



PT Shuang Hor Indonesia

Marketing Plan

SHUANG HOR INDONESIA



6 Benefit Distributor Shuang Hor Indonesia

Potongan Harga Produk :

s/d 20%



Bonus Prestasi

s/d 28%



Bonus Kepemimpinan

s/d 16.8%



Seminar Wisata

Luar Negeri



Bonus Akhir

Tahun



Car Reward



Struktur Bonus ↗



Bonus Prestasi

4% ~ 28%



Bonus Kepemimpinan

1 ~ 13 Elite

Bonus Prestasi



Target **Bonus** Prestasi

Poin Value (PV) Bulanan	Standar Persentase Bonus Prestasi (%)
400 ~ 799	4%
800 ~ 1,599	8%
1,600 ~ 3,199	12%
3,200 ~ 5,199	16%
5,200 ~ 8,799	20%
8,800 ~ 12,999	24%
13,000 atau lebih	28%

Bonus Prestasi Anda

ANDA

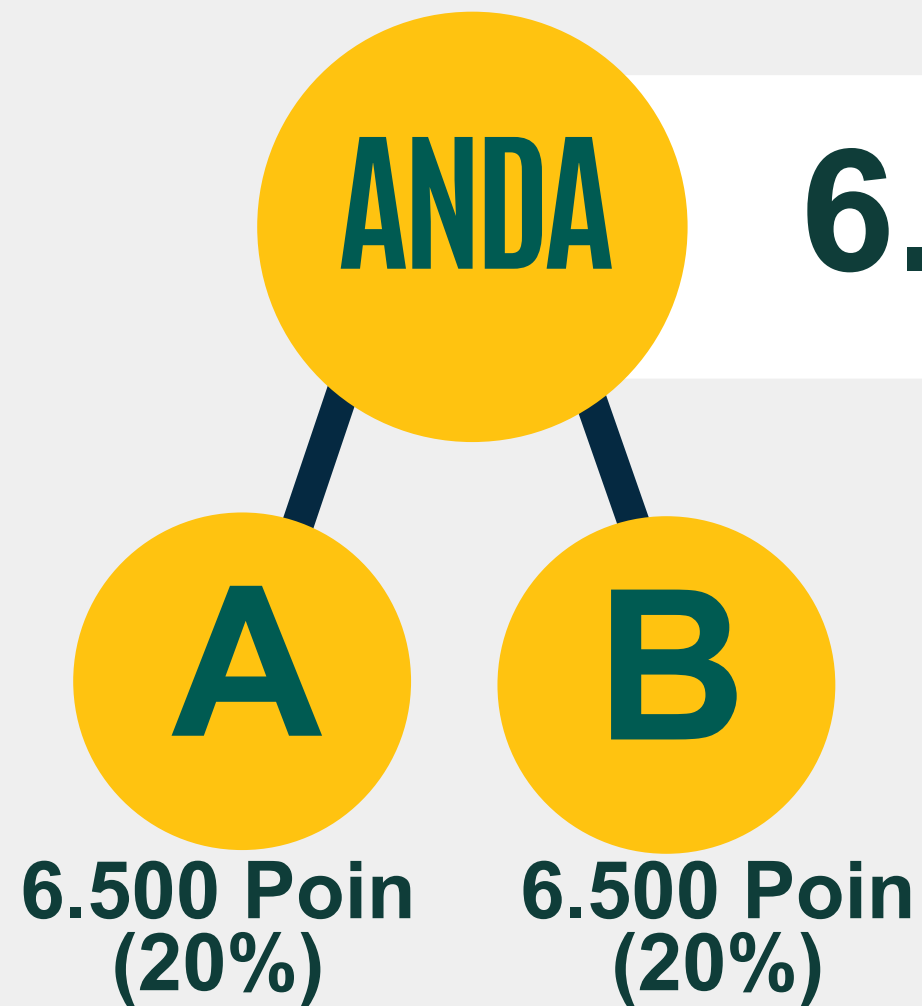
6.500 Poin

= PV x 3,500BV x Persen BP

= (6,500poin x 3,500BV x 20%)

= Rp 4,550,000

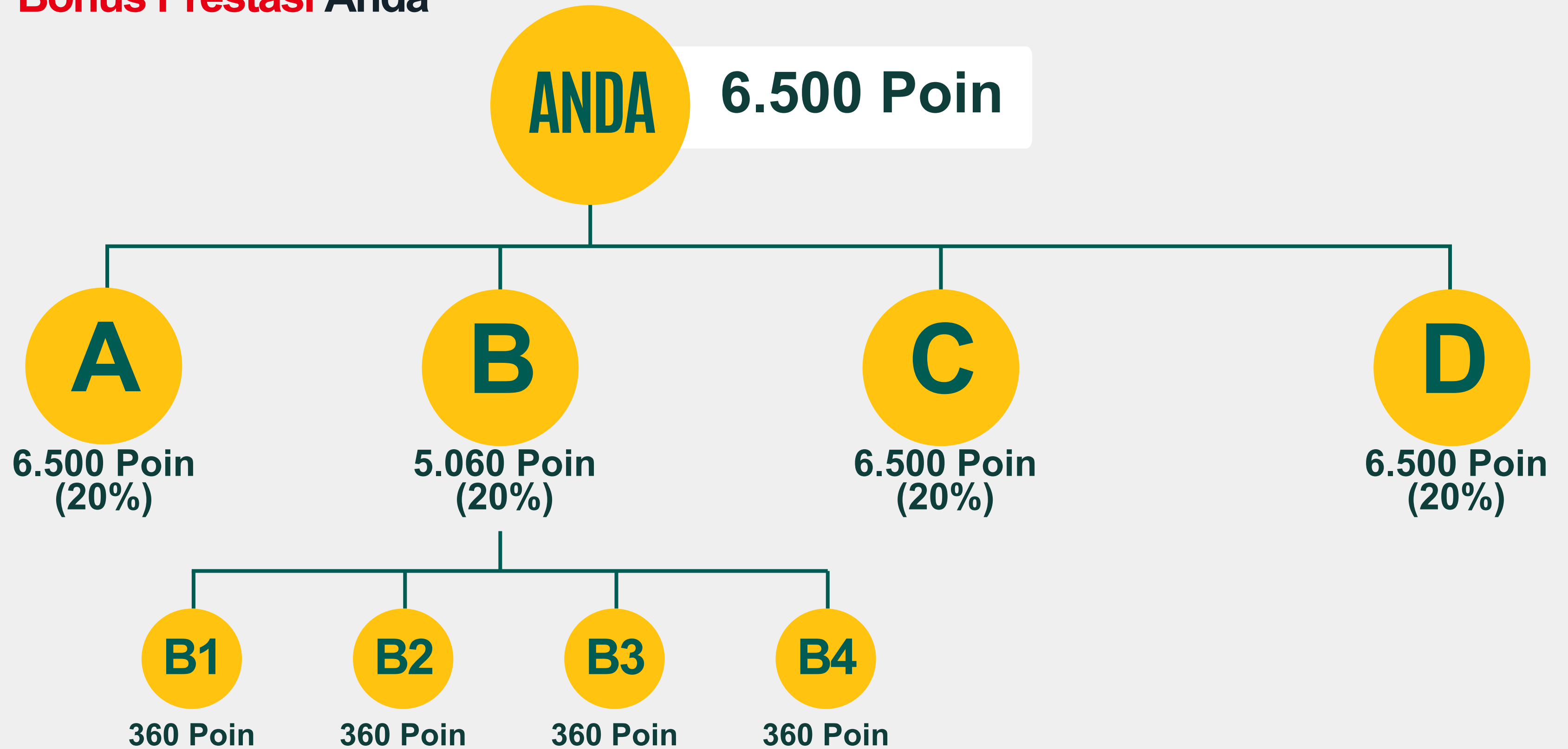
Bonus Prestasi Anda



$$\{[6,500\text{poin} \times 28\%] + [6,500\text{poin} \times (28\% - 20\%) \times 2(\text{A\&B})]\} \times 3500\text{BV}$$

$$= \text{Rp } 10,010,000$$

↘ **Bonus Prestasi Anda**



$$\{[6,500\text{poin} \times 28\%] + [6,500\text{poin} \times (28\% - 20\%) \times 4 \text{ (A,B,C\&D)}]\} \times 3500\text{BV} = \text{Rp } 13,650,000$$

Bonus Prestasi Anda

**6.500
Poin**

Rp 13,650,000



Rp 10,010,000



Rp 4,550,000

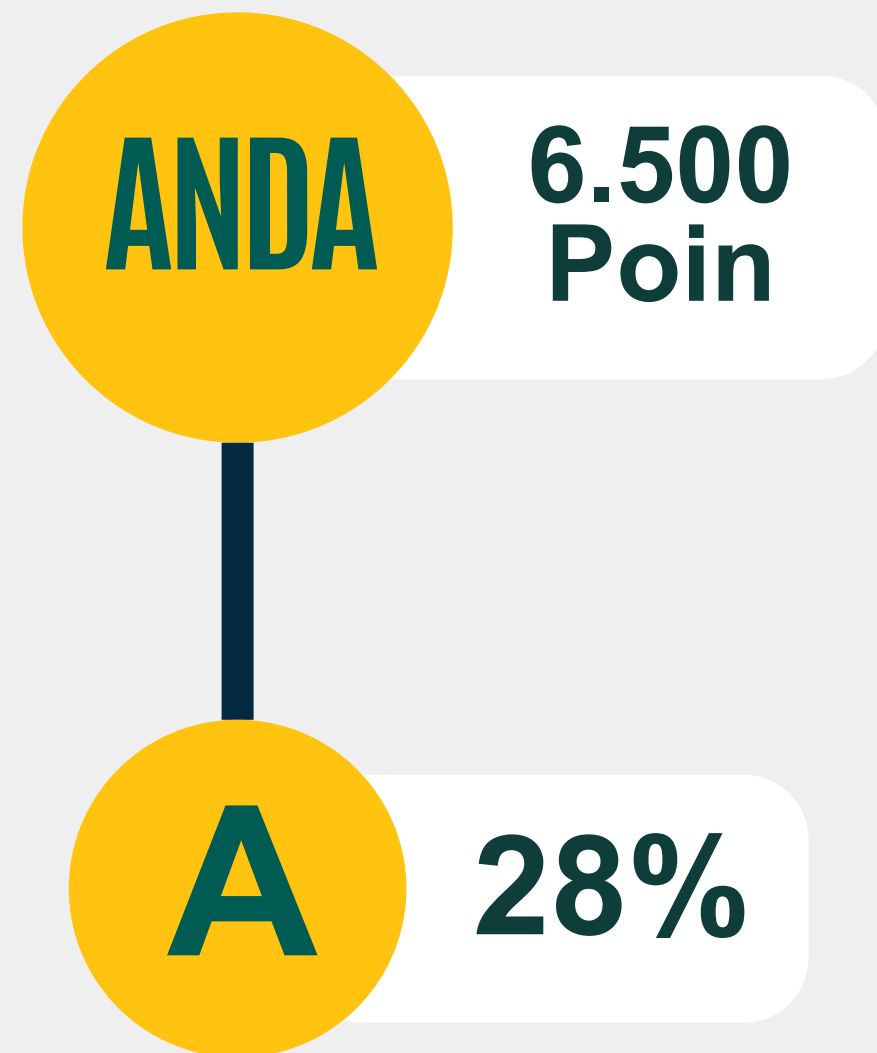
Bonus Kepemimpinan



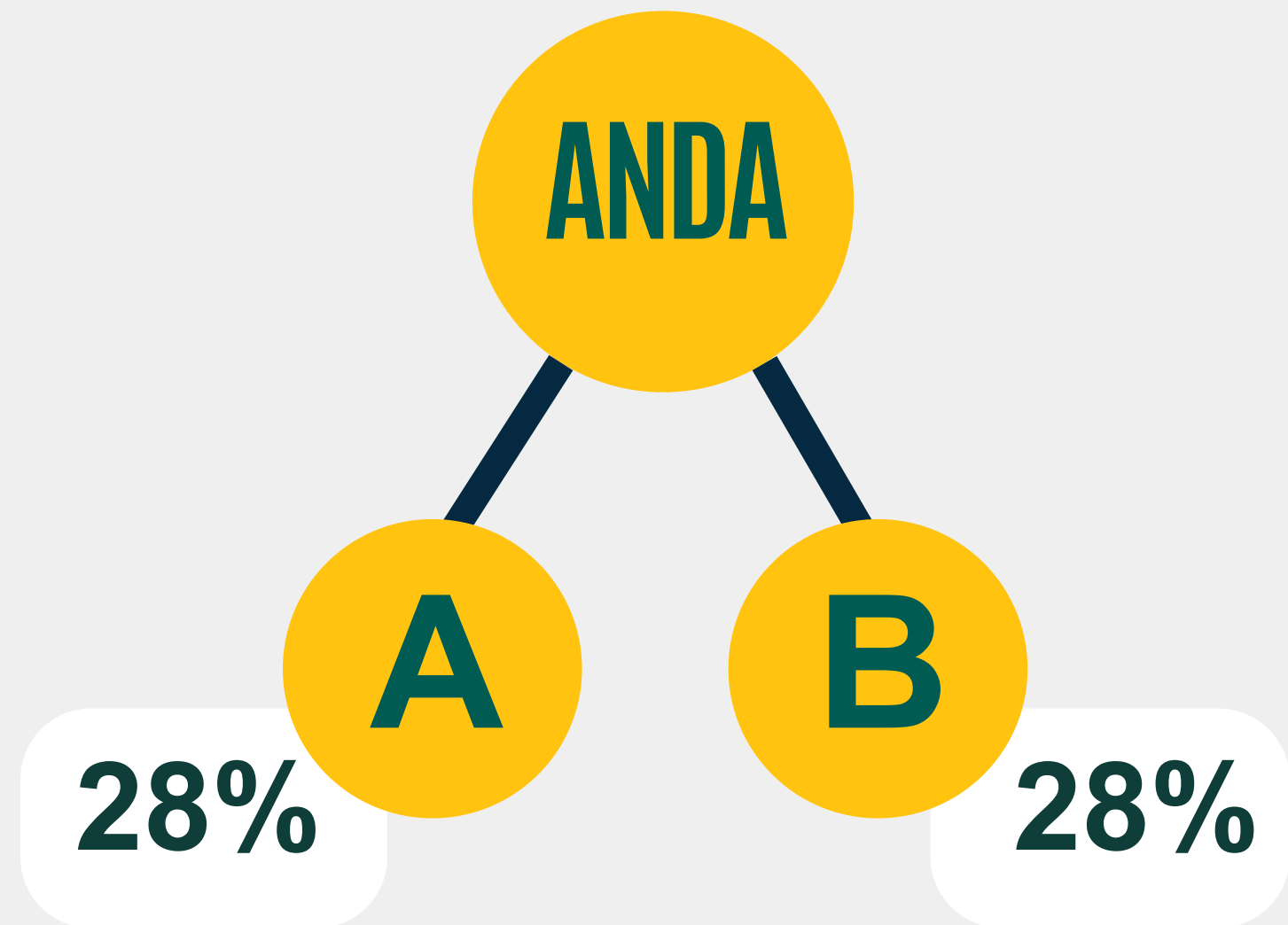
Bonus **Kepemimpinan**

Bonus Kepemimpinan Elite	Standar Persentase Bonus Kepemimpinan (%)
Bonus Kepemimpinan Elite 1	(6.7%)
Bonus Kepemimpinan Elite 3	(4.0%)
Bonus Kepemimpinan Elite 5	(2.7%)
Bonus Kepemimpinan Elite 7	(1.3%)
Bonus Kepemimpinan Elite 9	(0.7%)
Bonus Kepemimpinan Elite 11	(0.7%)
Bonus Kepemimpinan Elite 13	(0.7%)

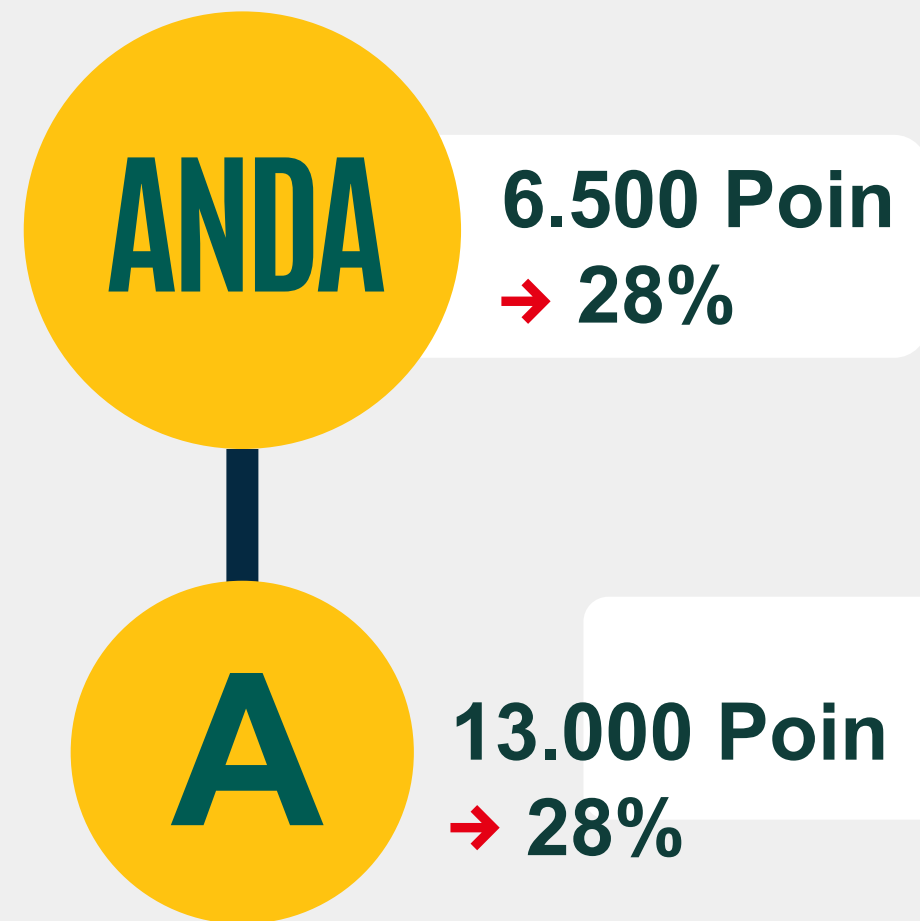
Bonus Kepemimpinan Elite 1



ATAU



Contoh Perhitungan Bonus Kepemimpinan Elite 1



Total Bonus
Rp 7,894,250



Bonus Prestasi

Perhitungan

= PV x 3,500BV x Persen BP

= [6,500 poin x 3,500BV x 28%]

= Rp 6,370,000

Bonus Kepemimpinan Elite 1

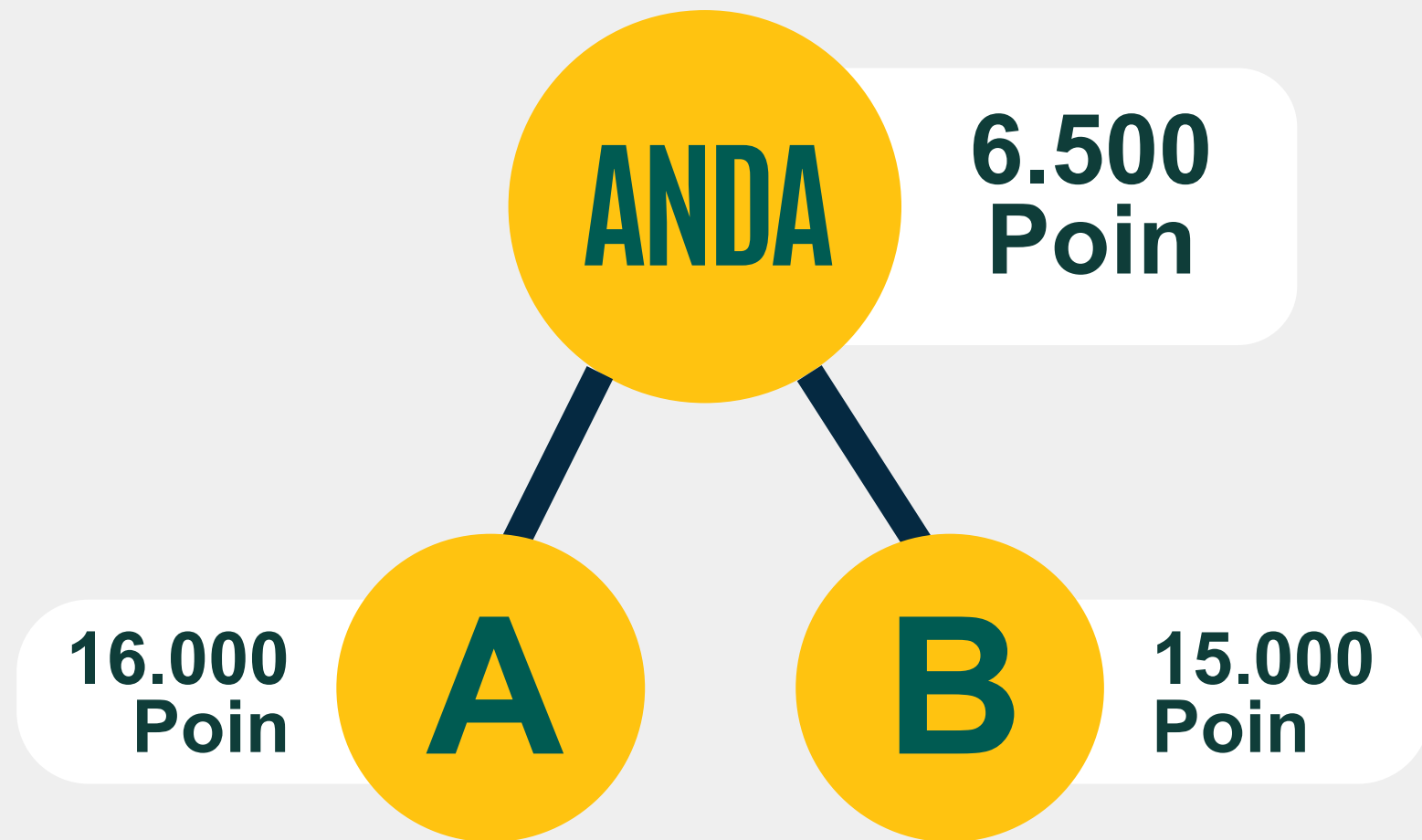
Perhitungan

= [PV (Anda) + PV (Downline) - 13,000 poin] x 3,500BV x 6.7%

= [6,500 poin + 13,000 poin(A) - 13,000 poin] x 3,500BV x 6.7%

= Rp 1,524,250

Contoh Perhitungan Bonus Kepemimpinan Elite 1



Total Bonus
Rp 12,115,250



Bonus Prestasi

Perhitungan

$$\begin{aligned} &= PV \times 3,500BV \times \text{Persen BP} \\ &= [6,500 \text{ poin} \times 3,500BV \times 28\%] \end{aligned}$$

= Rp 6,370,000

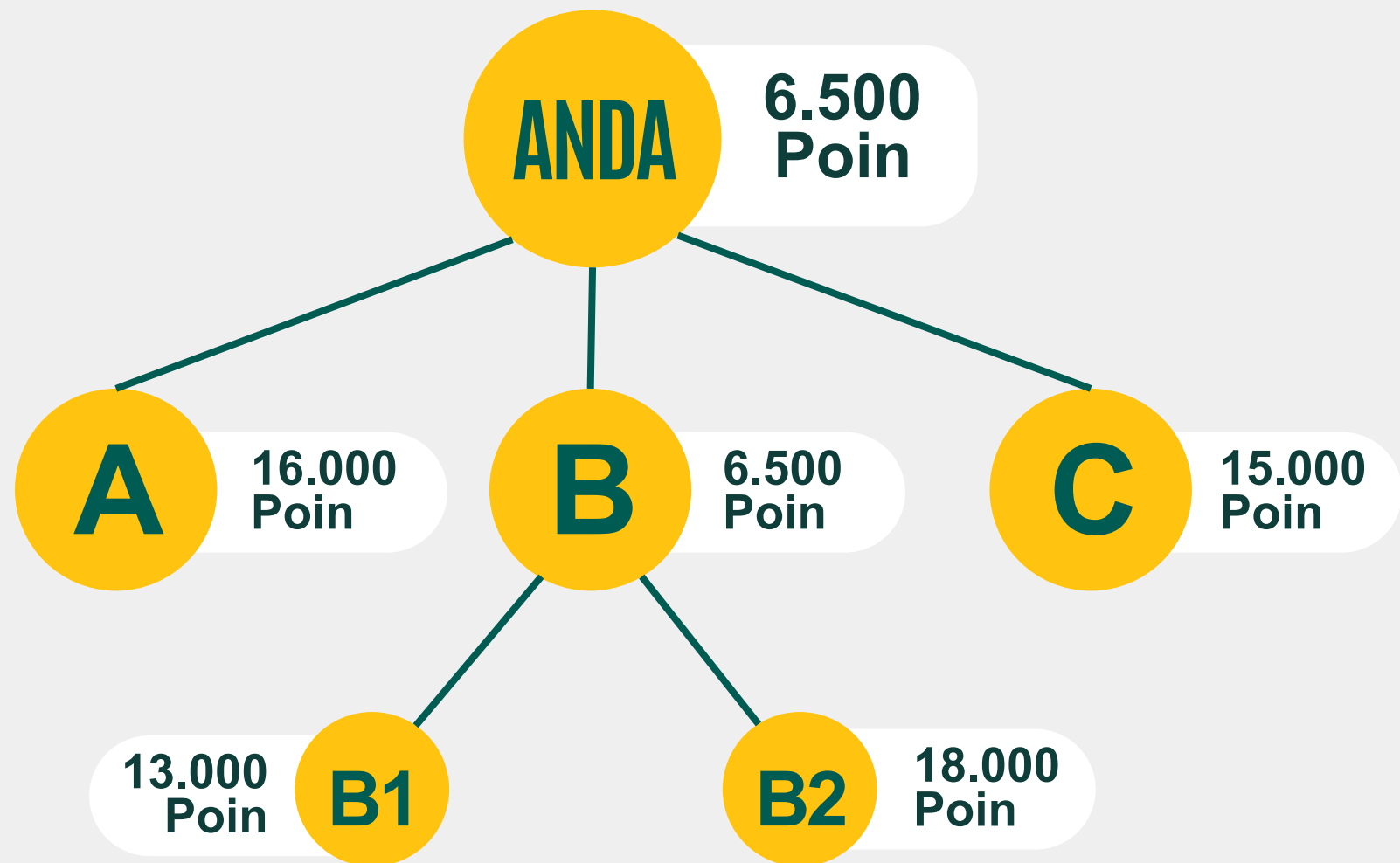
Bonus Kepemimpinan Elite 1

Perhitungan

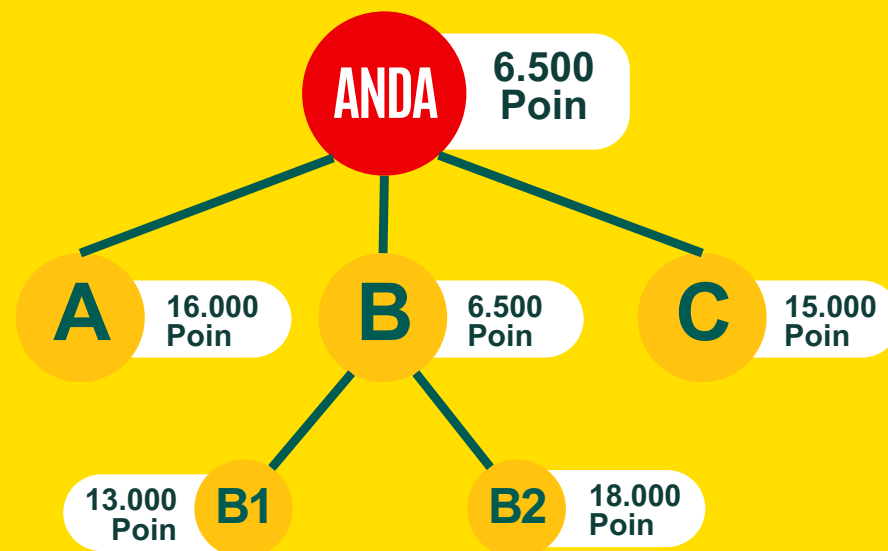
$$\begin{aligned} &= [PV (\text{Anda}) + PV (\text{Downline A}) + PV (\text{Downline A}) - 13,000 \text{ poin}] \\ &\quad \times 3,500BV \times 6.7\% \\ &= [6,500 \text{ poin} + 16,000 \text{ poin(A)} + 15,000 \text{ poin(B)} - 13,000 \text{ Poin}] \\ &\quad \times 3,500BV \times 6.7\% \end{aligned}$$

= Rp 5,745,250

Contoh Perhitungan Bonus Kepemimpinan Elite 3

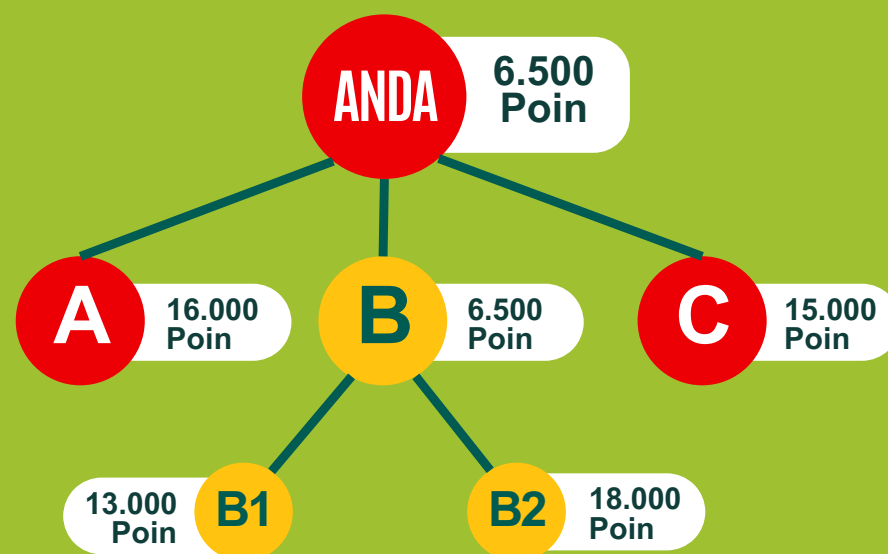


Total Bonus
Rp 15,545,250



Bonus Prestasi
= [6,500 poin x 3,500BV x 28%]

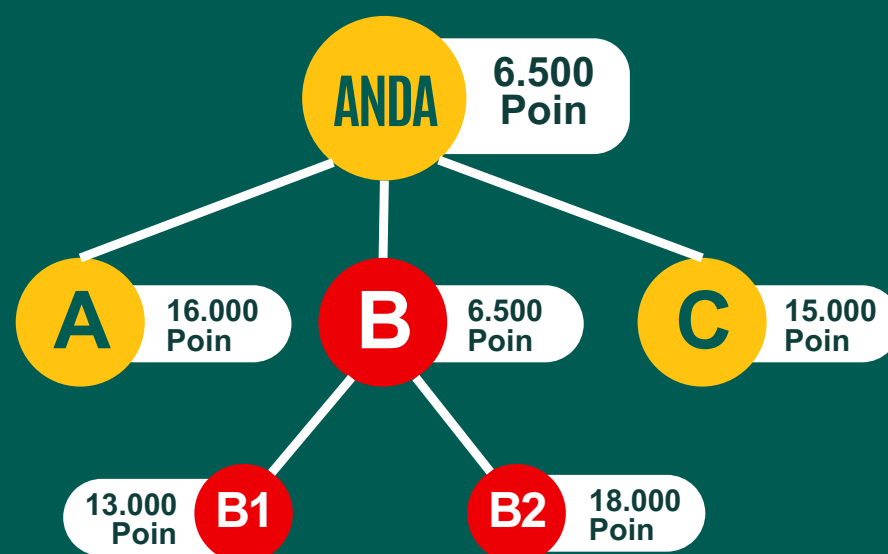
= Rp 6,370,000



Bonus kepemimpinan Elite 1

= [6,500 poin + 16,000 poin(A) + 15,000 poin(B) - 13,000 Poin] x 3,500BV x 6.7%

= Rp 5,745,250



Bonus kepemimpinan Elite 3

= [6,500poin(B) + 13,000poin(B1) + 18,000poin(B2) - 13,000poin] x 3500BV x 4%

= Rp 3,430,000

Sistem Integrasi Elite

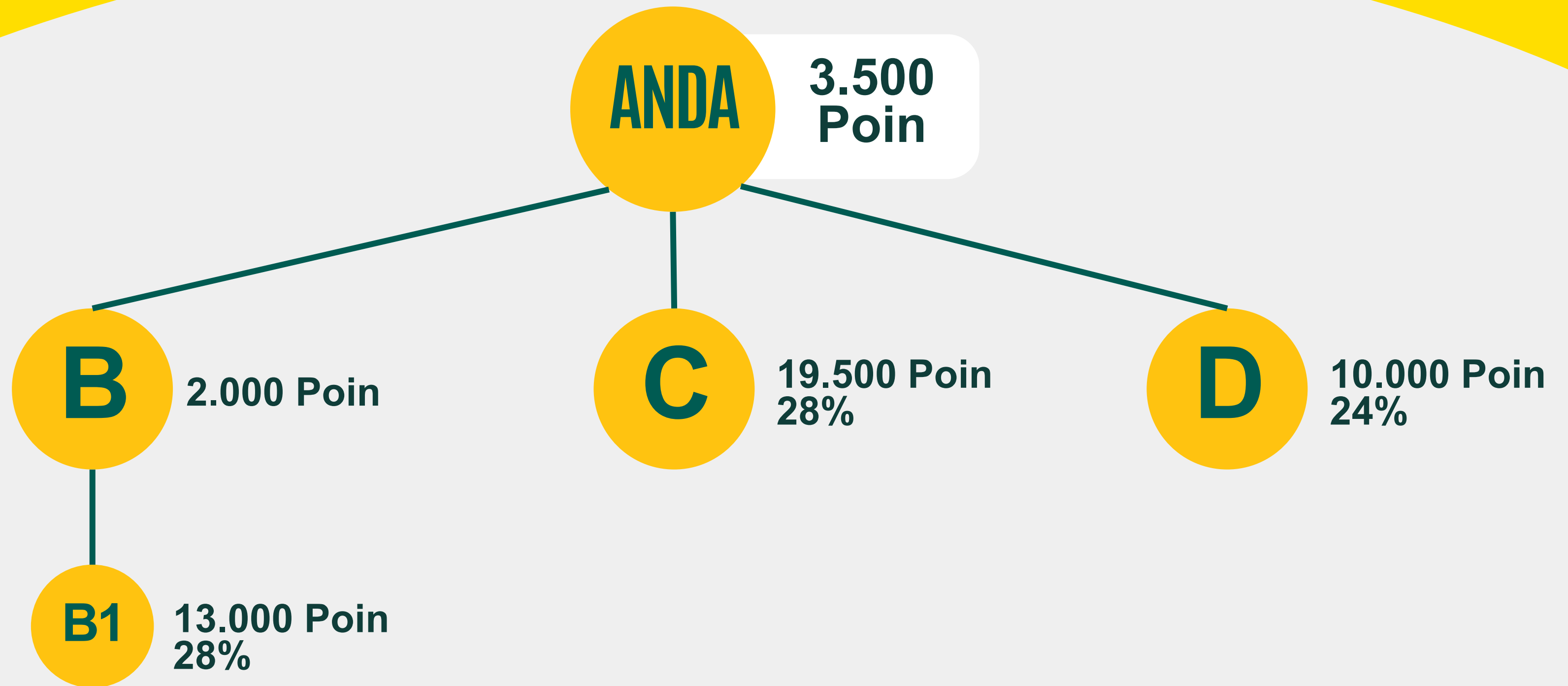


PV Pribadi + (PV Downline < 28%)

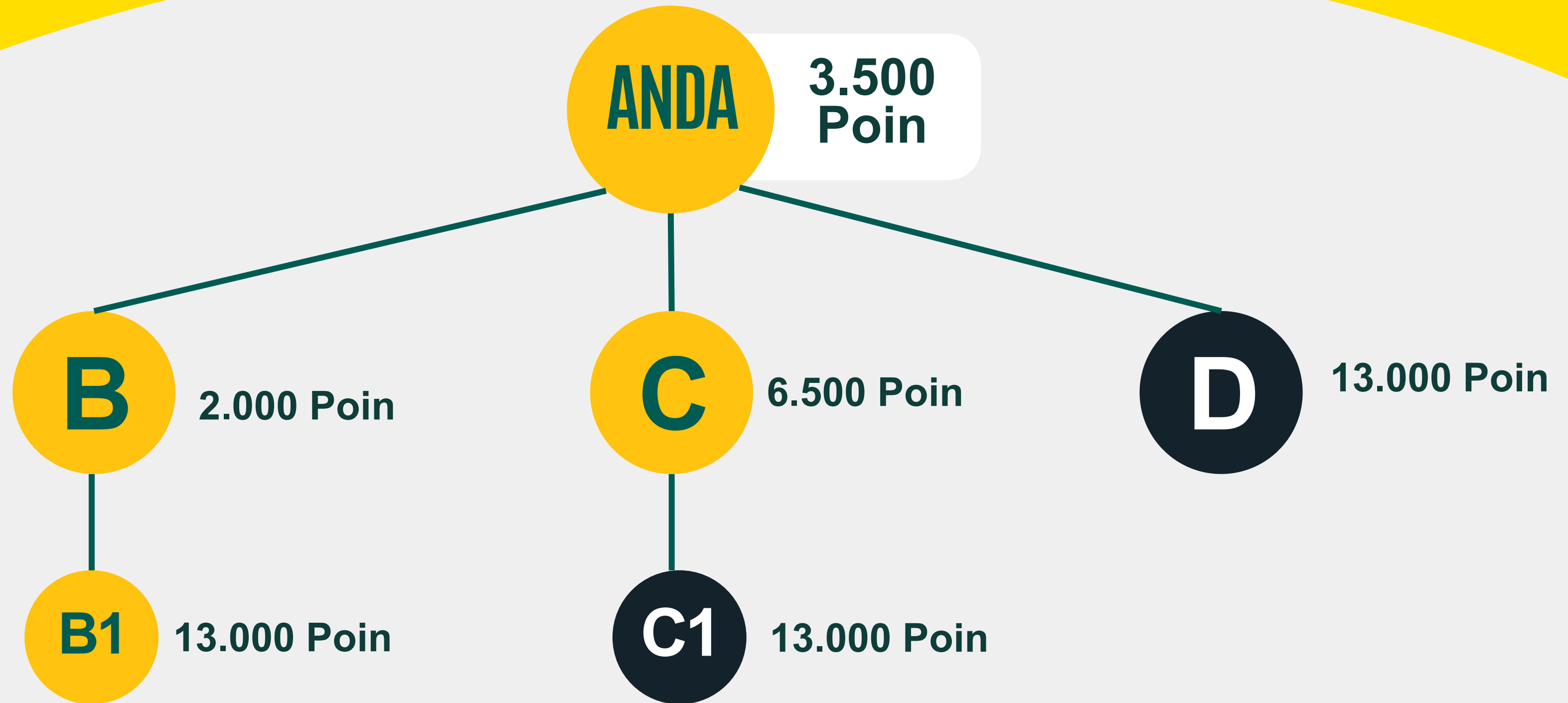
13.000



Skema PV Awal



Sistem Integrasi Elite



Peringkat



Penentuan **Peringkat**



Vice Manager

Senior Vice
Manager

Special Vice
Manager

Diamond

Double Diamond

Triple Diamond

Gold Diamond

Elite 1

Elite 3

Elite 5

Elite 7

Elite 9

Elite 11

Elite 13

Syarat Menjadi VM

ANDA
13.000 Poin
28%

ATAU

ANDA 6.500 Poin
A 28%

ATAU

ANDA
A 28%
B 28%



Keuntungan Menjadi Vice Manager



	VM	Senior VM	Special VM
Penghargaan pada saat Rally Distributor	✓	✓	✓
Publikasi pesan dan foto anda di majalah bulanan Shuang Hor	✓	✓	✓
Mengikuti Seminar Kepemimpinan VM	✓	--	--
Seminar Luar Negeri Vice Manager	✓	✓	✓

Seminar Luar Negeri **Vice Manager**

Kualifikasi:

Partisipasi pertama

16,000 OPV

Partisipasi kedua &
Seterusnya

21,000 OPV



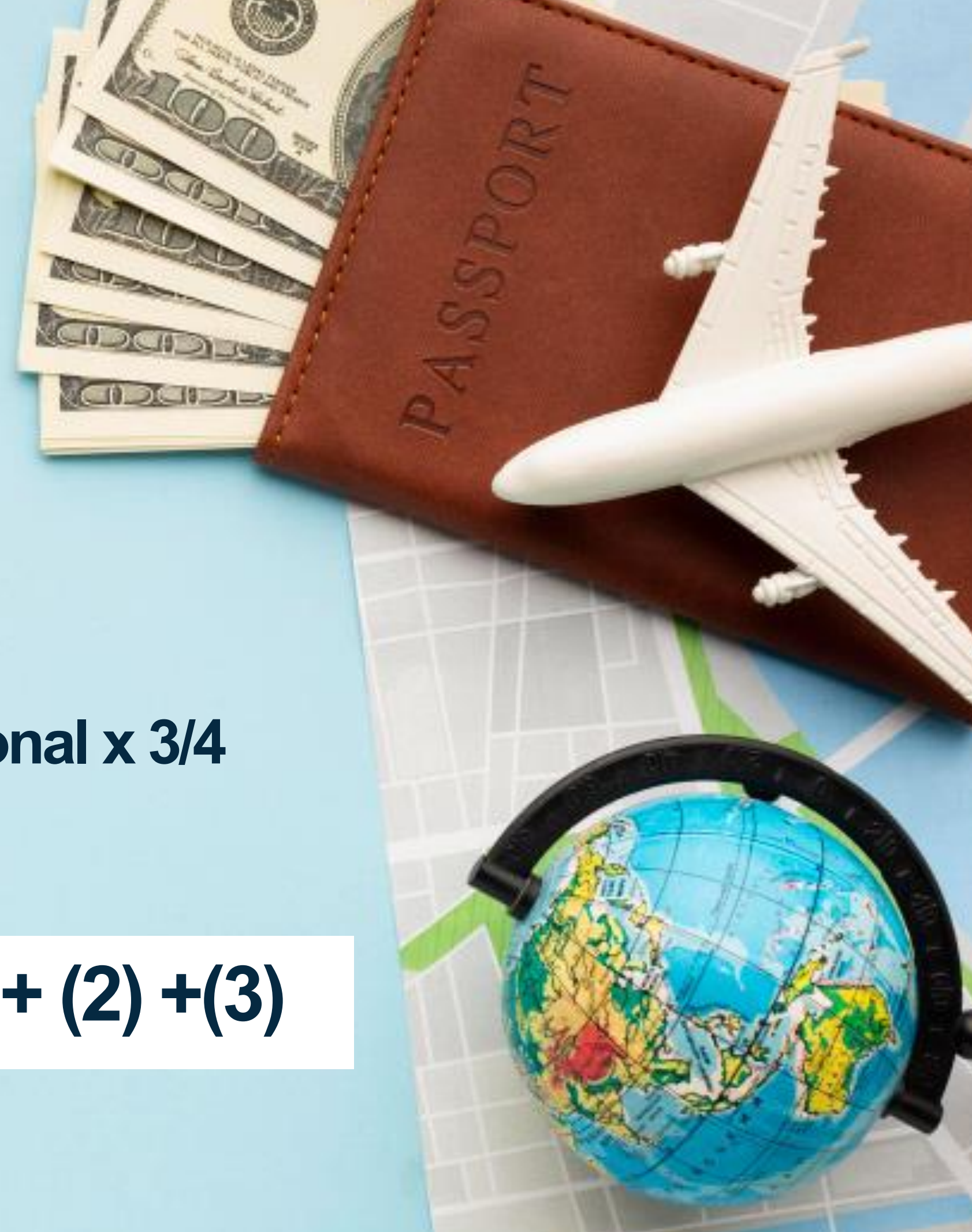
Metode Perhitungan Seminar Luar Negeri

(1) Bonus Prestasi $\div 4 \times 3/4$

(2) Bonus Kepemimpinan Elite $1 \times 3/4$

(3) Bonus Kepemimpinan Elite 1 Internasional $\times 3/4$

※ PV Seminar Luar Negeri = (1) + (2) +(3)



Contoh Skema

ANDA

13.000
Poin

Perhitungan:

$$[(13,000 \text{ poin} \times 28\%) \div 4 \times 3/4] + [13,000 \text{ poin} \times 6.7\% \times 3/4]$$
$$[682 + 653] = 1,335 \text{ OPV / Bulan}$$

A

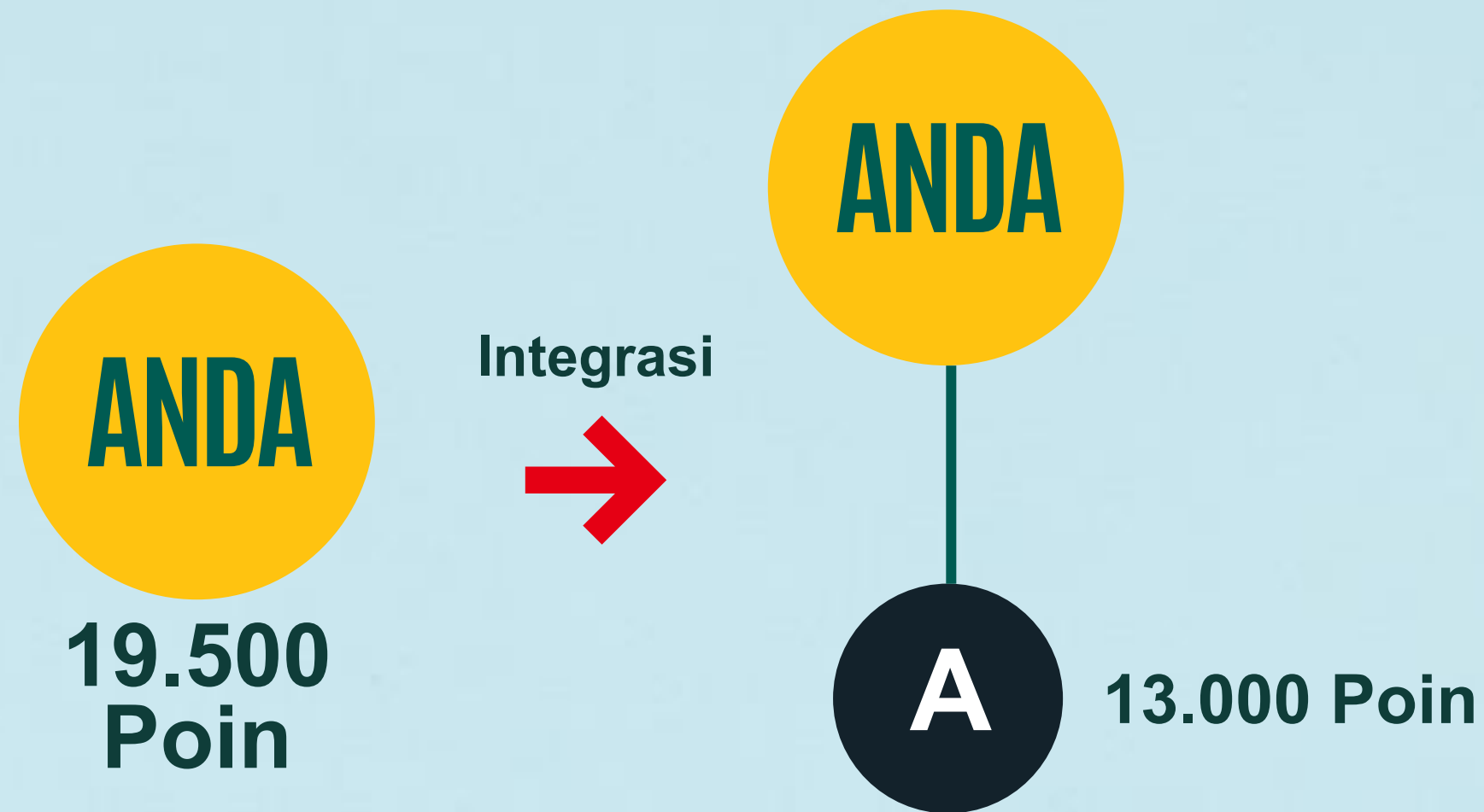
13.000
Poin

Tahun Berjalan

$$1,335 \text{ OPV} \times 12 \text{ bulan} = 16,020 \text{ OPV}$$



Contoh Skema



Perhitungan:

$$[(19,500 \text{ poin} \times 28\% \div 4 \times 3/4) + (6,500 \text{ poin} \times 6.7\% \times 3/4)]$$
$$[1023 + 326] = 1,350 \text{ OPV}$$

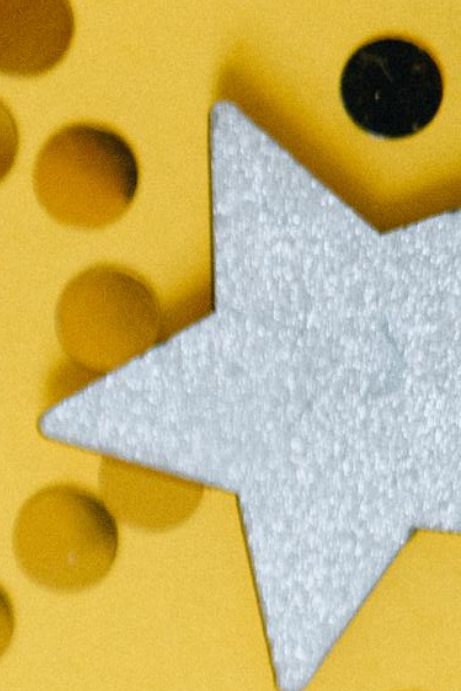
Tahun Berjalan

$$1,350 \text{ OPV} \times 12 \text{ bulan} = 16,200 \text{ OPV}$$





Status Diamond



Distributor **Diamond**



Kualifikasi:

Mensponsori **7 Elite** selama

- 6 bulan berurutan atau
- 9 bulan tidak berurutan

1	2	3	4	5	6
May	Jun	Jul	Agu	Sep	<u>Okt</u>
✓	✓	✓	✓	✓	✓

1	2	3	4	5	
May	Jun	Jul	Agu	Sep	Okt
✓	✓	✓	✓	✓	
6	7	8	9		
Nov	Des	Jan	Feb	Mar	Apr
✓	✓	✓	✓		

Re-kualifikasi:

Mempertahankan **7 Elite** selama 3 bulan & **3 Elite** untuk 6 bulan

Kualifikasi / Re-kualifikasi setidaknya 6 bulan (tidak perlu berurutan)



**Double
Diamond**

9

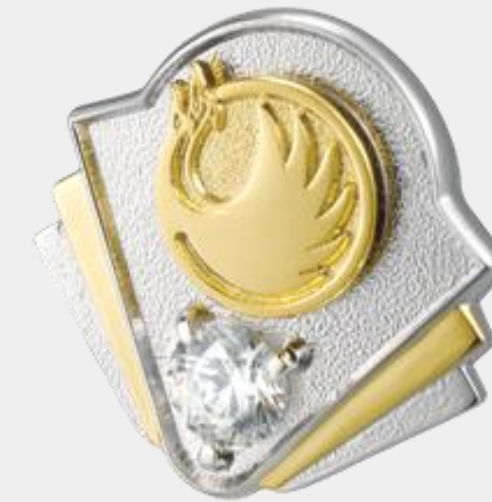
Elite



**Triple
Diamond**

11

Elite



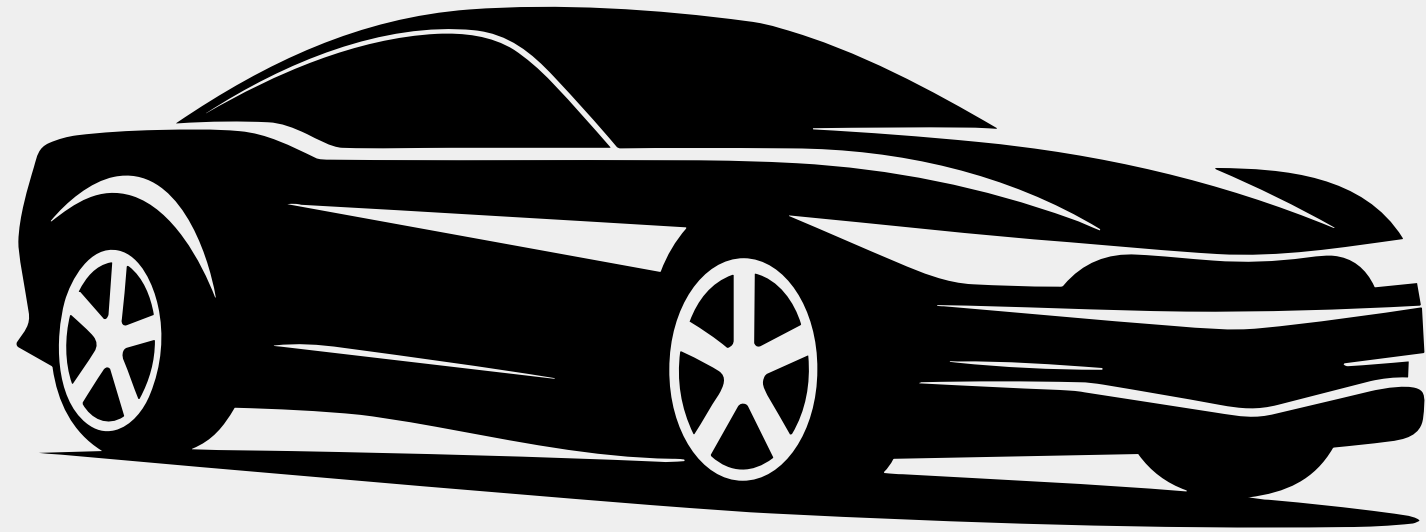
**Gold
Diamond**

13

Elite

Penghargaan/ Reward





Penghargaan Mobil Diamond

Persyaratan :

- Distributor Diamond
- Tidak termasuk jumlah Garis Elite pensponsoran Internasional
- Mensponsori 7 Elite selama 6 bulan berturut-turut atau 9 bulan tidak berturut-turut dalam 12 bulan
- Bahkan jika jumlah Garis Elite gabungan lebih dari 1, tetap akan dianggap 1

Seminar Luar Negeri Diamond





Bonus Akhir Tahun Diamond





PT Shuang Hor Indonesia

Thank
You

