

2017 新政策



以下政策於 2017 年 9 月 1 日生效。

4.01 Novus 顧客不可保薦

Novus 顧客不能保薦或透過公司網站零售產品。

Q：為何不准許 Novus 顧客保薦？

A：Novus 顧客是享有購貨折扣的顧客，他們和零售顧客一樣，都是不發展 Forever 事業的產品用家。他們沒有參與 Forever 的市場計劃，因此在晉升為助理主管前，也不能進行保薦。FBO 是真正參與市場計劃的人，他們可透過銷售產品予零售及 Novus 顧客來獲取利潤之外，還可透過保薦及培育下線銷售產品來獲取獎金。

這政策明確界定 Novus 顧客為不參與市場計劃的產品用家。

Q：如 Novus 顧客已進行過保薦，怎麼辦？

A：在新政策實施前所保薦的人不受影響，但在新政策實施後，他們必須成為助理主管，合資格以批發價購貨後才可進行保薦。

4.02 Novus 顧客 6 個月政策

Novus 顧客如在加入後 6 個完整月內沒有購買過任何產品，將會自動從公司的資料庫中刪除。2018 年 3 月 1 日將開始自動刪除不活躍的 Novus 顧客。

Q：從資料庫中被刪除前，Novus 顧客會收到通知或提醒嗎？

A：會。刪除前，Novus 顧客會收到電郵通知。

Q：被刪除了的 Novus 顧客可接受其他人保薦入會嗎？

A：可以。

Q：被刪除了的 Novus 顧客受重新保薦政策約束嗎？

A：不受約束。被刪除後，他們可即時再被保薦。

Q：如零售顧客在網上商店輸入一位 Novus 顧客的編號，但該 Novus 顧客已被刪除，那麼這位零售顧客購貨所產生的箱積分屬於誰？

A：那些箱積分將屬於被刪除 Novus 顧客的第一位活躍上線。

4.04 發放海外酬金所產生的費用

FBO 須負責因發放海外酬金所產生的費用。

4.05 36 個月政策

FBO 在連續 36 個完整月沒有購貨，將會從公司的資料庫中刪除。2020 年 9 月 1 日將開始自動刪除不活躍的 FBO。

Q：這刪除是系統自動的嗎？

A：是。

Q: FBO 因為 36 個月政策而被刪除後，可接受其他人保薦入會嗎？

A: 可以。

Q: 這政策想達到甚麼目標？

A: FBO 在 36 個月內沒有購買產品，代表他們對 Forever 產品或生意機會沒有興趣。他們只是增加了資料庫的 FBO 人數而已。

Q: 被刪除前，FBO 會收到通知或提醒嗎？

A: 會。刪除前，FBO 會收到電郵通知。

Q: 被刪除後，FBO 需要等候多久才能再被保薦？

A: 沒有任何等候時間，他們可隨時被再次保薦，但不能還原以往的職級及下線組織。

Q: 如零售顧客在網上商店輸入一位 FBO 的編號，但該 FBO 已被刪除，那麼這位零售顧客購貨所產生的箱積分屬於誰？

A: 那些箱積分將屬於被刪除 FBO 的第一位活躍上線。

6.05 12 個月領導獎金政策

經理級 FBO 在連續 12 個月內沒有獲得領導獎金，將永久放棄所有下線經理。因此，這些下線經理將會成為首位合乎領導獎金資格的上線經理的第一代。如經理級 FBO 有 11 個月沒有獲得領導獎金，他可用第 12 個月作為 3 個月重新考核期的第 1 個月，而且不會失去下線經理。

Q: 這政策想達到甚麼目標？

A: 連續 12 個月不合乎領導獎金資格的經理，代表他們沒有努力經營。在這情況下，很多時候他們的上線也會介入幫助這個經理的下線。當這些下線日漸穩固後，那個經理又會重新介入及每月購買 12cc 來獲得領導獎金，讓上線的努力徒勞無功。這政策就是為了堵塞這漏洞。

Q: 如經理失去了下線經理後，再發展了新的經理線，會怎樣處理？

A: 如發展了新的經理線，他也能獲得該經理線的領導獎金。如他又再連續 12 個月不合乎領導獎金資格，他也會失去該經理線。

14.01 12 個月重新保薦政策

現有 FBO 如 12 個月沒有購貨及保薦，便可被重新保薦。

Q: 重新保薦的時間由 24 個月縮短為 12 個月，為甚麼？

A: FBO 在 12 個月不活躍而又希望和新上線合作，證明原有的上線沒有給予他足夠的幫助。要等候 24 個月才能被重新保薦，對有興趣發展的人實在是太長了；而為求讓原有上線有合理時間來培養他成為組內一份子，所以將重新保薦時間定為 12 個月。

Q: 這政策也適用於被終止 FBO 資格的人嗎？

A: 適用，但要先取得地區副總裁的批准。

Q: 如 FBO 在 12 個月後被重新保薦，可以保留其職級及組織嗎？

A: 不可以。被重新保薦後，他即成為全新的 FBO。

2017 New Company Policies



Effective September 1st, 2017

4.01 Novus Customers Cannot Sponsor

Novus Customers cannot sponsor others, nor can they retail via the company website.

Q : Why is the policy changing from allowing Novus Customers to sponsor others, to NOT allowing Novus Customers to sponsor others?

A : A Novus Customer is a person who purchases product at a discounted price, and as such should be classified along with Retail Customers as “non-participating” end consumers of our products. They are not participants in the Company’s Marketing Plan and therefore should not be offered the opportunity to sponsor until they become an Assistant Supervisor. FBOs are considered “participants” in the Marketing Plan, because they can receive compensation for selling product to Retail and Novus Customers, as well as bonuses for sponsoring and training FBOs to do the same. This policy enhancement rightly places the Novus Customer in the non-participating group of consumers.

Q : What happens to current Novus Customers who have already sponsored others?

A : Novus Customers who have sponsored others will be waived, so as not to lose any of their downline prior to implementation of the policy. However, they will not be able to sponsor additional downlines until they become Wholesale Qualified.

4.02 Novus Customer Six-Month Policy

A Novus Customer who has not made a purchase for six full calendar months will automatically be removed from the Company’s database.

Q : Will Novus Customers receive a notification or a warning before being removed from the database?

A : Yes, they will be sent an email prior to their removal from the system.

Q : Can a previous Novus Customer sign up again under any Sponsor?

A : Yes.

Q : Is a previous Novus Customer subject to the re-sponsoring policy?

A : No, they will be able to re-sponsor immediately after being removed from the database.

Q : If a Retail Customer inputs an FBO ID into their online order, and that ID has been removed from the database, where will the volume from that purchase go?

A : The volume generated by an ID that has been removed from the database will move up to the next active upline.

Q : When will the Novus Customer six-month policy take effect?

A : The Novus Customer six-month policy will take effect on September 1, 2017; however, inactive Novus Customer details will not be removed from the system until February 1, 2018.

4.04 Bank Charges for “Foreign” Bonus Payments

Any third-party charges or fees accrued on payments made to an FBO outside of the country in which the profits/bonuses are earned, will be the responsibility of the FBO.

4.05 FBO Thirty-Six Month Policy

FBOs who have not made a purchase for thirty-six consecutive calendar months will be removed from the company’s database.

Q : Will this be automatic?

A : Yes.

Q : Can a previous FBO, that has been removed from the system via the thirty-six-month policy, sign up again under any Sponsor?

A : Yes.

Q : Will FBOs be given any warning or notice of their being removed from the database?

A : Yes, they will be sent an email prior to their removal from the system.

Q : If an FBO is removed from the database, is there a waiting period before they can be sponsored again?

A : No. They can be sponsored immediately, but without a restoration of their previous sales level or downline.

Q : If a Retail Customer inputs an FBO ID into their online order, and that ID has been removed from the database, where will the volume from that purchase go?

A : The volume generated by an ID that has been removed from the database will move up to the next active upline.

Q : When will the thirty-six-month policy take effect?

A : The thirty-six-month policy will take effect on September 1, 2017, however inactive FBO details will not be removed from the database until September 1, 2020.

6.05 12-Month Leadership Policy

A Manager who is not Leadership Bonus Qualified for twelve consecutive months will permanently forfeit all downline Manager lines. Therefore, all downline Manager lines will become first generation inherited Managers to the next Leadership Bonus Qualified Manager in their upline. If a Manager is not Leadership Bonus Qualified for eleven months, they can use the twelfth month as their first month of the three-month requalification period and will not lose their downline Manager lines.

Q : What if the Manager who lost downline Manager lines subsequently develops another Manager line?

A : If they develop a subsequent Manager line, they would be eligible to qualify for Leadership Bonus on that new Manager line. However, if they have another period of twelve months of not qualifying for Leadership Bonus any time after developing the new Manager line, they would lose that line as well.

Q : When will this take effect?

A : The 12-month leadership policy will take effect on September 1, 2017; however, FBOs will be given until September 1, 2018 to become leadership bonus qualified. This allows a fair amount of time to achieve the qualification.

14.01 Twelve-Month Re-Sponsoring Policy

An existing FBO can re-sponsor under a different Sponsor after twelve months of inactivity.

Q : Does this apply to terminated FBOs as well?

A : Yes, pending approval from the Home Office.

Q : If an FBO re-sponsors after the twelve-month period, would their previous activity and downline be reinstated?

A : No, a FBO re-sponsoring after the twelve-month period would begin as a brand new FBO.