



# PROUVÉ

CAREER  
PLAN



3  
CLUBS



36%

**#START**

Partners' Club  
Ambassadors' Club  
Elite Ambassadors' Club



## HOW TO DEVELOP YOUR CAREER WITH PROUVÉ?

**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

- IF YOU WANT TO SAVE MONEY – GO TO PAGE ..... 4.
- IF YOU WANT TO EARN EXTRA MONEY – GO TO PAGE... 5.
- IF YOU WANT TO EARN MONEY  
AND RUN YOUR OWN BUSINESS – GO TO PAGE ..... 6.
- IF YOU WANT TO BECOME  
A MILLIONAIRE – GO TO PAGE ..... 15.

# 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

## WHAT OUR VALUES ARE?

- ♥ *#Honesty*
- ♥ *#Trust*
- ♥ *#Simple solutions*
- ♥ *#Team 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 a 25% discount for the products from the catalogue.

Your shopping list	Catalogue price	Partner Price (with a discount)	You save
Perfumes	76,00 zł	57,00 zł	19,00 zł
Whites gel	50,00 zł	37,50 zł	12,50 zł
Long-lasting perfumed laundry conditioner	48,00 zł	36,00 zł	12,00 zł
<b>Total:</b>	174,00 zł	130,50 zł	43,50 zł
<b>Annually:</b>			522,00 zł

That's not all. Saving make sense and gives you satisfaction when you set yourself a goal. Think – how can you spend the 400-500 PLN you can save?

*I'm saving money so that I can...*

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*Thanks to Prouvé I have already put aside...*

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### **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 yourself.

### **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	76,00 zł	57,00 zł	19,00 zł
Perfumes	76,00 zł	57,00 zł	19,00 zł
Universal Gel	38,00 zł	28,50 zł	9,50 zł
<b>Total:</b>	190,00 zł	142,50 zł	47,50 zł
<b>Annually:</b>			570,00 zł

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 .....* *I've earned on...*

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### **Precious advice:**

Never sell on credit. The client should pay for the products when you deliver them the good. 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 Ranking.

For a specific Ranking at Prouvé and for your and your Structure's turnover every month you can get a remuneration or a rebate.

### **Remember!**

In order to obtain a rebate or a remuneration 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, because the points that your Partner Account is credited with come from purchases. Your rebate or remuneration will depend on the number of points your Structure scored in the given months and other factors.



# YOUR REMUNERATION 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 remuneration (or rebate) is connected to the Structure's Turnover and its arrangement. In the Partners' Club, it depends on your Ranking and the Ranking of the Partners at the first level of the Structure depth wise.

In the Ambassadors and Elite Ambassadors' Clubs, your remuneration depends on the Structure's Turnover but it is also related to your Total Point Turnover. Every month, at [www.prouve.com](http://www.prouve.com) in the financial report section, you will find a report from the previous month with your Total Point Turnover and the remuneration (or rebate) you're 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 Ranking and obtain a new Title.

## **Rebate vs remuneration**

Recipients and Customer Assistants are entitled to a rebate when they meet the requirements set forth in the Career Plan, the 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.com](http://www.prouve.com)) – 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 (to cooperate with us as an Entrepreneur), when you meet the requirements laid down in the Career Plan, the Agreement, the Cooperation Agreement and the Terms and Conditions of Cooperation, and make an invoice – you will receive your remuneration.



## **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. 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 remuneration (or rebate).

Monthly Turnover of the Structure	Your Ranking	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 Ranking 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 Ranking 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 %.

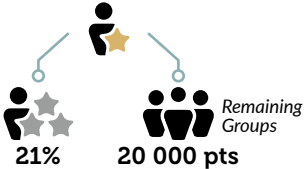

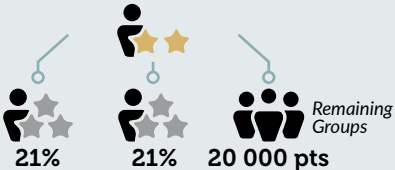

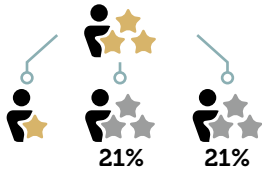

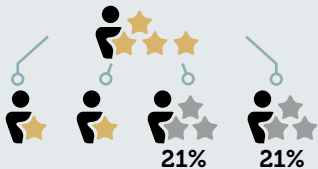



$$\text{Your bonus} = \frac{\text{Total Point Turnover} \times \text{your Structure's Turnover} \times 0.4\%}{\text{total Turnover of the Structures of all eligible Partners with a given Ranking}}$$

Monthly Structure's Turnover	Your Level	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 Ranking/Title you achieve in a given calendar month, for example as a Partner with a Ranking of 21%, you will get a bonus earmarked for a Ranking 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 Ranking of 21% and the required Structure's Turnover. Your remuneration will be a total of the remuneration calculated in line with the rules governing the remuneration in the Partners' Club and the remuneration calculated in line with the rules specified for all the Rankings in the Ambassadors' Club for which you qualify in a given calendar month.

Monthly Turnover of the Structure	Your Ranking – eligibility for the Ambassadors' Club		Your Title
at least 50 000 pts	<ol style="list-style-type: none"> <li>1) In the Structure you have directly below you at least 1 Group containing a Partner with a Ranking of 21% or higher.</li> <li>2) The remaining part of the Structure, including you, has scored at least 20,000 pts</li> <li>3) At least 100 pts for Personal Turnover</li> </ol>		Ambassador 1 golden ★ 
at least 80 000 pts	<ol style="list-style-type: none"> <li>1) In the Structure, you have directly below you at least 2 Groups with a Partner with a Ranking of 21% or higher.</li> <li>2) The remaining part of the Structure, including you, has scored at least 20,000 pts</li> <li>3) At least 100 pts of Personal Turnover</li> </ol>		Ambassador 2 golden ★ 
at least 110 000 pts	<ol style="list-style-type: none"> <li>1) In the Structure, you have directly below you at least 2 Groups with Partners with a Ranking of 21% or higher and 1 Group containing a Partner with the Ambassador Title (at any depth).</li> <li>2) At least 100 pts of Personal Turnover</li> </ol>		Ambassador 3 golden ★ 
at least 160 000 pts	<ol style="list-style-type: none"> <li>1) In the Structure, you have directly below you at least 2 Groups containing Partners with a Ranking of 21% or higher and 2 separate Groups containing Partners with the Ambassador Title (at any depth).</li> <li>2) At least 100 pts of Personal Turnover</li> </ol>		Ambassador 4 golden ★ 
at least 250 000 pts	<ol style="list-style-type: none"> <li>1) In the Structure, you have below you at least 5 Groups, each of them including Partners with the Ambassador Title (at any depth).</li> <li>2) At least 100 pts of Personal Turnover</li> </ol>		Ambassador 5 golden ★ 

## Calculating the REMUNERATION 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 Rankings.

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 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%

Remunerations due for particular Titles in the Ambassadors' Club sum up, so as an Ambassador with 5 golden ★ you get not only the remuneration as an Ambassador with 5 golden ★, but also as an Ambassador with 1, 2, 3, and 4 golden ★.




### How it works:



Imagine a cake you need to divide among your guests. But 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 remuneration 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:

$$\frac{\text{Total Point Turnover} \times \text{your Compensation Points} \times \% \text{ to be divided among people with the same Ranking}}{\text{sum of all Compensation Points of all the eligible Partners with a given Ranking}}$$

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	<b>30 000</b> pts	<b>30 000</b> pts	<b>30 000</b> pts	<b>30 000</b> pts	<b>30 000</b> pts
Ambassador 2 golden ★ 	all	all	depending on the turnover of the entire Group: <b>50,000</b> for a turnover amounting to 50,000–64,999.99 pts <b>60,000</b> for a turnover amounting to 65,000–79,999.99 pts <b>70,000</b> for a turnover amounting to at least 80,000 pts	<b>80 000</b> pts	<b>80 000</b> pts	<b>80 000</b> pts	<b>80 000</b> pts
Ambassador 3 golden ★ 	all	all	depending on the turnover of the entire Group: <b>50,000</b> for a turnover amounting to 50,000–64,999.99 pts <b>60,000</b> for a turnover amounting to 65,000–79,999.99 pts <b>70,000</b> for a turnover amounting to at least 80,000 pts	depending on the turnover of the entire Group: <b>80,000</b> for a turnover amounting to 80,000–99,999.99 pts <b>90,000</b> for a turnover amounting to 100,000–119,999.99 pts <b>100,000</b> for a turnover amounting to at least 120,000 pts	<b>110 000</b> pts	<b>110 000</b> pts	<b>110 000</b> 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:  <b>50,000</b> for a turnover amounting to 50,000–64,999.99 pts  <b>60,000</b> for a turnover amounting to 65,000–79,999.99 pts  <b>70,000</b> for a turnover amounting to at least 80,000 pts	depending on the turnover of the entire Group:  <b>80,000</b> for a turnover amounting to 80,000–99,999.99 pts  <b>90,000</b> for a turnover amounting to 100,000–119,999.99 pts  <b>100,000</b> for a turnover amounting to at least 120,000 pts	depending on the turnover of the entire Group:  <b>110,000</b> for a turnover amounting to 110,000–139,999.99 pts  <b>125,000</b> for a turnover amounting to 140,000–169,999.99 pts  <b>140,000</b> for a turnover amounting to at least 170,000 pts	<b>160 000</b> pts	<b>160 000</b> pts
Ambassador 5 golden ★ 	all	all	depending on the turnover of the entire Group:  <b>50,000</b> for a turnover amounting to 50,000–64,999.99 pts  <b>60,000</b> for a turnover amounting to 65,000–79,999.99 pts  <b>70,000</b> for a turnover amounting to at least 80,000 pts	depending on the turnover of the entire Group:  <b>80,000</b> for a turnover amounting to 80,000–99,999.99 pts  <b>90,000</b> for a turnover amounting to 100,000–119,999.99 pts  <b>100,000</b> for a turnover amounting to at least 120,000 pts	depending on the turnover of the entire Group:  <b>110,000</b> for a turnover amounting to 110,000–139,999.99 pts  <b>125,000</b> for a turnover amounting to 140,000–169,999.99 pts  <b>140,000</b> for a turnover amounting to at least 170,000 pts	depending on the turnover of the entire Group:  <b>160,000</b> for a turnover amounting to 160,000–219,999.99 pts  <b>180,000</b> for a turnover amounting to 220,000–279,999.99 pts  <b>200,000</b> for a turnover amounting to at least 280,000 pts	<b>250 000</b> pts

## HOW TO DOUBLE YOUR EARNINGS?



When you become an Ambassador with 5 golden ★ and succeed in maintaining this Ranking 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 Ranking. It will allow you to build another Group in your Structure, collect a second remuneration 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 Ranking.

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

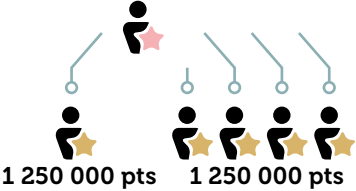

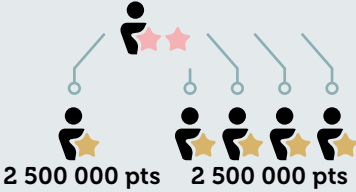

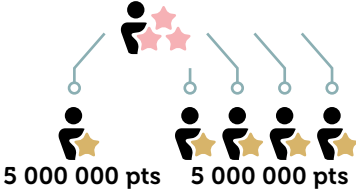

$$\text{Your bonus} = \frac{\text{Total Point Turnover} \times \text{your Compensation Points} \times 0.4\%}{\text{total Virtual Points of all eligible Partners with a given Ranking}}$$

Monthly Turnover of the Structure	Your Ranking	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 Ranking/Title you achieve in a given calendar month, for example as an Ambassador with 3 golden ★ 21%, you will get a bonus earmarked for an Ambassador with 3 golden ★. 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 remuneration will be a total of the remuneration calculated on the basis of the rules governing the remuneration of the Partners' Club, Ambassadors' Club and the remuneration calculated in line with the rules specified for all the Rankings in the Prouvé Brand Elite Ambassadors' Club for which you qualify in a given calendar month.

Monthly Turnover of the Structure	Your Ranking – Elite eligibility		Your Title
at least 2 500 000 pts	<ol style="list-style-type: none"> <li>1) You have the title of an Ambassador with 5 golden ★</li> <li>2) At least 100 pts for Personal Turnover</li> <li>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).</li> </ol>		<p>Elite Ambassador 1 diamond ★</p> 
at least 5 000 000 pts	<ol style="list-style-type: none"> <li>1) You have the title of an Ambassador with 5 golden ★</li> <li>2) At least 100 pts for Personal Turnover</li> <li>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).</li> </ol>		<p>Elite Ambassador 2 diamond ★★</p> 
at least 10 000 000 pts	<ol style="list-style-type: none"> <li>1) You have the title of an Ambassador with 5 golden ★</li> <li>2) At least 100 pts for Personal Turnover</li> <li>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).</li> </ol>		<p>Elite Ambassador 3 diamond ★★★</p> 

## Calculating the REMUNERATION 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 Rankings.

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 Title.
Elite Ambassador 1 diamond ★ 	0,6%
Elite Ambassador 2 diamond ★ 	0,6%
Elite Ambassador 3 diamond ★ 	0,6%

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








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

$$\frac{\text{Total Point Turnover} \times \text{your Compensation Points} \times \% \text{ to be divided among the people with the same Ranking}}{\text{Total Virtual Points of all eligible Partners with a given Ranking}}$$

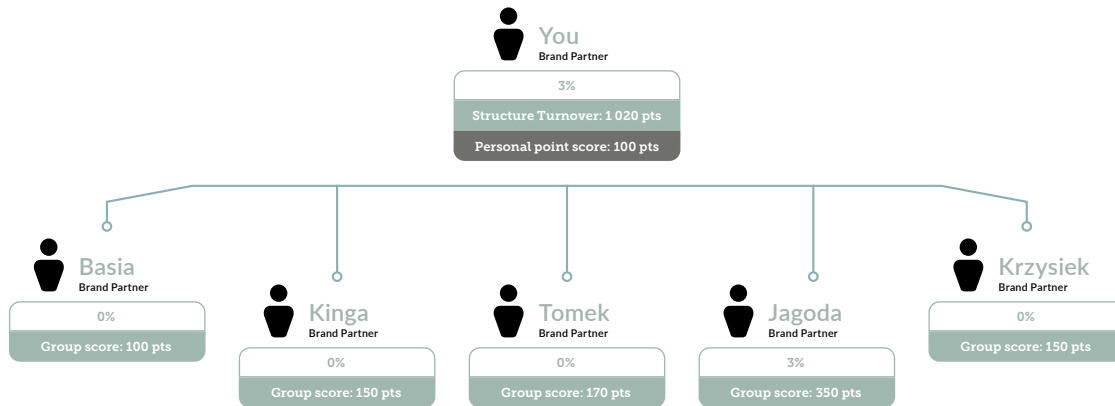
The method of calculating Virtual points for Elite Ambassadors is different.

## 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 <b>1,250,000</b> 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 <b>2,500,000</b> 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 <b>5,000,000</b> pts for a Group Turnover of at least 5,000,000 pts	all

# How to calculate the remuneration/rebate in the Prouvé PARTNERS' CLUB – examples

## CALCULATING THE REBATE/REMUNERATION FOR A SAMPLE STRUCTURE PARTNER WITH A RANKING OF 3%



Let's assume that the Structure you created has scored 920 pts. You have 100 personal pts. The sum of your Points and your Structure's Points equals 1020 pts, which qualifies you for the 3% Ranking. Now, this is how we'll calculate your rebate/remuneration:

Person	Score	Ranking	Difference between your Ranking and the Ranking of the Partner directly beneath you in the Structure	Calculations	Total
You	100	3%	—	$100 \times 3\% = 3,00$	20,10 zł
Basia's group	100	0%	$3\% - 0\% = 3\%$	$100 \times 3\% = 3,00$	
Kinga's group	150	0%	$3\% - 0\% = 3\%$	$150 \times 3\% = 4,50$	
Tomek's group	170	0%	$3\% - 0\% = 3\%$	$170 \times 3\% = 5,10$	
Jagoda's group	350	3%	$3\% - 3\% = 0\%$	$350 \times 0\% = 0,00$	
Krzysiek's group	150	0%	$3\% - 0\% = 3\%$	$150 \times 3\% = 4,50$	

### Look:

For this calendar month, your rebate/remuneration will be **20.10 PLN**. Apart from you, Jagoda has also received her first rebate/remuneration – she has earned as much as **10.50 PLN**.

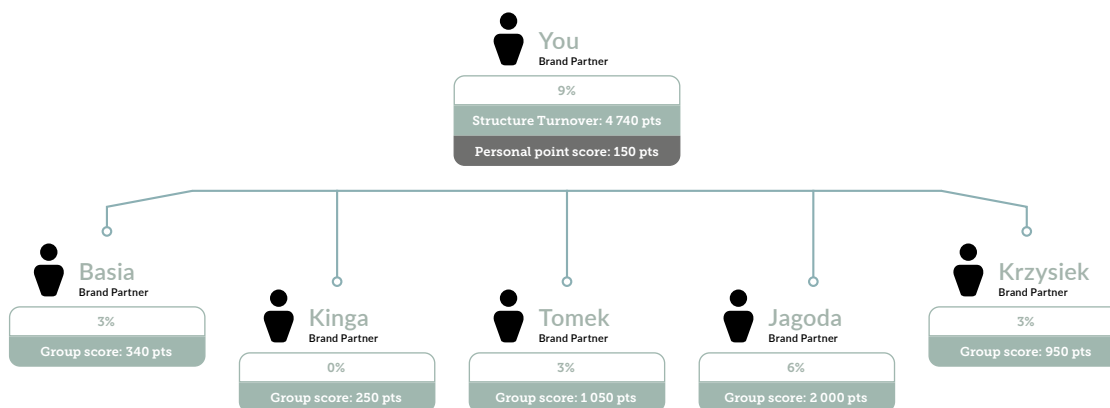
### Precious advice:

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/REMUNERATION FOR A SAMPLE STRUCTURE PARTNER WITH A RANKING OF 9%

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



Together you have 4,740 pts and you have a 9% Ranking.  
Look how we'll calculate your remuneration/rebate:

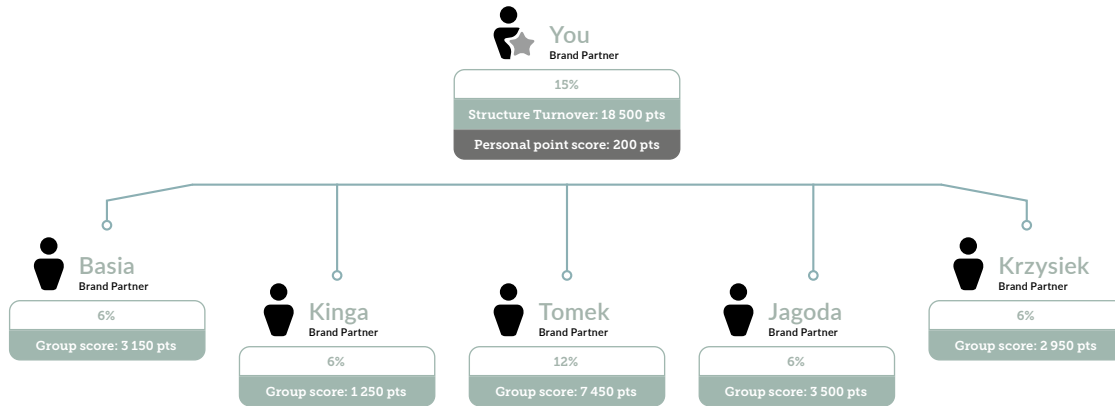
Person	Score	Ranking	Difference between your Ranking and the Ranking of the Partner directly beneath you in the Structure	Calculations	Total
You	150	9%	—	$150 \times 9\% = 13,50$	<b>236,40 zł</b>
Basia's group	340	3%	$9\% - 3\% = 6\%$	$340 \times 6\% = 20,40$	
Kinga's group	250	0%	$9\% - 0\% = 9\%$	$250 \times 9\% = 22,50$	
Tomek's group	1 050	3%	$9\% - 3\% = 6\%$	$1\ 050 \times 6\% = 63,00$	
Jagoda's group	2 000	6%	$9\% - 6\% = 3\%$	$2\ 000 \times 3\% = 60,00$	
Krzysiek's group	950	3%	$9\% - 3\% = 6\%$	$950 \times 6\% = 57,00$	

### Look:

This month your remuneration/rebate will reach **236.40 PLN**. But, importantly, the Partners beneath you also get their remuneration and rebates!

## CALCULATING THE REMUNERATION FOR A SAMPLE STRUCTURE PARTNER WITH A 15% RANKING

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 18,500 points.



Now we'll calculate your remuneration for the 15% Ranking.

Person	Score	Ranking	Difference between your Ranking and the Ranking of the Partner directly beneath you in the Structure	Calculations	Total
You	200	15%	—	$200 \times 15\% = 30,00$	<b>1 230 zł</b>
Basia's group	3 150	6%	$15\% - 6\% = 9\%$	$3\ 150 \times 9\% = 283,50$	
Kinga's group	1 250	6%	$15\% - 6\% = 9\%$	$1\ 250 \times 9\% = 112,50$	
Tomek's group	7 450	12%	$15\% - 12\% = 3\%$	$7\ 450 \times 3\% = 223,50$	
Jagoda's group	3 500	6%	$15\% - 6\% = 9\%$	$3\ 500 \times 9\% = 315,00$	
Krzysiek's group	2 950	6%	$15\% - 6\% = 9\%$	$2\ 950 \times 9\% = 265,50$	

### Look:

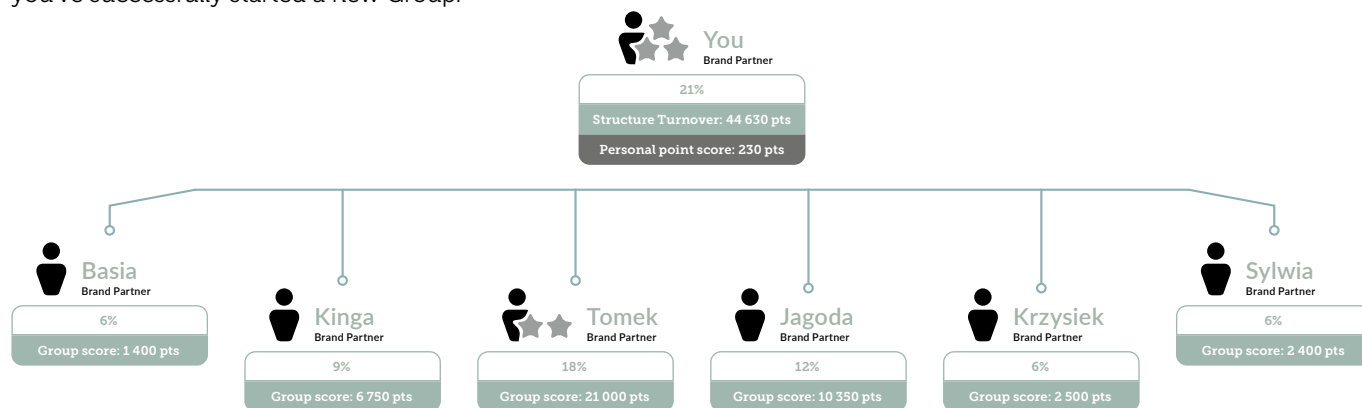
Your remuneration has come up to **1230 PLN**. Let's add the Efficiency Bonus. You've achieved the 15% Ranking and your Structure is compliant with the 60/40 condition.

### Let's calculate the bonus:

$$\text{Your bonus} = \frac{\text{Total Point Turnover} \times 0.4\% \times \text{your Structure Turnover}}{\text{total turnover of Structures of Partners with the given Ranking 15\% eligible}}$$

## CALCULATING THE REMUNERATION FOR A SAMPLE STRUCTURE PARTNER WITH A 21% RANKING

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 44,630 pts, which qualifies you for the 21% Ranking for the first time. It’s a great success! Now, let’s calculate your remuneration for the 21% Ranking.

Person	Score	Ranking	Difference between your Ranking and the Ranking of the Partner directly beneath you in the Structure	Calculations	Total
You	230	21%	—	$230 \times 21\% = 48,30$	<b>3364,8 zł</b>
Basia’s group	1 400	6%	$21\% - 6\% = 15\%$	$1\ 400 \times 15\% = 210,00$	
Kinga’s group	6 750	9%	$21\% - 9\% = 12\%$	$6\ 750 \times 12\% = 810,00$	
Tomek’s group	21 000	18%	$21\% - 18\% = 3\%$	$21\ 000 \times 3\% = 630,00$	
Jagoda’s group	10 350	12%	$21\% - 12\% = 9\%$	$10\ 350 \times 9\% = 931,50$	
Krzysiek’s group	2 500	6%	$21\% - 6\% = 15\%$	$2\ 500 \times 15\% = 375,00$	
Sylwia’s group	2 400	6%	$21\% - 6\% = 15\%$	$2\ 400 \times 15\% = 360,00$	

### Look:

Your remuneration has come up to **3364.8 PLN**. Congratulations! Remember that the Partners from your Structure also get their remuneration and rebates. Let’s add the Efficiency Bonus. You’ve achieved the 21% Ranking and your Structure is compliant with the 60/40 condition.

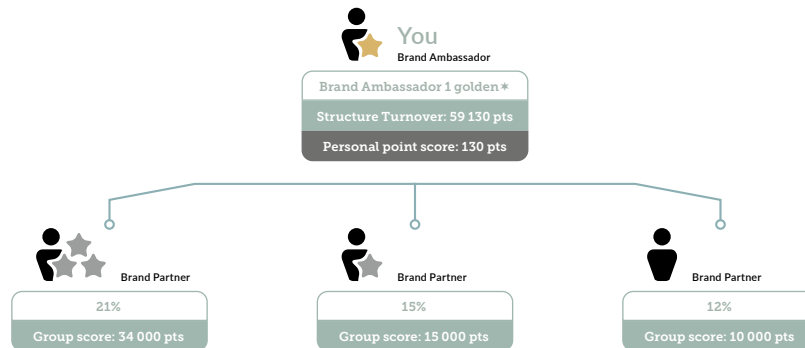
### Let’s calculate the bonus:

$$\text{Your bonus} = \frac{\text{Total Point Turnover} \times 0.4\% \times \text{your Turnover Structure}}{\text{total Turnover of the Structures of all eligible Partners with a 21\% Ranking}}$$

# How to calculate the remuneration/discount in the Prouvé AMBASSADORS' CLUB – examples

## CALCULATING THE REMUNERATION 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 remuneration 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 point score = 130 pts

Your Compensation Points: 59,130 pts

$$\text{Your \% share} = \frac{\text{Your Compensation Points} \times 100\%}{\text{Compensation Points of all Ambassadors with 1 golden } \star} \times 100\%$$

**Your remuneration = 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...

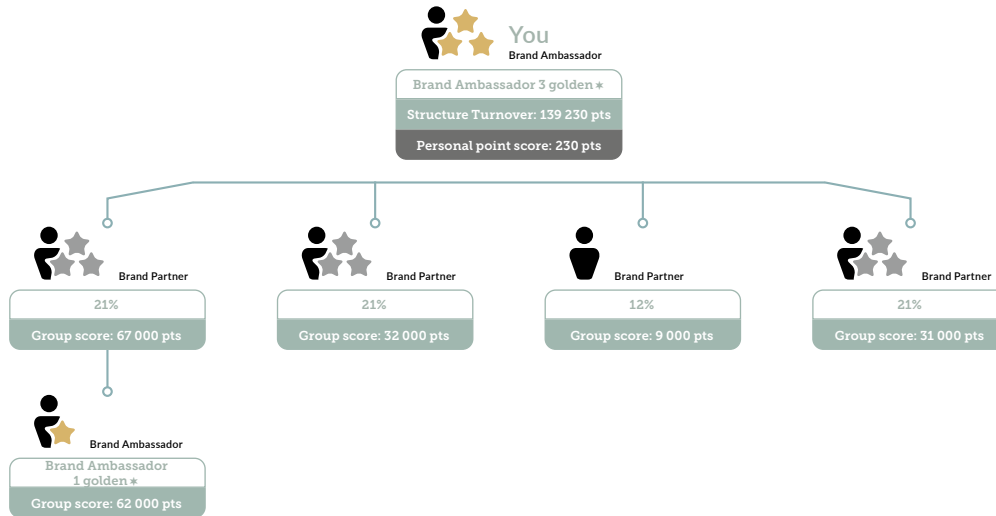
Remember that you need to add your remuneration from the Partners' Club, too.

### Let's calculate the bonus:

$$\text{Your bonus} = \frac{\text{Total Point Turnover} \times 0.4\% \times \text{your Compensation Points}}{\text{total Virtual Points of the eligible Partners holding the Title of Ambassador 1 golden } \star}$$

## CALCULATING THE REMUNERATION FOR A SAMPLE STRUCTURE OF AN AMBASSADOR WITH 3 GOLDEN ★

Your Structure is developing really fast! See how your remuneration will grow when you become an Ambassador with 3 golden ★.



In order to calculate your remuneration 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 point score = 230 pts
  - 3) Virtual Points for Ambassador 1 golden ★ = 50,000 pts
- Your Compensation Points: 122,230 pts

$$\text{Your \% share} = \frac{\text{Your Compensation Points}}{\text{Compensation Points of all Partners holding the Title of Ambassador 3 golden ★}} \times 100\%$$

**Your remuneration = 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...

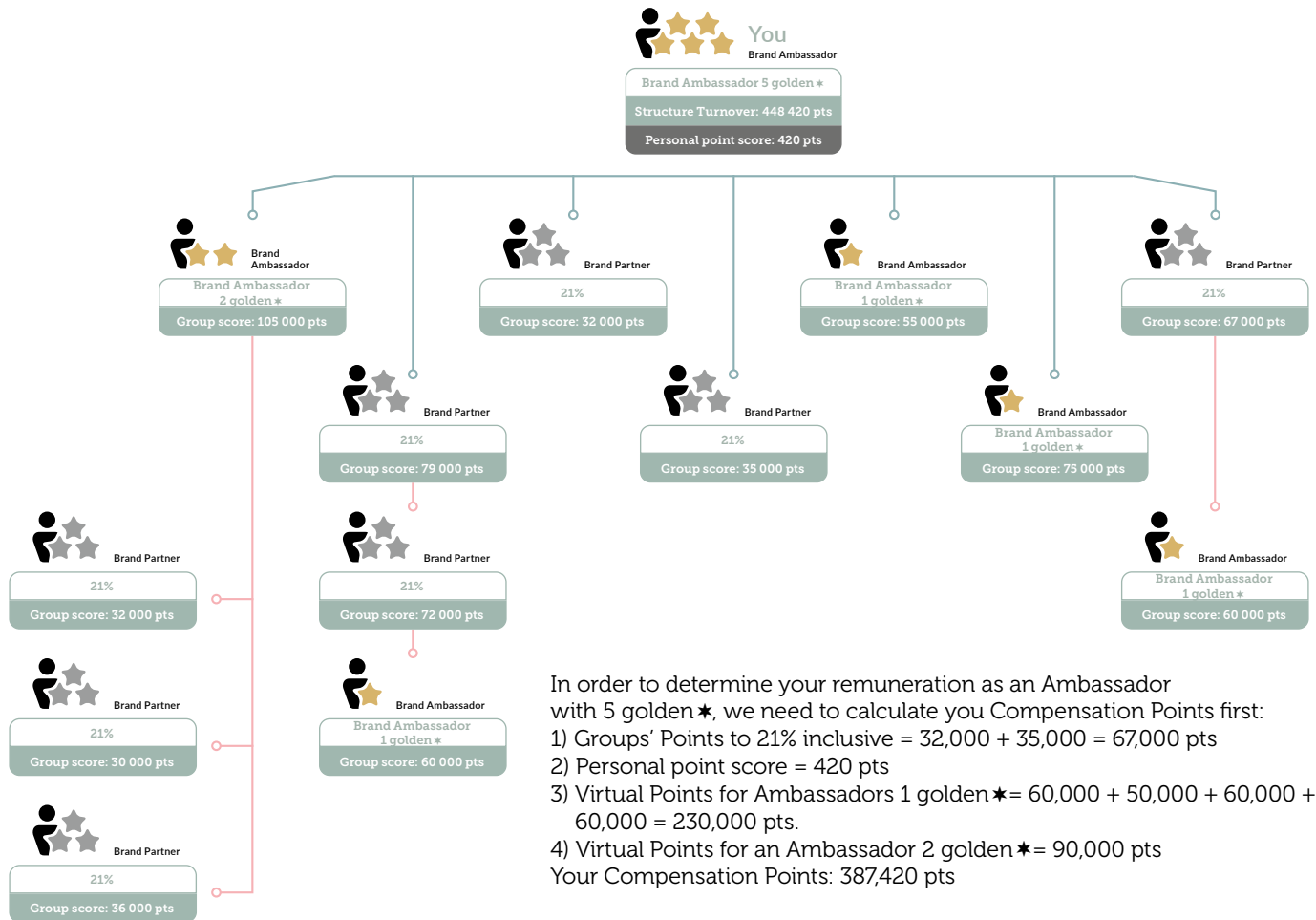
Remember that you also need to add the remuneration from the Partners' Club and the remuneration for the Titles of Ambassador 1 golden★ and 2 golden★!

### Let's calculate the bonus:

$$\text{Your bonus} = \frac{\text{Total Point Turnover} \times 0.4\% \times \text{your Compensation Points}}{\text{total Virtual Points of the eligible Ambassadors with 3 golden ★}}$$

# CALCULATING THE REMUNERATION FOR A SAMPLE STRUCTURE OF AN AMBASSADOR WITH 5 GOLDEN ★

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



- In order to determine your remuneration as an Ambassador with 5 golden ★, we need to calculate your Compensation Points first:
- 1) Groups' Points to 21% inclusive = 32,000 + 35,000 = 67,000 pts
  - 2) Personal point score = 420 pts
  - 3) Virtual Points for Ambassadors 1 golden ★ = 60,000 + 50,000 + 60,000 + 60,000 = 230,000 pts.
  - 4) Virtual Points for an Ambassador 2 golden ★ = 90,000 pts
- Your Compensation Points: 387,420 pts

$$\text{Your \% share} = \frac{\text{Your Compensation Points}}{\text{Compensation Points of all Ambassadors with 5 golden ★}} \times 100\%$$

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

**Let's calculate the bonus:**

$$\text{Your bonus} = \frac{\text{Total Point Turnover} \times 0.4\% \times \text{your Compensation Points}}{\text{total Virtual Points of the eligible Ambassadors with 5 golden ★}}$$

## Remember...

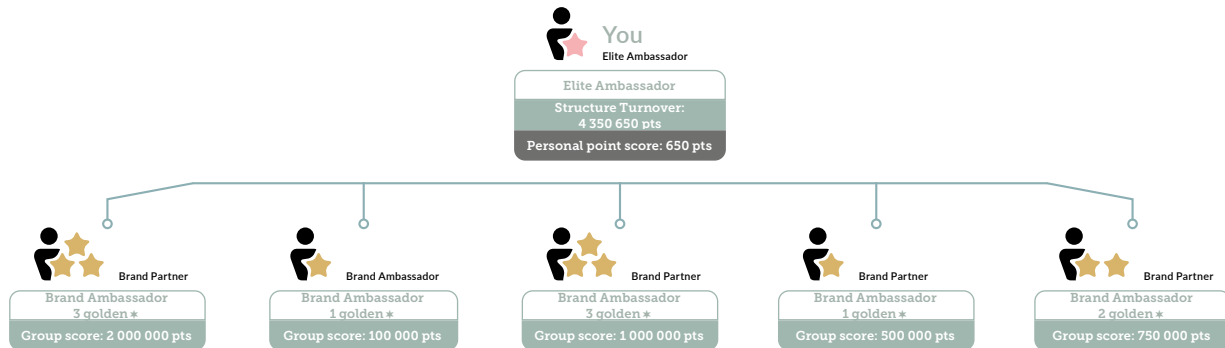
You will also receive the remuneration from the Partners Club and the remuneration for your Titles of Ambassador 1 golden ★, 2 golden ★, 3 golden ★ and 4 golden ★.



# How to calculate the remuneration/rebate in the Prouvé ELITE AMBASSADORS' CLUB – examples

## CALCULATING THE REMUNERATION 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 remuneration 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 score = 650 pts

Your Compensation Points: 3,600,650 pts

$$\text{Your \% share} = \frac{\text{your Compensation Points}}{\text{Compensation Points of all Partners holding the Title of Elite Ambassador 1 diamond } \star} \times 100\%$$

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

### Remember...

You'll also receive the remuneration from the Partners' Club and for all the Brand Ambassador Rankings.

# 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 remuneration in the Ambassadors' Club and the Elite Ambassadors' Club.

### Compensation Pool:

the sum of rebates and remunerations 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 remuneration (rebates) for the Partners with the Ranking of 15%, 18% or 21% or the Title of Ambassador 1 golden ★, 2 golden ★, 3 golden ★, 4 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 Rankings 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 Ranking or the Title achieved, you can collect only one Efficiency Bonus for the highest Ranking/Title (bonuses for particular Rankings/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 prerequisites to become eligible for rebates or remuneration. If the Partner does not reach the Minimum Monthly Personal Turnover, the lost rebate or remuneration add to the Pool of Virtual Points.

### Personal Turnover (Personal point score):

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

### Ranking 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 calculate 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 Ranking/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 REMUNERATIONS:**

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

Recipient Partners cooperating with Prouvé are entitled only to Rebates. Customer Assistants cooperating with Prouvé are entitled only to rebates. Entrepreneurs cooperating with Prouvé are entitled only to Remuneration.

**What more should I know about remunerations?**

For the direct sales of products and providing marketing services the Entrepreneur is entitled to Remuneration; detailed rules governing the entitlement to Remuneration and its value are laid down in the Career Plan. The Remuneration shall be paid within 14 days of receipt of a correctly issued invoice. If the Remuneration 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 Entrepreneur, in particular to undue refusal to accept the parcel, Prouvé shall have the right to recalculate the Remuneration due to the Entrepreneur, and if the Remuneration has already been paid — to offset the amounts due to Prouvé against the payments due to the Entrepreneur from Prouvé or to request that the undue benefits be returned.

The remuneration is expressed as a net amount.

**What more should I know about rebates?**

A rebate is awarded by Prouvé within 14 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 Remuneration 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 Remuneration 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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