

TIENS BOLIVIA PROMOTIONS FEBRUARY

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Basic Information

Subject	TIENS BOLIVIA PROMOTIONS FEBRUARY		
Template Name	business process/World of direct selling/Overseas regional business promotion approval process(Headquarters)		
Applicant	SERGIO ALEJANDRO ARANA GARRON	Application No	yc202001240001
Department	Bolivia	Created on	01/24/2020 02:18
Implementation Feedbacker			
Keywords			

Approval Content

业务激励计划说明 Description For the Plan			
计划名称 Name of SIP	TIENS BOLIVIA PROMOTIONS FEBRUARY	执行范围 Execution scope	Bolivia 备注：请描述激励计划的执行范围，比如“**区域”，比如“**国家”，比如“**国家**分公司”。 Note: Please deatil the implementation scope of the incentive plan, eg: **region, ** country,**branch of **(country)
执行时间 Execution time	从 01/27/2020 至 02/26/2020	促销类别 Promotion Categories	产品促销相关product related promotion （由经销商管理处填写 Filled by the compensation plan management section）
促销计划涉及IT系统 Promotion plan involves IT system	☐ 是 ☒ 否	促销类型 promotion type	☐ 新产品 ☐ 临期产品 ☐ 未临期产品 ☐ 辅销品 ☐ 现金 ☒ 其他
所属区域 Region	美洲区Latin America	促销成本 promotion cost	2198.70 备注：以申请方的购买成本价为基础
业务激励计划内容 Plan Description	1. Buy 150 PV or more for personal purchase or development and win 1 OPORTUNITY TAKES A04 + 1 CALENDAR 2. Buy 250 PV or more for personal purchase or development and win 1 OPORTUNITY A11 + AGENDA + BOLIGRAFO 3. Buy 400 PV or more for personal purchase or development and win 1 OPORTUNITY BRAZALETE E01-1 + ZINC A13 DETOX PROMOTION 4.- PACK DETOX Buy 1 A05 TE TIANSHI + 1 A07 CHITOSA + 3 A74 FOS SYRUP + 1 A08 ESPIRULINA YOU WILL WIN A TOMATODE. THIS PROMOTION IS VALID FROM FEBRUARY 13 TO FEBRUARY 19, 2020		
业务激励计划执行原因、目的 The Reasons, Purposes of SIP	Motivate the Distributor with good promotions and thereby increase sales and reach the goal of the month		
方案的投入产出比 Costs/Sales Ratio of SIP	Total Sales target US\$ 200.000 Total Promotion US\$ 2198.7 % Promotion cost: 1.47% 备注： 包括考核期前/同期业绩，促销期间新增业绩，促期间总业绩，促销费用，促销费用占新增业绩比，促销费用占总业绩比，利润率预测值（含费用明细） including sales for the same period last year, newlyadded sales, total sales in evaluation period, costs, costs/newly added sales ratio and costs/total sales ratio, profit rate estimation （including expence ddetails)		
业务激励计划的网络测算数据 Data Results from Network	WINNER IN TOTAL: 380		

Forecast/Calculation for SIP	
业务激励计划的推广方案 Promotion Plan of SIP	Tiens website, all WhatsApp groups, Facebook, Instagram, TDC training and distribution at Distributor events, training on CDs
相关附件 Related Attachment	

Approval Records

Time	Node name	Operator	Operation	Process opinion
01/24/2020 03:03	Drafting node	SERGIO ALEJANDRO ARANA GARRON	Submit the document	
01/25/2020 06:41	区域市场部/业务部负责人choose sub-region marketing dept./operations dept. chief(verification of correct contents)	杨晓松	Refuse: "Drafting node"	Hi Sergio: Please change the promotion.
01/25/2020 22:47	Drafting node	SERGIO ALEJANDRO ARANA GARRON	Submit the document	
01/27/2020 11:01	区域市场部/业务部负责人choose sub-region marketing dept./operations dept. chief(verification of correct contents)	杨晓松	Passed	同意
01/27/2020 23:51	区域财务总监审批 Regional finance director	Latin-America Region Finance Department_Director (SOHAIB AHMED ABBASI)	通过	Agree to
01/27/2020 23:51	区域负责人 approval (regional president) 审核	System	Skip for duplicated identity: "杨晓松"	
01/31/2020 16:41	促销方案分类 categorization into SIP or product promotion plan	Anna	Passed	同意
01/31/2020 19:11	产品规划管理	XueMei Chai	Passed	1、购买150PV赠卵磷脂钙*1+1 CALENDAR, 赠产品折扣率95折 2、购买250PV赠维康*1+AGENDA+BOLIGRAFO, 赠产品折扣率9折 3、购买400PV赠钛金手链(炫晶黑)+锌补晶*1, 折扣率86折 4、PACK DETOX(FROM FEBRUARY 13 TO FEBRUARY 19, 2020): 降脂茶*1+甲壳质*1+果聚糖*3+螺旋藻*1赠 A TOMATODE 请领导审批。
01/31/2020 20:41	Approval node	Li Dongyuan	Passed	促销费占收入比重1.47%
01/31/2020 22:45	Approval node	WangFei	Passed	同意
01/31/2020 22:45	End node	System	terminate the process	



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