



SALES & MARKETING PLAN

Abbreviations & Definitions

IBC: Independent Business Consultant

Business Volume (BV): It is the value of a product on which the payout and sales incentive is calculated. Business Volume associated with a product can be changed by the company from time to time.

Group Business Volume (GBV): The total business volume generated by you and your team.

RSBV: Retail Sales Business Volume

Rank: Your position referring to your seniority and attained by you and your team's performance in generating business volumes

Level: The hierarchy of your team

Level based payout distribution: Percent of GBV earned at your first four levels

Commission Percentage: The payout percentage that you earn on your direct business BVs.

Differential Commission: Difference between your rank commission percent and your distribution line rank commission percent

Overview

Zillonlife Sales and Marketing Plan refers to the plan provided, detailing Zillonlife Global's remuneration system, registration process and guidelines, requirements, procedures and policies, regarding the presentation of Zillonlife Global products and the business opportunity, as amended from time to time by Zillonlife Global, and which forms an integral part of the Zillonlife Global contract.

The income opportunity provided by Zillonlife's Sales and Marketing Plan emphasises upon retailing of world class Zillonlife products by you and your team. As your business grow, you discover newer ways of increasing your income from amongst the five ways of earning money - retail margin, payout on business volume, rank based payout, distributor cashback and bonus incentives.



Distributor Cashback: A cashback which is the difference between distributor price and MRP, given to IBCs when they purchase eligible products from Zillonlife.

Retail Margin: The difference earned over distributor price when you sell a product to a customer from the Zillonlife portal is the retail margin you make from the product sold.

Level Payout on Business Volume: Level payout on business volume is the commission earned from the sales of products to customers, by you and your team.

Rank Based Payout: As your rank advances, your payout through business volume increases.

Global Business Volume Bonus: Payout based on global BV turnover shared by the company with eligible IBCs.

Promotional Incentive: Special rewards and recognition for qualified IBCs.

Payouts are based on retailing of Zillonlife products which are as under:

Rank	Levels	Payout Distribution
IBC	Level 1	15.0%
	Level 2	7.0%
	Level 3	6.0%
	Level 4	4.0%
	Level 5	4.0%

Rank Name	Direct Referral Distributor Sales (BVs)	Group BV	Distributor Line Qualification	Commission Percentage of total BV sales	Differential Commission Percentage with next rank	Global BV Percentage share
Bronze IBC	400	3,500	NA	43.5%	7.5%	NA
Silver IBC	600	7,000	1 Bronze Line + 2 Distributor Lines	50.5%	7.0%	
Gold IBC	800	14,000	1 Silver Line + 1 Bronze Line + 1 Distributor Line	57.0%	6.5%	
Sapphire IBC	1000	21,000	1 Gold Line + 1 Silver Line + 1 Bronze Line	63.0%	6.0%	
Platinum IBC	1200	45,000	1 Sapphire Line + 1 Gold Line + 1 Bronze Line	68.5%	5.5%	
Ruby IBC	1500	77,000	1 Platinum Line + 1 Sapphire Line + 1 Silver Line	73.5%	5.0%	5%
Emerald IBC	1700	1,97,600	1 Ruby Line + 1 Platinum Line + 1 Silver Line	78.0%	4.5%	4%
Diamond IBC	2000	6,26,000	1 Emerald Line + 1 Ruby Line+ 1 Gold Line	82.0%	4.0%	3%
Crown Diamond IBC	2200	19,54,000	1 Diamond Line+ 1 Emerald Line + 1 Gold Line +	86.0%	4.0%	2%

Retail sales business volume (RSBV) of 5 BV per month is required for payouts on business volume (BV)

Retail Margin/ Distributor Cash Back will be paid irrespective of RSBV

*Rank Payout: Payout % * B.V. * 100*

Welcome to a world of opportunities!

Through our direct selling model backed with training, support, inspiration - coupled with a competitive sales & marketing plan - we strive to give our IBCs everything one needs, to market and sell exceptional products.

Refer Zillonlife products to start earning

People refer people, products, services and companies when they like something about them; it's a human nature, it makes them feel good!

Your familiarity with Zillonlife products will determine your pace in referring people Zillonlife's world class products and the opportunities associated with them. This will in turn drive the business volumes that you're able to generate and earn from the Zillonlife Sales & Marketing Plan. It's best therefore, to experience and become familiar with the products that you refer to potential customers and IBCs.

Build your business

Leveraging one of the most effective forms of marketing, which is word-of-mouth marketing, at Zillonlife you build a team of entrepreneurs who in turn do the same. As your team grows and the corresponding business volume grows, your earnings also grow. This is a business, like any other business. Here you can be your own boss, set your work hours and work for your own success.

Zillonlife Product Trainings

We are committed to training our IBCs about our products and services, to help them grow their business and achieve success. Our trainings are aimed at enhancing your product knowledge and developing your skillsets to support your direct selling business. We also empower you to train people in your team and impart the right value system. Our materials, experiential trainings, workshops, events and leadership programs guide you towards becoming successful in your business.

Start with retail profits

All you need to do is:

Go to the registration page on my-zlife.com → register yourself for free, to become a Zillonlife IBC to create your unique IBC ID and password.

Make sure you've gone through the following -

- Policies and Procedures
- IBC Code of Ethics
- Income and Earnings Disclaimer
- Social Media Policy

Submit your KYC documents including the signed IBC Contract on the KYC section of the website.

Start retailing world class Zillonlife products from zillonlife.com and start earning retail profits by sharing your IBC ID to potential customers

Qualify for Bigger Rewards

Experience the product, share the experience and start earning more!

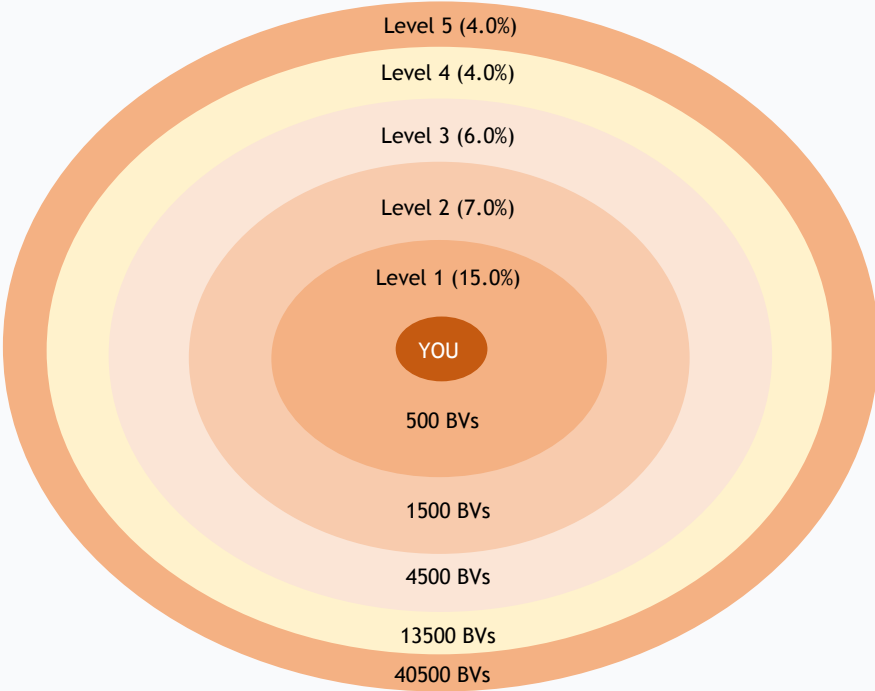
For bigger rewards, you need to qualify your Business Centre. Once qualified, you become eligible for rewards like:

- Level payout on business volume
- Rank based payout and bonus incentives
- Global business volume bonus



Level Payout on Business Volume

It is the commission that you make on BVs earned in the first five levels of your organization.



Levels	BVs	Payout (in %)	Payout (in INR)
1	500	15.0%	7,500
2	1500	7.0%	10,500
3	4500	6.0%	27,000
4	13500	4.0%	54,000
5	40500	4.0%	1,62,000

**Illustrative Example. Actual Income may vary. Please refer income & earning disclaimer*

***Payout: Payout % * B.V. * 100*

****Level 1 Payout will always go to the referrer*

Rank Based Payout & Bonus Incentives

To recognize and reward your achievements, Zillonlife offers an extensive reward and bonus system. As your rank advances, your payout through business volume increases.

Bronze IBC

Qualify by achieving 400 Direct BVs and 3500 GBVs

Commission Percentage for a Bronze IBC
43.5 percent of Direct BVs
7.5 percent of the differential commission percentage with next rank



Silver IBC

Qualify by achieving 600 Direct BVs, 7000 GBVs and 1 Bronze Line + 2 Distributor Lines

Commission Percentage for a Silver IBC
50.5 percent of Direct BVs
7.0 percent of the differential commission percentage with next rank

Gold IBC

Qualify by achieving 800 direct BVs, 14000 GBVs and 1 Silver Line + 1 Bronze Line + 1 Distributor Line



Commission Percentage for a Gold IBC
57.0 percent of Direct BVs
6.5 percent of the differential commission percentage with next rank



Sapphire IBC

Qualify by achieving 1000 Direct BVs, 21000 GBVs and 1 Gold Line + 1 Silver Line + 1 Bronze Line

Commission Percentage for a Sapphire IBC
63.0 percent of Direct BVs
6.0 percent of the differential commission percentage with next rank

Platinum IBC

Qualify by achieving 1200 Direct BVs, 45000 GBVs and 1 Sapphire Line + 1 Gold Line + 1 Bronze Line



Commission Percentage for a Platinum IBC
68.5 percent of Direct BVs
5.5 percent of the differential commission percentage with next rank



Ruby IBC

Qualify by achieving 1500 Direct BVs, 77000 GBVs and 1 Platinum Line + 1 Sapphire Line + 1 Silver Line

Commission Percentage for a Ruby IBC
73.5 percent of Direct BVs
5.0 percent of the differential commission percentage with next rank
5.0 percent of total Global BVs shared

Emerald IBC

Qualify by achieving 1700 direct BVs, 197600 GBVs and 1 Ruby Line + 1 Platinum Line + 1 Silver Line

Commission Percentage for a Emerald IBC
78.0 percent of Direct BVs
4.5 percent of the differential commission percentage with next rank
4.0 percent of total Global BVs shared



Diamond IBC

Qualify by achieving 2000 direct BVs, 626000 GBVs and 1 Emerald Line + 1 Ruby Line+ 1 Gold Line

Commission Percentage for a Diamond IBC
82.0 percent of Direct BVs
4.0 percent of the differential commission percentage with next rank
3.0 percent of total Global BVs shared

Crown Diamond IBC

Qualify by achieving 2200 direct BVs, 1954000 GBVs and 1 Diamond Line + 1 Emerald Line + 1 Gold Line

Commission Percentage for a Double Diamond IBC
86.0 percent of direct BVs
4.0 percent of the differential commission percentage with next rank
2.0 percent of total Global BVs shared



Earn More!

You can earn more from promotional incentives launched from time to time. Zillonlife's special rewards and recognitions ensure exciting and appealing ways to earn more by participating in promotional sales incentive programs.

Helpful Information

Annual Business Renewal

IBC authorisation is valid for 1 year from the date of registration. In order to continue as an authorised IBC, one needs to renew his/ her membership during the renewal period. **NO RENEWAL FEE WOULD BE CHARGED. ANNUAL RENEWAL IS FREE.** If an IBC fails to renew his/ her membership within the renewal period, it will automatically expire.

Zillonlife reserves the right to refuse any renewal request and can revoke any IBC's renewal application if, in its opinion the IBC's activities have not been in accordance with the interests of Zillonlife or if the IBC did not comply with any of Zillonlife's Code of Conduct during the 12 months preceding the period for which renewal is sought.

Retail Sales

IBCs are encouraged to retail products of 5 BVs per month to become eligible for higher rewards through rank bonuses. This can be done by achieving retail sales business volume of 5 BVs per month. RSBV can be accumulated i.e. an IBC can achieve 60 BVs in a month which ensures the RSBV for the next 12 months.

KYC Policy

Failure to complete your KYC will result to the following:

- Non-disbursement of commissions earned
- Suspension of IBC'ship and forfeiture of all commissions earned
- Suspension of access to IBC account

It is mandatory that every Independent Business Consultant (IBC) of the company completes their KYC requirements within 30 days from their registration date. Failure to do so within the specified period will result to the IBC being suspended.

Grievance Redressal

At Zillonlife, we want to make sure that you get only the very best service from us - service which you, our valued IBC and customer, deserves. We have a dedicated complaint redressal committee. You may register your complaint on our website or write to us at: support@zillonlife.com.

Cancellation & Refund Policy

Customers are entitled to return the products within the cooling-off period of 30 days from the date of purchase for a full refund. The refund policy is applicable only for products in marketable condition accompanied with a receipt of purchase. This policy does not apply to products that have been intentionally damaged or misused.

No buy-back/ refund would be entertained post the cooling-off period.

For details, please refer Zillonlife's "Cancellation & Refund Policy".