



Get the FAQs about the **COE Bonus Program**

Make sure you get the most out of the COE Bonus Program!

Q Who is eligible for the COE Bonus Program?

All Distributors who join the Club of Excellence on or after July 1, 2005 are automatically eligible for the program during their first year in the Club.

Q When does the program begin?

The COE Bonus Program begins as soon as you become a new Club of Excellence member.

Q How much can I earn from the COE Bonus Program?

You earn a 3% rebate on purchases during the first six months, and a 4% rebate on purchases during the first 12-month period, if you meet the requisite conditions during those periods.

Q What exactly does “a minimum of 100 personally purchased CV” mean and how does it apply to the program?

It means that calculations for Bonus Certificates ONLY apply on personally purchased CV; so, you need to have at least 100 CV in your account at the end of each month. That CV can NOT have been transferred out to other Distributors, or transferred into your account. It also means that the personal CV total shown in your Downline Explorer report cannot be used to track your CV because that report includes product transfers.

Q Can I use a hold on my account during my first year in the COE program?

No, since you must have 100 personally purchased CV in your account each month to participate in the program.

Q Does the COE Bonus have any cash or CV value?

No, it can only be applied toward E. EXCEL products when placing an order, and those products purchased with the COE Bonus have no CV value attached to them.

Q Can existing Distributors participate in the COE Bonus Program?

Current Distributors who upgrade to the Club of Excellence on or after July 1, 2005, are eligible to participate in this program.

Q How will my COE Bonus Certificate be sent to me?

COE Bonus Certificates are e-mailed out at the beginning of each month, to COE members who earned them the previous month. So, check your e-mail for your certificate during your 7th and 13th months in the Club of Excellence. If you don't have e-mail, paper certificates are also mailed to all COE members who earned them. Distributor Services agents can also tell you if you have earned a certificate when you call in your order—and can help you use it with your current order! You don't have to wait for the paper certificate to use your bonus!

Q Will the amount of the COE Bonus Certificate automatically be deposited in my AR account?

No, the COE Bonus Certificate is more like a check or coupon that you need to use before the expiration date.

Q How do I use the COE Bonus Certificate?

You can use your COE Bonus Certificate in two ways: 1) Phone in your order and tell your Distributor Services agent you have a COE Bonus Certificate you want to use. They will take it from there. 2) Fax in your order and indicate on your order that you have a COE Bonus Certificate you want to use. Make sure to include your COE Bonus Certificate serial number with your order. At the current time, COE Bonus Certificates cannot be used for internet orders.

Q Are there any rules for submitting orders using my COE Bonus Certificate?

COE Bonus Certificates can only be used on orders of 100 CV or more. They also can only be applied to the sales amount—NOT to taxes or shipping and handling fees. Remember, COE Bonus Certificates expire 45 days from their issue date. Also, keep in mind that CV does not apply to purchases made with your COE Bonus Certificate, so if you are working on your 12-month certificate, you also need to maintain your 100 personally purchased CV for the month in which you use your 6-month certificate.





有關COE獎金計劃的常見問題

確保您從COE獎金計劃中獲取最多利益!

問：誰有資格參加COE獎金計劃？

所有在2005年7月1日或之後加入高級俱樂部的經銷商，在他們加入的第一年中均自動合格進入此計劃。

問：此計劃在何時可開始實行？

當您成為一名新COE會員，此計劃隨即開始實行。

問：從COE獎金計劃中我可以獲取多少回扣？

您將獲得您前六個月所購產品價值3%的回扣，以及您前十二個月所購產品價值4%的回扣。每位COE會員僅可獲得每項回扣各一次。

問：什麼是“至少個人購買100CV點”的確切意思，以及在計劃中怎樣執行此規定？

此意為只有個人購買產品的CV點才可計算為頒發獎金禮券的依據，因此在每月結止時，您的帳戶上至少要有100CV點。此CV點數不可轉入其它經銷商的帳戶或者由他人轉入您的帳戶。(注意：在您下線的報告中顯示的個人CV總點數不可算作您的CV，因為那份報告包括了產品轉讓。)

問：在我加入COE獎金計劃後的第一年中，我可否中途耽擱訂貨？

不可。因為您每月必須在您的賬上個人購買至少100CV點，方可參加此計劃。

問：COE獎金是否含有現金或CV價值？

沒有。COE獎金僅限于在訂貨時購買丞燕產品，而用COE獎金購買的產品不具備任何CV值。

問：現在已是經銷商的人士可參加COE獎金計劃嗎？

凡在2005年7月1日或之後升級至高級俱樂部的經銷商均合格參加此計劃。

問：COE獎金禮券將怎樣送到我手中？

COE獎金禮券於每月初通過電子郵件寄給在上一個月獲得了禮券的COE會員。因此，請您在加入了高級俱樂部之後的第7個月和第13個月，從您的電子信箱中查看您的禮券。假如您沒有電子信箱，印製的禮券也會郵寄給獲得了獎金的所有COE會員。還有，假如您獲得了禮券，當您撥打電話訂貨時，客戶服務部代表也會向您通報 - 並幫助您在訂貨的同時使用禮券！您不需要等待直至收到印製的禮券時再使用您的獎金！

問：COE獎金禮券是否會被自動存入我的AR帳戶？

不會。COE獎金禮券類似于限時支票或優惠券，需在過期日之前使用。

問：我怎樣使用COE獎金禮券？

您可以兩種方式使用您的COE獎金禮券：
1) 在打電話訂貨時，告訴您的客戶服務代表，您持有COE獎金禮券並希望使用此禮券。客戶服務代表將會在接聽電話時接受您的禮券。
2) 在傳真訂貨時，除傳發您的訂單外，請指明您持有COE獎金禮券並希望使用此禮券，並確定將您COE獎金禮券的編號隨之一起傳發給我們。目前，COE獎金禮券還不可在網上訂貨時使用。

問：呈遞訂單時使用COE獎金禮券要遵守什麼規定嗎？

COE獎金禮券僅可在訂購產品達100CV或更多點數時使用，它們僅可用於購買產品 - 不可用於支付稅金或投遞費。請注意，COE獎金禮券在頒發之日起的45天內有效。還請記住，由COE獎金禮券購得的產品不計CV點數，因此，您若想獲得12個月的禮券，您還需要在您使用6個月獎金禮券的月份，仍保持個人購買100CV點的產品。

