



LCQ

# COMPENSATION PLAN GUIDE

Kompensatsiya rejasi haqida ma'lumot

# Marketing atamalarining tushuntirishi

MARKETING TERMINOLOGY GUIDE

| Atama                  | Mazmun                                                                                                                              |
|------------------------|-------------------------------------------------------------------------------------------------------------------------------------|
| Vaqtinchalik a'zo      | Sotuvchi sifatida ro'yxatdan o'tgan, lekin savdosi yo'q a'zo                                                                        |
| A'zo                   | O'zining 970,000 tengedagi daromadni oshirgan shaxs                                                                                 |
| Homiy                  | Genealogik tuzilma bo'yicha bevosita yuqoridagi sotuvchi                                                                            |
| Tavsiya qiluvchi       | Kompaniya Biznesni bevosita tanishtirib, tavsiya qilib, a'zolik ro'yxatidan o'tishiga to'g'ridan-to'g'ri ta'sir ko'rsatgan sotuvchi |
| Homiylik shajarasi     | Homiylar asosida shakllangan shajara bo'lib, unda o'zingizning pastki homiylaringizni ko'rish mumkin (3 tagacha oyoq mumkin)        |
| Tavsiyaviy shajara     | Tavsiyachilar asosida shakllangan shajara bo'lib, unda o'zingizning pastki tavsiyachilaringizni ko'rish mumkin                      |
| Katta natijali guruh   | (o'ziga nisbatan bo'lingan ikki guruh orasida katta savdo hajmiga ega bo'lgan guruh                                                 |
| Kichik natijali guruh  | o'ziga nisbatan bo'lingan ikki guruh orasida kichik savdo hajmiga ega bo'lgan guruh                                                 |
| Uslab turish shartlari | -                                                                                                                                   |
| Haftalik yopilish      | yakshanba–shanba oralig'idagi savdo va natijalar, mukofot to'lovi va daraja ko'tarilish baholash uchun                              |
| Mukofot to'lovi        | Haftalik yopilish asosida to'lanadigan mukofot (to'lov kuni: yopilish sanasiga asoslangan holda, keyingi hafta seshanba kuni)       |

# Daraja ko'tarish shartlari

BUSINESS TREE AND OREANIZATION

| Daraja            | Shartlar                                                                                                                                               |
|-------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------|
| Vaqtinchalik a'zo | Sotuvchi sifatida ro'yxatdan o'tgan, lekin savdosi yo'q a'zo                                                                                           |
| A'zo              | O'zining 970,000 tengedagi daromadni oshirgan shaxs                                                                                                    |
| GOLD              | A'zo bo'lib, chap va o'ng tarafda 5,000,000 tengge : 5,000,000 tengge homiylik hajmiga ega bo'lishi kerak<br>& A'zo (1 kishi) : A'zo (1 kishi)         |
| SAPPHIRE          | A'zo bo'lib, chap va o'ng tarafda 15,000,000 tengge : 15,000,000 tengge homiylik hajmiga ega bo'lishi kerak<br>& GOLD(2 kishi) : GOLD(2 kishi)         |
| RUBY              | A'zo bo'lib, chap va o'ng tarafda 45,000,000 tengge : 45,000,000 tengge homiylik hajmiga ega bo'lishi kerak<br>& SAPPHIRE(2 kishi) : SAPPHIRE(2 kishi) |
| EMERALD           | A'zo bo'lib, chap va o'ng tarafda 100,000,000 tengge : 100,000,000 tengge homiylik hajmiga ega bo'lishi kerak<br>& RUBY(2 kishi) : RUBY(2 kishi)       |
| DIAMOND           | A'zo bo'lib, chap va o'ng tarafda 200,000,000 tengge : 200,000,000 tengge homiylik hajmiga ega bo'lishi kerak<br>& EMERALD(2 kishi) : EMERALD(2 kishi) |

- Daraja ko'tarilishi haftalik yopilishdan keyin aniqlanadi

Daraja ko'tarish misoli

| Daraja                     | GOLD                                                                     | SAPPHIRE                                                                 | RUBY                                                                             | EMERALD                                                                    | DIAMOND                                                                          |
|----------------------------|--------------------------------------------------------------------------|--------------------------------------------------------------------------|----------------------------------------------------------------------------------|----------------------------------------------------------------------------|----------------------------------------------------------------------------------|
| Daraja ko'tarish shartlari | 5,000,000 tengge : 5,000,000 tengge<br>& A'zo (1 kishi) : A'zo (1 kishi) | 15,000,000 tengge : 15,000,000 tengge<br>& GOLD(2 kishi) : GOLD(2 kishi) | 45,000,000 tengge : 45,000,000 tengge<br>& SAPPHIRE(2 kishi) : SAPPHIRE(2 kishi) | 100,000,000 tengge : 100,000,000 tengge<br>& RUBY(2 kishi) : RUBY(2 kishi) | 200,000,000 tengge : 200,000,000 tengge<br>& EMERALD(2 kishi) : EMERALD(2 kishi) |

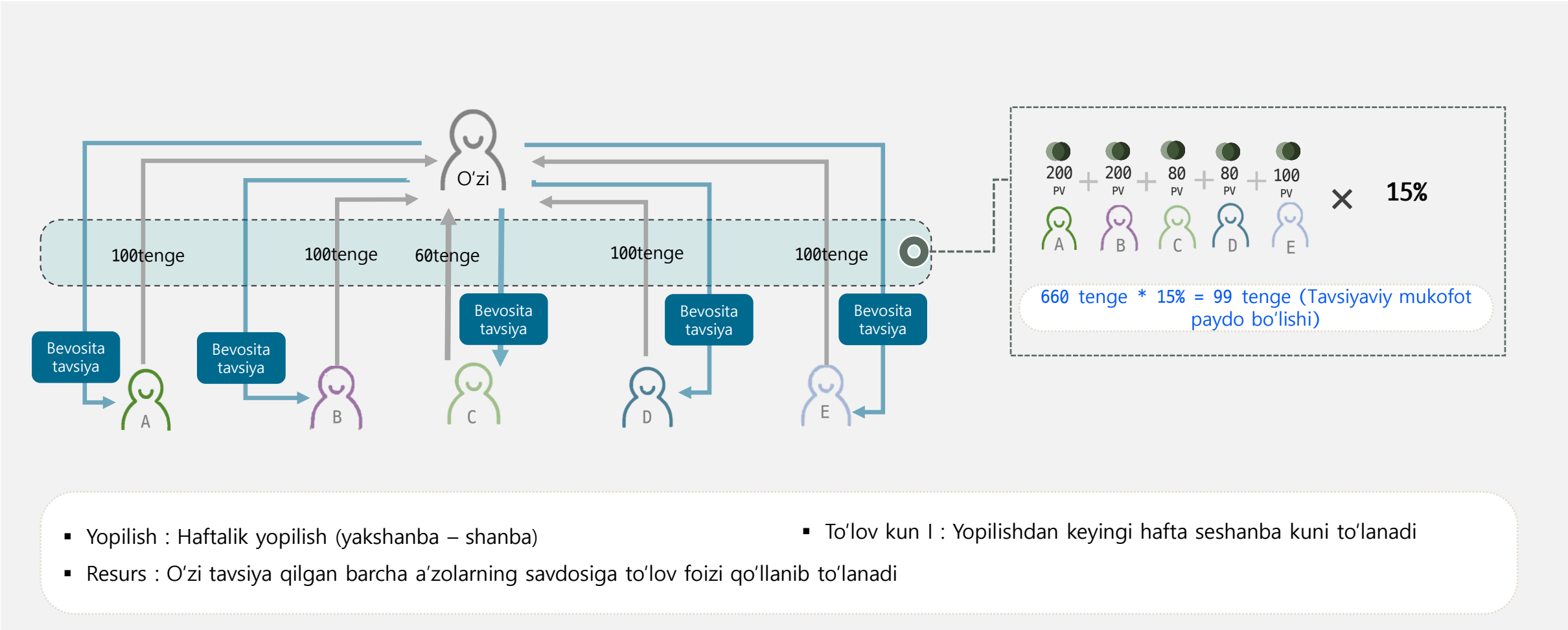


- Resurs : Homiylik tuzilmasidagi chap va o'ng tomondagi savdo PV orasidan kichik natijali PV asosida daraja ko'tarish shartlari hisoblanadi

Tavsiyaviy mukofot(misol)

SPONSOR BONUS

| Daraja       | Vaqtinchalik a'zo | A'zo | GOLD | SAPPHIRE | RUBY | EMERALD | DIAMOND |
|--------------|-------------------|------|------|----------|------|---------|---------|
| To'lov foizi | 12%               | 15%  |      |          |      |         |         |



# Haftalik mukofot

| Daraja       | Vaqtinchalik a'zo | A'zo | GOLD | SAPPHIREA | RUBY | EMERALD | DIAMOND |
|--------------|-------------------|------|------|-----------|------|---------|---------|
| To'lov foizi | -                 | -    | 5%   | 5%        | 4%   | 3%      | 2%      |

- Yopilish : Haftalik yopilish (yakshanba – shanba)
- Resurs : Kompaniyada bir hafta davomida yig'ilgan umumiy PV ga darajaga qarab to'lov foizi qo'llanadi
- To'lov kuni : Yopilishdan keyingi hafta seshanba kuni to'lanadi

- To'lov usuli
  - => **GOLD ~ DIAMOND Har bir darajadagi a'zolar orasida 1/N bo'lib to'lanadi**
  - => Daraja ko'tarilgan haftadan boshlab qo'llaniladi

## Daraja mukofoti

| Daraja         | Vaqtinchalik a'zo | A'zo | GOLD    | SAPPHIRE | RUBY      | EMERALD    | DIAMOND    |
|----------------|-------------------|------|---------|----------|-----------|------------|------------|
| To'lov miqdori | -                 | -    | 450,000 | 900,000  | 2,700,000 | 15,000,000 | 40,000,000 |

- Yopilish : Haftalik yopilish (yakshanba – shanba)
- Resurs : Kompaniyada 4 hafta davomida yig'ilgan umumiy PV ning 3%
- To'lov kuni : Yopilishdan keyingi hafta seshanba kuni to'lanadi

- To'lov usuli
  - => **Birinchi daraja ko'tarilishida to'lanadi**
  - => Daraja ko'tarilgan haftadan boshlab qo'llaniladi