

**MEMORANDUM**

Ref : TW/20200107/01/EN  
Date : 07 January 2020  
To : TONE EXCEL, TONE PLUS, TONE WOW EXCEL and TONE WOW PLUS MEMBERS  
Subject : **Auto Rank Promotion for 2020**

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Dear TONE GROUP and TONE WOW Members

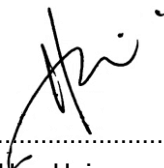
Automatic Rank Promotion is back!!!!

Get promoted, AUTOMATICALLY. and earn more incentives and rewards! All you have to do is recruit members to TONE Family and based on your recruitment and incentives earned, you will be promoted to Ranked TONE Members.

**Effective 1<sup>st</sup> January 2020**, the criteria for you to get promoted to Rank Members is detail in Appendix A attached.

Hurry, don't wait! Get promoted, Earn More! Achieved Your Financial Freedom Faster!

Yours Sincerely



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Chia Han Hui  
Head of Network and Channels

**Appendix A**

Program	TONE EXCEL / TONE WOW EXCEL	TONE PLUS / TONE WOW PLUS
Auto Promotion to	Junior Centre	Service Centre
<p><u>Criteria</u></p> <p>a. <b>Monthly Revenue Share of RM 200</b>, Excluding Member's Own Account</p> <p>b. Minimum <b>10 Direct</b> Recruited Members with minimum <b>90 days Active Status</b></p> <p>c. Promotion to the new rank will take effect the following month after qualified</p> <p>d. The Incentives and Reward for Member promoted will take effect, NOT during the qualified month but, the following month after qualification</p>		
Example:	<p>If a TWE LITE Member achieve total monthly revenue share (<i>excluding fast track and any other incentives</i>) of RM 200 on 16<sup>th</sup> January 2020, the said member will be promoted to Junior Centre on 1<sup>st</sup> February 2020 and the rewards and benefits of Junior Centre will be enjoyed beginning of 1<sup>st</sup> February 2020.</p>	

Program	TONE EXCEL / TONE WOW EXCEL	TONE PLUS / TONE WOW PLUS
Auto Promotion to	Service Centre	Premium Service Centre
<p><u>Criteria</u></p> <p>a. <b>Monthly Revenue Share of RM 500</b>, Excluding Member's Own Account</p> <p>a. <b>Minimum One (1) DIRECT TE/TWE Junior Centre or TP/TWP Service Centre and 30 Direct Recruited Members with minimum 90 days Active Status</b></p> <p>b. Promotion to the new rank will take effect the following month after qualified</p> <p>c. The Incentives and Reward for Member promoted will take effect, NOT during the qualified month but, the following month after qualification</p>		
Example:	<p>If a TWP Service Centre achieve total monthly revenue share (excluding faster track and any other incentives) of RM 500 and has a Direct TWP Service Centre on 16<sup>th</sup> January 2020, the said member will be promoted to Premium Service Centre on 1<sup>st</sup> February 2020 and the rewards and benefits of Premium Service Centre will be enjoyed beginning of 1<sup>st</sup> February 2020.</p>	

Program	TONE EXCEL / TONE WOW EXCEL	TONE PLUS / TONE WOW PLUS				
Auto Promotion to	Branch	Branch				
<u>Criteria</u>						
<p>a. <b>Monthly Revenue Share of RM 3,000</b>, Excluding Member's Own Account</p> <p>b. <b>ACTIVE for more than 90 days</b>, comprises of</p> <ol style="list-style-type: none"> <li>i. <b>Thirty (30) Direct Recruited members, and</b></li> <li>ii. <b>One (1) <u>Direct</u> Recruited TE/TWE Service Centre or TP/TWP Premium Service Centre; and</b></li> <li>iii. <b>One (1) <u>Direct or Indirect</u> Recruited TE/TWE Junior Centre or TP/TWP Service Centre</b></li> </ol> <p>c. <b>Probationary Period 180 days</b></p> <ol style="list-style-type: none"> <li>i. During Probationary Period, the promoted BRANCH will be entitled to all BRANCH Rewards, Benefits and Incentives;</li> <li>ii. During Probationary Period, Total Monthly Revenue Share Incentives <b>must be RM 3,000 and above</b>. If Total Monthly Revenues Share Incentives is below RM 3,000, the member will be automatically demoted to previous rank in the SAME month.</li> </ol> <table border="1" style="width: 100%; margin-top: 10px;"> <tr> <td style="width: 15%;">Example:</td> <td>If Probationary BRANCH A's Total Monthly Revenue Share Incentive is below RM 3,000 in February 2020, then BRANCH A will NOT receive the BRANCH privilege, rewards and incentives for February 2020 and BRANCH A will received Incentives based on BRANCH A Previous Rank.</td> </tr> </table> <p>d. <b>During Probationary Period</b>, the newly promoted BRANCH MUST have newly recruited members, from the date of promotion, minimum of <b>2 Biz Members or 5 PUSH Members or 15 LITE Members with minimum ACTIVE PERIOD of 90 days to be CONFIRMED as BRANCH within the 180 days from date of promotion to BRANCH</b>. Failure to meet this requirement, the member will be automatically demoted to previous rank in the NEXT month.</p> <table border="1" style="width: 100%; margin-top: 10px;"> <tr> <td style="width: 15%;">Example:</td> <td>If TONE Member X is promoted to BRANCH on 1<sup>st</sup> February 2020, the Probationary Period is 180 Days from 1<sup>st</sup> February 2020 and by 29<sup>th</sup> June 2020, if the BRANCH does not have 2 Biz Members or 5 PUSH Members or 15 LITE Members with minimum ACTIVE PERIOD of 90 days, then the BRANCH will be demoted to previous rank on the following month</td> </tr> </table> <p>e. <b>Annual Branch Performance Target, First 12 Month</b></p> <ol style="list-style-type: none"> <li>i. By end of 12 months after being CONFIRMED as BRANCH, all Branch CONFIRMED via Auto Promotion shall: <ul style="list-style-type: none"> <li>• achieve an <b>increase of a minimum RM 1,000</b> in Total Monthly Revenue Share Incentives promotions, and</li> <li>• <b>accumulated 10 Biz or 25 PUSH or 75 LITE Members that are active for more than 90 days,</b></li> </ul> </li> <li>ii. Failure to fulfil the Branch Performance Target, the BRANCH shall be DEMOTED to previous rank the following month</li> </ol>			Example:	If Probationary BRANCH A's Total Monthly Revenue Share Incentive is below RM 3,000 in February 2020, then BRANCH A will NOT receive the BRANCH privilege, rewards and incentives for February 2020 and BRANCH A will received Incentives based on BRANCH A Previous Rank.	Example:	If TONE Member X is promoted to BRANCH on 1 <sup>st</sup> February 2020, the Probationary Period is 180 Days from 1 <sup>st</sup> February 2020 and by 29 <sup>th</sup> June 2020, if the BRANCH does not have 2 Biz Members or 5 PUSH Members or 15 LITE Members with minimum ACTIVE PERIOD of 90 days, then the BRANCH will be demoted to previous rank on the following month
Example:	If Probationary BRANCH A's Total Monthly Revenue Share Incentive is below RM 3,000 in February 2020, then BRANCH A will NOT receive the BRANCH privilege, rewards and incentives for February 2020 and BRANCH A will received Incentives based on BRANCH A Previous Rank.					
Example:	If TONE Member X is promoted to BRANCH on 1 <sup>st</sup> February 2020, the Probationary Period is 180 Days from 1 <sup>st</sup> February 2020 and by 29 <sup>th</sup> June 2020, if the BRANCH does not have 2 Biz Members or 5 PUSH Members or 15 LITE Members with minimum ACTIVE PERIOD of 90 days, then the BRANCH will be demoted to previous rank on the following month					