



Sales & Marketing Plan

About Us

Astios is founded by an entrepreneur who is a successful professional with 20+ years of experience in the direct selling industry. He has immense experience of mentoring and leading thousands of direct selling leaders to remarkable heights in this industry. Many leaders across different companies follow his teachings and high-profile trainings. Many call him with love 'ALN Sir'. Through his leadership and the energetic team of young professionals, ASTIOS is striving to make a mark in the direct selling industry.

Our Intention

Our intention is to be a clean, clear and compassionate company. A clean organization where individual integrity and institutional integrity are paramount. We believe in the founder's words 'if we do the right things our future is always bright'. A clear organization where communication channels are intact and seamlessly operate without any distortion. We intend to be a compassionate corporate by creating an organizational culture where everyone helps everyone. Our intention is to create career growth to all direct selling leaders who are willing to work hard to achieve their dreams. Our objective is to provide our customers with quality products that enhance their lives.

Our Vision

To create a positive impact by helping people achieve financial freedom, while empowering each other to unleash their true potential.

Our Mission

The mission is to conduct our business with utmost integrity and become the top 10 direct selling companies in India by promoting our founder's philosophy of 'use, share, educate and build'.

Our Products

We offer quality products which are value for money and comes with money back guarantee as per our product refund policy. Our product range include Health care, Personal care, Home care etc..

Our Sales & Marketing Plan

Our sales & marketing plan is simple to understand and helps in achieving financial freedom for individuals who are willing to put long-term effort.

Astios Marketing Pvt Ltd., provides highly rewarding bonuses for your tireless efforts in promoting the business. The design of Astios Sales & Marketing Plan is intended to provide equal business opportunities. The accumulation plan is designed to ensure that you never slide down from your current level and continue to advance on the ladder of success.

THIS PLAN HAVE THREE IMPORTANT HIGHLIGHTS :



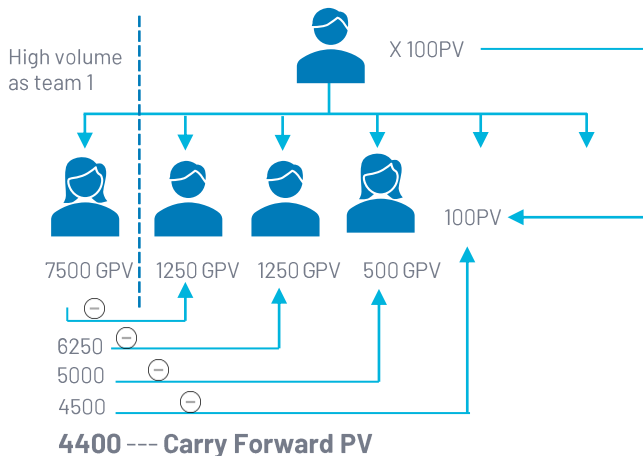
Astios Marketing through its innovative approach created carry forward to multiple teams plan

Commissionable PV

The Commissionable PV (CPV) Is calculated as follows.

$$\text{Commissionable PV} = \frac{(\text{Self PV} + \text{Group PV}) - \text{Carry Forward PV}}{2}$$

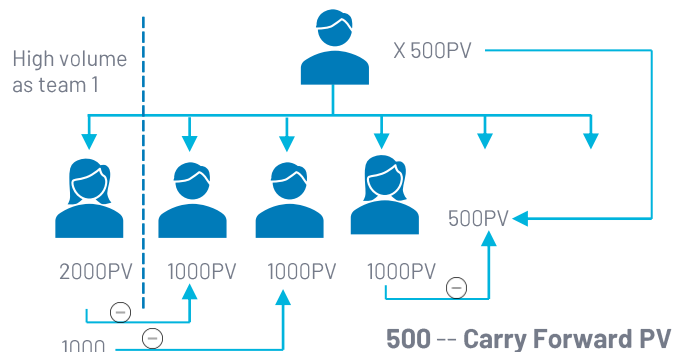
Example 1 :



Self PV = 100, Group PV = 10500, Carry forward PV = 4400

$$\text{Commissionable PV (CPV)} = \frac{(100 + 10500) - 4400}{2} = 3100 \text{ CPV}$$

Example 2 :



Self PV = 500, Group PV = 5000, Carry Forward PV = 500

$$\text{Commissionable PV (CPV)} = \frac{(500 + 5000) - 500}{2} = 2500 \text{ CPV}$$

ASTIOS PROVIDING TEN INCOMES TO EARN

- | | |
|---------------------------|---------------------|
| 1. Savings On Consumption | 6. Car Bonus |
| 2. Performance Bonus | 7. House Bonus |
| 3. Team Turnover Bonus | 8. Travel Bonus |
| 4. Team Development Bonus | 9. Leadership Bonus |
| 5. Generation Bonus | 10. Prime Club |

1. Savings on Consumption

As a distributor you save this amount as the difference between MRP and distributor price.

Astios offers a retail profit (savings on consumption) from 10 to 20% on most of the products.

The following example helps explain the saving. Distributor price + savings = MRP

In a business month if you buy products worth ₹10,000 DP for self-consumption you save up to ₹2000 for yourself.

2. Performance Bonus 3 to 15%

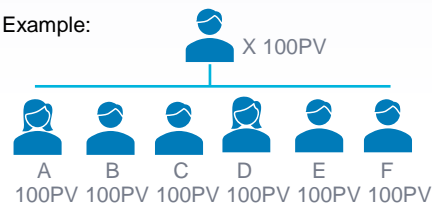
Qualifying for performance bonuses is a requirement for a distributor and they are entitled to the bonuses based on their level of qualification. The performance bonuses offered by ASTIOS are among the best in direct selling. To earn them, you must complete a performance assessment. the qualifying level of point value has as to be accumulated.

Self Pv + Group Pv	Performance Bonus level
100 PV +	3%
500 PV +	6%
1000 PV +	9%
2000 PV +	12%
2500 PV +	15%

Note: To receive performance bonus for a given business month, distributor must do personal purchase of the following value in the business month

- a) Distributors who earn up to 12% payout -20pv
- b) Distributes who earn 15% payout - 40pv

Example:



X (self pv + group pv) = 700 X at 6%
A B C D E F All are have 100 self pv each other at 3%

X group pv qualified for 6%
And all downlines pv qualified for 3% each other

X bonus is $100pv \times 6\% + 600pv \times (6\% - 3\%)$

Note: This bonus is paid monthly

If any case a distributor fails to make personal purchase the bonus earned in the business month is carried forward and is released in the business month when distributor makes the required personal purchase.

Fast start Bronze:

Astios gives you a special offer for who those build their network fast and promote their business fast.

If you achieve 750 CPV (commissionable PV) in a single business month, you qualify as a fast start bronze.

This entitles you to 15% Performance Bonus, TTB and TDB also.

From here all the remaining bonuses will be given on the basis of point sharing system

3. Team Turnover Bonus (TTB) 20%

If you achieve 125 CPV (Commissionable PV) in a single business month, you qualify for Team Turnover Bonus. ASTIOS allocates 20% of the company's monthly PV as Team Turnover Bonus. The formula below determines the monthly point value for Team Turnover Bonus which varies each business month, and this bonus is paid monthly. Maximum TTB points one can achieve is limited to 600 (six hundred only).

$$\frac{20\% \text{ of company's monthly PV}}{\text{Total Team Turnover Bonus points collected}} = \text{Team Turnover Bonus point value.}$$

4. Team Development Bonus (TDB) 10%

If you achieve 250 CPV (Commissionable PV) in a single business month, you qualify for Team Development Bonus. ASTIOS Allocates 10% of the company's monthly PV as Team Development Bonus. The formula below determines the monthly point value for TDB which varies each business month, and this bonus is paid monthly. Maximum TDB points one can achieve is limited to 80 (eighty only).

$$\frac{10\% \text{ of company's monthly PV}}{\text{Total Team Development Bonus points collected}} = \text{Team Development Bonus point value.}$$

5. Generation Bonus 20%

If you achieve 2500 CPV (commissionable PV) in a single business month, you qualify for generation bonus. ASTIOS allocates 20% of the company's monthly PV as generation bonus. The formula below determines the monthly point value for generation bonus, which varies each business month, and this bonus is paid monthly.

$$\frac{20\% \text{ of company's monthly PV}}{\text{Total Generation Bonus points collected}} = \text{Generation Bonus point value.}$$

6. Car Bonus 9%

If you achieve 2500 CPV (commissionable PV) in a single business month, you qualify for Car bonus. ASTIOS allocates 9% of the company's monthly PV as car bonus. The formula below determines the monthly point value for car bonus, which varies each business month, and this bonus is paid monthly.

$$\frac{9\% \text{ of company's monthly PV}}{\text{Total Car Bonus points collected}} = \text{Car Bonus point value.}$$

7. House Bonus 5%

If you achieve 2500 CPV (commissionable PV) in a single business month, you qualify for House bonus, ASTIOS allocates 5% of the company's monthly PV as House bonus. The formula below determines the monthly point value for house bonus, which varies each business month, and this bonus is paid monthly.

$$\frac{5\% \text{ of company's monthly PV}}{\text{Total House Bonus points collected}} = \text{House Bonus point value.}$$

8. Travel Bonus 4%

If you achieve 5000 CPV (commissionable PV) in a single business month, you qualify for Travel bonus, ASTIOS allocates 4% of the company's monthly PV as Travel bonus. The formula below determines the monthly point value for Travel bonus, which varies each business month, and this bonus is paid monthly.

$$\frac{4\% \text{ of company's monthly PV}}{\text{Total Travel Bonus points collected}} = \text{Travel Bonus point value.}$$

In addition to these types of monthly incomes that are given every month, Astios Marketing Pvt Ltd is providing two more types of amazing annual bonuses.

9. Leadership Bonus 4%

To qualify for pool bonuses sapphire and above leaders shall qualify for any six months in a financial year starting from April to March. ASTIOS allocates 4% of the company's yearly PV as leadership bonus. The leadership bonus points earned by the qualifiers are used to compute this by a point sharing system. The formula below determines the yearly point value for leadership bonus, which varies each financial year, and this bonus is paid yearly.

The 4% of the companies yearly pv divided into 8 parts (0.5,0.5,0.5,0.5,0.5,0.5,0.5,0.5) for Sapphire level to Crown Ambassador level each 0.5% allocate to each level.

$$\frac{0.5\% \text{ Of Companies Yearly PV}}{\text{Total Each Level Leadership Bonus Points Collected}} = \text{Each Level Leadership Bonus Point Value.}$$

For Example:

Month	Apr	May	June	July	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar
Your level	Sapphire	Sapphire	Emerald	Emerald	Diamond	Diamond	Crown	Crown	Crown	Crown	Crown	Crown

This example shows, you got Sapphire points-12, Emerald points – 10, Diamond points –8, Crown points –6

10. Prime Club 2%

To qualify for pool bonuses Royal Crown and above leaders shall qualify for any six months in a financial year starting from April to March. ASTIOS allocates 2% of the company's yearly PV as prime club bonus. The prime club bonus points earned by the qualifiers are used to compute this by a point sharing system. The formula below determines the yearly point value for prime club bonus, which varies each financial year, and this bonus is paid yearly.

The 2% of the companies yearly pv divided into 4 parts (0.5,0.5,0.5,0.5) for Royal Crown to Crown Ambassador each 0.5% allocate to each level.

$$\frac{0.5\% \text{ Of Companies Yearly PV}}{\text{Total Each Level Prime Club Bonus Points Collected}} = \text{Each Level Prime Club Point Value.}$$

For example:

Month	Apr	May	June	July	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar
Your level	Royal Crown	Royal Crown	Royal Blue	Royal Blue	Royal Black	Royal Black	Crown Ambassador	Crown Ambassador	Crown Ambassador	Crown Ambassador	Crown Ambassador	Crown Ambassador

This example shows, you got

Royal Crown points – 12, Royal Blue points -10, Royal Black points – 8, Crown Ambassador points – 6

SALES & MARKETING PLAN



Astios Marketing Pvt Ltd will give you an amazing 12 levels of recognition as a result of your hard work. These 12 levels are based on the CPV you have achieved in each month. Each level has a suitable requirement for the same.

Recognition	Self PV	T1 GPV	T2 GPV	T3 GPV	T4 GPV	T5 GPV	T6 GPV
Distributor	40 FPV						
Bronze (#)	40	500*	500^				
Silver	40	2500*	2500^				
Platinum	40	5000*	5000^				
Sapphire	40	12500*	12500^				
Emerald	40	25000*	25000^				
Diamond	40	50000*	50000^				
Crown	40	100000*	100000^				
Royal crown	40	100000*	100000*	100000^			
Royal blue	40	100000*	100000*	100000*	100000^		
Royal black	40	100000*	100000*	100000*	100000*	100000^	
Crown Ambassador	40	100000*	100000*	100000*	100000*	100000*	100000^

Note: Each level (*) means Group PV of major team, Each level (^) means total group PV of remaining all teams. (#) After reaching 15% PB, the distributor who maintains 500 CPV is termed as Bronze, CPV means Commissionable PV, FPV means First Purchase PV

Maximum CPV and Carry Forward PV details see this table



	Max CPV of Each Team	Max Carry Forward PV
Upto CROWN	100000	100000
ROYAL CROWN	150000	150000
ROYAL BLUE	200000	200000
ROYAL BLACK	250000	250000
CROWN AMBASSADOR	300000	300000

Product guarantee

Astios ensures that all customers receive products of international quality. Astios offers a guarantee of replacement if the product purchased by distributors or consumers is of inferior quality or has manufacturing defects. Damages or contamination caused by expiration, negligence, or deliberate acts are not covered by this guarantee.

Product Return Policy :

WHAT IF I AM NOT SATISFIED WITH A PRODUCT .

We offer 100% Satisfaction Guarantee on our products, wherever specified.

- An Astios distributor can return such products back to the company within 30 days of its purchase. The Product Refund Policy is applicable on saleable products only

Required for Distributor:

- Product Return Form
- Reason for return
- Copy of Invoice
- Products to be returned

Buy Back Policy :

Distributors who want to resign from their distributorship are given a Buy Back Policy by The Company. We would appreciate it if you could return any Astios products that are in good condition, usable, resaleable, restockable, unopened, unaltered, and have a shelf life of at least four months. Should the distributor resign within 30 days of purchasing the products, After deducting the bonus paid (if any) and reversing the PV on the products, Astios will give the distributor a full refund.

In case the distributor quits after 30 days from the purchase date, The distributor's cost of the products being returned will be the same as the amount refunded, Bonus given by the company and GST and 10% service charge will be reduced.

Reward / Reconciliation / Vacancy Policy

In situations where a distributorship becomes vacant because of death without any heir or nominee, In the event of a resignation, termination, cancellation, inactive distributorship, unclaimed distributorship of Diamonds, or any other situation that may occur, The Company will put the network linked to this vacancy on the market at the current Diamond or higher levels, and anyone who offers the highest bid will acquire it. The network that has been acquired will hold its present position in the sponsorship line and will be designated as the second authorized distributorship business of the auction purchaser. Distributing funds obtained from the auction may be done to distributors who are considered eligible for incentives in accordance with the Company's guidelines that may be in style at the relevant time. In the event that the Company is unable to find a buyer for the network linked to any vacant distributorship, to efficiently supervise the network and conduct network business, an administrator will be appointed. The Company must be satisfied with the smooth management and growth of these networks and related businesses before proceeding. Distributing such a network among leaders at the same or higher level than the distributor who was administering it is possible, or in a way that the Company believes will be in the best interest of the business. The final decision regarding this policy will be made by the Company.

PROMOTION, ADVERTISING, SALES AND MARKETING POLICY

The Company has created its own policy for promoting, advertising, sales, and marketing its products. It is necessary for the distributor(s) to implement this policy. Distributors are not allowed to alter or formulate policies under any circumstances. The company prohibits the storage, display, or sale of its products in wholesale or retail outlets or e-commerce portals. Reporting such instances is a requirement for every distributor, If something comes to their attention, they should write a note mentioning the person/distributor responsible and the circumstances behind it.

Unless they receive written approval from the Company, distributors cannot carry out their own promotions. Product information, plan, and vision literature for marketing and sales purposes are designed, printed, published, and circulated by the company.

It is prohibited to sell and purchase Company's products among distributors and staff members. If such instances are discovered, there will be strict action taken against the individuals involved.

The Company strictly prohibits the sale of products at prices and packages that are not determined and implemented by it. Selling products at prices other than the prescribed price for the purpose of competing with other distributors or any other reason will be treated with seriousness. If the Company finds someone responsible for such acts, it has the right to terminate their distributorship and forfeit their bonus entitlement or arrears.

When the distributorship expires or terminates, All Company signs, logos, and/or any other representations must be removed and discontinued by the distributor and the Company does not permit the use of any name, signs, label, stationery, product name, copyrights, designs, or printed material related to any of its products. The Company has the right to take legal action against the errant distributors if the above condition is violated.

Upon selling products, the distributor must provide the following information to the consumer

- (a) The buyer and seller's names;
- (b) When will the goods or services be delivered
- (c) Returning goods involves procedures.
- (d) In case of defects, the goods come with a warranty and the option to exchange or replace them.

If the distributor is offering products for sale on an online platform or marketplace, In order to carry out such activities, the distributor must obtain written permission from the Company prior to doing so.

Reporting policy

Distributors are required to report to their upline and guide their downline according to mutual convenience and situational demands in general business. It is mandatory for distributors to report 'extraordinary situations' directly to the Company and seek guidance.

Code of Ethics



The Astios Code of Ethics requires distributors to adhere to it at all times. In the event of any violation, The Company has the right to terminate the distributorship at any time. The following must be pledged by distributors upon enrollment:

- My intention is to uphold the highest standards of honesty and integrity in the Astios Business.
- The Company's marketing plan will be presented by me in an accurate and honest manner, displaying the level of effort necessary to achieve success in a clear manner. I will avoid using recruitment practices that are misleading, false, deceptive, or unfair. Misleading prospective distributors about the business's actual or potential sales, earnings, and advantages during their interactions.
- I am not going to speak negatively or disparagingly about the Company, its products, officers, employees, or other people. Respecting both the Company and the direct selling business is important to me.
- I have no intention of selling Astios products through retail outlets.
- I am not going to encourage, encourage, indulge, or guide downlines to receive a bonus rebate or commission refund. I won't encourage distributors who were hired by me to purchase goods/services/literature or sales demonstration equipment in excessive amounts.
- The Company's trade name(s), information, literature, advertising material, and gathering of people will not be used by me or The introduction and promotion of interests of any entity other than the Company can be done using other resources, including intellectual property.
- I will make an effort to make sure that my customers and fellow distributors are content with the Company's products and services.
- I will ensure that I follow the Rules and Regulations of the Astios distributor at all times.
- I won't use fraudulent tactics to promote the Company's business at the expense of the Company and fellow distributors.
- In my distributorship and beyond, I will refrain from doing anything that could have a negative impact on the Company, its reputation, or business interests.
- My intention is to avoid using trade practices that are misleading, deceptive, and/or unfair.
- I will ensure that the consumers' private information provided to me is protected by taking the appropriate steps.

Astios Rules and Regulations :

Astios Marketing Pvt Ltd has the following Rules & Regulations are Created and enforced to safeguard distributors' rights and dignity while regulating business conduct. To enhance your skills as a responsible and ethical distributor of Astios, Complying with the policies, rules, and regulations of the company is necessary. Your distributorship may be terminated if you violate the same. Without giving prior notice or clarification, the Company has the right to change its Policies, Rules, and Regulations. Regularly visiting the Company's website and keeping yourself updated on the latest policies, rules, and regulations is mandatory.

1. Eligibility To Become A Distributer

A. Individuals

1. To apply to become a distributor of the Company, individuals must be 18 years or older, or as per their respective State's legally mandated age.
2. An existing distributor is required to sponsor all applications.
3. The distributor of the company is not a representative, agent, or employee, but rather a principal to principal relationship.
4. The Company is free to make its own decisions on whether to accept or reject an application.
5. For the purposes, the wife and husband are regarded as a single unit.
6. If the line of sponsorship is under their family's ID, sons and unmarried daughters of a distributor can join the business using their independent ID. Likewise, any family member can join under their son or unmarried daughter.

B. Legal entities (like HUF, Partnership firms, LLP, Company, Society, and Trust)

1. Registration must be done in the name of the legal entity in these cases.
2. Make sure to bring a copy of the constitution, deed, articles of the association, as well as the certificate of incorporation or establishment, the entity may need to submit a PAN card along with the application form. A copy of the PAN card is sufficient for HUF cases.
3. Only a person/official authorized by the entity will be communicated to by the Company after written intimation to the Company in advance.
4. The law of the land governs the liability and entitlement of such entities. The Company will make a bonus payment in the name of the entity.
5. The Company will not accept any amendments to the entity's constitution (including its partners, shareholding, constitution, members, trustees, etc.).
6. If the entity experiences dissolution, winding up, or insolvency, If there are any bonuses or arrears, they will be released to the successor entity after providing proof that is acceptable to the Company. After 90 days from the incident of dissolution/winding up or declaration of insolvency, any claims in this regard will not be entertained.

2. KYC

The KYC is completed by a person or entity with following documents (Driving License, Voter ID Card, Passport, Ration Card, Aadhar Card). An Applicant Number will be assigned to the 'Applicant' after accepting the terms and conditions(DAF). The Applicant Number can only be valid for 35 days and must be confirmed as a distributor at least one transaction must occur within 35 days of assigning applicant number.

3. Renewal of Distributorship

- ❖ No renewal fees are charged by the company. If the distributor resigns and the company accepts their resignation, the distributorship will be discontinued. If the distributor fails to conduct any business with the Company for more than two years or violates Company policies, the distributorship will be terminated by the Company.
- ❖ The distributor must submit their claims within a month of the occurrence in the above cases. Afterwards, there will be no claims to be entertained. As per the Company's policy, the claims will be settled.
- ❖ Astios has a three year limitation period for claiming any amount owed to the distributor. Astios will not accept any claims after three years from the due date.

4. Bonus Payout

- ❖ The bonus paid to all distributors is computed once every calendar month and year, and based on the business done in the relevant business month and year. Monthly Pay outs will be issued by the Company to the registered distributors 10th of every month as per Company's policy. And annual bonuses shall be paid in the month of April.
- ❖ Distributors must verify the accuracy of the computation when receiving monthly/annual payouts. It is important to make any inquiries about this matter within 14 days from the date when the Company issues the payout. The figures mentioned in the statement will be final and binding unless there are any queries.
- ❖ Distributors must give their address and bank details as a mandatory requirement. If there are any changes to their address, bank details, mobile number, or email ID, they must notify us as per Company Guidelines.
- ❖ The distributor's bank details must be provided to Astios in order to receive a bonus. Astios has the right to withhold the bonus amount if the distributor fails to provide bank details.

5. Ways to Address Violations

To deal with situations that involve breaches and violations of its policies, rules, and regulations, The Company provides guidance and advice. The Company will take the necessary action against the distributor(s) involved. If there is any violation, the following procedure must be followed:

1. If a policy, rule, or regulation of the company is violated, a complaint must be lodged immediately. The complaint must be written and contain specifics about the alleged violation, It is necessary for him/her to inform his/her upline about the complaint.
2. The Company will notify the distributor involved immediately after receiving the complaint, requesting a prompt response and an opportunity to explain their case. The company may institute such actions in appropriate cases without prior authorization.
3. In the event that there is not enough information, the Company may request more details from either party.
4. If the Company is convinced that suspending or terminating distributorship is the sole solution to restore normalcy, a letter will be written to the distributor concerned to convey its decision. The letter will be sent to the distributor's last known address via registered mail or courier. Proof of receipt will be determined by the post mark. The Company has the right to take necessary action against the terminated distributor, which may include seeking compensation, recovery, damages, and any legal costs that may be incurred. The Company has the right to modify or amend any part of the aforementioned decision if it feels the need.

6. Distributors' representations

1. The distributor is prohibited from exaggerating or misrepresenting the benefits associated with the Company and its products and services.
2. Distributors are responsible for conveying to customers that earnings can only be earned through hard work, commitment, and consistent efforts.
3. Distributors are prohibited from making any claims that are not in line with the Company's plans and literature regarding products, quality, and earnings. The company has complete freedom to take all necessary actions, including pursuing damages against distributors who engage in actions or inactions that invite or cause illrepute or loss to the company due to misdeclaration or misrepresentation.

Code of Ethics



7. Packaging, Labeling, and Pricing

The Company determines the final and arbitrary product description, labeling, pricing, and packaging, these cannot be modified. Relabeling, repacking, or altering the description is not allowed for distributors or Sale of products may occur without the Company's permission or in a form not originally intended by the Company, or at a price not specified by the Company Distributors will be investigated for violating this rule and appropriate action will be taken.

8. Multiple IDs/Cross Sponsoring

Distributors are prohibited from cross-sponsoring. The meaning of cross-sponsorship in this context is:

- a. Joining a distributor who already belongs to another group.
- b. Creating an account for the wife if the husband is already a distributor or vice versa.
- c. If his/her previous distributorship is still valid, he/she can sign up under another sponsor to operate his/her new distributorship.
- d. Permitting others or relatives to use their distributorship for business purposes.
- e. When a son or unmarried daughter joins the business using their own ID, but their sponsorship line is not included in their family ID, If that happens, it will be considered cross-sponsorship and the ID taken by the son/unmarried daughter will be terminated. Family members who don't join under their son or unmarried daughter's sponsorship line will be subject to the same rules.

The following procedure is required for cross-sponsorship or when a distributor utilizes a second or multiple IDs:

- a. If a distributor who is currently engaged in promoting a network in another line of sponsorship, which may include promoting the network of a blood relative/relative/company/ firm/ entity/enterprise (whose beneficiary is any of the listed above), At any Astios event or office, whether it's on social media or elsewhere appropriate action will be taken by the Company against that distributor. Upon identification of the other IDs for which the distributor has been conducting activities or promotions, The distributor's ID/IDs that are engaged in activities/promotion will be terminated and the network under these ID/IDs will be moved to the next higher ID.
- b. If any distributor is found to be engaging in activities related to any network, such as promoting the network of a blood relative/relative/Company/firm/entity/enterprise (whose beneficiary is any of the listed above), You can find Astios at any event or office, on social media, or anywhere else, The cooling off period (known as the inactivity rule or period) lasts six months after resigning The related ID will be considered a second ID and terminated, and the network associated with the ID/IDs will move up to the next higher ID.
- c. Attending meetings on both offline and digital platforms, as well as other events, If the distributor in question violates the inactivity rule, their resignation will be nullified during the cooling off period of resigning. The date of the second ID's termination will be used to recount the distributor's 'cooling off' period.
- d. Cross-sponsorship will be strictly enforced by the company in accordance with the above rules. Furthermore, the distributor involved in cross-sponsorship will receive a severe warning and a fine/suspension for their actions. The company will terminate the distributorship if the distributor fails to stop such activities. If a distributor is found to be continuously cross-sponsoring with other existing distributors, they will be denied the Bonus payment.
- e. The network will go to the direct upline of the person who resigned/terminated after resignation/termination, subject to the Company's Renewal/Reconciliation/Vacation Policy.
- f. If a complaint is received by the Company within twelve months of Cross Sponsoring, After conducting an investigation, it was determined that the complaint is valid, The distributor's second or later ID/IDs will be terminated by the company. Management will decide whether to move the network developed under the second/later ID/s to the first ID or keep it under the terminated ID.

- g. In the event that a distributor files a complaint about Cross Sponsoring within twelve months, The IDs cannot be identified at the same time, Within three months of filing the complaint, the complainant is required to submit the details of these ID/IDs. After receiving the details of other IDs, the Company will take action in accordance with clause (f).
- h. If a distributor takes other ID/IDs for more than twelve months, a complaint will be received, The same will not be tolerated. Upon receiving such a complaint, One of the distributor's IDs will be terminated by the company, The company may determine that it is appropriate, and the network will continue to use the active ID.
- i. If it is discovered that a distributor is using different IDs, The company will take strict action against the distributor, which may also lead to the termination of all IDs as soon as they are discovered.

If the Management becomes aware that the registration of a distributorship/second ID was done in an unethical manner, or submitting illegible/invalid documents or without the distributor's consent/knowledge, After that, the Company will terminate the ID/IDs, The network of terminated ID/IDs will be transferred to the next higher distributor, depending on what management considers appropriate. In addition, The company will take disciplinary action against the distributor who started the activities mentioned above Suspending/terminating/withholding bonus payments to the distributor and/or imposing a fine on them may be the consequence of that. The Company shall be free to decide the appropriate penalty in all cases of Cross Sponsoring/Multiple IDs and its decision in this regard shall be final.

9. Place Order

Within 35 days of joining, the distributor must place an order. The distributor's application will be rejected by the company and their ID will become invalid unless the order is placed.

For Cancellation of confirmed/placed order please write to us at info@myastios.com

10. Inactive Distributor

If a distributor has not made any orders in the past twenty-four months or more since their last purchase, regardless of the level achieved, The Company has the authority to make a decision (including terminating the distributorship) regarding the distributorship of the aforementioned distributor. The Company will recognize the distributor as an 'inactive distributor' if they have not placed any orders for the previous nine months. Following the end of the inactive period, the distributor may join under any of the distributors and obtain a new ID. If taken under Family ID, the new ID must be in the same sponsoring line. The first ID will be invalid if a distributor takes a new ID after nine months of inactivity.

11. Expiry/Cancellation/Resignation/ Succession of Distributorship

- a. An application and necessary documents can be submitted by any distributor to resign from their distributorship. Resignation is a result of acknowledging receipt of such communication. After resigning or having their distributorship cancelled or terminated, a person can only reapply for distributorship after a 6-month (cooling period) From the date of his/her last distributorship's resignation/cancellation/termination. After reviewing the application, the Company has the option to grant the new distributorship. In these circumstances, the individual cannot make any claims about the downline(s) or business they had before reapplying for the distributorship.
- b. In the event that a distributor resigns due to unforeseen circumstances, they can transfer the distributorship to their blood relative only, provided that the Company gives its approval. (proper proof and documentation required).
- c. If the distributor dies or proves incapacity, their distributorship is terminated in normal circumstances. If the deceased's nominee shows interest in succeeding in the distributorship, the Company may allow them. If the nominee doesn't come forward until 3 months after the original distributor's death or incapacity, as the case may be, The Company may allow a successor to succeed in the distributorship upon submission of appropriate documentation and proof of interest. After 6 months from the date of death or when a nominee or successor knows of the distributor's incapacitation, such distributorship will not be entertained under any circumstances.

- d. The Company has the right to cancel/terminate, declare unclaimed, or suspend distributorship for the reasons listed in the Company's Policies/Rules and Regulations.

12. Marriage

- a. For the purpose of distributorship, The Company treats the wife and husband as one unit.
- b. In situations where two independent distributors marry each other, they are deemed to have surrendered their distributorship upon marriage. The distributors who are married to each other shall inform the Company separately about their marriage within 30 days from the date of their marriage. In accordance with the other sub-clauses of this clause, one of them must resign within 30 days of their marriage date, If neither distributor can continue, their distributorship will be terminated. The distributor's downline structure will not change if they resign due to marriage under this sub-clause. To maintain a relationship with the Company and carry out Astios business, The Company's 'deed of partnership' model allows the couple to establish a partnership firm for common distribution, Within 30 days of their marriage, they should submit it as part of a joint application seeking distributorship for a partnership firm. The distributor who doesn't resign will be replaced by this partnership, and the structure will remain unchanged.
- c. If two distributors marry and they are given 'partnership', regardless of their cadre or level, Within 60 days of the date of marriage, the Company should be informed of the details of their joint bank account. The Company will credit payouts or bonuses earned by the 'partnership' in that account upon receipt of such intimation. If the account is not opened, the company won't pay out the bonus and the partnership firm won't have any claim on the bonus earned for the period. Distributor couples who are both Platinum are not covered by this sub-rule, unless they desire such an arrangement.
- d. If both distributors are Platinum, then their individual distributorships may be retained at their original status separately. The couple can apply for a single distributorship through 'partnership' if one of them decides to quit distributorship/Platinum. The distributor who doesn't resign will be replaced by this partnership, and the structure will remain unchanged. If a distributor resigns for marriage reasons under this sub-clause, the original downline structure will remain unchanged the company will be provided with information on the marriage from both parties within 30 days of their wedding date, even in this scenario. If a couple fails to form a partnership firm within 30 days of their marriage date or If neither of them informs the Company of their marriage, the Company has the right to cause it. Make appropriate changes in their downline/network and merge their businesses of two distributorships into one with the Company's approval and/or terminate distributorship of one or both at their discretion.

13. Separation

In the event of a divorce between couples who have distributorship through 'partnership firms' formed as previously mentioned. As the case may be, the 'deed of partnership' will determine how the benefits of distributorship and the distributorship itself are apportioned or transferred. Changes to the partnership firm's distributorship can only be made by the Company after 90 days upon receiving the 'decree of divorce' granted by an authorized court. The couple's partnership firm's distributorship will be suspended from the start of divorce proceedings during the period of divorce proceedings and between the couple, At the Company's discretion, both parties can do Astios business separately as newly appointed distributors, without requiring a cooling period. The suspension of the spouse in whose name the court approved distributorship will continue after the court's decision, Despite being able to continue as a distributor, the partnership will be dissolved. The distributorship under partnership will be terminated if the judgment is silent on the issue. If a married couple who are distributors and co-distributors files for divorce, The distributor will be considered the principal distributor by the Company and there will be no rights granted to the co-distributor unless an appropriate court decides on distributor succession, either interim or final. The Company will make a final decision on this.

14. Waiver

- a. Inaction by the Company regarding any rights stipulated in the Company Rules and Regulations or in the Distributor Application Agreement The Company's right to demand exact compliance shall not be waived by this.
- b. Authorized personnel of the company can only affect any waiver by the Company in writing.
- c. The Company reserves the right to make any decisions it deems necessary to protect the best interests of its distributors, customers, and business, including any decisions. In regards to the execution of this sales and marketing plan. The decision made by The Company in this matter will be final.

15. Prohibited Act

Distributor shall not

- a. Engage in any financial obligations or debt on behalf of the company.
- b. Become involved or show an interest directly or indirectly in the sale of products/goods other than those owned by the Company, Competing with the Company is possible in any trade, business, or profession.
- c. Sign, modify, or alter any contract on behalf of the Company.

16. Glossary of terms

PV	: Point Value
SPV	: Self Point Value
GPV	: Group Point Value
CPV	: Commissionable Point Value
CFPV	: Carry Forward Point Value
FPV	: First Purchase Point Value
DP	: Distributor Price
MRP	: Maximum Retail Price.



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