

Types of Incomes



1

Retail Sales Commission (RSC)

2

Rank Override Bonus (ROB)

3

Leadership Generation Bonus (LGB)

4

Executive Royalty Pool (ERP)

Retail Sale Commission (RSC)

1 EP = Rs. 1,000

(Average 1 Class from 6 to 12 course has 10 EP = Rs. 10,000)



Rank	Independent Educational Counsellor (IEC) Commission
Trainee Educational Counsellor (TEC)	20 %
Educational Counsellor (EC)	25%
Senior Educational Counsellor (SEC)	30 %
Educational Director (ED)	35 %
National Educational Director (NED)	40 %

Note: All above figures are rounded and used for illustration purposes only. Please check www.myunfoldu.com for all other terms and conditions.

Rank Qualifications

1 EP = Rs. 1,000

(Average 1 Class from 6 to 12 course has 10 EP = Rs. 10,000)



Rank	Number of New Personal Educational Points (PEP)/ New Personal Sale (PS) for each Rank Or Number of New Team Educational Points (TEP)/ New Team Sales (TS) for Each Rank
Trainee Educational Counsellor (TEC) - 20%	60 (PEP)/ 6 (PS) or 120 (TEP)/ 12 (TS)
Educational Counsellor (EC) - 25%	60 (PEP)/ 6 (PS) or 240 (TEP)/ 24 (TS)
Senior Educational Counsellor (SEC) - 30%	60 (PEP)/ 6 (PS) or 360 (TEP)/ 36 (TS)
Educational Director (ED) - 35%	60 (PEP)/ 6 (PS) or 480 (TEP)/ 48 (TS)
National Educational Director (NED) - 40%	Now you can enjoy 40% on each new Personal Sale

Note: All above figures are rounded and used for illustration purposes only. You can upgrade your rank by achieving required PEPs from your Personal Sale or Maximum 50% of your required TEPs from 1 Leg and maximum 50% (PEPs) from your Personal Sale. It is mandatory to earn minimum 10 PEPs for a TEC to become EC. Please check www.myunfoldu.com for all other terms and conditions.

Rank Override Bonus (ROB)



Rank	Retails Sales Commission (RSC)	Rank Override Bonus (ROB)			
		TEC	EC	SEC	ED
Trainee Educational Counsellor (TEC)	20 %	↓	↓	↓	↓
Educational Counsellor (EC)	25 %	5 %	↓	↓	↓
Senior Educational Counsellor (SEC)	30 %	10 %	5 %	↓	↓
Educational Director (ED)	35 %	15 %	10 %	5 %	↓
National Educational Director (NED)	40 %	20 %	15 %	10 %	5 %

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Example of Rank Override Bonus (ROB)

of NED for sale of 10 Education Points Course



Rank	NED Commission Percentage	Rank Override Bonus (ROB) On 10 EP = Rs. 10,000
NED – 40%	40 % On Personal Sale	₹ 4,000
TEC – 20%	20 %	₹ 2,000
EC – 25%	15 %	₹ 1,500
SEC – 30%	10 %	₹ 1,000
ED – 35%	5 %	₹ 500

NED's Average Override Commission from Team = Rs. 1,800
(Average of override commission ₹ 4,000+ ₹ 2,000 + ₹ 1,500 + ₹ 1,000 + ₹ 500. = ₹ 1,800)

Note: All above figures are rounded and used for illustration purposes only and actual result may vary. Please check www.myunfoldu.com for all other terms and conditions.

Leadership Generation Bonus (LGB)

On National Educational Directors 7 Generations Deep



NED Generation Levels	Leadership Generation Bonus (LGB)
1 st Generation NED	5 %
2 nd Generation NED	1%
3 rd Generation NED	1 %
4 th Generation NED	1 %
5 th Generation NED	1 %
6 th Generation NED	0.5 %
7 th Generation NED	0.5 %
Total	10 %

Note: All above figures are rounded and used for illustration purposes only. Please check www.myunfoldu.com for all other terms and conditions.

Example of Leadership Generation Bonus (LGB)

On National Educational Directors 7 Generations Deep
(Example for sale of 10 Education Points Course)



NED Generations	LGB in %	LGB in Rs	Total No. of NEDs	Total No. of IECs @ 12 IEC per NEDs	Total No. of Sales of 10 EP each per Year					
					24	12	6	4	2	1
1	5.00%	₹ 500	3	36	₹ 432,000	₹ 216,000	₹ 108,000	₹ 72,000	₹ 36,000	₹ 18,000
2	1.00%	₹ 100	9	108	₹ 259,200	₹ 129,600	₹ 64,800	₹ 43,200	₹ 21,600	₹ 18,000
3	1.00%	₹ 100	27	324	₹ 777,600	₹ 388,800	₹ 194,400	₹ 129,600	₹ 64,800	₹ 32,400
4	1.00%	₹ 100	81	972	₹ 2,332,800	₹ 1,166,400	₹ 583,200	₹ 388,800	₹ 194,400	₹ 97,200
5	1.00%	₹ 100	243	2,916	₹ 6,998,400	₹ 3,499,200	₹ 1,749,600	₹ 1,166,400	₹ 583,200	₹ 291,600
6	0.50%	₹ 50	729	8,748	₹ 10,497,600	₹ 5,248,800	₹ 2,624,400	₹ 1,749,600	₹ 874,800	₹ 437,400
7	0.50%	₹ 50	2,187	26,244	₹ 31,492,800	₹ 15,746,400	₹ 7,873,200	₹ 5,248,800	₹ 2,624,400	₹ 1,312,200
Total					₹ 5 Cr	₹ 2.5 Cr	₹ 1.25 Cr	₹ 80 Lakh	₹ 40 Lakh	₹ 20 Lakh

Note: All above figures are rounded and used for illustration purposes only.

Executive Royalty Pool (ERP)



Executive Royalty for For Dean, Vice Chancellor, Chancellor (From Company Turn Over EP)		5 %
Dean	Vice Chancellor (VC)	Chancellor
40 % of ER	40 % of ER	20 % of ER

Note: All above figures are rounded and used for illustration purposes only. To qualify for Dean - your Team Education Point (TEP) volume required 10 K, for VC 50 K, for Chancellor 100 K and Maximum 50% TEP will be considered from 1 Leg. Please check www.myunfoldu.com for all other terms and conditions.

Mandatory for Trainee Educational Counsellor (TEC)



1

Need to be Certified by the Company after getting Professional Training.

2

Must have a Laptop With Charger.

3

Must have a Portable Hard Drive of 1 TB.

4

Dress code should be Formal with Tie.

5

Must have a Good Smart Phone With Charger.

6

Must have Diary, Pen and an Internet Dongle.

7

Keep formal appearance with personal hygiene and use gentle deo or perfume, carry comb and always keep your shoes polished.

8

Must wear Professional Name -Tag around the neck and carry Visiting Cards.

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How to Join as an Independent Educational counsellor (IEC)



Any person above the age of 18 years and legally competent for the contract can become an IEC of UnfoldU, free of cost. To be an IEC of UnfoldU, you can register yourself and enroll as an Independent Educational counsellor for free by filling an online application form and by doing KYC (Know Your Customer) formalities on the official Website of UnfoldU. The Sponsor's details are to be filled along with this application form.

Aadhar Card or Driving License



OR



PAN Card



Bank Account Details – Photo Copy of Cheque (with Name)
or 1st page of Passbook



Latest Professional Photograph



Your Mobile Number & Email Address

Once the company accepts your application, you will get an IEC identification number, and credentials of your online portal, with the help of these, you can generate your Identification card.

Note: All above figures are rounded and used for illustration purposes only.

Definitions



Annual Subscription - The annual subscription will start from the date of purchase of the package till one year of the consecutive next year. The complimentary next class will be upgraded after the end of the session of previously subscribed class. *(Example- If you subscribe for class 9th on 5th of September of 2019, then the subscription will be valid till 4th September of 2020 and complementary next 10th class will be upgraded when academic session of 9th class will end). Maximum Complimentary upgradation of courses will be limited till class 12th.*

IEC - Independent Educational counsellor is a person who has become distributor of UnfoldU by filling the online Independent Educational counsellor Application and after agreeing and abide by the Terms & Conditions, Policies and Procedures of UnfoldU.

IEC Identification number (IEC ID) - Each IEC shall be assigned a unique Identification Number in UnfoldU. This IEC ID number is required to sponsor the prospective IECs and to login the online Portal of UnfoldU where an IEC can keep track of his/ her Business.

Educational Point - The points used for calculation of commission for sale of different packages. All courses/products have specified EP. The values used for calculating the promotions, contests, bonus pools, leaders bulletin rankings and other recognitions, which are calculated from the total revenue generated. 1 EP = Rs. 1000.

Product - All the Services/ Study Courses/ Study Materials/Equipment are given by UnfoldU in exchange of Money.

Sales Team - All the IECs who have been sponsored by senior IECs and those who have been further sponsored by him/her.

Sponsor - An IEC, who in compliance with all the requirements recommended by UnfoldU, introduces a new UnfoldU IEC and who guides the introduced IEC about the usages of product and services of the company and business development, as per Policies and Procedures of UnfoldU.

Please visit www.myunfoldu.com for more information, terms and conditions.