



Higher Income Plan Overview

Distributorship - Enrolment fee: £48

Business Starter Pack, includes everything you need to get started earning with the Wikaniko Higher Income plan

Retail Income - All distributors receive 33% wholesale to retail mark-up based on and paid on Point Value (PV*) PLUS a monthly Volume bonus based on and paid on Point Value

Monthly Personal Volume (PV)	100 - 299	300 - 599	600 & over
Volume bonus	5%	9%	12%
Total Retail Income	38%	42%	45%

* The Point Value will be about the same as the wholesale price shown on your web site. Except for some highly competitive products with low net profit where the PV has been reduced proportionally.

Example a) A £100 wholesale order (assuming 100PV) - Total Retail Income is 100PV x 38% = £ 38

Example b) Monthly orders totalling £600 (assuming 600PV) - Total Retail Income is 600PV x 45% = £270
Consisting of: Mark up @ 33% = £198 PLUS Volume bonus @ 12% = £72 Totalling £270

Promotions - Override Income and online customer mark-up is based on your Position that month as follows

Position	Volume Requirements		Team Requirements As separate branches (legs)
	PV	GV (includes PV)	
Distributor	36	36	None
Qualified Distributor	36	100	None
Direct Distributor	36	1,000	2 QD
Team Supervisor	36	4,000	1 DD plus 2 QD
Team Manager	36	8,000	1 TS plus 3 DD
National Supervisor	36	20,000	1 TM plus 3 TS
National Distributor	36	40,000	4 TM plus 1 TS

You will be credited with the volume generated by the 2 free non distributor positions which are Co-op Club Customers & Wholesale Buyers, even though they are outside this Income plan.

For the purpose of Promotions and Business Building Income, Co-op Club Customers & Wholesale buyers will be shown as, and be credited to you as Independent Distributors at the position their volume achieves that month.

Business Building Income - Override Income on Active levels is based on your Position that month as follows

Independent Distributor Positions	Commission on: Group Volume (GV) per active level							
	Level 1	Level 2	Level 3	Level 4	Level 5	Level 6	Level 7	Level 8
Distributor	5%							
Qualified Distributor	5%	4%	2%					
Direct Distributor	5%	5%	3%	3%	2%			
Team Supervisor	5%	5%	3%	3%	3%	2%		
Team Manager	5%	5%	3%	4%	3%	3%	2%	
National Supervisor	5%	5%	3%	5%	3%	3%	2%	2%
National Distributor	5%	5%	4%	6%	4%	4%	3%	3%

The Higher Income plan is based on calendar months

Every product is allocated a Point Value (PV) based on that products wholesale price including vat and its net profitability. For most products the Point Value will be about the same as the wholesale price including Vat shown on the ID's own website, i.e. £1.50 (1.50 Points) with some exceptions due to some very competitive products having a low net profit.

In these cases the PV has been reduced proportionally.

PV is also referred to as Personal Volume, both are the points generated personally in any one month.

Group Volume (GV) is the total points generated by a group of ID's in any one month.

All payments are based on Position status, Personal Volume (PV) & Group Volume (GV) values (product dependant)

Please see the full compensation plan for complete details of payment and promotion criteria