:**

$$\text{Value Per Points X} \frac{\text{Total Asia Sales X 6\%}}{\text{Total Asia SELLING (INDEPENDENT) DISTRIBUTOR Points Calculated}} = \text{SELLING (INDEPENDENT) DISTRIBUTOR Generation Award}$$



<Table 3>\*Award Sharing of SELLING (INDEPENDENT) DISTRIBUTOR in Asia: 1.5% (adopting the System of Accumulated Points). Those of SELLING (INDEPENDENT) DISTRIBUTOR or above the SELLING (INDEPENDENT) DISTRIBUTOR will gain this Award. (SELLING (INDEPENDENT) DISTRIBUTOR > SELLING (INDEPENDENT) DISTRIBUTOR)

Direct lower Generation (SELLING (INDEPENDENT) DISTRIBUTOR above SELLING (INDEPENDENT) DISTRIBUTOR)	Percentage							Remarks
	Self	1st Grade	2nd Grade	3rd Grade	4th Grade	5th Grade	6th Grade	
Generation 0	5%							1. It becomes effect from the next month if the one is promoted this month. 2. Accounted as the Team PV of SELLING (INDEPENDENT) DISTRIBUTOR and as per the system of accumulated points. 3. Distributed per six months
Generation 1	5%	5%	1%					
Generation 2	5%	5%	3%	1%				
Generation 3&4	5%	5%	3%	2%	1%			
Generation 5	5%	5%	3%	2%	1.5%	1%		
Generation 6	5%	5%	3%	2%	1.5%	1%	1%	

**Formula based by Award of SELLING (INDEPENDENT) DISTRIBUTOR in Asia:**

$$\text{Value Per Point X} \frac{\text{Total Asia Sales X 1.5\%}}{\text{Total Asia SELLING (INDEPENDENT) DISTRIBUTOR Points Calculated}} = \text{Award Sharing of SELLING (INDEPENDENT) DISTRIBUTOR in Asia}$$



<Table 4>\*Award Sharing of BUSINESS (INDEPENDENT) DISTRIBUTOR in Asia: 1% (adopting the System of Accumulated Points). Those of BUSINESS (INDEPENDENT) DISTRIBUTOR or above the BUSINESS (INDEPENDENT) DISTRIBUTOR will gain this Award.(BUSINESS (INDEPENDENT) DISTRIBUTOR > BUSINESS (INDEPENDENT) DISTRIBUTOR)

Direct lower Generation (BUSINESS (INDEPENDENT) DISTRIBUTOR above BUSINESS (INDEPENDENT) DISTRIBUTOR)	Percentage							Remarks
	Self	1st Grade	2nd Grade	3rd Grade	4th Grade	5th Grade	6th Grade	
Generation 0	5%							1. It becomes effect from the next month if the one is promoted this month. 2. Accounted as the Team PV of BUSINESS (INDEPENDENT) DISTRIBUTOR and as per the system of accumulated points. 3. Distributed per six months
Generation 1	5%	5%	1%					
Generation 2	5%	5%	3%	1%				
Generation 3&4	5%	5%	3%	2%	1%			
Generation 5	5%	5%	3%	2%	1.5%	1%		
Generation 6	5%	5%	3%	2%	1.5%	1%	1%	

**Formula based by Award of BUSINESS (INDEPENDENT) DISTRIBUTOR in Asia:**

$$\text{Value Per Points X} \frac{\text{Total Asia Sales X 1\%}}{\text{Total Asia BUSINESS (INDEPENDENT) DISTRIBUTOR Points Calculated}} = \text{Award Sharing of BUSINESS (INDEPENDENT) DISTRIBUTOR in Asia}$$



<Table 5>\*BUSINESS (INDEPENDENT) DISTRIBUTOR Generation Award: 2% (adopting the System of Accumulated Points). Those of BUSINESS (INDEPENDENT) DISTRIBUTOR or above the BUSINESS (INDEPENDENT) DISTRIBUTOR will gain this Award (BUSINESS (INDEPENDENT) DISTRIBUTOR > BUSINESS (INDEPENDENT) DISTRIBUTOR) (Becoming effect from the next month).

Direct lower Generation (BUSINESS (INDEPENDENT) DISTRIBUTOR above BUSINESS (INDEPENDENT) DISTRIBUTOR)	Percentage						Remarks
	1st Grade	2nd Grade	3rd Grade	4th Grade	5th Grade	6th Grade	
Generation 1	5%	1%					1. It becomes effect from the next month if the one is promoted this month. 2. Accounted as the Team PV of BUSINESS (INDEPENDENT) DISTRIBUTOR and as per the system of accumulated points.
Generation 2	5%	3%	1%				
Generation 3&4	5%	3%	2%	1%			
Generation 5	5%	3%	2%	1.5%	1%		
Generation 6	5%	3%	2%	1.5%	1%	1%	

**Formula based by BUSINESS (INDEPENDENT) DISTRIBUTOR Generation Award:**

$$\text{Value Per Points X} \frac{\text{Total Asia Sales X 2\%}}{\text{Total Asia BUSINESS (INDEPENDENT) DISTRIBUTOR Points Calculated}} = \text{BUSINESS (INDEPENDENT) DISTRIBUTOR Generation Award}$$