PROUVÉ

CAREER PLAN







3 CLUBS







36%

#START

Partners' Club Ambassadors' Club Elite Ambassadors' Club



Your Career Plan will help you achieve that. It's a very important booklet that will change your approach to making money and that in simple terms explains how you can earn money for the things you dream of.

TAKE A SHORTCUT

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HOW CAN WE HELP YOU SUCCEED?

We like one another and we enjoy working together. We trust and support one another. What we do gives us joy. We don't want anyone else to set our goals for us and this is why we set our goals ourselves and try to achieve them together. What matters to us at work are clear rules so we created a transparent Career Plan, describing in detail how you can start earning money with us and what bonuses we offer for your results.

We believe that life is about small pleasures. That is why the products we have on offer should give you pleasure: take care of your body, caress the senses, bring satisfaction after a job well done, save your precious time. These are products that you use every day and without which you can't cope. We love smart shopping so we promise that we'll do our best to make your favourite products always affordable.

We have our passions, friends and families. We want to make time for them. So we understand that you also want a life. Our work system helps you adapt your working hours to your individual needs. With us, you can build your financial independence at your own pace - you can start by saving money when doing everyday shopping.

To us, success is about being satisfied with your work. It's about a good and self-fulfilment. It's about a creative atmosphere and a team that you can always count on. We respect your individuality, but we know that together we can achieve more. We're always there to help you succeed.

The Prouvé Team



- #Honesty
- #Truct
- #Simple solutions
- #Tram work



HOW TO **SHOP** SMART AND SAVE MONEY?

As Marilyn used to say: 'Happiness is not in money but in shopping.' We agree with her 100% and this is why saving with us is nice and easy. We don't give up shopping to save money, but we prefer to shop smart and benefit from rebates and special offers. We want to teach you how useful this habit is. With us you also save time: you order products online and the courier will deliver them to the chosen address. Quickly and efficiently.

How it works:

Each Partner gets at least 25% discount from the catalogue prices.

Your shopping list	Catalogue price	Partner Price (with a discount)	You save
Perfumes	£21.50	£16.00	£5.50
Whites gel	£13.50	£10.00	£3.50
Perfumed laundry conditioner	£12.00	£9.00	£3.00
Total: £47.00		£35.00	£12.00
Annually:			£144.00

That's not all. Saving make sense and gives you satisfaction when you set yourself a goal. Think – how can you spend £144 which you saved?

9'm saving money so that 9 can	
Thanks to Prouvé I have already	put aside

Precious advice:

Follow us on our website and in social media. There, you'll find information about additional campaigns and special offers addressed to our Partners. You'll save even more money!

HOW TO **SELL** AND MAKE MONEY?

At the beginning, we've promised that we'll do our best to make your favourite products always affordable. We make sure they have a good price, and, what is more, we let you earn money by reselling them and keeping the margin for vourself.

How it works:

Show the catalogue to your friends and ask them if they want to order Prouvé products from you.

Your shopping list	Catalogue price	Partner Price (with a discount)	Difference
Perfumes	£21.50	£16.00	£5.50
Perfumes	£21.50	£16.00	£5.50
Universal Gel	Universal Gel £10.00		£2.50
Total: £53.00		£39.50	£13.50
Annually:			£162.00

The difference between the Partner Price and the price for which you sell the products gives an instant profit. You can spend the money you earn this way to buy more Prouvé products for you and your family or buy something else!

I'll spend the	T've earned on

Precious advice:

Never sell on credit. Your clients should pay for the products when you deliver it to them. If the client does not pay for the order straight away, don't give them the products. Find another client.

HOW TO **RECOMMEND** AND MAKE MONEY?

When you work with Prouvé you can do one simple thing to start earning - recommend. Surely, you have recommended a nice restaurant to your friends, a proven mechanic or a doctor. That is what multi-level marketing (MLM) is about - recommending proven products and services.

How it works:

Ask your friends and previous clients if they would like to become Partners of Prouvé and shop on their own. If they do, you'll become a Recommending Person and help them to become Partners. You start building your own Structure.

Each products in the catalogue is worth a specific number of points. Whenever you buy Prouvé products, your Partner Account will be credited with an appropriate number of points (you can check your score on the Prouvé website after signing in).

When Partners from your Structure buy products, both you and them score points. Every month, the points earned for the products you and the Partners from your Structure bought, translate into your Career Plan Position. For a specific Position at Prouvé you can get a commission or a rebate.

Remember!

In order to obtain a rebate or a commission for a given calendar month is to make a minimum Personal Turnover of 100 points during this month



Precious advice:

Remember that recommending is efficient, if it triggers purchases. The points that your Partner Account is credited with come from purchases. Your rebate or commission will depend on the number of points your Structure scored in the given months and other factors.

YOUR **COMMISSION** AND MONTHLY FINANCIAL REPORTS



The Prouvé Career Plan consists of three components:

Prouvé Brand Partners' Club

Prouvé Brand Ambassadors' Club

and Prouvé Brand Elite Ambassadors' Club

The value of your commission or rebate is connected to the Structure's Turnover and its arrangement. In the Partners' Club, it depends on your Position and the Position of the Partners at the first level of the Structure depth wise.

In the Ambassadors and Elite Ambassadors' Clubs, your commission depends on the Structure's Turnover but it is also related to your Total Point Turnover. Every month, at www.prouve.co.uk in the financial report section, you will find a report from the previous month with your Total Point Turnover and the commission or rebate you are eligible for.

Each month is a new challenge. You start collecting points from the beginning, so in the next calendar month you can get a higher Position and obtain a new Title.

Rebate vs commission

Customer Recipients are entitled only to a rebate when they meet the requirements set forth in the Career Plan, the Distribution Agreement, and the Terms and Conditions of Cooperation. You can claim your rebate in the next calendar month, as soon as it is granted (you will see it when you sign in to www.prouve.co.uk) - it can amount to as much as 90% of the value of your next order! You can use your Rebate until the end of January following the year in which the Rebate was granted.

If you choose to run your own business with Prouvé UK (to cooperate with us as a Partner), when you meet the requirements laid down in the Career Plan, the Distribution Agreement, and the Terms and Conditions of Cooperation, you will receive your commission or rebate.



Precious advice:

Your structure should be proportional – build both your width and your depth! The depth gives your Structure stability, and width yields better profits. Remember about the right balance!

YOUR CAREER PATH

When you begin your adventure with Prouvé, buy products and get to know them, you become our Brand Partner (the Partner). If you invite a lot of people to the Prouvé Club and they become Brand Partners just like you, you can become a Prouvé Brand Ambassador. If your Structure starts achieving a few millions worth of turnover, you can be promoted to an Elite Ambassador of Prouvé.

Eligibility criteria in the **PARTNERS' CLUB**.

By inviting more people to cooperate with us, you start building a Structure and, automatically, you become the leader of your Structure. Your turnover will have an impact on the value of your commission or rebate.

Monthly Turnover of the Structure	Your Position	Your minimum monthly Personal Turnover	Your Title
300 - 1 199,99 pts	3%	100 pts	Prouvé Brand Partner
1 200 - 3 599,99 pts	6%	100 pts	Prouvé Brand Partner
3 600 - 7 199,99 pts	9%	100 pts	Prouvé Brand Partner
7 200- 11 999,99 pts	12%	100 pts	Prouvé Brand Partner
12 000 - 20 399,99 pts	15%	100 pts	Prouvé Brand Partner 1 silver★
20 400 - 29 999,99 pts	18%	100 pts	Prouvé Brand Partner 2 silver★
from 30 000 pts up	21%	100 pts	Prouvé Brand Partner 3 silver★

EFFICIENCY BONUS FOR PROUVÉ BRAND PARTNERS' CLUB

Already at a Position of 15% (Prouvé Brand Partner 1 silver *) you'll get a special bonus: 0.4% of the total point turnover divided among all the Partners who in the given calendar month have achieved the same Position and have met the 60/40 balance condition (the percentage share of the Group with the highest score cannot exceed 60% of the Structure's Turnover)

The bonus is also granted to Partners with a ranking of 18% and 21%.

Your bonus =
$$\frac{\text{Total Point Turnover x your Structure's Turnover x 0.4\%}}{\text{total Turnover of the Structures of all eligible Partners with a given Position}}$$

Monthly Structure's Turnover	Your Position	Your Minimum Monthly Personal Turnover	Balance Condition	Percentage share in the Total Point Turnover to be divided among all the Partners who in a given calendar month meet the eligibility criteria for the given Title.
12 000 - 20 399,99 pts	15% Prouvé Brand Partner 1 silver★	100 pts	60/40	0,4%
20 400 - 29 999,99 pts	18% Prouvé Brand Partner 2 silver★	100 pts	60/40	0,4%
from 30 000 pts up	21% Prouvé Brand Partner 3 silver★	100 pts	60/40	0,4%

This is a bonus you get for your highest Position/Title you achieve in a given calendar month, for example as a Partner with a Position of 21%, you will get a bonus earmarked for a Position of 21% (Prouvé Brand Partner 3 silver *).

Eligibility criteria in the Prouvé Brand AMBASSADORS' CLUB.

It is another stage of your career at Prouvé. You qualify for it when in your Structure you have at least one Partner with a Position of 21% and the required Structure's Turnover. Your commission will be a total of the commission calculated in line with the rules governing the commission in the Partners' Club and the commission calculated in line with the rules specified for all the Positions in the Ambassadors' Club for which you qualify in a given calendar month.

Monthly Turnover of the Structure	Your Position – eligibility for the Ambassadors' Club					
at least 50 000 pts	 In the Structure you have directly below you at least 1 Group containing a Partner with a Position of 21% or higher. The remaining part of the Structure, including you, has scored at least 20,000 pts At least 100 pts of Personal Turnover 	Remaining Groups 21% 20 000 pts	Ambassador 1 golden∗ •			
at least 80 000 pts	 In the Structure, you have directly below you at least 2 Groups with a Partner with a Position of 21% or higher. The remaining part of the Structure, including you, has scored at least 20,000 pts At least 100 pts of Personal Turnover 	21% 20 000 pts	Ambassador 2 golden ★			
at least 110 000 pts	In the Structure, you have directly below you at least 2 Groups with Partners with a Position of 21% or higher and 1 Group containing a Partner with the Ambassador Title (at any depth). At least 100 pts of Personal Turnover	21% 21%	Ambassador 3 golden★			
at least 160 000 pts	1) In the Structure, you have directly below you at least 2 Groups containing Partners with a Position of 21% or higher and 2 separate Groups containing Partners with the Ambassador Title (at any depth). 2) At least 100 pts of Personal Turnover	21% 21%	Ambassador 4 golden ★			
at least 250 000 pts	In the Structure, you have below you at least 5 Groups, each of them including Partners with the Ambassador Title (at any depth). At least 100 pts of Personal Turnover		Ambassador 5 golden★			

Calculating the **COMMISSION** in the Prouvé Brand **AMBASSADORS' CLUB**

Partners qualified for the Ambassadors' Club distribute among themselves as much as 10% of the Total Point Turnover. Look at the table showing the detailed distribution of percentage shares for particular Positions / Titles.

Title	Percentage share in the Total Point Turnover to be divided among all the Partners who in a given calendar month meet the eligibility criteria for the given Position / Title.
Ambassador 1 golden★	5%
Ambassador 2 golden ★	1,25%
Ambassador 3 golden ★	1,25%
Ambassador 4 golden ★	1,25%
Ambassador 5 golden ★	1,25%

Commission due for particular Titles in the Ambassadors' Club sum up, so as an Ambassador with 5 golden \star you will get not only a commission as an Ambassador with 5 golden \star , but also as an Ambassador with 1, 2, 3, and 4 golden \star .

How it works:

Imagine a cake you need to divide among your guests. Not everyone will get an equal share. The guests who brought the most ingredients required to make the cake get the biggest pieces. That's how our commission system works: the people who helped the most to bake the cake in a given month, get the biggest share. We follow the following formula:

Total Point Turnover x your Compensation Points x % to be divided among people with the same Position sum of all Compensation Points of all the eligible Partners with a given Position

To calculate how big a piece of 'cake' you will get, we need Compensation Points.

CALCULATING COMPENSATION POINTS FOR AMBASSADORS:

Your Ranking	Score of directly enrolled Groups up to 21% inclusive for the purposes of calculation (no Ambassador in the group)	Personal point score for the purposes of calculation	Virtual Points for an Ambassador with no more than 1 golden* in the group (see the right of seniority)	Virtual Points for an Ambassador with no more than 2 golden* in the group (see the right of seniority)	Virtual points for an Ambassador with no more than 3 golden* in the group (see the right of seniority)	Virtual points for an Ambassador with no more than 4 golden * in the group (see the right of seniority)	Virtual points for an Ambassador with 5 golden * or any Elite Ambassador in the group (see the right of seniority)
Ambassador 1 golden ★	all	all	30 000 pts	30 000 pts	30 000 pts	30 000 pts	30 000 pts
Ambassador 2 golden *	all	all	depending on the turnover of the entire Group: 50,000 for a turnover amounting to 50,000-64,999.99 pts 60,000 for a turnover amounting to 65,000-79,999.99 pts 70,000 for a turnover amounting to at urnover amounting to at least 80,000 pts	80 000 pts	80 000 pts	80 000 pts	80 000 pts
Ambassador 3 golden *	all	all	depending on the turnover of the entire Group: 50,000 for a turnover amounting to 50,000-64,999.99 pts 60,000 for a turnover amounting to 65,000-79,999.99 pts 70,000 for a turnover amounting to a turnover amounting to at least 80,000 pts	depending on the turnover of the entire Group: 80,000 for a turnover amounting to 80,000-99,999.99 pts 90,000 for a turnover amounting to 100,000-119,999.99 pts 100,000 for a turnover amounting to at least 120,000 pts	110 000 pts	110 000 pts	110 000 pts

Your Ranking	Score of directly enrolled Groups up to 21% inclusive for the purposes of calculation (no Ambassador in the group)	Personal point score for the purposes of calculation	Virtual Points for an Ambassador with no more than 1 golden* in the group (see the right of seniority)	Virtual Points for an Ambassador with no more than 2 golden * in the group (see the right of seniority)	Virtual points for an Ambassador with no more than 3 golden* in the group (see the right of seniority)	Virtual points for an Ambassador with no more than 4 golden* in the group (see the right of seniority)	Virtual points for an Ambassador with 5 golden * or any Elite Ambassador in the group (see the right of seniority)
Ambassador 4 golden *	all	all	depending on the turnover of the entire Group: 50,000 for a turnover amounting to 50,000–64,999.99 pts 60,000 for a turnover amounting to 65,000–79,999.99 pts 70,000 for a turnover amounting to 45,000 for a turnover amounting to 45,000 for a turnover amounting to at least 80,000 pts	depending on the turnover of the entire Group: 80,000 for a turnover amounting to 80,000–99,999.99 pts 90,000 for a turnover amounting to 100,000–119,999.99 pts 100,000 for a turnover amounting to a turnover amounting to at least 120,000 pts	depending on the turnover of the entire Group: 110,000 for a turnover amounting to 110,000 - 139,999.99 pts 125,000 for a turnover amounting to 140,000 - 169,999.99 pts 140,000 for a turnover amounting to 141,000 for a turnover amounting to at least 170,000 pts	160 000 pts	160 000 pts
Ambassador 5 golden *	all	all	depending on the turnover of the entire Group: 50,000 for a turnover amounting to 50,000-64,999.99 pts 60,000 for a turnover amounting to 65,000-79,999.99 pts 70,000 for a turnover amounting to at least 80,000 pts	depending on the turnover of the entire Group: 80,000 for a turnover amounting to 80,000–99,999.99 pts 90,000 for a turnover amounting to 100,000–119,999.99 pts 100,000 for a turnover amounting to at least 120,000 pts	depending on the turnover of the entire Group: 110,000 for a turnover amounting to 110,000 - 139,999.99 pts 125,000 for a turnover amounting to 140,000 - 169,999.99 pts 140,000 for a turnover amounting to at least 170,000 pts	depending on the turnover of the entire Group: 160,000 for a turnover amounting to 160,000 - 219,999.99 pts 180,000 for a turnover amounting to 220,000 - 279,999.99 pts 200,000 for a turnover amounting to at least 280,000 pts	250 000 pts

HOW TO DOUBLE YOUR EARNINGS?

When you become an Ambassador with 5 golden* and succeed in maintaining this Position for 6 months in a row, you will be rewarded with a Second Partner Number. This privilege is reserved only for Ambassadors with the biggest dynamic of development and a stable Position. It will allow you to build another Group in your Structure, collect a second commission due for the Ambassador Ranking and, at the same time, build the balance necessary to join the Elite Ambassadors' Club. You can activate your Second Number only within the Structure you started in the place of your choice.

EFFICIENCY BONUS FOR PROUVÉ BRAND AMBASSADORS' CLUB

As soon as you become an Ambassador with 1 golden *, you'll get a special bonus: 0.4% of the Total Point Turnover divided among all the Partners who in the given calendar month have achieved the same Position.

The bonus is also awarded to Ambassadors with 2 golden★, 3 golden★, 4 golden★, and 5 golden★.

Monthly Turnover of the Structure	Your Position	Your Minimum Monthly Personal Turnover	Percentage share in the Total Point Turnover to be divided among all the Partners who in a given calendar month meet the eligibility criteria for the given Title
at least 50 000 pts	Ambassador 1 golden∗	100 pts	0,4%
at least 80 000 pts	Ambassador 2 golden ≭	100 pts	0,4%
at least 110 000 pts	Ambassador 3 golden∗	100 pts	0,4%
at least 160 000 pts	Ambassador 4 golden∗	100 pts	0,4%
at least 250 000 pts	Ambassador 5 golden∗	100 pts	0,4%

This is a bonus you get for your highest Position/Title you achieved in a given calendar month, for example as an Ambassador with 3 golden \star , you will get a bonus earmarked for an Ambassador with 3 golden \star . When you collect a bonus as an Ambassador, you're no longer entitled to a bonus from the Partners' Club.

Eligibility criteria in the Prouvé Brand **ELITE AMBASSADORS' CLUB**.

When your Structure starts making a few millions worth of turnover, a new stage in your career begins: you can be promoted to an Elite Prouvé Brand Ambassador. At this stage, your commission will be a total of the commission calculated on the basis of the rules governing the commission of the Partners' Club, Ambassadors' Club and the commission calculated in line with the rules specified for all the Positions in the Prouvé Brand Elite Ambassadors' Club for which you qualify in a given calendar month.

Monthly Turnover of the Structure	Your Position – Elite eligibility		
at least 2 500 000 pts	1) You have the title of an Ambassador with 5 golden * 2) At least 100 pts of Personal Turnover 3) At least 2,500,000 pts for the Structure's Turnover (proportions: the strongest Group in the Structure can account for no more than 1,250,000 pts and the remaining part of the Structure has to score at least 1,250,000; if the strongest Group scored less than 1,250,000, then for the purpose calculation its entire score is taken into account, and the remaining part of the Structure must have a score big enough to achieve 2,500,000 in total).	1 250 000 pts 1 250 000 pts	Elite Ambassador 1 diamond∗
at least 5 000 000 pts	1) You have the title of an Ambassador with 5 golden * 2) At least 100 pts of Personal Turnover 3) At least 5,000,000 pts for Structure Turnover (proportions: the strongest Group in the Structure can account for no more than 2,500,000 pts and the remaining part of the Structure has to score at least 2,500,000; if the strongest Group has scored less than 2,500,000, then for the calculation its entire score is taken into account, and the remaining part of the Structure must have a score big enough to achieve 5,000,000 in total).	2 500 000 pts 2 500 000 pts	Elite Ambassador 2 diamond * • • • • • • • • • • • • • • • • • • •
at least 10 000 000 pts	1) You have the title of an Ambassador with 5 golden ★ 2) At least 100 pts of Personal Turnover 3) At least 10,000,000 pts for Structure Turnover (proportions: the strongest Group in the Structure can account for no more than 5,000,000 pts and the remaining part of the Structure has to score at least 5,000,000; if the strongest Group has scored less than 5,000,000, then for the calculation its entire score is taken into account, and the remaining part of the Structure must have a score big enough to achieve 10,000,000 in total).	5 000 000 pts 5 000 000 pts	Elite Ambassador 3 diamond *

Calculating the **COMMISSION** in the Prouvé Brand **ELITE AMBASSADORS' CLUB**

Partners qualified for the Elite Ambassadors' Club divide among themselves as much as 1.8% of the Total Point Turnover. Look at the table showing the detailed distribution of percentage shares for particular Titles.

Title	Percentage share in the Total Point Turnover to be divided among all the Partners who in a given calendar month meet the eligibility criteria for the given T itle .	
Elite Ambassador 1 diamond ★	0,6%	
Elite Ambassador 2 diamond *	0,6%	
Elite Ambassador 3 diamond *	0,6%	

Commission due to particular Titles in the Elite Ambassadors' Club sum up, so as an Elite Ambassador with 3 diamond \star you will get not only the commission as an Elite Ambassador with 3 diamond \star , but also as an Ambassador with 1, 2, 3, 4 and 5 golden \star and as an Elite Ambassador with 1 and 2 diamond \star .



We will calculate the value of your commission like we do in the Ambassadors' Club following this formula:

Total Point Turnover x your Compensation Points x % to be divided among the people with the same Position

Total Virtual Points of all eligible Partners with a given Position

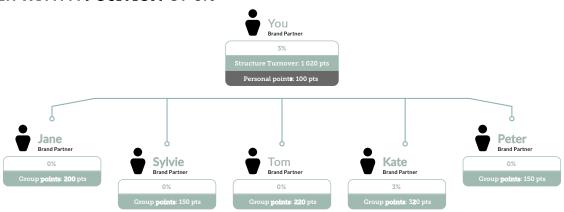
The method of calculating Virtual points for Elite Ambassadors is different.

CALCULATING VIRTUAL POINTS FOR ELITE AMBASSADORS:

Title	Virtual Points for the strongest Group	Points for the remaining part of the Structure, including Personal Points used for calculations
Elite Ambassador 1 diamond ★	depending on the turnover: all for the Group Turnover below 1,250,000 pts 1,250,000 for a Group Turnover amounting to at least 1,250,000 pts all	all
Elite Ambassador 2 diamond ★	depending on the turnover: all for the Group Turnover below 2,500,000 pts 2,500,000 pts for a Group Turnover of at least 2,500,000 pts	all
Elite Ambassador 3 diamond ★	depending on the turnover: all for the Group Turnover below 5,000,000 pts 5,000,000 pts for a Group Turnover of at least 5,000,000 pts	all

How to calculate a commission or rebate in the Prouvé **PARTNERS' CLUB** – examples

CALCULATING THE REBATE/COMMISSION FOR A SAMPLE STRUCTURE PARTNER WITH A POSITION OF 3%



Let's assume that the Structure you created has scored 1040 pts. You have 100 personal pts. The sum of your Points and your Structure's Points equals 1140 pts, which qualifies you for the 3% Position. Now, this is how we'll calculate your rebate/remuneration:

Person	Points	Position	Difference between your Position and the Position of the Partner directly beneath you in the Structure	Calculations	Total
You	100	3%	_	100 x 3% * 0.19 = £0.57	
Jane's group	200	0%	3%-0%=3%	200 x 3% * 0.19 = £1.14	24.62
Sylvie's group	150	0%	3%-0%=3%	150 x 3% * 0.19 = £0.86	
Tom's group	220	0%	3%-0%=3%	220 x 3% * 0.19= £1.25	£4.68
Kate's group	320	3%	3%-3%=0%	320 x 0% * 0.19 = £0.00	
Peter's group	150	0%	3%-0%=3%	150 x 3% * 0.19 = £0.86	

Look:

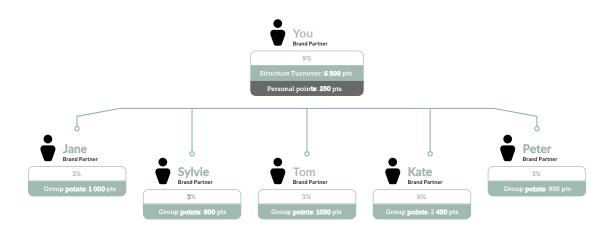
For this calendar month, your rebate/commission will be **£4.68** Apart from you, Kate has also received her first rebate/remuneration – she has earned as much as **£1.82**

Precious advice:

You want to increase your turnover? Don't tell your Structure how you work. Show them. Don't tell them about the products. Let them try for themselves.

CALCULATING THE **REBATE/COMMISSION** FOR A SAMPLE STRUCTURE PARTNER WITH A **POSITION** OF 9%

In the next calendar month your Structure has grown, and so has its turnover.



Together you have 6,500 pts and you have a 9% Position. Look how we'll calculate your commission/rebate:

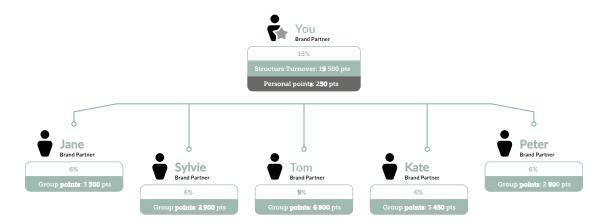
Person	Points	Position	Difference between your Position and the Position of the Partner directly beneath you in the Structure	Calculations	Total
You	250	9%	_	250 x 9% x 0.19= £4.28	
Jane's group	1 000	3%	9%-3%=6%	1000 x 6% x 0.19 =£11.4	£61.57
Sylvie's group	800	3%	9%-3%=6%	800 x 6% x 0.19 = £9.12	
Tom's group	1 050	3%	9%-3%=6%	1050 x 6%x 0.19 =£11.97	
Kate's group	2 450	6%	9%-6%=3%	2450 x 3%x 0.19 =£13.97	
Peter's group	950	3%	9%-3%=6%	950 x 6%x 0.19 = £10.83	

Look:

This month your commission/rebate will reach **£61.57**. But, importantly, the Partners beneath you also get their commissions and rebates!

CALCULATING THE **COMMISSION** FOR A SAMPLE STRUCTURE PARTNER WITH A **POSITION OF 15%**

You become more and more involved in your work and you can see the results every month. This time, your Structure has bought products worth as much as 19,500 points.



Now we'll calculate your commission for a Position of 15%

Person	Points	Position	Difference between your Position and the Position of the Partner directly beneath you in the Structure	Calculations	Total
You	250	15%	_	250 x 15%x 0.19 =£7.13	
Jane's group	3 300	6%	15%-6%=9%	3300 x 9%x 0.19 =£56.43	£297.53
Sylvie's group	2 900	6%	15%-6%=9%	2900 x 9%x 0.19 =£49.59	
Tom's group	6 800	9%	15%-9%=6%	6800 x 6%x 0.19 =£77.52	
Kate's group	3 450	6%	15%-6%=9%	3450 x 9%x 0.19 =£59.00	
Pete's group	2 800	6%	15%-6%=9%	2800 x 9%x 0.19 =£47.88	

Look:

Your commission has come up to £297.53 Let's add the Efficiency Bonus. You've achieved the Position of 15% and your Structure is compliant with the 60/40 condition.

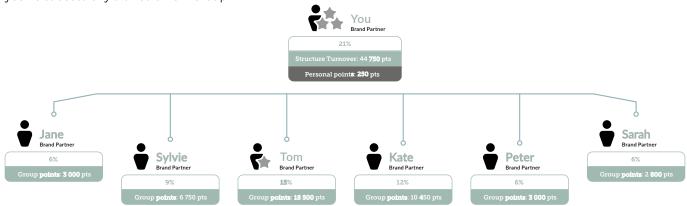
Let's calculate the bonus:

Total Point Turnover x 0.4% x your
Structure Turnover
Your bonus =

total turnover of Structures of Eligible Partners on the Position of 15%

CALCULATING THE **COMMISSION** FOR A SAMPLE STRUCTURE PARTNER WITH A **POSITION OF** 21%

Time passes by and your Structure is developing with even more energy – you've got active Partners, you've successfully started a new Group:



The sum of your Points and your Structure's Points equals 44,750 pts, which qualifies you for the Position of 21% for the first time. It's a great success! Now, let's calculate your commission for the Position of 21%.

Person	Points	Position	Difference between your Position and the Position of the Partner directly beneath you in the Structure	Calculations	Total
You	250	21%	_	250 x 21%x 0.19 =£9.98	
Jane's group	3 000	6%	21%-6%=15%	3000 x 15%x 0.19 =£85.5	
Sylvie's group	6 750	9%	21%-9%=12%	6750x 12%x 0.19 =£153.9	
Tom's group	18 500	15%	21%-15%=6%	18500x 6%x 0.19 =£210.9	£804.2
Kate's group	10 450	12%	21%-12%=9%	10450x 9%x 0.19 =£178.7	
Peter's group	3 000	6%	21%-6%=15%	3000x 15% x 0.19 =£85.5	
Sarah's group	2 800	6%	21%-6%=15%	2800x 15% x 0.19 =£79.8	

Look:

Your commission has come up to Congratulations! Remember that the Partners from your Structure also get their commission and rebates. Let's add the Efficiency Bonus. You've achieved the Position of 21% and your Structure is compliant with the 60/40 condition.

Let's calculate the bonus:

Total Point Turnover x 0.4% x your Turnover Structure

Your bonus = total Turnover of the Structures of Eligible
Partners on the Position of 21%

How to calculate the commission/rebate in the Prouvé **AMBASSADORS' CLUB** – examples

CALCULATING THE **COMMISSION** FOR A SAMPLE STRUCTURE OF AN AMBASSADOR WITH 1 GOLDEN *

Congratulations! You've become an Ambassador with 1 golden * for the first time. Below you, you've got 3 Groups that function perfectly. Your remuneration consists of three components: the remuneration from the Partners' Club, the remuneration from the Ambassadors' Club due to an Ambassador with 1 golden *, and your special Efficiency Bonus!



In order to calculate your commission as an Ambassador with 1 golden *, we need to calculate your Compensation Points:

- 1) Points of Groups to 21% inclusive = 34,000 + 15,000 + 10,000 = 59,000 pts
- 2) Personal points = 130 pts

Your Compensation Points: 59,130 pts

Your **commission** = your % share x Total Point Turnover x 5%

That's not all! Remember that the Title of Ambassador 1 golden★ entitles you to collect an Efficiency Bonus.

Remember...

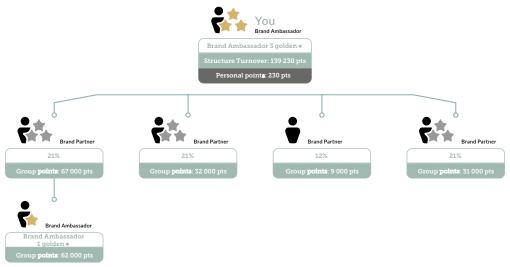
Remember that you need to add your commission from the Partners' Club, too.

Let's calculate the bonus:

Your bonus = Total Point Turnover x 0.4% x your Compensation Points
total Virtual Points of the eligible Partners holding the Title
of Ambassador 1 golden *

CALCULATING THE **COMMISSION** FOR A SAMPLE STRUCTURE OF AN AMBASSADOR WITH 3 GOLDEN *

Your Structure is developing really fast! See how your commission will grow when you become an Ambassador with 3 q golden \star .



In order to calculate your commission as an Ambassador with 3 golden *, we need to take into account your Compensation Points:

- 1) Points of Groups to 21% inclusive = 32,000 + 31,000 + 9,000 = 72,000 pts
- 2) Personal points = 230 pts
- 3) Virtual Points for Ambassador 1 golden ★= 50,000 pts

Your Compensation Points: 122,230 pts

Your **commission** = your % share x Total Point Turnover x 1.25%

That's not all! Remember that the Title of Ambassador 3 golden* entitles you to collect an Efficiency Bonus.

Remember...

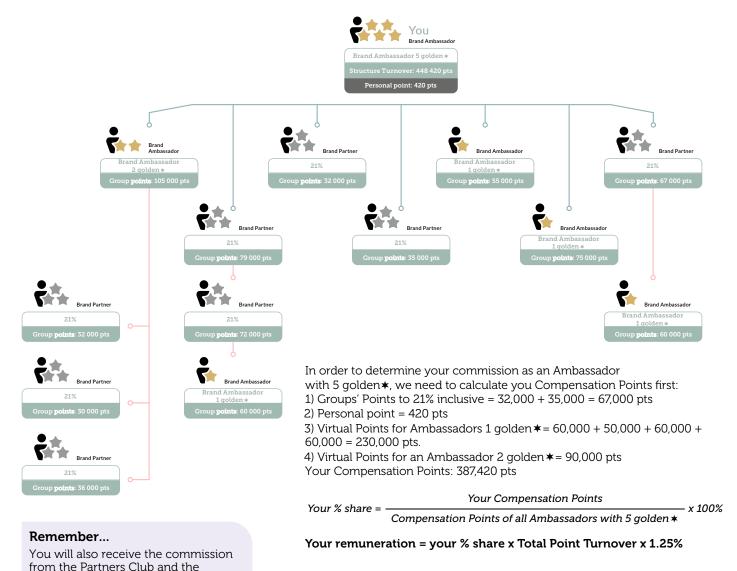
Remember that you also need to add the commission from the Partners' Club and the for the Titles of Ambassador 1 golden* and 2 golden*!

Let's calculate the bonus:

Your bonus =
Total Point Turnover x 0.4% x your Compensation Points
total Virtual Points of the eligible Ambassadors with 3 golden ★

CALCULATING THE **COMMISSION** FOR A SAMPLE STRUCTURE OF AN AMBASSADOR WITH 5 GOLDEN *

Congratulations! The Title of Ambassador 5 golden ★is quite an achievement!



Let's calculate the bonus:

Your bonus =

Total Point Turnover x 0.4% x your Compensation Points

total Virtual Points of the eligible Ambassadors with 5 golden ★

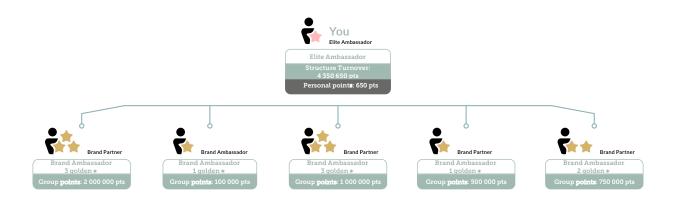
commission for your Titles of Ambassador 1 golden *, 2 golden *, 3

golden * and 4 golden *.

How to calculate the commission in the Prouvé **ELITE AMBASSADORS' CLUB** – examples

CALCULATING THE **COMMISSION** FOR A SAMPLE STRUCTURE OF AN ELITE AMBASSADOR WITH 1 DIAMOND *

You keep flying higher! Your Structure's Turnover has reached 4,350,650 pts. For the first time you have obtained the Title of Elite Ambassador 1 golden★. It will translate into your gains!



In order to calculate your commission as an Elite Ambassador with 1 diamond ★, we need to calculate your Compensation Points:

- 1) Score of the strongest Group = 2,000,000 pts = 1,250,000 Virtual Points
- 2) Score of other Groups = 100,000 pts + 1,000,000 pts + 500,000 pts + 750,000 pts = 2,350,000 pts
- 3) Personal point = 650 pts

Your Compensation Points: 3,600,650 pts

Your **commission** = your % share x Total Point Turnover x 0.6%

Remember...

You'll also receive the commission from the Partners' Club and for all the Brand Ambassador Titles.

HOW TO PRONOUNCE 'PROUVÉ'?

Prouvé is a French word meaning 'proven'. It is very easy to pronounce: 'PRUVE'.

DEFINITIONS:

Compensation Points:

points from a given month resulting from the Structure Turnover and the layout (composition) of the Structure.

They include Virtual Points, Personal Points and other points specified by the rules of eligibility. The number of Compensation Points has an impact on the value of a Partner's commission in the Ambassadors' Club and the Elite Ambassadors' Club.

Compensation Pool:

the sum of rebates and commissions not awarded or not paid out if the Minimum required personal turnover has not been achieved. Every time, having heard the opinion of the Council of Ambassadors, Prouvé will decide how the Compensation Pool will be allocated.

Depth:

the number defining the distance between the Recommending Person and other Partners in the Structure. Each Structure can have an unlimited number of levels depth wise. It gives stability to a Structure.

Efficiency Bonus:

3.2% of the Total Point Turnover which contributes to the commissions (rebates) for the Partners with the Ranking of 15%, 18% or 21% or the Title of Ambassador 1 golden ★, 2 golden ★, 3 golden ★ and 5 golden ★ (0.4% for all Partners with the given Ranking or Title). To be eligible for the bonus you need to achieve one of the listed Positions or one of the indicated Titles, have the required minimum Personal Turnover, and your structure must comply with the 40/60 balance condition (required only for Rankings 15%–21%).

Regardless of the Position or the Title achieved, you can collect only one Efficiency Bonus for the highest Position/Title (bonuses for particular Position/Titles do not sum up).

Group:

group of Partners within a given Structure starting with a Partner at the first depth level (directly below the Recommending Person). The number of Groups defines the width of the Structure. Each Structure can have an unlimited number of Groups.

Group score:

the sum of points awarded for the products bought from Prouvé during one calendar month by all the Partners from the given Group.

Minimum monthly personal turnover:

the minimum number of points awarded to a partner by Prouvé for products bought in a given calendar month using the Partner Number; one of the requirements to become eligible for rebate or commission. If the Partner does not reach the Minimum Monthly Personal Turnover, the lost rebate or commission add to the Pool of Virtual Points

Personal Turnover (Personal points):

points awarded to a Partner for buying products from Prouvé using their Partner Number.

Position and Title:

name of the section described in the Career Plan to which a Partner qualifies in a given calendar month on the basis of the Structure Turnover and the layout (composition) of the Structure.

Recommending Person:

a Partner who is indicated in the Agreement as a Recommending Person (he or she invited a new Partner to work with Prouvé)

Right of Seniority:

when calculating Virtual Points, in each Group we look for the Partner with the highest Title in the given calendar month. For example: if, in one Group, there's an Ambassador with 1 golden ★ and an Ambassador with 5 golden ★, the latter is taken into account to calculated the Virtual Points, even if he or she is deeper down in the Structure than the Ambassador with a lower Title

Structure:

a team of Partners who are below the Recommending Person.

Structure Turnover:

sum of points awarded for the products bought from Prouvé during one calendar month by all the Partners from the given Structure (including the Recommending Person). The Structure Turnover qualifies the Partner for a given Position/Title.

Total Point Turnover:

the sum of points awarded to all Partners during one calendar month for the products bought from Prouvé.

Virtual Points:

points awarded in a given calendar month to the Partner belonging to the Ambassadors' Club for the Groups containing at least one

Ambassador (when awarding Virtual Points the Right of Seniority applies) or points awarded in a given calendar month to the Partner belonging to the Elite Ambassadors' Club for the strongest Group in the Structure.

60/40 Balance Condition:

an indicator of the correct development of the Structure where the Turnover of the Group with the highest score in a given calendar month cannot exceed 60% of the total Structure Turnover.

REBATES AND COMMISSIONS:

Who gets a rebate, who gets a **commission**?

Recipient Customers cooperating with Prouvé UK are entitled only to Rebates. Partners (Individuals or legal entities) cooperating with Prouvé UK are entitled to Commission and Rebate.

What more should I know about commission?

For the direct sales of products and providing marketing services the Partner is entitled to the commission; detailed rules governing the entitlement to the commission and its value are laid down in the Career Plan. The Commission is paid based on self-billing invoice issued by Prouvé UK on behalf of the Partner. If the Commission was calculated on the basis of the score awarded for products that were later returned to Prouvé and if the return was due to acts or omissions of the Partner, in particular to undue refusal to accept the parcel, Prouvé shall have the right to recalculate the Commission due to the Partner, and if the Partner has already been paid — to offset the amounts due to Prouvé against the payments due to the Partner from Prouvé or to request that the undue benefits be returned.

The commission is expressed as a gross amount.

What more should I know about rebates?

A rebate is awarded by Prouvé UK up to 10 days following the end of the calendar month for which the Rebate is given. A rebate can

be used until the end of January of the calendar year following the calendar year in which the rebate has been granted. The rebate can account for up to 90% of the next order. If the Rebate has been calculated on the basis of points awarded for products that were returned to Prouvé, including the failure to collect the parcel containing the ordered products, Prouvé has the right to recalculate – in line with the Career Plan – the Rebate of the Partner responsible for the breach. If, after the recalculation, it turns out that the Partner in question was awarded an undue Rebate, then such a Partner will have to return the equivalent of unduly obtained benefits. In such a case Prouvé will have the right to award negative points to the Partner in the amount equivalent to the points awarded for the products that were returned to Prouvé.

The rebate is expressed as a gross amount.

What happens when you buy products abroad?

If the Partner buys Prouvé products from a Foreign Branch which awards Points to this Partner, such Points – but no more than 500 in one calendar month – will constitute a basis to award a Rebate or Commission to the Partner in line with the Career Plan. If a Foreign Branch awards in total more than 500 points during a single calendar month, it will bear sole responsibility for awarding the Rebate or paying the Commission due for over 500 points in one calendar month.



You will get to know Career Plan even better thanks to:	

Where to find us:

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www.prouve.co.uk