



# 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 markup based on the Point Value (PV\*) PLUS a monthly Volume bonus based on and paid on PV

Monthly Personal Volume (Point Value)	upto 199	200 - 399	400 - 999	1000 & over
Volume bonus	0%	4%	8%	12%
Total Retail Income	33%	37%	41%	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 proportionality

Example a) Buy at £100 (approx 100PV) Sell at £133 Profit is 100PV x 33% = £33

Example b) If your PV is in the 1000+ band then Volume bonus is 100PV x 12% = £12  
(Total Retail Income is 100PV x 45% = £45)

**Business Building Income** - Override Income on Active levels of your business

Independent Distributor Positions	Commission on: Group Volume (GV) per active level				
	Level 1	Level 2	Level 3	Level 4	Level 5
Distributor	3%	4%	1%		
Direct Distributor	3%	5%	2%	1%	
Team Supervisor	3%	6%	3%	3%	2%
Team Manager	3%	7%	3%	4%	3%
National Supervisor	3%	8%	3%	5%	3%
National Distributor	3%	9%	3%	6%	3%

**Promotions** - Payment of Override Income 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
Direct Distributor	36	1,000	None
Team Supervisor	36	4,000	3 DD
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

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