

PARTNER DISCOUNT Programme



We want to reward our partners who genuinely transact with us on a continuous basis.

How our partner discount Programme works:

Our discounts start at 7.5% and by continuously doing business with us we will reward you up to 15%. All your purchases will be calculated from the 1st January (or the day you join the Programme) until 31st December.

Discount % Structure Matrix:

From	To	% Discount
0	200 000	7.5%
200 001	350 000	10%
350 001	and greater	15%

The matrix above is calculated on accumulated sales in the year ending in December.

The Mobelli Partner Top Up Reward Bonus!!

We want to reward you for continuously supporting us. Therefore, when more than 350k in purchases is achieved within the year, the difference of the amounts previously paid at the lower discount %, will be paid at 15% at the end of each year.

E.g. ABC Interiors

Date	Sales Invoice Amount	Accumulated Sales	Discount Table	Discount %	Total Discount (R)
15/01	150,000	150,000	Under 200k	7.5%	11,250
03/03	100,000	250,000	200– 350 k	10%	10,000
20/04	50,000	300,000	200 – 350 k	10%	5,000
01/07	75,000	375,000	350k >	15%	11,250
30/09	25,000	400,000	350k >	15%	3,750
					41,250

Customer qualified for 15% discount as sales are more than 350k for the year.

Total Sales = 400,000
Discount = 400,000*15% = 60,000
Already Paid = 41,250
Difference = 60,000-41,250 = 18,750 payable at end of year.

Our Term and Conditions applying to the Mobelli partner discount Programme is as follows:

1. Partners must be approved before qualifying on the partner discount Programme.
2. A visit to our showroom to meet with your Mobelli account manager is encouraged to discuss our discount Programme and learn about our product range.
3. The full completion of the Mobelli partner registration form is required. In order to ensure that only bona fide partners enter our Programme we will do a reference check on 3 businesses you interact with in your industry. We may also require proof of business such as business card, website, physical shop offices, membership in a professional organization and maybe more.
4. Once approved you will automatically qualify for the 7.5% discount.
5. You will be required to accompany all your clients on purchases. Should it not be possible to accompany your client to the Mobelli showroom, please ensure that your Mobelli account manager is notified of your client's visit prior to the customer visiting the showroom. Failure to comply will result in no commission being paid on the deal. This deal will not be counted towards your annual tier qualification.
6. Payment terms: Full payment is required before goods are dispatched.
7. Invoices will be generated in the following ways:
 - 7.1. You pay us directly and the discount is reflected on the invoice.
 - 7.2. Your customer pays us direct. The invoice will not reflect the discount. You will need to invoice Mobelli and submit this to the accounts department within 14 days of invoice.
8. To qualify for the full discount, payment to Mobelli must be made by EFT. Should a payment be made by a credit card, 3% will be deducted from your qualified discount percentage. Should payments be made by cash, 1% will be deducted from your qualified discount.
E.g. Payment by EFT - 7.5% - 3% = 4.5% discount.
9. Payments made by cheque will be subject to a 14 day clearing period before any items can be released.
10. No discounts will be paid on cushions and transport costs. Note that the percentage discount reflecting on the invoice will show a lower percentage than your qualified percentage due to these exclusions.
11. Discounts will apply on items priced at full retail price. No discounts will be paid out on sale items.
12. Discount Structure:

From	To	% Discount
0	200 000	7.5%
200 001	350 000	10%
350 001	and greater	15%
13. At the end of each year we will look at your total purchases for the period. This will indicate the discount tier you will enjoy in the following year.