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V. Direct Selling Entity should not give incentive to any persons for joining of Direct Sellers.

**4. Prohibition**

- I. Payment of incentive by whatever name it is called unrelated to their respective sales volume.
- II. Supply/Distribution of goods with the knowledge that such goods/products are inferior or exceeded its validity period as per the manufacturer.
- III. Direct Selling Entity/Direct Seller will not indulge in money circulation scheme or any act barred by the Prize Chits and Money Circulation Scheme (Banning) Act, 1978.

**5. General Conditions**

- I. MRP of the goods should be visibly displayed on the package.
- II. Accounts of individual Direct Sellers shall be maintained properly and should be made available through World Wide Web.
- III. Sales incentive should be distributed to the respective Seller on or before the agreed due dates.
- IV. Goods sold by the Direct Selling entity should carry guarantee/warranty of the manufacturer. However consumer should be given opportunity to exchange/return the goods if he finds any manufacturing defect or the product purchased is not useful for the purpose it was meant within 30 days from the date of purchase, provided any seal/protection on the product is kept unbroken.

**6. Information Readiness (Ready information file)**

- I. Every Direct Selling Company should maintain a file with all relevant documents that include:
  - II. Certificate issued by Registrar of Companies, MOA and MOM.
  - III. Xerox copies of TIN, DIN of Directors, TAN, PAN.
  - IV. Certificate of Sales Tax, Service Tax, CST Registrations.
  - V. Copies of all Sales Tax Returns filed with the authorities.
  - VI. Copies of Service Tax Returns filed with the authorities.
  - VII. Copies of IT Returns of company filed with the authorities.
  - VIII. TDS Statements of Distributors and respective challans paid.
  - IX. Every Direct Selling Company should maintain KYC/KYDS (Know Your Customer/Know Your Direct Sellers) as a mandatory process. Specific formats are to be provided on their websites to be available for all at any time.

**7. Grievance Redressal Mechanism**

Every Direct Selling Company must have a complaint redressal mechanism to address any problem of their customers/Direct Sellers.

**8. Breach of Guidelines**

The sale activities not following the above guidelines shall not be considered as Direct Selling and would be dealt appropriately under relevant provisions of existing laws.

By order  
Purushottam Biyani,  
Deputy Secretary to the Government.

Government Central Press, Jaipur.



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