**任务（考核时间12.26-2.25）**

**209/251补钙系列：**39103,181355,40886,181354,183439,174232

3%4%5% 按差额盒数2元/盒

任务：19易善复系列:119652 按差额盒数3元/盒进行处罚

任务：52/62胃肠道系列:161198,144423

 3%4%6% 按差额盒数0.5元/盒进行处罚

任务：46非布司他:138183,165950 差额处罚1元/盒

**1.2月品牌月--中山中智系列活动方案**

**任务：80/89**

124620,124626,124631,124623,124613,131813,124625,131807,131811,124627,131806,124630,134529,124629,169237,131809,131812,131810,124621,124619,124632,196069,184105,169236

**1活动期间黄芪单独提成，其余品种提成比例为6%；**

**2、超额完成任务后超额部分追加4%提成；**

**3、个人未完成的按3元/罐处罚，实习生按1.5元/罐处罚。**

2020年01月1日-2020年2月29日

**惠氏系列1-2月品牌月活动方案任务：4972/5736**

16570,16569,137250,84545,84546,174662,174666,363,384,139200,110208,138568,11203,110207,10968,10969,131284

处罚:30元/人

**汤臣倍健系列品种活动方案任务：15194**

140507,182964,162305 ,171306,168730,182962,137337,52533,115320,138710,134169,121314,69143,122654,126314,122653,173078,137359,137325,187108,88782,69187,138699,162057,161997,69178,52453,161990,123210,161999,104461,153140,142729,126313,113685,123211,126316,140517,161988,162012,162041,163824,143228,195767,195766,193204,193202,193203,195522,188531,188532,190956,190251,190252,190253,60603,184139,183861,134171,137339,52439,134170,53584,184292,182634,184367,187091,131921,52444,187807,140498,183592,69199,181387,99795,140499,84295,84294,130202,84287,154689,175999,181386,162875 ,181448,187558,176001

1. **桐君阁系列销售竞赛活动方案**2020.1.1-2020.2.29任务：19800

35101,58375,58522,22510,49938,134566,35102,1215,45388,49939,49940,64765,160637,22509,150866,23120,40744,2329,37802,63403,49943,23123,49947,37804,58381,148288,144565,164949,58338,114953,39249,10396,49936,5528,1791,145119,104543,64766,49942,1221,134565,1330,160686,39248,75138,1531,108625,2182,64752,135464,67893,144566,1363,28300,143325,49248,160215,10397,1217,1220,1463,1465,6302,21591,22973,23119,38033,40696,45384,49937,74369,92063,114952,136224,23622,144698,24147,74554,1468,67896,117873,1219,39247,166819,135306,65851,113826,24841,140426,19548,118240,153440,148441,24831,49944,26043,135307,49941,3862,140424,87119,74885,49946,170537,1210,122482,37803,35100,38124

**光大抗病毒颗粒认购方案**2020年1月1日-3月31日任务：551/759盒
137775,141233

1档奖励1.5 2档奖励3 未完成1档 处罚差额部分3元/盒

2020年1月各项认购活动**任务：36/45**

|  |  |  |  |
| --- | --- | --- | --- |
|  | 活动品种 | 活动内容 |  |
| 序号 | 货品id | 品名 | 规格 | 1档任务 | 完成1档奖励 | 2档任务 | 完成2档奖励 | 备注 |
| 1 | 120776 | 复方黄连素 | 2\*24s | 8971 | 3元/盒 | 11087 | 3.5/盒 | 未完成1档按1档奖励 |
| 2 | 104690 | 炎可宁胶囊 | 3\*9粒 |

**2020年1-2月乐陶陶系列品种促销活动方案**

177605,177607,177606,177609,177608,173920,173918,173916,153484,155327,162618,155329,153487,162625,155328,162617,153485,165283,162619,177605,177607,177606,177609,177608,173920,173918,173916

**1.活动期间提成比例为7%；**

**2.7%奖励提成按照谁销售谁收益原则随门店全品种提成下发**。