



# ANSHUMAN

## COMPENSATION PLAN



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Anshuman Compensation Plan is a modern entrepreneurship program providing a great earning opportunity to all its customers. To become a part of Anshuman Lifesciences Private Limited, one has to register himself / herself as a Customer with the company by filling a simple registration form. A customer of Anshuman can purchase Anshuman products for personal use for lifetime.

### ABOUT US

Anshuman Lifesciences Private Limited is much more than a company. It is a revolutionary idea that has transcended itself beyond the ordinary. It is a commitment that brings a positive change in the lives of people it touches, through its genuine quality products that are value-for-money and by opening profitable and career oriented opportunities for the motivated youth. ...

### MISSION

Anshuman Lifesciences Private Limited is dedicated to spread quality lifestyle in the Society and help people choose value-for-money products for healthy and better living.

### VISION

To be a reputed Company of Smart people who add value across generations.

### TYPES OF INCENTIVES

**RETAIL PROFIT**

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**SMART SHOPPING BONUS**

2

**TEAM BONUS REVENUE**

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Products available on the website of the company are sold only through registered Customers and / or Independent Distributors. If any consumer wants to buy products from Anshuman website must use a referral ID of an existing Customer / Independent Distributor.

Once a Customer is satisfied with the quality of Anshuman products, he / she may refer the Anshuman products to their friends, relatives, contacts, etc. and earn financial benefits in the form of incentives and rewards. To earn these incentives and rewards, customers have to become an Independent Distributor / Distributor of Anshuman by accepting the Independent Distributor Contract, providing KYC details and abiding by the terms and conditions of Anshuman Lifesciences Private Limited.



# RETAIL PROFIT

Selling products directly to the customers is the first step to success and building a solid foundation for their business. Retail Selling is the surest method of earning immediate income even as you build a long term business and satisfied customers.

Retail profit is the margin between the prices at which the Independent Distributors purchase the products (Distributor Price / DP) and the prices at which these products are sold (Maximum Retail Price / MRP). Independent Distributors in Anshuman Compensation Plan can earn Retail profit up to 50% on MRP of the products as of their purchase from Anshuman

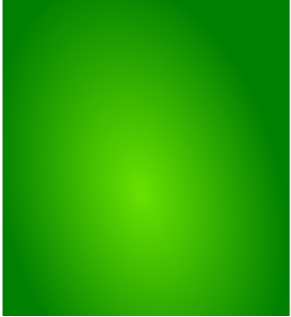
**For Example:** For every purchase Anshuman portfolio has a MRP & Distributor Price (DP). If Independent Distributor purchases products of MRP of Rs. 1000/-, Independent Distributors in Anshuman can purchase the same products on DP which is Rs. 500/- and may resell the same product on MRP and earn Rs. 500/- (i.e 50% profit) on reselling the product.

MRP	DP		Retail Profit
₹1000	– ₹500	=	₹500
			50% profit



### NOTES

- DP is referred as Distributor Price
- MRP is referred as Maximum Retail Price
- Retail Profit is not calculated and paid by the company.
- Anshuman reserves the right to further give discount on any product below DP.



# SMART SHOPPING BONUS

Anshuman Compensation Plan remunerates its Independent Distributors with Smart Shopping Bonus as He /She is able to sale/ purchase products for self consumption. Anshuman Compensation Plan allocates fund of 8% of total BV generated by him /her in a month. Smart Shopping Bonus is calculated as per below mentioned formula:

Smart Shopping Bonus for an Independent Distributor= 8% of BV generated in a certain month by him/her



### For Example:

Company have 3 Independent Distributors “A” ,“B” & “C”.

3 Independent Distributors purchased products of 1500 BV, 2000 BV & 1000 BV respectively. Then, Smart Shopping Bonus for Independent Distributors will be calculated as:

- A (1500bV) = 8% x 1500 =120BV =120\*1/- =120/-
- B (2000PV) = 8% x 2000 = 160BV =160\*1/- =160/-
- C (1000PV) = 8% x 1000 = 80PV =80\*1/- =80/-

### NOTES

- Smart Shopping Bonus is calculated and paid on monthly basis.
- **Closing period**= Smart Shopping Bonus is calculated on sales done between 1st and last day of every month.
- **Payout period**= Smart Shopping Bonus is paid on     day of every corresponding month of the closing month.
- Company reserves the right to change / amend the Smart Shopping Bonus.
- Active Business is calculated after all cancellations and refunds deducted from the current payout period.



# TEAM BONUS REVENUE

If you are a registered Independent Distributor of Anshuman and introduce more Independent Distributors and these Independent Distributors purchase some products from Anshuman, then on every purchase some special points are generated which are called as Business Volume (BV). These BV points are given to every Independent Distributors and their introducers who purchase products and these BV's are added with all upward sellers. Anshuman Compensation Plan remunerates its Independent Distributors with Team Bonus Revenue on the basis of number of Team Bonus Revenue Point (TBP) earned by the Distributor in a particular month. 1 TBP is earned when the Independent Distributor is able to match Business of 1000 BV in his / her Highest Business Team & 2nd Highest Business Team enrolled under his / her personal enrolled Team. If a distributor is able to match Business of 5000 BV in his / her Highest Business Team & 2nd Highest Business Team, he / she earn 5 TBP. To give away this Team Bonus Revenue, company allocates fund of 40% of total BV turnover of the company generated in a month. Team Bonus Revenue is calculated as per below mentioned formula:

$$\begin{aligned} \text{Team Bonus Revenue} &= \text{NO. OF TBP} \times \text{TBP Point Value} \\ \text{TBP Point Value} &= \frac{40\% \text{ of Company's Total BV Turnover}}{\text{Total TBP Points collected}} \end{aligned}$$

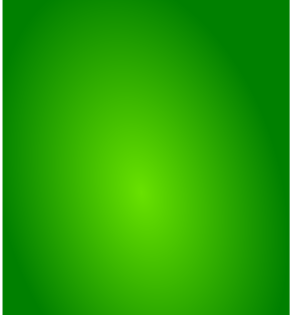
**For Example:**  
A Distributor has referred 2 Teams: Team A & Team B. The Business Volume generated in both teams is as follows:  
Team A = 10000                      Team B = 10500  
So, on matching of 10000 BV, distributor has earned 10 TBP Points.

Total Business Volume Turnover of Company = 50,00,000 BV  
Total TBP Points collected = 10000  
Team Bonus Revenue =  $5000000 \times 40 / 100 = 20,00,000$   
TBP Point Value =  $2000000 / 10000 = 200$   
**Team Bonus Revenue of Distributor =  $200 \times 10 = \text{Rs.2000/-}$**



## NOTES

- Team Bonus Revenue is calculated and paid on monthly.
- TBP referred as Team Bonus Revenue Point.
- 1 Team Bonus Point(TBP) = 1000 BV: 1000 BV.
- Business Volume over and above 1000 BV is not taken into account for calculating Team Bonus Point.
- **Closing Period:** Team Bonus Revenue is calculated on the Business done between 1st day of month to last day of month.
- **Payout Period:** Team Bonus Revenue is paid on                      day of every month.
- To earn Team Bonus Revenue, Independent Distributors must have 2 personal enrolled teams.
- Active Business is calculated after all cancellations and refunds deducted from the current payout period.
- Company reserves the right to change / modify Team Bonus Revenue.



# TRAVEL FUND

Anshuman has a provision to let its Independent Distributors relax and enjoy life by visiting distant place. Anshuman introduces Travel Fund to Independent Distributors who generates and matched 25000 BV from his two business team in a month. He / She will eligible to get Travel Fund from certain month. Anshuman Compensation Plan remunerates its Independent Distributors with Travel Fund on the basis of number of Travel Fund Point (TFP) earned by the Distributor in a particular month. 1 TFP is earned when the Independent Distributor is able to match Business of 25000 BV in his / her Highest Business Team & 2nd Highest Business Team enrolled under his / her personal enrolled Team. If a distributor is able to match Business of 50000 BV in his / her Highest Business Team & 2nd Highest Business Team, he / she earn 2 TFP. To give away this Travel Fund, company allocates fund of 10% of total BV turnover of the company generated in a month. Travel Fund is calculated as per below mentioned formula:

$$\begin{aligned} \text{Travel Fund} &= \text{NO. OF TFP} \times \text{TFP Point Value} \\ \text{TFP Point Value} &= \frac{10\% \text{ of Company's Total BV Turnover}}{\text{Total TFP Points collected}} \end{aligned}$$



## NOTES

- Travel Fund is calculated and paid on monthly.
- TFP referred as Travel Fund Point.
- 1 Travel Fund Point(TFP) = 25000 BV : 25000 BV.
- Business Volume over and above 25000 BV is not taken into account for calculating Travel Fund Point.
- **Closing Period:** Travel Fund is calculated on the Business done between 1st day of month to last day of month.
- **Payout Period:** Travel Fund is paid on                      day of every month.
- To earn Travel Fund, Independent Distributors must have 2 personal enrolled teams.
- Active Business is calculated after all cancellations and refunds deducted from the current payout period.
- Company reserves the right to change / modify Travel Fund



## SMART BONUS

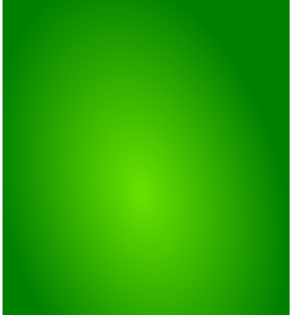
Anshuman introduces Smart Bonus to Independent Distributors who generates and matched 50000 BV from his two business team in a month. He / She will eligible to get Smart Bonus from certain month. Anshuman Compensation Plan remunerates its Independent Distributors with Smart Bonus on the basis of number of Smart Bonus Point (SBP) earned by the Distributor in a particular month. 1 SBP is earned when the Independent Distributor is able to match Business of 50000 BV in his / her Highest Business Team & 2nd Highest Business Team enrolled under his / her personal enrolled Team. If a distributor is able to match Business of 100000 BV in his / her Highest Business Team & 2nd Highest Business Team, he / she earn 2 SBP. To give away this Smart Bonus, company allocates fund of 10% of total BV turnover of the company generated in a month. Smart Bonus is calculated as per below mentioned formula:

$$\text{Smart Bonus} = \text{NO. OF SBP} \times \text{SBP Point Value}$$
$$\text{SBP Point Value} = \frac{10\% \text{ of Company's Total BV Turnover}}{\text{Total SBP Points collected}}$$



### NOTES

- Smart Bonus is calculated and paid on monthly.
- SBP referred as Smart Bonus Point
- 1 Smart Bonus Point(SBP) = 50000 BV: 50000 BV
- Business Volume over and above 50000 BV is not taken into account for calculating Smart Bonus Point.
- **Closing Period:** Smart Bonus is calculated on the Business done between 1st day of month to last day of month.
- **Payout Period:** Smart Bonus is paid on            day of every month.
- To earn Smart Bonus, Independent Distributors must have 2 personal enrolled teams.
- Active Business is calculated after all cancellations and refunds deducted from the current payout period.
- Company reserves the right to change / modify Smart Bonus.



## CAR FUND

Anshuman not only provides financial freedom to its Independent Distributors, it also helps them in fulfilling their Dream of purchasing their Dream Car. When an Independent Distributor is able to maintain 50000 BV from his two business team in a month and also qualifies 3 times for Smart Bonus incentive consecutively for three months in his/her life time. He / She will eligible to get Car Fund from certain month. Anshuman Compensation Plan remunerates its Independent Distributors with Car Fund on the basis of number of Car Fund Point (CFP) earned by the Distributor in a particular month. 1 CFP is earned when the Independent Distributor is able to match Business of 50000 BV in his / her Highest Business Team & 2nd Highest Business Team enrolled under his / her personal enrolled Team. If a distributor is able to match Business of 150000 BV in his / her Highest Business Team & 2nd Highest Business Team, he / she earn 3 CFP. To give away this Car Fund, company allocates fund of 5% of total BV turnover of the company generated in a month. CFP is calculated as per below mentioned formula:

$$\text{Car Fund} = \text{NO. OF CFP} \times \text{CFP Point Value}$$
$$\text{CFP Point Value} = \frac{5\% \text{ of Company's Total BV Turnover}}{\text{Total CFP Points collected}}$$



### NOTES

- Car Fund is calculated and paid on monthly.
- CFP referred as Car Fund Point
- 1 Car Fund Point(CFP) = 50000 BV: 50000 BV
- Business Volume over and above 50000 BV is not taken into account for calculating Car Fund Point.
- **Closing Period:** Car Fund is calculated on the Business done between 1st day of month to last day of month.
- **Payout Period:** Car Fund is paid on            day of every month.
- To earn Car Fund, Independent Distributors must have 2 personal enrolled teams.
- Active Business is calculated after all cancellations and refunds deducted from the current payout period.
- Company reserves the right to change / modify Car Fund



# HOUSE FUND

Anshuman not only helps its Independent Distributors in achieving their dream car, it also makes them eligible to buy their Dream House. When an Independent Distributor is able to maintain 50000 BV from his two business team in a month and also qualifies 6 times for Smart Bonus incentive consecutively for six months in his/her life time. He / She will eligible to get House Fund from certain month. Anshuman Compensation Plan remunerates its Independent Distributors with House Fund on the basis of number of House Fund Point (HFP) earned by the Distributor in a particular month. 1 HFP is earned when the Independent Distributor is able to match Business of 50000 BV in his / her Highest Business Team & 2nd Highest Business Team enrolled under his / her personal enrolled Team. If a distributor is able to match Business of 100000 BV in his / her Highest Business Team & 2nd Highest Business Team, he / she earn 2 HFP. To give away this House Fund, company allocates fund of 5% of total BV turnover of the company generated in a month. HFP is calculated as per below mentioned formula:

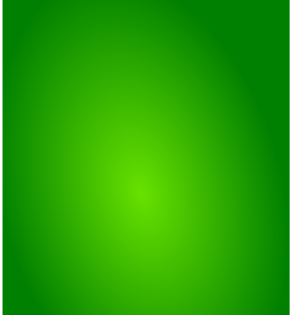
House Fund = NO. OF HFP x HFP Point Value

HFP Point Value =  $\frac{5\% \text{ of Company's Total BV Turnover}}{\text{Total HFP Points collected}}$



### NOTES

- House Fund is calculated and paid on monthly.
- HFP referred as House Fund Point
- 1 House Fund Point(HFP) = 50000 BV: 50000 BV
- Business Volume over and above 50000 BV is not taken into account for calculating House Fund Point.
- **Closing Period:** House Fund is calculated on the Business done between 1st day of month to last day of month.
- **Payout Period:** House Fund is paid on \_\_\_\_\_ day of every month.
- To earn House Fund, Independent Distributors must have 2 personal enrolled teams.
- Active Business is calculated after all cancellations and refunds deducted from the current payout period.
- Company reserves the right to change / modify House Fund



# ROYALTY FUND

In Anshuman an Independent Distributor can direct, guide and influence the behavior and work of others towards accomplishment of specific goals in a given situation. In order to encourage, Anshuman rewards its Independent Distributor with Royalty Fund when an Independent Distributor is able to maintain 200000 BV from his two business team in his /her life time in a month. He / She will eligible to get Royalty Fund. Anshuman Compensation Plan remunerates its Independent Distributors with Royalty Fund on the basis of number of Royalty Fund Point (RFP) earned by the Distributor in a particular month. 1 RFP is earned when the Independent Distributor is able to match Business of 200000 BV in his / her Highest Business Team & 2nd Highest Business Team enrolled under his / her personal enrolled Team. If a distributor is able to match Business of 600000 BV in his / her Highest Business Team & 2nd Highest Business Team, he / she earn 3 RFP in a month. To give away this Royalty Fund, company allocates fund of 3% of total BV turnover of the company generated in a year and will distribute to Independent Distributor as per their RFP points collected by him / her in certain year. RFP is calculated as per below mentioned formula:

Royalty Fund = NO. OF RFP x RFP Point Value

RFP Point Value =  $\frac{3\% \text{ of Company's Total Yearly BV Turnover}}{\text{Total RFP Points collected}}$



### NOTES

- Royalty Fund is calculated monthly and paid yearly.
- RFP referred as Royalty Fund Point
- **Closing Period:** Royalty Fund is calculated on the Business done between \_\_\_\_\_
- **Payout Period:** Royalty Fund is paid on \_\_\_\_\_
- To earn Royalty Fund, Independent Distributors must have 2 personal enrolled teams.
- Active Business is calculated after all cancellations and refunds deducted from the current payout period.
- Company reserves the right to change / modify Royalty Fund



# BUSINESS MATCHING INCENTIVE

Anshuman has devised a unique Compensation Plan where in an Independent Distributor can earn by transacting in products on exclusive prices. Sale of these products in a team generates special points called as Point Volume (PV). Anshuman reward its Independent Distributors with Business Matching Incentive for their efforts in supporting them to get associated based on the product they purchase. The Business Matching aspect of the Compensation Plan is calculated from your network, with 2 Business Teams – Left Team & Right Team. When an Independent Distributor successfully builds Point Volume (PV) within the network, he / she will be rewarded with the Business Matching Incentive as per. As their team grows, they will be entitled to get 12 % of matched Point Volume (PV) generated on either side as Business Matching Incentive and Value of 1PV is RS. 100/-.



	LEFT TEAM	RIGHT TEAM	
Day 1	50 PV	50 PV	12% of matched PV
Matched PV	50 PV	50 PV	12% x 50 PV = Rs. 6PV*100/- =600/-
Balance PV	0 PV	0 PV	
Day 2	150 PV	100 PV	
Total PV	150 PV	100 PV	12% of matched PV
Matched PV	100 PV	100 PV	12% x 100 PV = Rs. 12PV*100/- =1200/-
Balance PV	50 PV	0 PV	

For Example:

An Independent Distributor purchases product of 50 PV and is able to recommend sales of 50 PV in Left Team and 50 PV in Right Team, it makes him / her eligible to earn 12% of PV matched as Business matching Incentive.

## NOTES

- Business Matching Incentive is calculated daily basis.
- **Closing Period:** Business Matching Incentive is calculated on business done between 1st day to 15th day and 16th day to last day of month.
- **Payout Period:** Business Matching Incentive is paid to Independent Distributors on every 15th day and last day of month.
- To earn Business Matching Incentive, Independent Distributors must have 2 personal enrolled teams.
- Maximum threshold limit of earning Business Matching Incentive in every closing depends on the self-purchase done by the Independent Distributors as mentioned in the below table:

S. No.	SELF PURCHASE	PER BUSINESS CYCLE
1	25 PV	Rs. 25000/-
2	50 PV	Rs. 50000/-
3	100 PV	Rs. 100000/-

- Active Business is calculated after all cancellations and refunds deducted from the current payout period.
- Company reserves the right to change / modify the Business Matching Incentive.



# MENTORSHIP INCENTIVE

Mentorship is a relationship in which a more experienced person guides a less experienced person or group of people. Anshuman Compensation Plan truly rewards the mentorship efforts done by its Independent Distributors. To encourage this Mentorship and further reward the Independent Distributors for their sales and their down line organizational sales. Anshuman Compensation Plan remunerates its Independent Distributors with Mentorship Incentive on the basis of number of Mentorship Incentive Points (MIP) earned by the Distributor in a particular month. 1 MIP is earned when the Independent Distributor is able to match Business of 1000 PV in his / her Highest Business Team & 2nd Highest Business Team enrolled under his / her personal enrolled Team. If a distributor is able to match Business of 10000 PV in his / her Highest Business Team & 2nd Highest Business Team, he / she earn 10 MIP points. To give away this Mentorship Incentive, company allocates fund of Rs. 5000/- per Mentorship Incentive Point. Mentorship Incentive is calculated as per below mentioned formula:

Mentorship Incentive = 5000/-\*MIP POINTS generated daily by Independent Distributor



## NOTES

- Mentorship Incentive is calculated daily basis.
- MIP referred as Mentorship Incentive Point
- 1 Mentorship Incentive Point(MIP) = 1000 PV: 1000 PV
- Business Volume over and above 1000 BV is not taken into account for calculating Mentorship Incentive Point.
- **Closing Period:** Mentorship Incentive is calculated on business done between 1st day to 15th day and 16th day to last day of month.
- **Payout Period:** Mentorship Incentive is paid to Independent Distributors on every 15th day and last day of month.
- To earn Mentorship Incentive, Independent Distributors must have 2 personal enrolled teams.
- Maximum threshold limit of earning Mentorship Incentive id 50 MIP daily.
- Active Business is calculated after all cancellations and refunds deducted from the current payout period.
- Company reserves the right to change / modify the Mentorship Incentive.

# PERFORMANCE REWARDS

Anshuman Compensation Plan appreciates the hard work done by the Independent Distributors in promoting sales in the form of Performance Rewards. Independent Distributors can earn Performance rewards on the level of Business they have achieved. For more details on Performance rewards, please visit our website: [www.myanshuman.com](http://www.myanshuman.com).

## NOTES & DISCLAIMER

1. The Customer Registration is absolutely free and the company does not ask for any registration fee for it.
2. Calculations of daily, weekly & monthly incentives will be carried out by the software systems only.
3. Sales Incentive paid to the Anshuman Independent Distributor is inclusive of all taxes
4. All necessary tax deductions from earned incomes and rewards would be made as per the Govt. laws.
5. All the illustrations and examples given herein are just for readers' understanding purpose.
6. All the calculations work on the pro rata basis.
7. Anshuman Compensation Plan is a hardcore sales & marketing of its Products. It is not any type of money making scheme. It is not an overnight millionaire making program.
8. The incomes from any plan are subject to your efforts and as per terms & conditions given on the website: [www.myanshuman.com](http://www.myanshuman.com).
9. Grievances or complaints, if any, shall be resolved in accordance with the Grievance Redressal Mechanism provided by the company or through arbitration as per laws of the land.
10. Disputes if any will be resolved in the legal jurisdiction of Ambala courts (Haryana, India) only.
11. All rights reserved. The company may change / amend / alter / update any income or payment calculation method without any prior information. For updates please visit our website: [www.myanshuman.com](http://www.myanshuman.com).
12. **Disclaimer** - An Independent Distributor's success depends in great part upon his or her skills, efforts, dedication, desire, and motivation. Becoming an Independent Distributor of Anshuman Lifesciences Private Limited is not a guarantee of income. Average income from the Anshuman Compensation Plan has not been established. This explanation of the compensation plan is a description of how commissions may be earned under the compensation plan. It is for illustrative purposes only. There are no guarantees, warranties or assurances that any level of income, earnings or success will be earned or attained by any Anshuman Independent Distributor. All Independent Distributors are responsible for meeting all business volume and customer requirements, qualifications and/or deadlines applicable to them. Actual results will vary and will be a result of various factors such as expertise, ability, motivation and time spent promoting and selling Anshuman Products.



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