

DICTIONARY

Colway International 2023

A-Z



TheCollagenCompany

Dictionary

A-B

ACTIVITY

Activity is the minimal level of cyclical personal purchases of the Partner and their Customers that is required. To maintain activity, the Partner should achieve min. 50 Volume Points (VP) at least once every 4 qualifying weeks. If in any of the subsequent qualifying periods when you are active, you will make purchases for min. 50 VP to maintain activity, the activity track starts again. Any purchases that exceed the activity requirement will increase the volume in your overcommission tree on the side where the volume is lower at the moment.

see more: colwayinternational.com > Knowledge base ► Activity

ADDITIONAL MOTIVATIONAL PROGRAMS

Colway International Partners have access to additional motivational programs that are not a permanent part of the C.I. financial plan. Programs are launched, for example, in connection with a specific promotional campaign. They can be switched on and off at any time of the year. The duration of a given program is determined for each action separately. An example of a program that is not a permanent part of the financial plan is the Success Bonus.

► *Success Bonus, Hello, Wake Up*

BP GENERATION

Successive generations of Partners determined by the presence of Business partners (i.e. people with business status, regardless of their rank), going down the recommendation line. Turnovers made by Customers and Partners are summed up as generational turnover, up to the next Business partner.

► *BP Generation*

BUSINESS PACK

One-time fee for a Partner account in the Colway International system. The Business Pack fee is added to the Partner's first order. The fee is 39.90 PLN, regardless of the size of the order. Business Pack entitles you to make purchases with a **40% discount** (excluding marketing materials). As part of the Business Pack fee, the partner receives product samples that will be added to the first order, access to a virtual office, business tools and an online store for personalization.

► *Business Pack*



BUSINESS BONUS

A Partner who has achieved the rank of Business Partner or higher for the first time is eligible for this bonus. To receive the one-time bonus, the Partner must meet this rank requirement 9 times within 12 consecutive periods. The amount of the one-time bonus depends on the rank to which the partner has been promoted.

► *Promotion bonuses*

BUSINESS STATUS

It determines the calculation of passive income from your team. To obtain business status you must: be active and have min. two personally introduced active partners, of which min. each of them must be in two different branches of the generational structure. Business status is necessary to advance to any rank in the Colway International career path.

► *Business status*

BUSINESS CLASS AND EXTRA BUSINESS CLASS PROGRAM

Program rewarding active Partners of Colway International. Any Partner whose activity is min. 12 consecutive settlement periods can join the program. To keep the privileges of being in the program, it is enough to be constantly active. If you do not place an order extending the activity, nothing is lost! You can return to the program after another 12 periods of activity. Belonging to the program gives the Partner an opportunity to purchase Colway International products at special prices. Access to the offer determines the amount of the order placed. The Business Class offer is available if the Partner decides to place an order with a value of min. 50 VP. The Extra Business Class offer is available if the Partner decides to place an order with a value of min. 70 VP.

► *Business Class*

► *Extra Business Class*

CAR PROGRAM

All Partners who have reached the rank of min. Leader can join the program. The Partner A partner participating in the program has the privilege of receiving an additional payment to the virtual wallet in each period in which its paid rank is min. Leader. The amount of the additional payment under the car program depends on the paid rank. In the car program, the partner decides which car they will choose.

► *Car program*

CUSTOMER

A person purchasing Colway International products directly from a Partner or through an e-commerce platform (see online store). We distinguish three types of customers: an unregistered customer who does not have an account. A registered customer and a VIP customer who has a registered account on the Colway International platform. A registered customer receives the privilege of a 20% discount on purchases made through an online store where they have an account. The VIP customer has the privilege of a 30% discount on purchases made through the online store where they have an account. (Margin from customer purchases for a partner is 40%, 20% or 10% respectively).

► *Customer discounts*

COMMISSION POINT (PP)

Conversion unit for calculating commissions for Partners, according to the internal exchange rate set by the Management Board of Colway International S.A. The PP value, depending on the zone to which the partner belongs, is expressed in PLN, EUR, GBP, KC.



COMBINED ORDERS

The idea of combined orders is very simple: we send products to one indicated address, but with a separate order, separate payment for products and all partner privileges. In other words - you pay for the shipment once, and you all benefit! The person who is the „pilot” (coordinates the combined order) places the order first and from that moment opens the order active for 8 hours. During this time, other partners can join the order. The pilot has the ability to close an open order themselves, there is no need to wait. The package goes to the address of the pilot. Combined ordering option is not available for Partners registered in the United Kingdom.

► *Combined orders*



DASHBOARD

This is your dashboard from which you can run your business. You will see it by going to the PARTNER ZONE, after expanding the „SUMMARY OF THE CURRENT SETTLEMENT PERIOD” field. The dashboard includes Rank held, paid rank, personal group turnover, personal turnover, potential and accrued commission and activity end date.



DISCOUNT CODE GENERATOR

Each Colway International Partner has access to a tool where they can generate additional discount codes. The Partner can only transfer the code to **directly registered customers**. The code works only for registered customers (does not work for VIP customers). The value of the discount that a **registered customer** will receive after using the code is an additional 5% discount. The use of the code by the customer reduces the margin that the partner will receive from this purchase.

► *Discount code generator*

FINANCING PRODUCTS FROM A VIRTUAL WALLET - DISCOUNT ON PRODUCTS

A discount on products is one of the forms of settling funds accumulated in a virtual wallet. When placing an order, after selecting the products, you go to the basket, confirm the order, then go to the option: **CUSTOMER DATA**. Then select the option: **PAYMENT AND DELIVERY - PAYMENT FROM VIRTUAL WALLET**. Now you choose the amount from your commission that you want to pay out as a DISCOUNT, i.e. **up to 60% of the order value**. Funding products from the virtual wallet is not possible for Partners registered in the Italy zone.

► *Virtual Wallet*

GROWTH BONUS

The Growth bonus is part of the financial plan. Colway International challenges its Partners for each subsequent settlement period. If Partners undertake and implement them, they will receive a financial bonus calculated as a percentage of the turnover of the personal group. The tool rewards people who expand their teams and aim for more and more income. How is it working? The system in the virtual office of each Partner displays the point goal that they must achieve (e.g. increase in turnover by 10%) in order to receive a specific financial gratification (a specific percentage assigned to the rank from the turnover of the personal group). Both the target and the % of the bonus paid out are variable elements. They can be changed at any time. The target for the current QW is set on the basis of the turnover obtained in the last settled QW. Example: For 4/23 QW, the target is set based on the turnover obtained in 1/23 QW.

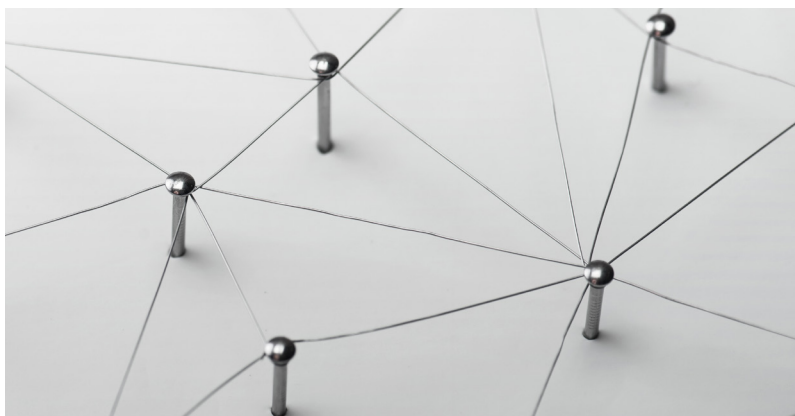
► *Growth Bonus*



GENERATION COMMISSION

The generation commission is calculated on the turnover of all partners, VIP customers and customers in your generation structure, up to the ninth generation of BP.

► *Generation commission*



INTERNATIONAL CONFERENCES

It is an opportunity to meet the managers and leaders of Colway International in a beautiful, luxurious place, supporting both inspiring business discussions and casual conversations. To qualify for this unique event, you should plan your own strategy now. Participation in international conferences depends on the fulfillment of qualification conditions.

► *Qualifications for an international conference*

KNOWLEDGE BASE

It is a collection of information about the procedures, system and products of Colway International. From the knowledge base you can download e.g. product articles, presentations, price lists, financial plan, shipping fee table, terms and conditions, tutorials and other information materials.

OVERCOMMISSION

The overcommission tree consists of customers and partners arranged by binary rule. This means that each person has two empty places in the overcommission tree - left and right. New people are placed in empty spaces. This means creating two teams - left and right. The tree mechanism includes >>>waiting room<<<. If you register a new person, they go to the waiting room. They will stay there for **7 days**. You can place a person in the overcommission tree manually (within 7 days) or it will be done automatically. If the person registered by you is not added by you to the overcommission tree manually, the system will do it automatically after 7 days, according to positioning preferences set by you in the profile. If you do not define your preferences, the system will assign the person to the weaker side of the overcommission tree.

The overcommission is calculated on the turnover of all clients and partners in your tree, on both sides. **It is 5% of the turnover value in points.**

Qualification Requirement for overcommission: You must be active and have two active, directly entered partners, one on the right and one on the left of the overcommission tree. Overcommission will be charged when you accumulate at least 200 VP on the „weaker” side of the tree.

► *Overcommission Tree*



ONLINE STORE

At Colway International you have your own online store with a unique address. Thanks to the promotion of this store, you create unlimited opportunities. You manage customer relations, and each purchase in your store increases your individual turnover and builds activity.



PASSIVE INCOME - right to commission

This is the income you earn as a Partner in paid rank starting from Business Partner and in the ranks above. It is generated simultaneously according to two mechanisms: from the generation structure up to 9 generations and from the overcommission tree - without limits! The amount of passive income depends on the currently held paid rank and the turnover in the structure under you. In order for the system to calculate the overcommission, the following conditions must be additionally met: one directly entered active Partner on each side of the overcommission tree + a minimum of 200 VPs obtained on the weaker side of the overcommission tree.

► *Generation commission, Overcommission tree*

PARTNER LINK

Partner link is a useful tool that facilitates the recruitment process. If you want to invite someone to your business (i.e. register them in your structure), the best way is to send them your copied partner link. From the moment of clicking on your link, in contact with Colway International, the recipient will be directed to your profile. The customer who wants to register will see your ID in the form as the ID of the person inviting them. Thanks to this solution, you no longer have to laboriously dictate your ID to your new partner and wonder if they entered it correctly. The partner has both a partner link directing to his store and direct links to products.

► *Partner links*

PERSONAL GROUP

A personal group is all Partners invited directly and indirectly up to the closest partner in the same or higher paid rank. Example: a Manager's personal group is appointed by a Partner with the rank of at least Manager (or, if there is no Manager in the group - Leader and further: Vice Director, Director, Vice President, President, International President).



PROMOTION BONUSES

Applies to new promotions only. To receive the bonus, you must advance to the rank for the first time and maintain it for 9 out of 12 consecutive settlement periods. The period in which the Partner has been promoted to a rank is considered the start of the qualification. The amount of the bonus depends on the rank to which the partner has been promoted. The bonus is paid once.

► *Promotion Bonus*

QUALIFYING WEEK (QW)

The period for which the turnover is summarized and the commission is settled. The settlement period lasts 7 days; starts on Tuesday at 0:00 CET and ends on Monday at 23:59. In Colway International, there is a specific way of numbering settlement periods - e.g. 5/23 QW means that it is the 5th settlement period in 2023. If you want to check the number of the current settlement period, all you have to do is log in to your virtual office. In the upper left corner of the screen there is information: „Summary of the current XX/XX Settlement Period“.

RANK

Career level reached according to the generation commission table. We distinguish between paid rank and held rank. The paid rank is based on the currently met criteria assigned to it. Commissions payable under the financial plan are calculated based on the paid rank. Rank held is the highest rank you've ever achieved, regardless of your current paid rank. Rank held exists for representative purposes.

SETTLED AND POTENTIAL POINTS

Settled volume points: the value resulting from paid and completed orders in the entire structure. Potential volume points: the value of all paid and completed orders and those that have been placed but not yet paid (applies to the entire structure).

► *Settled and potential points*

SMART CARD

A card enabling the payment of commission settled by Colway International in cash, online transactions and transactions at payment terminals. The Smart Card user can withdraw cash at all ATMs in Poland and in the world. **Settlement in the form of a Smart Card is available only to partners registered in Poland zone.**

► *Smart Card, Virtual wallet*

TRADE MARGIN AND DISCOUNT

As a Partner registered in the system, you receive a 40% discount on the retail prices of all commercial products offered by Colway International. The condition is to pay the Business Pack fee. The discount can also be your trade margin. You don't need to be active or have Business Status to earn on margin.

For each order made by unregistered customers via the online store, you will receive a **40% margin**, which will be saved in your virtual wallet. At any time, you can use this margin by ordering products for yourself at an even lower price. You can finance **up to 60%** of your order value.

It is also possible to pay the margin in cash. You can find out how to do this by contacting the Colway International customer service: office@colwayinternational.com

If the customer creates an account in your online store, you get a **20% margin, and they buy products with a 20% discount**. The margin on the purchase of a VIP customer is **10%, and they buy products with a 30% discount**.

► *Customer purchase margin*



STRUCTURAL CRITERION REQUIRED FOR THE RANK

Directly or indirectly having the minimum required or bigger number of partners of a given rank (or higher) in various branches of the generational structure. Promotion to individual ranks is closely related to the fulfilment of certain structural conditions.

► *Structural criterion*

TURNOVER CRITERION REQUIRED FOR THE RANK

The sum of your own turnover and the entire generation structure from the last three closed settlement periods and the current period.

► *Turnover criterion*



VOLUME POINTS (VP)

The unit of conversion in which turnover is counted for commission calculation purposes. Products traded in the company are assigned sales prices (retail for customers and discounted for partners) and a number of points. Attention! Points are not linked by a strict conversion factor to price values. Marketing materials are not assigned point values.



VIRTUAL OFFICE

It is an integral part of your online store established on the Colway International domain. Virtual office is designed to manage information regarding the development of a partner's business. Thanks to the functions available in your virtual office, you can make an in-depth analysis by checking your team's turnover, activity in the group, average order, recruitment rate and many other parameters. This will allow you to draw conclusions, take the right decisions and take action on an ongoing basis.

VIRTUAL WALLET

The place in the system where you will see your income: margin, commission and bonuses. From there, you can perform various operations on your funds.

► *Virtual wallet*



*The glossary is supplemented by materials in the form of presentations, guides, info.
You can download them from the ► Knowledge Base (after logging in).*



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