



2020 年哥斯达黎加奖励之旅要求

新旅行合格者和（2019 年旅行奖励未获得者）的规则以及

针对 2019 年哥斯达黎加旅行获得者的额外奖励

修订日期 3/13/20

- 在哥斯达黎加全包式度假村(Dream Las Mareas Costa Rica)6 天 5 晚 住宿
 - 芦荟 (Naturaloe Costa Rica) 植物观赏之旅和体验
 - 芦荟现场体验
 - 往返机场的接送服务
 - M5M 体验
 - 赞助活动
 - 欢迎招待会和晚宴
 - 告别招待会和晚宴
 - 全体参加的颁奖表彰和奖励
 - 可能获取的额外旅行和津贴
- 还有更多.....

资格概要

关键日期和要求：

- 合格期：2020 年 2 月 1 日 - 2020 年 8 月 31 日（7 个月）以及月的 1 月份作为**额外一个**月份。
- 基线期：2019 年 2 月 1 日 - 2019 年 8 月 31 日
- 旅行日期：2020 年 11 月 29 日至 2020 年 12 月 4 日
- 所有新的经销商注册和新的优惠客户必须在加拿大或美国，并具有加拿大或美国的“送货地址”，才能计入此奖励。加拿大和美国以外的跨国购买将不计入此奖励。

赢取此次旅行的标准

- 向新经销商和新的优惠客户销售产品
- 个人积分额（PPV）：显示 PPV 中的积分**额**维持或最小积分**额**增长。
- 领导级别：保持以下所定义的领导级别。

为了赢得旅行，经销商必须满足以下列出的要求。1) 个人积分额 PPV 增长要求/ 维持要求 2) 领导级别要求 3) 具有产品订单的新经销商和客户登记要求，以及 4) 新积分额。

请参阅以下详细信息。

1) 增长要求：有两种方法可以满足增长要求。如上所述，新的积分额必须来自美国和加拿大，并具有美国或加拿大的邮寄地址。

方法 1: 经销商必须在合格期间累计增加 PPV 超出其基准线 2,100 个积分。个人积分额（PPV）基准线将由 2019 年 10 月、11 月和 12 月的平均 PPV 确定，然后乘以 7 个合格月。

- a. 例如：对于 7 个月的合格期，平均基准线是每月 500，累积基准线是 3500。符合旅行资格的总 PPV 累计为 $3,500 + 2,100 = 5,600$ 。

方法 2: 或要求经销商的个人积分（PPV）每月平均保持 1200，或者在 7 个月的合格期内累计 8400 或更多。

- b. 出于激励目的, **PPV = 客户订单减去个人订单**。

2) 领导级别维持要求：

- a. 领导级别必须维持 7 个月中的 2 个月。在激励赛的最后一个月亦即八月份, 您的领导级别不能低于的下一级别。例如：如果您的领导基线级别为银级执行总监 (SED), 则在激励赛的最后一个月, 您的级别不能低于执行总监的级别 (ED)。
- b. 出于激励目的, 领导级别将与基线期间 (2019 年 2 月 1 日至 2019 年 8 月 31 日) 至少达到 2 次的最高级别进行比较。
- c. 新的和现任的非领导人经销商必须至少达到金级经销商级别。

3) 新订单积分要求和奖励：

除了上述 # 1 和 # 2 之外, 经销商还需要满足下面定义的最低积分要求。

- a. 经销商 (在基线期内未达到总裁总监级别 2 次者) 必须注册并向至少十六 (16) 名新经销商或优惠客户销售产品。销售的八个 (8) 对象必须是新经销商, 其余八个 (8) 可以是经销商或优惠客户。
- b. 总裁总监及其以上级别 (在基线期内至少达到 2 次总裁总监级别者) 必须注册并向至少十四 (14) 名新经销商或优惠客户销售产品。销售的对象中, 五 (5) 个必须是新经销商, 其余九 (9) 个可以是经销商或优惠客户。
- c. 新的经销商注册和优惠顾客注册必须在合格期间 (2020 年 2 月 1 日至 2020 年 8 月 31 日) 进行。另外, 对于的 1 月份的新注册, 请参阅以下内容(5)a。
- d. 经销商注册登记 (费用\$49.99) 必须由登记者购买支付, 才能被视为新的经销商注册。但是, \$49.99 的注册登记费用不计入所需的积分额。

- e. 新的经销商登记者必须在奖励赛合格期间亲自购买产品订单。为了在任何给定的月份中计算产品订单，必须在该月的最后一天或之前生成订单。建议在该月的最后一天不晚于中部标准时间晚上 10:00 下单，以确保将其计入当月。
 - f. 新优惠客户 - 新的优惠客户登记者只能在合格期内第一个产品订单下单后，方可被计入所需的十六（16）个新人注册。
 - g. 新经销商和新客户在合格期内购买的产品所获得每个 PV，介绍人（Enroller）将获得一（1）分。（1 PV = 1 个奖励赛合格积分; 100 PV = 100 个奖励赛合格积分）。
 - h. 经销商必须达到或超过所需积分才能获得奖励。
 - i. 在促销期间注册为经销商的优惠客户将计入 # 3 的要求。但是，如果他们在促销期间从优惠客户变为经销商，他们将只计入新经销商，而不再算作优惠客户。
- 4) 所有 2019 年哥斯达黎加奖励合格者将获得他们在 2019 年哥斯达黎加奖励中获得的奖励，并且他们还有机会在促销期间获得更多的奖励机会。请参阅以下内容。

2019 年奖励之旅合格者的额外奖励。获得的积分越高，您赚取的就越多。

- 12,800 积分 – 一位额外客人在已赢取房间的 5 晚住宿，或额外的 2 人两晚住宿，\$ 1000 的现金津贴。
- 16,000 积分 - 一位额外客人在已赢取房间的 5 晚住宿，或额外的 2 人两晚住宿，\$ 1500 的现金津贴。
- 20,000 积分 – 加上额外的\$500 的旅行津贴
- 25,000 积分- 加上\$ 500 的游览券
- 30,000 积分 – 加上在价值\$ 800 的半日水疗中心服务
- 35,000 积分 – 加上额外的\$ 500 的游览券
- 40,000 积分 - \$ 2000 的旅行津贴，\$ 1000 的游览券，一日水疗中心服务，额外的 2 人 2 晚，两天带司机的私人轿车服务或现金等价物。（请注意，完整列出了 40K 点奖励，并非基于 35K 点级别基础上的额外奖励）

- 请注意，奖励赛合格者可以选择获得现金津贴，而不是一日水疗中心服务或短途旅行券的奖品。在宣布旅行赢取者的姓名后，每个合格者将能够在注册过程中选择奖品或现金。请注意，由于供应商的折扣，现金价值可能会小于奖品的价值。对于酒店客房或额外客人，公司将不提供现金奖励。

对于在 2019 年**未**获得哥斯达黎加奖励并且将在 2020 年首次获得资格的经销商，请参阅以下奖品。

5 晚 6 天选择:

- 16,000 积分 – 两人（若适用）度假套餐（（包括住宿和膳食）和活动。
- 20,000 点 - 加上 \$ 500 的旅行津贴。
- 25,000 积分-加上 \$ 1000 的旅行津贴。
- 30,000 点- 加上\$ 1000 旅行津贴的 3 人同一客房的住宿。
- 35,000 积分-加上\$ 1000 的旅行津贴和 4 人住宿（最多两间客房）
- 40,000 点- 加上\$2000 的旅行津贴和 4 人住宿（最多两间客房）

4 晚 5 天选择:

- 12,800 积分– 两人（如适用）的度假套餐（包括住宿和膳食）和活动。
- 16,000 积分-加上\$ 500 的旅行津贴
- 20,000 点-加上\$ 750 的旅行津贴

此外，在 2020 年合格期内，超过 45,000 点的前 10 名积分赢取者将有资格获得现金奖励。

- **第一名\$ 10,000 现金/并有一个以您的名字命名的产品套组**
- 第二和第三名- 每位\$ 2,500
- 第四至第十位 - 每位\$ 1000

5) 获得积分的其他方式：

- a. **2020 年 1 月经销商注册积分**：如果注册和产品订单符合上述特定标准，最多三（3）名于 2020 年 1 月注册的新经销商和三（3）名新客户，他们的积分额将被计入合格期的注册要求和新积分量要求。如果 1 月份有超过三（3）名经销商和三（3）名新客户注册，那么每个账号中最高积分额的三（3）名经销商和三（3）名新客户将被计入。
- b. 如果**合格白金总裁总监或更高级别者**满足上述第 1) 部分增长要求中规定的最低增长要求，并维持上述第 2) 部分所规定的白金**总裁总监**领导级别，则可合格达到 20,000 点级别。

官方规则:

1. **参加此促销活动，即参与者接受并同意这些官方规则的约束。此外，参与者任何违反这些规则的情况，可导致其被取消资格，对此，美泰有自行决定去权。美泰关于这一资格的所有决定都是最终的，并且在所有方面都具有约束力。**
2. 所有佣金、奖金和收入皆通过出售美泰产品获得。本规则中列出的示例仅用于说明目的。
3. 只有在合格期内信誉良好的经销商才有资格获得奖励。
4. 从现有的经销商保荐人转让、篡改或国家转移的结果中所获取的资格将不予考虑。
5. 在向参与者正式通知奖励资格之前，美泰提供的所有资格信息都是非官方的，美泰可能会对其进行更改和验证。如果参与者低于资格标准，则不会被授予奖励套餐。
6. 参与者其团体内任何影响总分的退货或取消行为，美泰概不负责通知。
7. 我们建议（但不要求）参与者跟踪他们的进度。查核帐户的查询必须以书面形式提交，并由美泰的奖励部门在 2020 年 9 月 20 日之前收到，以供审查。在此截止日期之后收到的任何差异将不予考虑批准。
8. 所有最终规则和规则解释均由美泰自行决定。
9. 奖励套餐不可转让，不得赠送或出售。奖励套餐不得转让给其他美泰经销商、家庭成员、朋友等。只有账户上的姓名才有资格兑现奖励之旅。此外，如果比赛合格者选择不接受所获得的奖励套餐，则**不会获得现金**，并且该奖励之旅将失效。
10. 必须持有对此次旅行有效的旅行签证。美泰将不对任何比赛合格者及其客人的旅行签证负责。
11. 每个美泰 SSN、SIN、EIN 或 CRUP 只能获得一（1）个奖励套餐。注册后，公司将对 SSN、SIN、EIN 或 CRUP 在注册时和旅行资格结束时其重复和真实性跟踪。

12. 用于赢得奖励之旅的所有新经销商账户必须具有唯一的 SSN、SIN 和 EIN，而经销商必须是美泰的新人。
13. 如果联名账户符合奖励赛的要求，该账户的共同所有人可以是客人。账户上列出的每个人都无权携带客人。若其中一个联名账户所有者选择不参加，则可邀请客人。
14. 美泰自行决定保留为任何个人比赛资格者或整个团体比赛合格者将奖励套餐目的地替换同等或更高价值的权利。
15. 对于那些在美泰系统档案中拥有**有效**电子邮件帐户的比赛合格者，将于 2020 年 9 月 30 日当天或之前通过最后一个已知的电子邮件地址收到通知。如果邮件通知被退回无法送达，则奖励套餐可能会被没收。通知将包括注册网站的链接以及如何完成注册过程的说明。
16. 团体内产品退货过多的参与者可能被取消资格。此外，如果在影响资格的旅行资格后的 12 个月内有任意超额退货，美泰有权不接受退货和/或经销商同意赔偿美泰的旅行或奖励套餐费用以及其收到的任何其他表彰。对于什么构成超额退货，美泰保留自行决定的权利。
17. 参与者必须在合格期开始时年满 18 岁或以上才能参加。如果参与者未满 18 岁，则还必须在帐户中指定父母或法定监护人。在完成注册之前，将需要在线验证年龄。如果在合格期开始时发现比赛合格者年龄不超过 18 岁，奖励套餐将被没收并且不得转让给法定监护人或父母。
18. 参与者必须是美国或加拿大的居民，并且必须能够出示证明，不包括魁北克居民。
19. 登记时必须接受在线免责声明，以便完成旅行登记。如果不接受此免责声明，将不会获得此奖励之旅。
20. 所有适用的税费均由比赛合格者负责。1099 和 T4A 中包含的套餐价值约为 USD \$6,000 至\$15,000，具体数额取决于所获得的旅行奖励。
21. 如果在赢得现金并预订酒店客房后，比赛合格者取消行程，则无论是否实际参加奖励套餐，比赛合格者将依然收到 1099 或 T4A。非营利性政府机构应在参与前咨询税务律师。
22. 通过参赛，即参赛者同意美泰以宣传和资格鉴定为目的，使用其姓名和肖像，无需额外补偿，除非法律禁止。
23. 无论年龄大小，所有旅行者都需要护照。与未成年子女一起旅行的父母可能有特殊限制。有关美国或加拿大以外的旅行要求，请联系您当地的领事馆。
24. 参赛者的新经销商将在整个合格期内接受审核，并需要有效的 SSN、SIN 或 EIN 才能获得资格。
25. 对于任何有关资格标准的造假迹象并试图从该行动中受益的，都将取消参与者资格。这

包括，为了资格目的，保荐造假、添加成员和/或不存在的人的帐户、批量购买，以上行为可引起法律和合规审查。美泰可自行决定取消任何参与者参加资格认证，拒绝奖励积分和奖励套餐。如果参与者参与美泰认为不正当、不公平或以其他方式不利于奖励赛运作的任何行为，或对其他参赛者有害，则参赛者会被要求退还奖励套餐。此类不当行为包括但不限于在合格期之前、期间或之后伪造个人信息，此类不当行为可能需要接受法律和合规审查。

26. 如果比赛合格者在旅行前根据《经销商协议》（Associate Agreement）的条款自愿或非自愿地终止其经销权，则他或她将丧失奖励赛套餐的权利，并可能需要接受法律和合规审查。
27. 资格取消将被视为最终决定，将不会被恢复。
28. 没有比赛合格者参加，客人不得单独参加旅行。
29. 参与者必须参考参与者市场中的《美泰奖励计划》（Mannatech Compensation Plan）以获取更多详细信息。
30. 美泰保留取消或修改美泰奖励计划的权利。对此美泰有自行酌处权。
31. 无需购买产品。
32. 美泰公司可能会根据美泰无法控制的情况随时取消活动，如果美泰认为此举符合该公司以及经销商和合格者的最大利益。
33. **额外**客人的机票、酒店费用等将由合格者预定，并且合格者将承担完全风险，并对合格者的取消和变更费负责。例如：如果合格者赢得 2 人的旅行，而他们带来了第 3 位客人，则合格者应独自对第 3 位客人负责。建议在预订机票时购买旅行保险。
34. 美泰奖励赛合格者负责为额外的客人支付任何额外费用。超出合格者所赢取的，被定义为额外的客人。建议在预订机票时购买旅行保险。

定义：

1. **良好信誉的经销商** - 有（1）在合格期内（根据要求在一年或一年内）按照公司要求续签更新其户口，以及（2）未获得阻止经销商参与活动和/或接受认可的最终合规制裁。如果（1）合规委员会的裁决没有上诉或（2）上诉委员会对于上诉合规事项已作出裁决，则“合规制裁”被视为最终裁决。
2. **经销商** - 任何有资格参与《职业和奖励计划》（Career and Compensation Plan），并受到《经销商政策和程序》（Associate Policies and Procedures），《职业和奖励计划》以及相关条款和条件的约束，作为其与美泰协议的一部分的独立经销商。
3. **经销商状态** - 有两种类型的经销商：

- a. 活跃经销商 - 在合格期内满足其级别最低要求的任何经销商。
 - b. 非活跃经销商- 连续六（6）个月未达到最低级别要求的经销商。
4. **比赛合格者**：指在奖励赛中符合最低要求的合格经销商。
 5. **下线积分额（DPV）** DPV 由经销商的个人积分额（PPV）加上整个下线组织的积分额组成。
 6. **介绍人（ENROLLER）** - 在《经销商申请和协议》（Associate Application and Agreement）中作为介绍人列出的经销商。介绍人和保荐人可以是同一人，或者介绍人可以将新经销商置于其团体中的不同保荐人之下。
 7. **领导人** - 已获得执行总监级别或以上级别的任何经销商。
领导级别 - 任何经销商认证的头衔或他们取得的最高头衔。由于领导资格要求，经销商的领导级别可能因月而异。
 8. **积分额（PV）** - 为奖励资格分配给每件产品的积分。
 9. **基线** - 就此奖励赛而言，基线等于 2019 年 2 月 1 日至 2019 年 8 月期间您在整个团体或在美国和加拿大的支线积分额。
 10. **个人积分额（PPV）** 在合格期内有资格获得佣金所需的客户购买/销售所赚取的数量减去个人购买。
 11. **侧线积分量**包括最大支线以外的所有积分量。对于基线计算，这通常包括所有累积的 PPV，加上在基线期间具有最高累积 DPV 的支线之外的所有下线的累积 DPV。

此为中文翻译，如有歧义，一切以英文版本为准。



2020 Costa Rica Incentive Trip Requirements

Rules for New Trip Qualifiers and (those that did not earn the trip in 2019) and

Add-ons for 2019 Costa Rica Trip Earners

Revision Date 3/13/20

- 5 nights 6 days at the all-inclusive Dream Las Mareas Costa Rica
- Aloe Vera (Naturalaloe Costa Rica) Plant Tour and Experience
- Aloe Field Experience
- Transfers to and from the Airport
- M5M Experience
- Sponsored Activities
- Welcome Reception and Dinner
- Farewell Reception and Dinner
- Recognition and Rewards for All
- Additional Travel and Allowances may be earned
- And so much more...

QUALIFICATION OVERVIEW

Key dates and requirements:

- Qualification Period: February 1, 2020 – August 31, 2020 (7 months) with January as a bonus month.
- Baseline Period: February 1, 2019 – August 31, 2019
- Trip Dates: November 29, 2020 – December 4, 2020
- All new Associate enrollments and new Preferred Customers must be for Canada or the United States with “ship to” addresses in Canada or the United States in order to count toward this Incentive. Cross-country purchases beyond Canada and the US will not count toward this Incentive.

Criteria to earn the trip

- Product Sales: Sell products to new Associates and new Preferred Customers
- Personal Point Volume (PPV): Show volume maintenance or minimum volume growth in your PPV.
- Leadership Level: Maintain Leadership Level as defined below.

In order to earn the trip, Associates must meet the requirements as listed under the following sections. 1) Personal Point Volume (PPV) Growth Requirement /Maintenance Requirement 2) Leadership Level Requirement 3) New Associate and Customer Enrollment Requirements with Product orders and, 4) New Point Volume.

Please see details below.

1) GROWTH REQUIREMENT: There are two ways to meet the growth requirement. New volume must be from United States and Canada as described above with orders shipped to a US or Canada Address.

Option 1: Associate must increase their PPV over their baseline by 2,100 cumulative during the qualification period. Personal Point Volume (PPV) baselines will be determined by the average PPV in October, November and December 2019 and then multiplied by 7 qualification months.

- a. For example: If the average baseline was 500 per month the cumulative baseline is 3500 for the qualification period of 7 months. The total cumulative PPV required to qualify for the trip will be $3,500 + 2,100 = 5,600$.

Option 2: OR Associates will be required to maintain a Personal Point Volume (PPV) of 1,200 average per month or a total for the 7 months of the qualification period of 8,400 or greater.

- b. For the purposes of the incentive, PPV = **Customer orders minus personal orders.**

6) LEADERSHIP MAINTENANCE REQUIREMENT:

- a. Leadership rank must be maintained two (2) of the seven (7) months. Your Leadership rank cannot fall below the next level down in the last month of the incentive or August. For example; If your Leadership baseline rank is Silver Executive Director, you may not fall below an Executive Director in the last month of the incentive.
- b. For the purposes of this incentive Leadership level rank will be compared to the highest level attained at least two (2) times during baseline period (February 1, 2019– August 31, 2019).
- c. New and current non-leader Associates must attain at least a Gold Associate level.

7) NEW ORDER POINT REQUIREMENTS AND REWARDS:

In addition to #1 and #2 above, Associates will be required to meet the minimum point requirements as defined below.

- a. Associates (who did not reach Presidential status 2 times during the base period) must enroll and have product sales to a minimum of sixteen (16) new Associates or Preferred Customers. Eight (8) of the sales, must be to new Associates, and the remaining eight (8) can be purchased by to either Associates or Preferred Customers.
 - b. Presidential Directors and higher (Presidential Directors that who reached Presidential Director at least two (2) times in the baseline period) must enroll and have product sales to a minimum of fourteen (14) new Associates or Preferred Customers. Five (5) of the sales, must be to new Associates, and the remaining nine (9) can be sold to either Associates or Customers.
 - c. New Associate Enrollments and Preferred Customer Enrollments must take place during the qualification period (February 1, 2020 through August 31, 2020). However, please see (5)a below for January inclusions.
 - d. An Associate enrollment registration (\$49.99) must be purchased by the enrollee to be considered a new Associate enrollment. However, the enrollment registration of \$49.99 does not count toward the required point volume.
 - e. The new Associate enrollee must personally purchase a product order that is generated during the incentive qualification period. In order for a product order to count in any given month, the order must be generated prior to or on the last day of the month. It is recommended that orders are generated no later than 10:00 pm Central Standard Time on the last day of the month to make sure it is counted for the current month.
 - f. New Preferred Customer - A new Preferred Customer enrollee can only count toward the required sixteen (16) new personal enrollments once the first product order is placed in the qualification period.
 - g. One (1) point will be awarded to the Enroller for each PV earned on products purchased by the new Associate and new Customer during the Qualification Period. (1 PV = 1 Incentive qualification point; 100 PV = 100 Incentive qualification points).
 - h. Associates must meet or exceed the required points to earn the Incentive.
 - i. Preferred Customers that are signed up as an Associate during the promotion period will count toward the requirements of #3. However, they will only count toward the new Associate requirements and will no longer count as a Preferred Customer if they change from a Preferred Customer to an Associate during the promotion period.
- 8) All 2019 Costa Rica Incentive Qualifiers will receive prizes that they have earned in the 2019 Costa Rica Incentive and they also have the opportunity to earn more awards during the promotion period. Please see below.

Additional Prizes for Qualifiers that earned the 2019 Incentive Trip. The higher the points achieved the more you earn.

- 12,800 Points – 1 additional guest for the 5 nights in an already earned room or 2 additional nights for 2 people, cash allowance of \$1000

- 16,000 Points –1 additional guest for the 5 nights in an already earned room or 2 additional nights for 2 people, cash allowance of \$1500
- 20,000 Points – Adds an additional \$500 travel allowance
- 25,000 Points – Adds a \$500 excursion credit
- 30,000 Points – Adds a ½ day at the spa worth \$800
- 35,000 Points – Adds additional \$500 in excursion credit
- 40,000 Points - Travel allowance of \$2000, Excursion credit of \$1000, Full day at the spa, Extra 2 nights for 2 people, 2 days with private sedan and driver or cash equivalent. (please note that 40K points awards are listed in full and do not build from the 35K point level)
- Please note that the qualifier may elect to receive cash allowance rather than the prizes for a day at the spa or excursion credit. Each qualifier will be able to select the prize or cash during the registration process after the names are trip earners are announced. Please note the cash value could may be less than the value of the prize due to supplier discounts. No cash awards will be provided for hotel rooms or additional people.

Please see prizes below for Associates who did NOT earn the Costa Rica incentive in 2019 and will be qualifying for the first time in 2020.

5 Night 6 Day Option:

- 16,000 Points – Resort package for two / Accommodations / Meals as per the package for two (if applicable) and activities.
- 20,000 Points – Adds a \$500 travel allowance.
- 25,000 Points – Adds a \$1000 travel allowance.
- 30,000 Points – Adds a \$1000 travel allowance and accommodations for 3 in same room.
- 35,000 Points – Adds a \$1000 travel allowance and accommodations for 4 (up to two rooms)
- 40,000 Points – Adds a \$2000 travel allowance and accommodations for 4 (up to two rooms)

4 Night, 5 Day Option:

- 12,800 Points – Resort package for two / Accommodations / Meals as per the package for two (if applicable) and activities.
- 16,000 Points – Adds a \$500 travel allowance.
- 20,000 Points – adds \$750 travel allowance

Additionally, during the 2020 qualification period, the top10-point earners exceeding 45,000 points will be eligible for a cash prize.

- **First Place \$10,000 CASH / and have a Product Bundle named after you**
- Second and Third Place - \$2,500 each
- Fourth through Tenth Place \$1000 each

9) ADDITIONAL WAYS TO EARN POINTS:

- a. **January 2020 Associate Enrollment Points:** Up to three (3) new Associates and (three) 3 new customers enrolled in January 2020 and their volume will count toward the enrollment requirements and the new volume requirement during the qualification period if the enrollment and product order meet all the criteria specified above. If more than three (3) Associates and 3 new Customers were enrolled in January then the three (3) Associates and Customers with the highest volume will be included for each account number.
- b. **QUALIFIED PLATINUM PRESIDENTIAL DIRECTORS or higher** may qualify for the 20,000 point-level if they meet the minimum growth requirements defined in the growth requirement Section #1 above and maintain their Platinum Presidential Leadership level or higher as described in #2 above.

OFFICIAL RULES:

1. BY ENTERING THIS PROMOTION, PARTICIPANTS ACCEPT AND AGREE TO BE BOUND BY THESE OFFICIAL RULES. FURTHERMORE, ANY VIOLATION OF THESE RULES BY THE PARTICIPANT MAY, AT MANNATECH'S SOLE DISCRETION, RESULT IN DISQUALIFICATION. ALL DECISIONS OF MANNATECH REGARDING THIS QUALIFICATION ARE FINAL AND BINDING IN ALL RESPECTS.
2. All commissions, bonuses and earnings are earned through the sale of Mannatech products. The examples set forth in this Qualification are for illustration purposes only.
3. Only Associates in Good Standing during the Qualification Period are eligible to earn the Incentive.
4. Qualification will not be considered from the result of an existing Associate sponsor transfer, override or country transfer.
5. Prior to the official notification of qualification to Participants, all qualification information provided by Mannatech is unofficial and subject to change and verification by Mannatech. If the Participant falls below the Qualification Criteria, the Incentive Package will not be awarded.
6. Mannatech assumes no responsibility for notifying Participants of any returns or cancellations within their organization that affect point totals.
7. We recommend (but do not require) that Participants keep track of their progress. Inquiries to research an account must be in writing and received by Mannatech's Incentives Department by September 20, 2020 to be considered for review. Any discrepancy received after this deadline will not be considered for approval.
8. All final rules and rule interpretations are solely at Mannatech's discretion.
9. Incentive Packages are not transferable and may not be given away or sold. Incentive Packages may not be transferred to another Mannatech Associate, family member, friend, etc. Only the names on the account are eligible to redeem the trip. In addition, if the Contest Qualifier chooses not to accept the Incentive Package earned, **no cash will be awarded** and the trip will be forfeited.
10. Travel Visas must be valid for the trip. Mannatech will not be responsible for any travel visas for any Contest Qualifiers and his/her guest(s).
11. Only one (1) Incentive Package may be earned per Mannatech SSN, SIN, EIN or CRUP. Upon sign-up, the SSN, SIN, EIN or CRUP will be tracked for duplication and authenticity at the time of sign-up and at the end of the trip qualification.
12. All new Associate accounts used to earn the trip must have a unique SSN, SIN and

- EIN and the Associate must be new to Mannatech.
13. If a shared position qualifies for the Incentive Package, the joint owner of the position may be the guest. Each person listed on the account is not entitled to bring a guest. If one of the joint account owners chooses not to attend, a guest may be invited.
 14. Mannatech, in its sole discretion, reserves the right to substitute the Incentive Package destination for one of equal or greater value for any individual Contest Qualifier or the entire group of Contest Qualifiers.
 15. Contest Qualifiers will be notified on or before September 30, 2020 at the last known email address for those who have VALID email accounts on file with Mannatech. If the notifications returned as non-deliverable, the Incentive Package may be forfeited. The notifications will include a link to the registration website as well as instructions on how to complete the registration process.
 16. Participants with excessive returns of products in their organization may be disqualified from the Qualification. In addition, if there are any excessive returns in the 12 months following the trip qualification that would have affected qualification, Mannatech has the right not to accept the returns and/or the Associate agrees to reimburse Mannatech for the cost of the trip or Incentive Package and any other recognition received by the Associate. Mannatech reserves the right, in its sole discretion, to determine what constitutes excessive returns.
 17. Participants must be 18 years of age or older at the start of the qualification period to participate. If the Participant is under the age of 18 years old, a parent or legal guardian must also be named on the account. Online verification of age will be REQUIRED prior to completion of the registration. If it is found that the Contest Qualifier was not at least 18 years of age at the start of the Qualification Period, the Incentive Package WILL BE forfeited and may not be transferred to a legal guardian or parent.
 18. Participants must be a resident of the United States or Canada in order to participate and must be able to show proof, excluding residents of Quebec.
 19. An online Release of Liability must be accepted when registering in order for a trip reservation to be completed. The trip will not be awarded without acceptance of this release.
 20. All applicable taxes are the responsibility of the Contest Qualifier. The value of the package included in their 1099 and T4A will be approximately USD \$6,000 up to \$15,000 depending on the trip awarded.
 21. If the Contest Qualifier cancels after cash is awarded and hotel rooms are booked, the Contest Qualifier will be issued a 1099 or T4A for the expenses incurred regardless if the Incentive Package is actually taken. Not-for-profit or government agencies should consult a tax attorney prior to participation.
 22. By entering, Participants consent to the use of their name and likeness for publicity and qualification purposes by Mannatech without additional compensation, unless prohibited by law.
 23. Passports are required for ALL travelers regardless of age. There may be special restrictions for parents traveling with minor children. Please contact your local consulate for travel requirements outside of the United States or Canada.
 24. Participants' New Associate will be audited throughout the Qualification Period and will require a valid SSN, SIN or EIN to qualify.
 25. Any indication of manipulation regarding qualification criteria will disqualify any Participant attempting to benefit from the action. This includes sponsoring manipulation, adding members and or accounts of people that do not exist, buying in volume for qualification purposes may be subject to legal and compliance review. Mannatech, at its sole discretion, may disqualify any Participant from participating in

the Qualification, refuse to reward points and or Incentive Packages and require the return of Incentive Packages if Participant engages in any conduct Mannatech deems improper, unfair, or otherwise adverse to the operation of the Incentive or detrimental to other entrants. Such improper conduct includes but is not limited to, falsifying personal information before, during or after the Qualification Period and may be subject to legal and compliance review.

26. If a Contest Qualifier voluntarily or involuntarily terminates his or her distributorship under the terms of the Associate Agreement before the trip, he or she will forfeit the right to an Incentive Package and may be subject to legal and compliance review.
27. A cancellation will be treated as final and will not be reinstated.
28. A guest may not attend the trip without the qualifier.
29. Participants must refer to the Mannatech Compensation Plan in the Participants' market for more details.
30. Mannatech reserves the right to cancel or modify this Incentive program as determined by Mannatech at its sole discretion.
31. No purchase necessary.
32. Mannatech may cancel an event at any time based on circumstances beyond Mannatech's control if Mannatech deems it's in the best interest of the company and Associates and qualifiers.
33. Additional guest tickets, hotel fees, etc. not earned will be booked at the qualifiers expense and the qualifier will assume complete risk and responsibility for any cancellation fees and change fees for the qualifiers guest. For example: If the qualifier earns a trip for 2 people and they bring a 3rd guest, the qualifiers is solely responsible for the 3rd guest. Travel insurance is recommended when booking tickets.
34. Mannatech Qualifiers are responsible for any additional fees and expense for an additional guest. An additional guest is defined as over and above what the qualifier has earned. Travel insurance is recommended when booking tickets.

DEFINITIONS:

1. **Associate in Good Standing** - one who has (1) renewed his or her position as required by the Company within the qualification period whichever or within one year as required and (2) has not received a final compliance sanction precluding the Associate from participating in events and/ or receiving recognition. A "Compliance Sanction" is considered final when (1) a ruling by the Compliance Committee is not appealed or (2) when an appealed compliance matter is decided by the Appeal Panel.
2. **Associate** - Any independent distributor who is eligible to participate in the Career and Compensation Plan and is governed by the Associate Policies and Procedures, Career and Compensation Plan and Associate Terms and Conditions as part of his or her agreement with Mannatech.
3. **Associate Status** - There are two types of Associates:
 - a. Active—any Associate who meets the minimum requirement for their rank within the qualification period.
 - b. Inactive—an Associate who has not met the minimum leadership rank requirements for six (6) consecutive months.
4. **Contest Qualifiers** - A Qualified Associate who has met the minimum requirements of the Incentive.
5. **Downline Point Volume (DPV)** DPV consists of an Associate's Personal Point Volume (PPV) plus volume from their entire downline organization.
6. **Enroller** - The Associate who is listed on the Associate Application and Agreement as the Enroller. The Enroller and the Sponsor may be the same person, or the Enroller may place the new Associate under a different Sponsor in their organization.

7. **Leader** - Any Associate who has obtained the Leadership Rank of Executive or above.
Leadership Rank - Any Associate-recognized title or the highest title they have achieved. An Associate's leadership title may vary from month-to-month due to leadership qualification requirements.
8. **9/ Point Volume (PV)** - Points assigned to every product for the purpose of bonus qualifications.
9. **Baseline** – For the purposes of this incentive, the baseline equals the amount of volume or Leadership level you have either in your entire organization or your sides legs in the US and Canada from February 1, 2019 – August 2019.
10. **Personal Point Volume (PPV)** The volume earned on customer purchases/ sales needed to qualify for commissions during the qualification period minus personal purchases.
11. **Side Leg Volume** includes all volume outside of the largest leg. For baseline calculations, this generally includes all cumulative PPV, plus the cumulative DPV of all downline legs apart from the leg with the highest cumulative DPV during the baseline.