

**DIRECT SELLING ASSOCIATION OF MALAYSIA**  
**APPLICATION FOR MEMBERSHIP** (Registered No. 2395)



1.

COMPANY NAME :

2.

DATE OF INCORPORATION :

3.

DATE OF OPERATION (IN MALAYSIA) :

4.

TYPE OF ENTITY :

☐Sole Proprietorship

☐Public Listed Co

☐Partnership

☐Public Limited Co

☐Private Limited Co

☐Others \*

\*Please specify

5.

DIRECT SALES LICENCE NO :

EXPIRY DATE :

6.

REGISTERED ADDRESS :

7.

BUSINESS ADDRESS :

TEL :

FAX :

EMAIL :

WEBSITE :

8.

AUTHORISED CAPITAL : RM

9.

PAID-UP CAPITAL : RM

10.

SHAREHOLDING STRUCTURE: (Add extra page, if necessary)

	<u>Name of Shareholder</u>	<u>%</u>	<u>Nationality</u>
A			
B			

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11.

ANNUAL SALES TURNOVER : RM \_\_\_\_\_  
(Last 2 Years)  
  
RM \_\_\_\_\_

12.

NO OF STOCKIST \* : \_\_\_\_\_

13.

NO OF INDEPENDENT DISTRIBUTORS \* : \_\_\_\_\_

14.

NO OF SALES PERSONNEL \* : \_\_\_\_\_  
\* fill where applicable

15.

NO OF EMPLOYEES : \_\_\_\_\_

16.

COMPENSATION PLAN  

☐ MULTI-LEVEL

☐ SINGLE-LEVEL

☐ SINGLE LEVEL /  
MAIL ORDER

  

☐ OTHERS: Please specify \_\_\_\_\_

17.

PRODUCT RANGE (tick where applicable)  

☐ Nutritional Products \*

☐ Homecare

☐ Toys

☐ Apparel

☐ Educational Products

☐ Personal Care

☐ Others, please specify \_\_\_\_\_

☐ Skin Care and Cosmetics \*

☐ Home Appliances

☐ Leatherware

☐ Houseware

☐ Electronics Products

\* Complete APPENDIX I

18.

DISTRIBUTOR JOINING FEE : RM \_\_\_\_\_ STARTER KIT    Yes/No  
  
If YES, any products included    Yes/No  
  
If Yes, please state total value of the products : RM \_\_\_\_\_

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19. SUBSCRIPTION/ANNUAL FEE (If any) : RM \_\_\_\_\_ Purpose: \_\_\_\_\_

20. NAME OF TRADE OR PROFESSIONAL ASSOCIATIONS WHERE YOUR ORGANISATION IS A MEMBER (IF ANY):

\_\_\_\_\_

**LIST OF MANAGEMENT PERSONNEL**

NAME : \_\_\_\_\_ CEO/MD/COUNTRY MANAGER \*

NAME : \_\_\_\_\_ ED / GM \*

NAME : \_\_\_\_\_ FINANCIAL CONTROLLER / MANAGER\*

NAME : \_\_\_\_\_ SALES / MARKETING MANAGER \*

PRINCIPLE NOMINEE : CEO / MD / COUNTRY MANAGER / ED / GM \*

ALTERNATE NOMINEE (The principle nominee can nominate)

NAME: \_\_\_\_\_ POSITION : \_\_\_\_\_

**DECLARATION**

I, \_\_\_\_\_ MD / CEO / Country Manager / ED / GM\*

of (Applicant Company), \_\_\_\_\_ hereby declare

- that we will abide to the Association Constitution and Code of Conduct.
- that no regulatory action has been taken, or is pending against the company within the 5 (five) years period or less prior to the application for membership.
- that the information provided herein is true and correct.

NAME : \_\_\_\_\_ POSITION : \_\_\_\_\_

SIGNATURE : \_\_\_\_\_ DATE : \_\_\_\_\_

\* delete whichever is not applicable

**DOCUMENTS TO BE SUBMITTED WITH APPLICATION ARE:**

1. **Articles of Incorporation / Memorandum of Association**
2. **Audited Statement of Accounts for the past 2 years**
3. **Details of Directors of Company – Form 49**
4. **Company details – Printout from SSM**
5. **A copy of Direct Sales Licence**
6. **A complete set of starter kit with the following contents:**
  - **Company profile**
  - **Distributor Rules & Regulations**
  - **Distributor Application form**
  - **Marketing/compensation plan**
  - **Products Catalogues**
  - **Products price list**
  - **Sales Contract**
  - **Buy Back Policy**
7. **List of Nutritional Products / Skin Care & Cosmetics / Food products**  
(as per **APPENDIX 1** attached)
8. **Letter of approval for other products:**
  - **Electrical products – Energy Commission**
  - **Product with Radioactive Ingredient – Atomic Energy Licensing Board**
  - **Educational products – Ministry of Education**

**Please complete the form and return together with the above documents to the following address:**

**THE SECRETARIAT**  
**DIRECT SELLING ASSOCIATION OF MALAYSIA (DSAM)**  
**SO-21-08 Menara 1, Strata Office**  
**1 Jalan Bangsar, KL Eco City**  
**59200 Kuala Lumpur**

**For further enquiries, please contact us at +603 9770 0970**

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**List of Nutritional Products / Skin Care and Cosmetics / Food / Others**

**APPENDIX I**

No.	Product Name	Date Of Marketing	MAL. No. (PBKD) (Health Supplements /Traditional Products)	Notification No. (BPFK) Skincare & Cosmetics	KKLIU No. (MAB) Catalogues leaflets	Approval from (BKKM) Labels & Brochures for Food Products	Others

**Note:** PBKD - Pihak Berkuasa Kawalan Dadah, Kementerian Kesihatan Malaysia (Drug Control Authority); BPFK - Biro Pengawalan Farmasekutical Kebangsaan (BPFK); KKLIU - Lembaga Iklan Ubat, Kementerian Kesihatan Malaysia (Medical Advertisement Board); BKKM - Bahagian Keselamatan dan Kualiti Makanan (BKKM)

**If space provided is not sufficient, please attach the rest of the information on a separate list.**

**Prepared by :** \_\_\_\_\_ **Designation :** \_\_\_\_\_