



WORLD  
DISTRIBUTION



# Stairway to Success

1<sup>st</sup> January 2023 - 31<sup>st</sup> December 2023

## Extra commission!

Who is not into getting an Extra Commission?

If you are keen on it then check out this Programme! Every change of Effectiveness Level to a higher one than you have reached in October 2022 is a chance to increase your Commission. Thanks to the "Stairway to Success" Programme you can earn a total of **€1135 extra!**

**Your goal is to achieve higher Effectiveness Levels. Your motivation will be Extra Commission!**

Check the Extra Commission figures you can get when you reach a particular target Effectiveness Level.

Start Level (base month)	Reaching the Target Level for the first time	1st month of maintaining at least the Target Level	2nd month of maintaining at least the Target Level	Your Extra Commission
6%	9%	9%	9%	<b>€75</b>
9%	12%	12%	12%	<b>€130</b>
12%	15%	15%	15%	<b>€200</b>
15%	18%	18%	18%	<b>€280</b>
18%	21%	21%	21%	<b>€450</b>

If you increase your 0- 6% Level to 9% Level and you maintain this Level for 2 months in a row you will get an extra **€75** (In total you need to be on 9% Level for 3 months in a row)

If you increase your 9% Level to 12% Level and you maintain this Level for 2 months in a row you will get an extra **€130** (In total you need to be on 12% Level for 3 months in a row)

If you increase your 12% Level to 15% Level and you maintain this Level for 2 months in a row you will get an extra **€200** (In total you need to be on 15% Level for 3 months in a row)

If you increase your 15% Level to 18% Level and you maintain this Level for 2 months in a row you will get an extra **€280** (In total you need to be on 18% Level for 3 months in a row)

If you increase your 18% Level to 21% Level and you maintain this Level for 2 months in a row you will get an extra **€450** (In total you need to be on 21% Level for 3 months in a row)

## Multiple levels rule

We introduced the rule of "multiple levels" to the Programme so that you can get Extra Commission even faster.

The rule of "multiple levels" can allow you to count one month towards overall calculations even five times in certain cases.

### See the example:

You reached 9 % Target Level for the first time in April 2023.  
Then in May, June and July you reached 21% Level for 3 months in a row.

Month	April	May	June	July	August
Target Level	9%	21%	21%	21%	21%
Reaching and maintaining Target Level	9%			-	-
		12%			-
		15%			-
		18%			-
	21%				-
Month of granting your Extra Commission				€75 (for 9%)	€1060 (€130 for 12% + €200 for 15% + €280 for 18% + €450 for 21%)

It means that you reached 9% Level three times in a row so in July you get €70 and because you reached 12%, 15%, 18% and 21 % Level together at the same time for three months in a row, then you get an extra €1060 in August 2023. Together you earned **€1135 extra**.

## Rules & Regulations

Start: **1st January 2023**

End: **31th December 2023**

Base Month: **October 2022**

1. Incentive Programme for Business Partners who reached 0%-18% Effectiveness Level and joined FM World Distribution before 1st January 2023.
2. Base month for Business Partners who joined FM World Distribution on or before 31st October 2022 is October 2022.
3. Base month for Business Partners who joined FM World Distribution after October 2022 but before 1st January 2023 will be the month of their joining FM World Distribution (November 2022 or December 2022).
4. Business Partners working on Additional Business Partner Numbers can participate in the Programme according to the rules of the Programme. Personal Points earned on Additional Numbers do not accumulate towards the main Business Partner number Personal Points.
5. Business Partners working on Business Partner Numbers taken over on the grounds of the Marketing Plan are excluded from participation in the Programme.
6. Business Partners - Preferred Customers cannot participate in this Programme.
7. Business Partners have to reach a minimum of one higher Effectiveness Level than they have reached in the base month.
8. Business Partners need to maintain the Target Level for two consecutive calendar months (the Target Level needs to be maintained for three months in a row in total).
9. If Business Partners do not maintain the Target Level, they cannot claim the Reward for the Target Level reached.
10. Business Partners can only qualify for the Target Level once. If Business Partners do not maintain the Target Level they cannot claim the Reward for the same Target Level in the future (even if they qualify).
11. The participants of the Programme need to obtain monthly 150 Personal Points from the start of participation in the Programme until its ending by the participant.
12. The Reward is allocated to one ID number qualifying for the Reward. If there is more than one name on one ID number there can only be one person chosen to get the Reward. (In case of a limited company the Reward goes to one of the directors.)
13. The main sponsor's line ("main leg") cannot constitute more than 60% of the Business Partners' total point turnover of the Business Partner in target month or in months of maintaining the Target Level.
14. The Reward will be granted to the participants in the month directly following the month when all the conditions of the Programme are fulfilled.
15. The Reward is granted in the form of commission or discount.
16. Only Business Partners whose FM Accounts are operated by FM World Distribution can participate in the Programme.
17. Business Partners cannot claim Extra Commission for the Effectiveness Levels they've already qualified to any previous editions of the "Stairway to Success" Incentive Programme.
18. Participation in this Programme does not disqualify Business Partners from taking part in other Incentive Programmes run by FM World Distribution, however, Business Partners who already qualified in any edition of the "Fast Start" Incentive Programme are excluded from the "Stairway to Success" 2023 edition Incentive Programme.
19. If you have qualified for the Incentive Programme we may review your activities until the 12th day of the month directly following the month in which all the conditions of the Programme have been fulfilled.

**Before you participate in the Programme, please familiarise yourself with the Terms and Conditions of the Incentive Programme "Stairway to Success".**