

# TUITION DISCOUNT POLICY

Tuition discounts by agent vary by nationality, as shown below.

Nationality	Maximum Discount
Korean	No discounts allowed
Japanese, Taiwanese, Chinese and Thai	Up to 5% of total tuition
Vietnamese, Mongolian, and Indonesian	Up to 10% of total tuition
Middle Eastern Nationals	Determined by the office representative based on timing and circumstances

- *Discounts are based on the nationality listed on the student's passport, not on their country of residence.*
- *The 'Total Tuition' above does not include the admission fee.*

1. When a promotion is available, the tuition discount will be calculated after the promotional amount has been deducted from the total tuition.

***Tuition Discount for Japanese Nationals: Example***

- *Tuition is \$1,500. If the school is offering a \$100 promotion,*
- *$1,500 - 100 = \$1,400$*
- *The maximum tuition discount for Japanese nationals is 5%. The discount would be \$70, which is 5% of \$1,400.*
- *Therefore,  $1,400 - 70 = \$1,330$ . The final tuition amount presented to the student must be \$1,330 or higher.*

2. Agents may offer their own promotions (including tuition discounts or equivalent benefits). However, the calculation of such discounts must follow the method outlined in **Section (1)** above.
3. Students who receive discounts beyond the policy limit may be expelled, even after enrollment. Please be cautious of excessive discounts.
4. Agents who violate the policy will face escalating penalties: a two-week suspension for the first violation, a one-month suspension and commission downgrade for the second, and permanent suspension for the third.