



# 獨立經銷商營業守則

## INDEPENDENT DISTRIBUTOR BUSINESS MANUAL

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# 獨立經銷商申請辦法

## HOW TO APPLY TO BE A INDEPENDENT DISTRIBUTOR

### 1.1 申請資格 Eligibility

1. 任何人均可以個人或公司名義申請成為 Belle Venture ( "BV" ) 獨立經銷商。  
Any individual or company may apply to become an Independent Distributor ( "ID" ) of BV.
2. 如以個人名義申請成為獨立經銷商，申請人必須年滿二十一歲。  
Individual applicant must be at least 21 years of age.
3. 申請一經批核，申請人便立即成為BV獨立經銷商，擁有BV名下產品及服務之經銷權。  
Once the application is approved, the applicant will immediately become an ID of BV, and be entitled to sell BV products and services.
4. 以公司名義申請成為獨立經銷商者，請參閱本守則內之「申請方法及程序」。  
Please refer to the section "Application Procedures" in this manual for application procedures for company applicants.

### 1.2 BV 獨立經銷商資格 BV Independent Distributorship

1. 成功申請人可獲得為期一年之BV獨立經銷商資格，享有一切合法權益。  
Successful applicants will become the ID of BV for a year and enjoy the rights as an ID of BV.
2. BV獨立經銷商合約每年簽訂一次，各獨立經銷商須主動進行續約手續。  
The contract of distributorship ( "Contract of Distributorship" ) is to be renewed annually. It is the responsibility of the ID to initiate the renewal procedures before the distributorship expires.
3. 各獨立經銷商須於合約到期日前三個月內，進行續約手續。  
Renewal procedures can be commenced 3 (three) months prior to the expiration of the old Contract of Distributorship.
4. BV可能會要求申請者提供額外文件以協處理續約申請。  
BV may require the applicant to provide additional documents to assist in the renewal application.
5. 逾期未續約者，其獎金將於續約後發放。  
For any expired contract of distributorship, outstanding awards will only be released upon renewal.
6. 逾期未續約者，本公司有權於約滿六個月後終止其獨立經銷商資格，BV不會主動另行通知。  
Distributorship may be terminated upon six months from the expiration of the old Contract of Distributorship. BV will not make any further notice.



7. 不論任何原因而引致喪失獨立經銷商資格之經銷商，須於不少於一年後方可再次可提出申請成為獨立經銷商。  
If an ID has lost his/her/its distributorship for whatever reason the ID can only apply for another distributorship for not less than one year from the expiration of the old Contract of Distributorship.

8. 各續約申請必須繳付年費，金額視乎申請時之規定。

An annual fee will apply to every renewal application of the Contract of Distributorship. The applicable fee is the fee to be specified at time of application.

9. BV保留拒絕任何續約申請之權利。公司無須對任何申請決定作出解釋。

BV retains the right to refuse any renewal application without any explanation.

### 1.3 申請方法及程序 Application Procedures

1. 申請人須合乎申請資格。

The applicant must meet the criteria of "Eligibility" in this manual.

2. 申請人須填寫一份「獨立經銷商申請表格及協議書」，並提供正確資料。申請書內有關位置簽名作實。

The applicant must fill out an "Independent Distributor Application and Agreement Form" ( "Application Form" ), provide correct information and sign as required on the Application Form.

3. 申請人必須閱讀「獨立經銷商營業守則」及載於「獨立經銷商申請表格及協議書」內之「獨立經銷商申請條款及協議」，並在明白該「獨立經銷商申請條款及協議」之後，同意及簽名作實。

The applicant must read this "Independent Distributor Business Manual" and the "Independent Distributor Agreement" on the Application Form, and sign to confirm his/her/its understanding and agreement to comply with the terms and conditions.

4. 申請一經批准，申請人必須同意並繳交年費及會員卡費用，整個申請程序才算完成。該費用以申請時BV所宣佈為準。

A successful applicant must pay an annual fee and a fee for membership card to complete the application procedure. The applicable fee is the fee specified at time of application.

5. 於遞交「獨立經銷商申請表格及協議書」時，申請人需提交以下文件：  
In addition to the Application Form, the applicant must submit the following documents (original and one copy) on application:

(一) 身分證明文件正、副本, Proof of identity;

(二) 年齡證明文件正、副本(如身分證明文件內無確認年齡資料);  
Proof of age of the applicant (if such information is not shown in proof of identity document);

(三) 如以公司名義申請者:公司申請人之商業登記證正本、副本，及負責人之身分證明文件正本及副本;  
For company applicant, the company's business registration, and proof of identity of the responsible person;

(四) 申請人持有之香港銀行戶口之證明文件正、副本;  
Proof of an account holder of a licensed bank in the Hong Kong Special Administrative Region ( "HK SAR" );

(五) 「訂貨單」; 及

A completed "Order Form"; and

(六) 任何其他可協助批核申請之文件。

Other documents deemed relevant by BV.

6. BV有權要求申請人提供額外文件，以核實申請人之身分。

BV has the right to demand the applicant to produce further documents for the verification of his/her/its identity.

7. BV將拒絕受理具有以下情況之申請:

BV shall refuse to process application where:

(一) 申請人不同意「獨立經銷商申請表格及協議書」之任何內容及/或條款;  
The applicant does not agree with the terms and conditions in this manual and on the "Independent Distributor Application and Agreement Form";

(二) 申請人拒絕提供，或提供與事實不符之申請資料; 或  
The applicant refuses to provide, or fails to provide truthful and accurate information required; or

(三) 申請人未能提供BV所要求之其他文件。

The applicant fails to provide other documents required by BV.

8. 於遞交所有有關文件後，BV公司客戶服務部將會盡快審核申請資料。

Upon receipt of the application and all required documents, BV Customer Service Department will process the application accordingly.

9. BV有權拒絕任何申請，而無須作出任何解釋。

BV reserves the right to reject any application without giving any explanation.

10. 任何申請人之申請被拒絕後，需再重新向BV作出申請，方可成為BV獨立經銷商。  
Once an application is rejected, the applicant will need to submit new application if he/she/it intends to join BV as an ID.



# 獨立經銷商營業規章

## PRINCIPLES OF INDEPENDENT DISTRIBUTOR

### 2.1 交易原則 Trade Principles

1. 此交易原則界定BV與獨立經銷商之間，及獨立經銷商互相之間的權責。  
The following principles define the rights and responsibilities of BV and its IDs and their relationships.

2. 獨立經銷商皆為獨立經營個體。BV與各獨立經銷商之間沒有任何直接或間接之僱傭、代理、信託或從屬關係。獨立經銷商不能向任何人士聲稱其為BV之僱員或代表。

IDs are separate and independent business entities. There is not, and will not be, any employment, agency, trust, representative or affiliation relationship, whether directly or indirectly, between BV and its IDs, or implied in any contractual arrangement.

3. 在獲得BV獨立經銷商資格後，獨立經銷商可獲得BV授權售賣BV名下之產品或服務。  
BV IDs are authorized to sell all BV products or services.

4. 各獨立經銷商乃獨立經營本身業務。BV不會干涉或控制其業務運作。  
All IDs operate their own distributorship businesses. BV will not engage in, be involved or interfere with, or control their operations.

5. BV不會協助亦不鼓勵任何獨立經銷商向任何金融機構進行借貸活動。獨立經銷商亦不得在任何情況下報稱BV為其擔保人或僱主。  
Any IDs that borrow money in order to run their distributorships business do so independently of BV and at their own risk. BV discourage such activity and will not act as a guarantor for any ID. No ID shall claim BV to be his/her/its guarantor or employer under any circumstances.

6. 獨立經銷商皆遵守「獨立經銷商營業守則」的原則及按照當地法律的大前提下可自由發展及建立自己的銷售網。

IDs can freely develop and build their own sales networks provided that their activities are in compliance with this "Independent Distributor Business Manual" and in accordance with all local laws.

7. 獨立經銷商不得以BV獨立經銷商之名義參與任何有關政府禁止之商業團體或活動或作任何不法行為。

IDs shall not participate, in the name of BV, in any business groups or activities prohibited by the jurisdictions and conduct any unlawful activities.

8. 任何獨立經銷商不得直接或間接，用明示或暗示的方式，包括但不限於，以下列事項作為引薦其他人加入BV之條件：

IDs shall not, directly or indirectly, expressly or implicitly, or through unwarranted inducements, induce others to join BV as an ID, by offering, including but not limited to, the following conditions:



- (一) 必須購買特定金額之產品;  
obligation to purchase a specific amount of product other than defined by BV;
  - (二) 必須購買貨品之義務;  
obligation to purchase products and/or services of BV;
  - (三) 必須維持特定存貨數量;  
obligation to stock up specific amount of products and/or services of BV;
  - (四) 必須購買任何非BV出版之創業資料或其他業務輔助用品和器具;  
obligation to purchase any unofficial entrepreneurial materials including publication or accessories;
  - (五) 必須購買任何錄音帶、文件、視聽輔助及其他器材;及/或  
obligation to purchase any unofficial tapes, documents, audio-visual aids and other equipment; and/ or
  - (六) 必須購買非BV所舉辦之大會、研討會或其他會議之入場券。  
obligation to purchase tickets for unofficial or non-BV endorsed events, seminars or meetings.
9. 任何獨立經銷商不得用任何方式表示獨立經銷商可獲取其他非「獨立經銷商之權利」及「獨立經銷商獎金計算及發放」所規定之任何利益。所有獎金的計算及發放應以有最終的決定權及詮釋權，BV獎金一經發放，獨立經銷商不得異議。BV並不會向獨立經銷商公佈獎金計算的明細。  
IDs shall not, under any circumstances, indicate to anybody that IDs can obtain any benefits by being an ID other than those endorsed by BV and defined in this manual and "Independent Distributor's Award Calculation and Delivering". For clarity, BV shall have the absolute right to determine and interpret how to calculate and deliver the Award. No dispute shall be made by ID against the Award delivered. BV will not disclose the breakdown of Award calculation to ID.
10. 獨立經銷商不得向任何人明示或暗示其擁有BV任何地區之獨家產品銷售權或任何特許權利。  
IDs shall not expressly or implicitly indicate to anyone their possession of any exclusive sales license or rights for BV products or services.
11. 經銷商不得將產品或業務輔助品轉交任何非BV授權人士在零售市場上轉售圖利。  
Sales rights of BV products, services and/or accessories are not transferable to any person or company which does not have authorised BV independent distributorship.
12. 獨立經銷商不得在零售市場上以低於BV指定之零售價出售本公司的產品或服務。  
IDs shall not sell any products or services of BV with a price lower than the BV recommended retail price.
13. 獨立經銷商不得為求出售貨品而向任何人提供不符合有關貨品之價目、品質、等級、效能及存貨狀況之失實資料。  
IDs shall not make any untruthful representation on price, quality, functions, grades and/or stock condition of any product or service for the purpose of promoting sales.

14. 所有BV產品皆有其註冊商標及專利成份。任何人不得將BV之產品重新包裝再行出售。在未有BV事先的書面同意，在任何平台，包括網上平台及手機通訊平台，使用BV, Belle Venture 及任何BV的商標或知識產權。  
BV products have their own registered trademarks and are to be sold only in their original packages and in their original formulations. No person shall repackaging BV products for sale or use any BV, Belle Venture or/and BV trade mark or intellectual property rights, via whatever platforms (including internet platform and mobile phone communication platform) unless with BV prior written approval.
15. 獨立經銷商不得在任何場合中以BV獨立經銷商的身分，以直接或間接、明示或暗示的方法游說他人購買其他直銷/傳銷公司之商品。  
IDs shall not, under any circumstances, use the identity of BV ID to, directly or indirectly, expressly or implicitly, promote products or services of other direct sale companies or organisations which adopt multi-level marketing ( "MLM" ) and/or network marketing structure ( "NMS" ) and/or a system of independent distributorship.
16. 獨立經銷商不得在任何情況下推薦其他人加入其他傳銷/直銷組織及公司。  
IDs shall not recommend others to join other direct sale companies or organisations which adopt MLM and/or NMS and/or a system of independent distributorship.
17. 獨立經銷商不得勸退其他獨立經銷商或游說其他獨立經銷商加入其他直銷/傳銷組織及公司。  
IDs shall not, on his, her or its own behalf or on behalf of any other person or entity, directly or indirectly, encourage, solicit, or attempt to recruit, or persuade any other IDs to own, operate, or participate as an ID in other direct sale companies or organisations which adopt MLM and/or NMS and/or a system of independent distributorship.
18. 獨立經銷商不得向其他獨立經銷商已成交之客戶推薦同屬性商品。未成交客戶則不在此限。  
IDs shall not sell, or solicit for sale, directly or indirectly, any product or service of BV to customers who have been dealing with and have completed transaction with another line of Distributorship ( "LOD" ) of BV.
19. 獨立經銷商不得作出任何毀謗其他獨立經銷商、BV及BV人員名譽之言論或行為。  
IDs shall not make any defamatory statements or behaviour against other IDs, LOD, or BV.
20. 獨立經銷商不得糾同其他直屬或旁系獨立經銷商組織，干預BV行政作業。  
IDs shall not, individually or in ally or collusion with other IDs, interfere with or attempt to interfere with the administration, operation or decisions of BV by any means.
21. 獨立經銷商不得聯合抵制公司。  
IDs shall not form an alliance to boycott BV.



22. 獨立經銷商不能以囤積貨品、毀謗、搶線、蓄意合併組織或以任何其他不法方式造成市場機能失衡，影響市場公平運作，損害BV及其他獨立經銷商之利益。IDs shall not hoard goods, or make defamatory statements or acts against other IDs or LOD, or solicit IDs from another LOD to change LOD, or manipulate the organisation of any LOD, or engage in any other unethical or illegal means, to create any risk that may upset the market operation causing tangible and/or non-tangible loss of BV and/or other IDs.
23. 獨立經銷商不得以雙重身分或以他人之名義同時運作兩個不同體系之組織。IDs shall not, directly or indirectly, on his, her or its own behalf or on behalf of any person or entity, own or participate or run or engage in simultaneously two or more LOD of BV.
24. 所有獨立經銷商均有責任於引薦其他有興趣人士成為BV獨立經銷商之前，向其解釋及使其明白以下之規定，不得欺詐、隱瞞或誤導。In recruiting prospective IDs (the "Prospect") to join BV as IDs, sponsor IDs are responsible for explaining clearly and accurately to the candidates the following:
- (一) BV之產品種類、價格、品質及使用方法;
  - (二) BV公司組織及獨立經銷商計劃;
  - (三) 透過銷售商品可獲得之零售利潤及獎金; 及 profits and awards available through the sale of goods and the system of BV Independent Distributorship; and
  - (四) 終止成為獨立經銷商及退貨之辦法。
- 並敦促其仔細閱讀「獨立經銷商營業守則」及「獎金計算及發放」。
- and require them to read this manual and the "Independent Distributor's Award Calculation and Delivering".
25. 獨立經銷商不得鼓勵或游說新加盟之獨立經銷商為任何目的向財務機構借貸。IDs shall not engage, encourage, solicit or persuade other IDs to participate in any financial loans from any source for any purpose.
26. 上線獨立經銷商不得強迫新夥伴一次過購買非短期內所能售罄的商品數量。Sponsor IDs shall not compel or induce any sponsored IDs to buy a quantity of products and/or services that is beyond the capacity of that sponsored ID.
27. BV不會把獨立經銷商的銷售數據向其他人(包括其上線)公開，以保障各獨立經銷商的私隱及商業秘密。For the purpose of protecting IDs' privacy and trade secret, BV will not disclose the sales figures of IDs to other persons (including their sponsor ID).
28. 獨立經銷商不得在任何階段以任何方式阻撓其他人中止其獨立經銷商資格或辦理退貨。IDs shall not, at any stage and by any mean, obstruct any other IDs to suspend their independent distributorships of BV.
29. 獨立經銷商不得以訓練、講座、聯誼、開會或其他類似之名義要求參加者繳付不當之費用。IDs shall not demand from other IDs for any training, seminars, networking activities, meetings or other events inappropriate charges.
30. 除BV外，獨立經銷商不得自製或經由其他途徑購進任何印有公司名稱、圖案字樣之物品。IDs shall not make or purchase via any other means any unauthorised materials bearing the name or logo of BV or its subsidiary companies.
31. 獨立經銷商不能公開在電子網頁內宣傳。BV亦嚴禁獨立經銷商濫發電子訊息用作宣傳。IDs shall not promote any BV products or services via electronic media in the form of, including but not limited to, internet and spam emails.
32. 未經授權，獨立經銷商不得翻印全部或部分屬於BV印刷出版之文件資料及刊物。IDs shall not reproduce, in whole or in part, any documents or publications of BV, in any form without BV's prior written approval.
33. 獨立經銷商可自行設計作為業績推廣或訓練之用之輔助工具，但其內容必須為確切、真實，及不得涉及醫療行為及不得侵犯BV及任何他人之知識產權或觸犯香港特別行政區法例或營商所在地區之法例。IDs may design their own accessories (the "Accessories") for the purpose of promotion of the products and/or services, or for the purpose of training as long as its content is truthful, does not involve any medical activities, does not infringe any intellectual property rights of BV or others and is compliant to the laws of HKSAR and/or the relevant jurisdictions.
34. 獨立經銷商只可自行錄製公司會議、體系會議或訓練課程作為私人用途，但不得向外人發放。IDs may record corporate meetings, conferences and/or trainings of BV for private use only with the permission of BV only. Public use of such recordings is prohibited.
35. 如BV認為有獨立經銷商自制之輔助工具違反法律，或侵犯本公司權利，或擾亂市場公平交易秩序，BV有權要求有關人士即時停止有關不當行為，並有權終止其獨立經銷商資格，並可能就有關損失要求賠償。獨立經銷商不得異議。If BV considers any content of any such Accessories made by the IDs contain untruthful, inaccurate content, or any content that violates the law of HKSAR, or infringes the rights of BV and/or other IDs, or interferes with fair trade, BV is entitled to stop the use of such Accessories, and reserves the right to terminate the distributorship of any relevant IDs and may demand compensation for any loss.
36. BV禁止獨立經銷商在公開商舖或場所擺賣本公司之產品，一經發現，BV將會取消有關人士之獨立經銷商資格。BV prohibits IDs from hawking any BV products in shops or public places. Violation of this rule may trigger immediate termination of distributorship.



## 2.2 違規行為 Irregular Behaviour and Wrongdoing

1. 任何獨立經銷商之行為及其營商手法，必須符合香港特別行政區之法例規定及BV「獨立經銷商營業守則」。一切有關在國內或海外進行之直銷/傳銷商業活動，亦務必注意符合當地法例之規定。

All behaviour and business practices of IDs of BV must comply with the laws of the HKSAR and the rules and regulations in "BV Independence Distributor Business Manual". Attention is specifically drawn to the legality of MLM and/or NMS and/or business involving a system of independent distributorship in the PRC and overseas.

2. BV正視任何違規情況，亦鼓勵獨立經銷商反映或舉報有關違規行為。一切舉報將會交予本公司之「紀律委員會」調查。

BV has zero tolerance for any inappropriate behaviour that contravenes any rule and regulation of this manual. IDs are encouraged to report any irregular or wrongdoing behaviour. All reports received will be handled by the "Disciplinary Committee" of BV for further investigation and recommendation.

3. BV嚴禁下列不正確手段以獲取新參加者入會：

BV prohibits the induction of a Prospect to join BV as an ID by:

(一) 向新參加者聲稱不需要付款購買，只需繳付入會費便可取得獨立經銷商資格，claiming to the Prospect that he/she does not need to make any purchase, but pay the joining fee only;

(二) 用退款手法爭取新參加者入會; refund tactics;

(三) 告知可替新參加者清貨而不須新夥伴去努力銷售;或 informing the Prospect that the sponsor ID will sell the products without the efforts of the Prospect; or

(四) 告知新參加者可以特價販售貨品。  
informing the Prospect that he/she can sell the products at special prices.

4. 根據「紀律委員會」調查結果，如有嚴重違規者，一經查證屬實，不論該獨立經銷商屬於任何聘級，BV有權根據「紀律委員會」之建議，立即取消該獨立經銷商資格。遭受終止獨立經銷商資格之獨立經銷商的當月獎金會於次月發放。其他在終止獨立經銷商資格前所應得之獎金，亦將會按比例發放。日後所有分紅及業績獎金皆會停止發放。

BV reserves the right to terminate the distributorship of an ID as recommended by the Disciplinary Committee as a result of serious wrongdoing. Awards accrued up until the point of disciplinary action will be released in the following month, excluding those that are the cause of the disciplinary action. Other eligible awards before the termination of distributorship will be distributed on a pro rata basis.

5. 凡經BV取消獨立經銷商資格之人士，本公司有權拒絕其後之入會申請。

For all distributorships that are terminated by BV as a result of disciplinary action, BV reserves the right to reject any future applications.

## 第三章 | Chapter 3

### 換貨及退貨辦法

REPLACEMENT AND  
RETURN OF PRODUCT



### 3.1 換貨制度 Replacement System

1. 獨立經銷商於收貨後必須詳細檢查貨品。  
IDs must examine the condition of the goods upon receipt of any goods/ products.
2. 換貨僅限可計算獎金之產品。其他如業務資料、表格單據等，公司將不接受更換。  
Replacement is only allowed for products that attract awards. Replacement of items such as business information pamphlets, forms and other documentations will not be entertained.
3. 退貨並不同換貨，退貨等同放棄為BV獨立經銷商。有關退貨事宜請參考「退出辦法」。  
Return of products is not the same as replacement of products. Return of products is only allowed on termination of distributorship. For return instructions, please refer to "Exit Measures" in this manual.
4. 任何一位獨立經銷商，均可向公司提出換貨申請，唯必須符合下列條件。  
IDs may request replacement of any products if the following conditions are met.
5. 凡產品因損壞或運送途中受損，可要求更換相同貨品，不另收費。其他任何貨品損壞概不受理。  
Products with manufacturing defects or damaged during transit shall be replaced with the same items and at no extra charge. Products damaged by other human factors are not entitled to this replacement service.
6. 若有貨品已遭人為消耗，如薰香台內曾倒入植物精油或有任何破損，則不得要求換貨。對於接受換貨與否，BV保留最終決定權。  
Any product that is partly consumed or damaged, such as containers used by adding aromatherapy essential oils cannot be replaced. The final decision of replacing any products resides with BV.
7. 凡要求換貨產品單件定價在港幣\$8,000或以上，換貨申請須在提貨後十四天內提出，逾期概不受理。換貨產品單件定價在港幣\$8,000以下者，換貨申請則須在六個月內提出，逾期概不受理。  
For any single product at a price of HK\$8,000 or above, a replacement request must be made within 14 days from the date of purchase. For any product at a price below HK\$8,000, a replacement request must be made within 6 months from the date of purchase. BV shall not entertain any overdue request.
8. 獨立經銷商需要按貨品價值及於指定期間帶備原本購貨證明以辦理換貨手續(如訂貨單、發票等)。  
IDs shall produce the original documents at purchase (such as purchase orders, invoices, etc.) at time of requesting a replacement according to the specified conditions and period stated in this section.

9. 每件貨品最多只可更換一次，並基於不同貨品價值，多除少補。  
Each item can only be replaced once. Due to price difference of different products, any surplus money will be refunded to the ID's account, while any shortfall will be made up by the IDs.

10. 凡於買貨單開單後半年內所提取之貨品，可以享有本守則內所規定之換貨安排。  
Only products delivered within six months from the date of purchase as shown on the official invoice are eligible for replacement.

11. 凡於買貨單開單後半年後所提取之貨品，一概不能退換。  
Any request of replacement of products that are delivered more than six months from the date of purchase as shown on the official invoice will not be considered.

12. 若有零售顧客直接向BV要求換貨或退貨，公司將通知相應獨立經銷商向該顧客說明及辦理手續。倘若該獨立經銷商未能履行應有之責任和義務，BV將直接為該顧客辦理手續，退款部分直接從獨立經銷商帳戶內扣除。作為獨立經銷商而不履行換貨或退款責任者，公司可撤銷該經銷商之資格。  
If a retail customer makes a replacement or return of products request to BV directly, BV shall notify the responsible ID to handle the request and relevant formalities. If the responsible ID cannot perform the due responsibilities and obligations, BV will handle the request directly. All relevant expenditure will be deducted from the account of the responsible ID. IDs who fail their responsibility may attract disciplinary action and have their distributorship terminated.

### 3.2 退出辦法 Exit Arrangements

1. 任何一位獨立經銷商，均可向公司提出換貨申請。詳情請參閱「換貨制度」。  
Any independent distributor may be made to BV. Please refer to the "Replacement System".
2. 退換即將所有貨品(除了單件價超過港幣\$8,000之貨品經不可退貨外)退回本公司，並獲得所有扣除成本開支後的貨款金額。退貨等同放棄BV獨立經銷商資格，退出BV獨立經銷商行列。  
Returning products means returning ALL products (except that any single product which is at a price of HK\$8,000 or above is not returnable) purchased to BV, retrieving money paid to BV after deducting all costs and expenses, and giving up BV Independent Distributorship.

3. 有意退貨之獨立經銷商，可於購貨日期十四天內以書面通知BV解除獨立經銷商合約。並將未拆封之貨品退回。  
IDs can return all unopened and intact products to BV by submitting an application for termination of independent distributorship within 14 days from the date of purchase.



## 第四章 | Chapter 4

### 授權他人處理業務

AUTHORIZE OTHERS  
TO HANDLE BUSINESS

4. 在一般情況下及除了單件定價在港幣\$8,000以上之貨品不可退回以外，如貨品於購買發票發出之日起之十四天內退回，BV會以獨立經銷商貨品原購價格九折收回貨品。唯BV退回貨款時，會因應貨品退回時之狀況及已經繳付之獎金(包括上線推薦人之獎金)、報酬及其他行政支出(“扣除金額”)之後，適當扣除相關款項。該扣除金額以BV計算為準，不得異議。

In general circumstances and except any single product which is at a price of HK\$8,000 or above is not returnable, if IDs return products to BV within 14 days from the date of purchase (i.e. the date of the master invoice), BV will pay back 90% of the original purchase price which is subject to the condition of the products returned, deduction of awards already paid to the relevant sponsor IDs and expenses such as administrative and handling fees ( “Expenses” ). The computation of the Expenses is to be determined by BV at its discretion.

5. 退貨所需要提交之文件包括：

Purchased products must be returned together with the following documents:

- (一) 原購買發票(白聯); the original white purchase invoice;
- (二) 獨立經銷商身分證正本及副本; identity proof of ID (original and photocopy);
- (三) 已填妥之退出獨立經銷商申請表;及  
completed application form of termination of independent distributorship; and
- (四) 其他BV要求之文件。  
completed application form of termination of independent distributorship.

6. 退貨手續一經辦妥，本公司即把該獨立經銷商從BV獨立經銷商名單中剔除。

On completion of procedures of termination of independent distributorship, the name of such ID will be deleted from the register of IDs of BV.

7. 終止獨立經銷商資格當月表現之獎金會於次月發放。其他在終止獨立經銷商資格前所應得之分紅，亦將會按比例發放。日後所有分紅及獎金皆會停止發放。

All eligible awards of the month of a terminated ID will be released in the month following the successful termination of independent distributorship. All other eligible awards before the termination of independent distributorship will be released on a pro rata basis. Exited IDs are not eligible for any prospective awards from the date of successful termination of independent distributorships.

8. 所有屬於該退出之獨立經銷商的事業夥伴及組織，將直接歸於該獨立經銷商之原推薦人。  
The line of sponsorship that belongs to the exiting ID will be automatically taken over by his/her sponsor ID.

9. 已經退出BV獨立經銷商行列者，必須於解約一年後方可再行申請加入BV成為獨立經銷商。唯BV保留恢復該獨立經銷商資格的權利。  
Exited IDs cannot apply to join BV within 1 year from the date of termination of independent distributorship. In any circumstances, BV reserves the right to refuse such application.

10. BV絕不接受任何單件貨品定價超過港幣\$8,000的貨品之退貨申請。  
BV does not accept any return of products which is at a single product price exceeding HK\$8,000.



## 相關法例

RELEVANT  
LEGISLATIONS

1. 一般情況下BV建議各獨立經銷商親自辦理任何有關業務之事項，例如申請成為獨立經銷商、訂貨、提貨、退貨或退出成為獨立經銷商等。在特殊情況下，BV允許獨立經銷商經由香港律師、內地認可公證人或海外認可之委託授權人（power of attorney）授權他人處理業務。

Under normal circumstances, BV recommends all IDs to manage all matters in person, such as application for independent distributorship, ordering products and services, arrangement of delivery, replacement of products, or returning and termination of independent distributorship. In special circumstances, BV may allow authorised persons or companies to handle business on behalf of an ID provided that such authorised persons or companies can produce relevant legal proof, such as a power of attorney, issued by HKSAR lawyers, notaries from the PRC or other overseas legal agents.

2. 除一般指定文件外，被授權人士必須持有該獨立經銷商之有效授權書及被授權人士的身份證明文件正本與副本。

Apart from the usual documents necessary for handling such authorised business activity, the authorised persons or companies must produce authorisation document(s) such as power of attorney, and the original and photocopy of identity documents of the authorised persons or companies.

3. BV有權要求被授權人士提供額外文件，以核實被授權人士之身份。

BV reserves the right to require additional documentation by authorized persons or companies for verification.

4. BV有權拒絕任何申請，而毋須作出任何解釋。

BV reserves the right to reject any application by an authorised person or company without giving any explanation.



1. BV 獨立經銷商計劃，並非層壓式推銷計劃。  
BV independent distributorship programme is not a pyramid scheme.
2. 層壓式推銷在香港乃違法行為。  
Pyramid schemes are illegal in HKSAR.
3. 層壓式計劃的特質是，計劃參與者必須支付一筆參與費才有權介紹其他新參與者，並從中取得利益。參加計劃的主要誘因，就是通過招攬新參與者賺取金錢。  
Pyramid schemes refer to those schemes where participants' income is primarily derived from recruiting further participants. Participants are required to pay a "participation fee" to join such schemes in return for the right to earn their income entirely or mainly from the introduction of further new participants.
4. 層壓式計劃並無經濟效益，沒有產品，或產品以遠高於市價出售。這導致計劃推動參與者不斷介紹新會員，保證可得可觀收入，而從中粹取招攬費。新會員加入而無以為繼，結果較後時間參加計劃的人士難免蒙受損失。  
Pyramid schemes serve no economic purpose. Economic activities such as the selling of goods and services are lacking or are limited, or the goods or services are often of dubious value or at an inflated price. By encouraging the introduction of new participants from which participation fees are extracted, these schemes eventually become unsustainable.
5. 有些推廣計劃的人招募會員加入計劃時，更會採用高壓手法或對賺錢機會作出失實陳述，並受他人誘使，為參加計劃巨額借貸。BV 堅拒該等違法行為。  
Promoters of pyramid schemes adopt high pressure tactics or make misrepresentation about earning opportunities when recruiting participants. Participants may be tempted to borrow substantial amounts to join such schemes. BV is adamantly and publicly opposed to such schemes and does not endorse any involvement by any ID in such schemes.
6. BV 之營業運作，完全符合香港特別行政區法例規定。並設有「違規調查委員會」協助香港政府及警方執法。  
All BV businesses are fully compliant with the law of HKSAR, and have instigated an "Investigation Committee for Illegal Activities" to aid the law enforcement.
7. 詳情請參閱香港特別行政區法例第六一七章《禁止層壓式計劃條例》。  
Please refer to the "Pyramid Schemes Prohibition Ordinance" Cap 617 of HKSAR for details.

8. 根據香港特別行政區法例第六一五章《打擊洗錢及恐怖分子資金籌集(金融機構)條例》，BV 有責任制訂相關政策和措施以支持香港政府打擊洗黑錢和恐怖活動，以符合法例要求。措施包括積極巡查和舉報可疑交易。  
According to the "Anti-Money Laundering and Counter-Terrorist Financing (Financial Institutions) Ordinance" Cap 615 of HKSAR, BV has a legal obligation to implement policies to support the ordinance. BV has implemented policies in line with the government ordinance including active checking and reporting of all suspicious activities.
9. 由於不同地區對於傳銷/直銷和有關商業活動有不同之法例規定，各獨立經銷商應因應情況參考該地區之法例，或尋求獨立法律意見，以免觸犯該地區之法例。  
Due to differences in different regions or countries in legality of MLM and/or MMS and/or business involving a system of independent distributorship, IDs are advised to study the relevant legislations or seek independent legal advice to avoid violation of law.