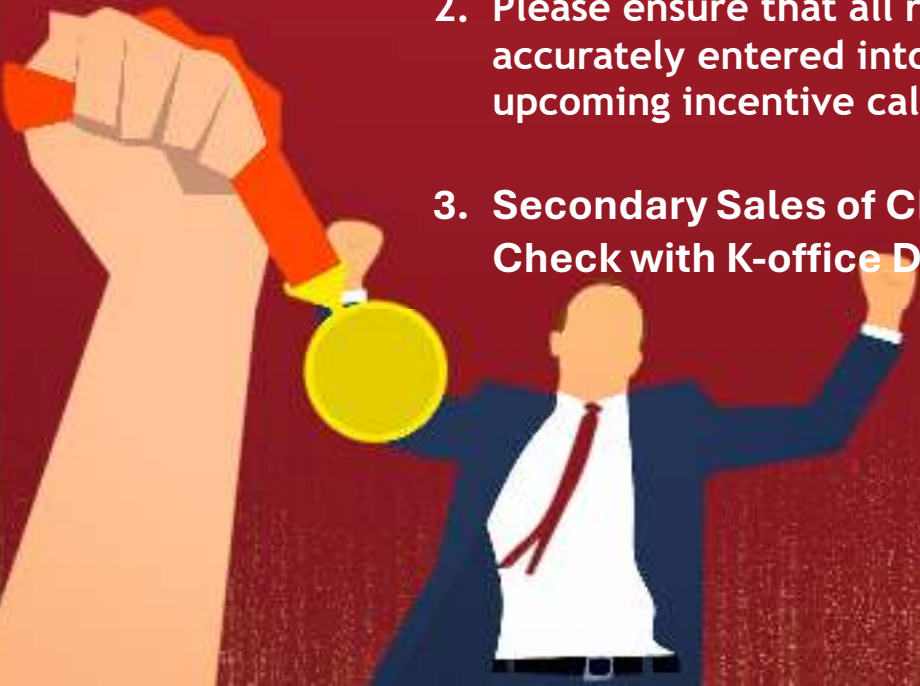


## Incentive Based on K-Office Daily Working and Input: Aug'24

1. Amazon Voucher Entry Mandatory in K- office for Incentive Earning
2. Please ensure that all relevant data, is accurately entered into KOffice for the upcoming incentive calculation.
3. Secondary Sales of CBO Will Cross-Check with K-office Data:



## Incentive Based on K-Office Daily Working and Input: (All data should enter in koffice)

350 Retailer /BM	Slab I	Slab II	Slab III	Remarks
Productive calls Retailers	1000 - (140 Retailers)	1500- (175 Retailers)	2000- (200 Retailers)	Minimum supply per productive call must be 500/-.
Dr. Calls	900	900	900	Incentive: 30 doctor calls * 30/- per doctor, Notes: Minimum 20 doctor visits required for the month, with a mandate to meet 30 doctors.
Poster	1000	1000	1000	Incentive: 500 posters * 2 Rs per poster, Notes: Mandate for k.office entry and a minimum of 175 poster photo uploads in a month.
QR Code Reg	600	600	600	Incentive: 300 channels * 2 Rs per registration
QR Code Reg with reg	600	600	600	Incentive: 300 channels * 2 Rs per registration with a supply, Notes: Must include registration and ensure supply is completed within 7 days.
<b>Total</b>	<b>4100</b>	<b>4600</b>	<b>5100</b>	

# LEGACY BRAND - INCENTIVE

Celin Sale For the month	Inc value
60,000.00	1200 /-
80,000.00	2000 /-
1,10,000.00	3300 /-



Sales Threshold: 0.60,

To earn an amount of 2000/- need to sale 0.80 k

To earn an amount of 3000/- need to sale 1.10 L

Celin sale billed only for kch stockiest



# TRIP INCENTIVE



GOA



3 Lakh - PCPM



Single  
Travel

PCPM

(August - Jan'25)

3.5 Lakh - PCPM



Couple  
Travel

Vietnam



**PCPM**  
**(August - Jan'25)**

**3.75Lakh - PCPM**



**Single  
Travel**

**4.25 Lakh - PCPM**



**Couple  
Travel**

## Eligibility Criteria for Trip Incentive

- Each month, a minimum of ₹2.25 lakhs in Re-primary (Super stockiest to stockiest) sales is required.
- Sales from Kch & Legacy are included towards meeting the trip incentive
- Secondary sales should constitute 90% of the total during the trip incentive period from August 2024 to January 2025
- **Goa trip 2 Nights 3 Days & Vietnam trip 3 Nights 4 Days**
- Incentives will be disbursed within 60 days after incentive tenure.
- The BM has to be on the payroll of the company at the time of disbursement of the incentives
- Non availability of stocks due to reasons beyond the company's control will not be considered for incentive calculation.
- During the incentive period. In the future, goods returns against the incentive tenure will be accounted.
- The management reserves the right to modify, revise or withdraw the incentive scheme either in part or in whole at any time during the year without assigning any reason.