



2022  
북미 인센티브  
캐나다 및 미국 어소시에이트

주요 날짜

- 자격 기간: 2022 년 1 월 1 일 ~ 2022 년 12 월 31 일(12 개월)
- 기준 기간: 2021 년 1 월 ~ 2021 년 12 월 31 일
- 여행 날짜: 2023 년 초
- 도미니카 공화국/푼타 카나의 올인클루시브 리조트

**자격요건 요약:** 아래는 2022 인센티브 여행을 획득하기 위한 최소 요건입니다. 문서 뒷부분에서는 포인트를 적립하는 추가 방법에 대해 자세히 알아봅니다.

- **제품 판매:** 새로운 어소시에이트 및 신규 선호 고객에게 제품을 판매합니다.
  - 어소시에이트는 최소 15 명의 신규 어소시에이트 및 고객에게 제품을 판매해야 하며 최소 7 명은 “신규 어소시에이트”가 되어야 합니다.
  - 프레지덴시얼 디렉터즈 그리고 브론즈 프레지덴시얼 디렉터즈는 최소 12 명의 “신규 어소시에이트” 및 고객에게 제품을 판매해야 하며 그 중 최소 6 명은 “신규 어소시에이트”가 되어야 합니다. “고객 vs 어소시에이트”에 대해 읽어야합니다.
  - 실버 프레지덴시얼 디렉터즈 및 그 이상: 여행을 적립할 수 있는 방법이 3 가지가 있습니다. 리더십 레벨은 이 문서에 정의된 2021 년 자격을 기반으로 합니다.
    - 프로모션 기간 동안 북미 누적 DPV 성장률을 보여 주어 28,000 포인트-레벨을 획득합니다. 기준선은 2021 년 1 월 1 일부터 2021 년 12 월 31 일까지입니다. 또한 리더는 본 문서에 정의된 리더십 수준 요건을 충족하고 9 명의 신규 어소시에이트 또는 고객에게 제품을 판매해야 합니다. 북미 지역의 DPV에만 해당된다는 점을 상기하십시오  
또는

- 22,000 포인트 또는 그 이상, 2022 년 인센티브에 참가할 자격이 있는 4 명의 개인 등록 어소시에이트를 보유해야 합니다. 리더쉽 수준 요구 사항을 충족하고 9 명의 새로운 어소시에이트 및 고객에게 제품을 판매하는 경우 실버 디렉터 이상 28,000 포인트 상금을 획득할 수 있습니다.
- 또는**
- 규정에 명시된 프레지덴시얼 디렉터/브론즈 프레지덴시얼 디렉터의 모든 요건을 충족해야 합니다.
- **포인트:** 자격 기간 동안 각 신규 어소시에이트 및 신규 고객이 구매한 제품에 대해 획득한 각 PV 에 대해 등록자에게 일 (1) 포인트가 부여됩니다. (1 PV = 1 인센티브 자격 포인트, 100 PV = 100 인센티브 자격 포인트). 모든 신규 고객 및 어소시에이트의 배송 주소는 캐나다 또는 미국이어야 합니다.

포인트 볼륨 기준에 따른 보상은 다음과 같습니다:

- **14,000 포인트-**
  - 1 인용 호텔 패키지, 귀하가 선택하신 다른 Mannatech 어소시에이트와 방을 공유하거나 두 번째 손님을 구매하려면 추가 비용을 지불해야 합니다.
  - Mannatech 가 지원하는 식사 및 활동 프로그램.
  - 공항을 오가는 교통편
- **22,000 포인트**
  - 2 인용 호텔 패키지
  - Mannatech 가 지원하는 식사 및 활동 프로그램.
  - 공항을 오가는 교통편
- **28,000 포인트**
  - 2 인용 호텔 패키지
  - Mannatech 가 지원하는 식사 및 활동 프로그램.
  - 공항을 오가는 교통편
  - \$500 여행 수당
- **34,000 포인트 - 옵션 1 또는 옵션 2 중에서 선택할 수 있습니다.**
  - **옵션 1:**
    - 호텔 패키지 3 인 1 실 (3 명인 경우)
    - Mannatech 가 지원하는 식사 및 활동 프로그램
    - 공항을 오가는 교통편
  - **Option 2:**
    - 호텔 패키지 2 인 1 실
    - Mannatech 가 지원하는 식사 및 활동 프로그램
    - 공항을 오가는 교통편
    - \$1000 여행 수당..

- **41,000 포인트 – 옵션 1 또는 옵션 2 중에서 선택할 수 있습니다.**

- **옵션 1: \***

- 4 명을 위한 호텔 패키지. 2 인 1 실
    - Mannatech 가 지원하는 식사 및 활동 프로그램
    - 공항을 오가는 교통편
    - \$1000 여행 수당.

- **옵션 2: \***

- 호텔 패키지 2 인 1 실
    - Mannatech 가 지원하는 식사 및 활동 프로그램
    - 공항을 오가는 교통편
    - \$2500 여행 수당.

\*4 인 1 실을 사용하시는 분들은 이 레벨에서 옵션 1 과 동일하게 받습니다.

\* 여행 수당은 추가 객실, 추가 투숙객, 항공료 등에 사용할 수 있습니다.

추가적으로, 계정이 22,000 포인트 이상의 모든 조건을 충족할 경우, 어소시에이트는 사업을 목적으로 2022 년 프로그램의 게스트로 수익 관계자와 동행할 수 있습니다. 목표는 이 기준을 사용하여 신규 또는 미래의 어소시에이트에게 동기를 부여하거나 기존 어소시에이트를 다시 재시작시키는 것입니다.

- **성장 요구사항- 고객 포인트 볼륨 (CPV):** 기존 CPV 볼륨에 대해 매월 900 의 CPV 유지 관리 또는 월별 200 의 최소 볼륨 증가를 보여줍니다. 위에 표기된 기준 날짜를 참조하십시오.
- **리더쉽 레벨:** 최고 리더쉽 레벨을 3 회 유지합니다 (리더쉽 레벨은 기준 기간 동안 결정됩니다). 자세한 내용은 아래를 참조하십시오.
- **포인트를 적립하는 추가 방법:**
  - **리더쉽 순위 상승 포인트:** 예선 기간 동안 리더쉽 레벨별 점수를 획득합니다. 기본 리더쉽 레벨에 대한 자세한 내용은 아래 문서를 참조하십시오.
  - **신규 어소시에이트/500 :** 등록일로부터 처음 삼 (3)개월 동안 신규 어소시에이트가 500 이상 신규 CPV 를 구축하는 경우, 신규 어소시에이트는 인센티브에 대해 300 포인트를 받게 됩니다. 매월 500 CPV 이상 유지 시, 추가 포인트가 부여됩니다. 아래에서 더 많은 포인트 정보를 확인하세요.
    - **등록자 보너스:** 등록자는 자격 기간 동안 신규 우대 고객 제품 주문에서 신규 어소시에이트가 500 CPV 를 달성한 첫 달에 200 포인트를 추가로 적립합니다.

- **기존 어소시에이트/500 CPV.** 기존 어소시에이트가 CPV 보너스 포인트에서 추가로 300 포인트를 얻으려면 기준선을 500 포인트로 높여야 합니다.
  - **팀 4, 6, 8, 10, 12 그리고 14 보너스:** 매월 처음으로 팀 레벨에 도달하면 어소시에이트에게 추가로 300 포인트가 제공됩니다. 예를 들어, 어소시에이트가 2022 년 1 월에 팀 식스 (6) 에 도달했지만 2 월에 팀 에이트 (8) 에 도달하면 추가로 300 포인트가 적립됩니다. 팀 달성 기준은 2021 년 12 월입니다.
- 탑 포인트 적립자:** 추가적으로, 55,000 포인트를 초과하는 상위 10 포인트 적립자들의 경우, 여행 기간 동안 객실 업그레이드가 제공되며, 성취를 축하하기 위해 경영진으로부터 특별 이벤트가 제공됩니다.



## 2022 North America Incentive

### Canada and the United States

#### 5 nights and 6 days in the Dominican Republic

#### Official Qualification Criteria, Rules and Awards

- ✿ All-inclusive Resort
- ✿ Transfers to and from the airport
- ✿ Welcome Reception and Dinner
- ✿ Farewell Reception and Dinner
- ✿ Recognition and Rewards for All
- ✿ Mannatech Sponsored Activities
- ✿ Additional Travel and Allowances may be earned
- ✿ M5M Give Back Day
- ✿ Experiences to last a lifetime and much more.

### QUALIFICATIONS:

#### Key dates and requirements:

- Qualification Period: January 1, 2022 – December 31, 2022 (12 months)
- Baseline Period: January 1, 2021 – December 31, 2021
- Trip Dates: Early 2023
- All New Associates and New Preferred Customers must be from 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

Listed below are the three (3) minimum requirements needed to earn the 2022 Incentive trip. Later in the document, you will learn more about additional ways to earn points toward qualification.

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.

- a. **Option 1:** Associate must increase their CPV over their Baseline by 1,800 cumulative during the qualification period. The Personal Point Volume (CPV) Baseline is **determined by the average monthly CPV in January 1, 2021 – December 31, 2021.**

**For example:** The average Baseline was 425 per month, so the cumulative Baseline is 5100 for the Qualification period of twelve (12) months. The total cumulative CPV required to qualify for the trip will be  $5100 + 1800 = 6,900$ .

**For example:** The increased volume requirement could be one (1) New customer per month with a \$200 order or two (2) customers with a \$100 order.

- b. **Option 2:** Associates will be required to maintain a Personal Point Volume (CPV) of 900 average per month Or a total cumulative CPV for a total for the twelve (12) months of the Qualification period of 10,800 CPV.

**For the purposes of the incentive, CPV = Customer orders minus personal orders.**

## 2. LEADERSHIP UPGRADES AND MAINTENANCE REQUIREMENT:

- a. Leadership rank must be maintained three (3) of the twelve (12) months. Your Leadership rank cannot fall below the next level down in the last month of the incentive, December 2022. 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 three (3) times during the Baseline period.
  - c. New and current non-leader Associates must attain at least a Gold Associate level at

least 1 time during the Qualification period.

d. Additional points may be earned for each level of rank up achieved for the first time during the Qualification period as follows:

- i. An additional 500 points per level for New Directors and Executive Director levels will be awarded.
- ii. An additional 1000 points per level for New Presidential Director, Bronze Presidential Director, Silver Presidential Director and Gold Presidential Director will be awarded.
- iii. New Platinum Presidential Directors and above will receive 2000 points and the opportunity to receive special incentive consideration and designated below for Silver Presidential Directors and Above noted in 5c.
- iv. If more than one (1) new level is achieved in a month, the highest Leadership Level will be awarded and the highest point level will be earned plus 50% of the stated points for the lower level
  1. For example: If an Associate reaches Gold Director and Presidential level Leadership levels (2 levels) for the first time in March of 2022, the Associate would receive the full amount of the points for reaching the Presidential Level ( higher point volume) of the two levels and 50% of the lower level points. In this case, it would be 1000 points for Presidential Director and 250 points for Gold Executive Director for a total of \$1250 points. In order to receive additional Leadership level attainment points, this Associate would need to earn Bronze Presidential or Higher.
  2. **The maximum** cumulative number of Leadership Rank up points for the purposes of this incentive is two-thousand (2000).

**3. NEW ORDER POINT REQUIREMENTS AND REWARDS:** In addition to the above, Associates will be required to meet the minimum point and new product order requirements by selling products to New Preferred Customers and New Associates as defined below.

- **Product Sales:** Sell products to New Associates and New Preferred Customers.
  - **Associates** must sell products to a minimum of fifteen **(15)** New Associates and Customers with a minimum of **seven (7) being New Associates.**
  - **Presidential Directors and Bronze Presidential Directors** must sell products to a minimum of twelve (12) New Associates and Customers with six (6) being **New Associates.**

- **Silver Presidential Directors and Above:** There are three possible ways to earn the trip. Leadership level is based on the 2021 qualifications as defined in this document.
  - Show cumulative DPV growth North America volume during the promotion period to earn the 28,000–point level. The baseline would January 1, 2021 through December 31, 2021. Plus, the Leader must meet the Leadership level requirement as defined in this document and sell products to (nine) 9 new Associates or Customers. Reminder that this only for DPV for North America.  
**OR**
  - Have 4–personally enrolled Associates who qualified to attend the 2022 incentive at the 22,000–point level or higher. This would earn the Silver Director or higher the 28,000–point prize level if they meet the Leadership level requirement and sell products to 9 new Associates and Customers.  
**OR**
  - Must meet all the requirements for a Presidential Director/Bronze Presidential Director as stated in the rules.
- **Points:** One (1) point will be awarded to the Enroller for each PV earned on products purchased by each New Associate and New Customer during the Qualification Period. (1 PV = 1 Incentive qualification point; 100 PV = 100 Incentive Qualification points). All New Customers and Associates must have ship to addresses in Canada or the US.

**Awards Based on Point volume as described:**

- **14,000 Points –**
  - Hotel package for one (1). Will be required to share a room with another Mannatech Associate of your choice or pay the additional cost to buy–on second guest.
  - Mannatech sponsored meals and activities.
  - Transportation to and from the airport.
- **22,000 Points**
  - Hotel package for two (2).
  - Mannatech sponsored meals and activities.
  - Transportation to and from the airport.
- **28,000 Points**
  - Hotel package for two (2).
  - Mannatech sponsored meals and activities.
  - Transportation to and from the airport.
  - \$500 travel allowance.



- **34,000 Points– May select between Option 1 or Option 2**

- **Option 1:**

- Hotel package for three (3) in one (1) room
- Mannatech sponsored meals and activities.
- Transportation to and from the airport.

- **Option 2:**

- Hotel package for two (2) in one (1) room
- Mannatech sponsored meals and activities.
- Transportation to and from the airport.
- \$1000 travel allowance.

- **41,000 Points– May select between Option 1 or Option 2**

- **Option 1: \***

- Hotel package for four (4) in two (2) Rooms
- Mannatech sponsored meals and activities.
- Transportation to and from the airport.
- \$1000 travel allowance.

- **Option 2: \***

- Hotel package for two (2) in one (1) room.
- Mannatech sponsored meals and activities.
- Transportation to and from the airport.
- \$2,500 travel allowance.

\*Four (4) people in 1 room will earn the same as Option 1 in this level.

**The top 10–point earners who exceed 55,000 points, will earn an upgraded room for the stay during the trip dates.**

The top point earner will receive a 5,000 cash prize.

\*Travel allowance may be used for additional rooms or travel for Each Qualifier.

- a. New Associate Enrollments and Preferred Customer Enrollments must take place during the Qualification period.
- b. 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.
- c. 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. Note; we cannot guarantee that orders placed after 10 PM CST on the last day of the month will count towards that current month. Therefore, it is recommended that orders are generated before 10:00 pm Central Standard Time.

- d. New Preferred Customer – A New Preferred Customer enrollee can only count toward the required new personal enrollments if the first product order is placed in the Qualification Period.
- e. One (1) point will be awarded to the Enroller for each PV earned on products purchased by each New Associate and New Customer during the Qualification Period. (1 PV = 1 Incentive qualification point; 100 PV = 100 Incentive qualification points).
- f. Associates must meet or exceed the required points to earn the Incentive.
- g. If a New Preferred Customer enrolls prior to the Qualification Period and transitions to an Associate during the Qualification Period, the enrollment will count toward the New Associate enrollment requirement and the volume will begin to count from the sign-up date on. Prior volume as a customer will not be recognized for incentive purposes.
- h. New Preferred Customers that upgrade to an Associate during the Qualification period will count toward the requirements. However, they will only count toward the New Associate requirements and will no longer count as a Preferred Customer when they change from a Preferred Customer to an Associate during the Qualification period. Volume up to the month of the upgrade, will count toward the enroller. Volume after the conversion will count toward the new upgraded Associate.

**4. ADDITIONAL WAYS TO EARN POINTS:** A maximum number of 2000 points may be earned through combined efforts described 5a, 5b, and 5c

**a. CPV Bonus – New Associates**

New Associate is defined as an Associate enrolled after January 1, 2022. In the first (three) 3 full months after their enrollment date, a New Associate (see above) builds new CPV of 500 or more, the New Associate will receive 300 points toward the incentive. For example: If they enrolled in January 2022, they must have a 500 CPV balance no later than the end of April. A maximum number of 2000 points may be earned through combined efforts described 5a, 5b, and 5c.

For each month that the New Associate consecutively maintains CPV of 500 or more they will receive an additional 300 points each month (Please note that personal orders by the New Associate do not count toward the new 500 CPV for incentive purposes. A maximum number of 2000 points may be earned though combined efforts described 5a, 5b and 5c.

**For example:** New Associate (Jesse) enrolled January 27, 2022 (all CPV in this example is other than from the New Associate Jesse)

February CPV = / 0 points  
March CPV = 550 / 300 points  
April CPV = 600 / 300 points  
May CPV = 400 / no points  
June CPV = 600 / 300 points  
July CPV = 600 / 300 points

**The enroller** will earn an additional 200 points for the first month a New Associate achieves 500 CPV from New Customer product orders during the Qualification Period. A maximum number of 2000 points may be earned though combined efforts described 5a, 5b and 5c

**b. CPV (Customer Point Volume) Bonus Existing Associates.**

Existing Associates are Associates enrolled prior to January 1, 2022. Existing Associates must increase their Baseline by 500 points to earn the CPV Bonus as described above. Mannatech will use the average of the Baseline Period to calculate the starting point. **For each month they maintain the incremental CPV of 500 or more without a break, they will receive an additional 300 points up to maximum of 2000 points.** Personal orders of Existing Associates do not count toward the calculation of the increase of 500 CPV for incentive purposes – **Only new customers enrolled in during the Qualification period will count.** A maximum number of 2000 points may be earned though combined efforts described 5a, 5b, and 5c.

**Example:**

Existing Associate Harry  
December 2021 CPV Baseline is 750  
January 2022 CPV = 1000 / No points earned  
February 2022 CPV = 1300 / 300 points earned  
March 2022 CPV = 1000 / No points earned

April 2022 CPV = 1500 / 300 points earned

May 2022 CPV = 1300 / 300 points earned

- c. **Team 4, 6, 8, 10, 12, 14 and beyond earners:** Each month a New higher Team level is attained for the first time, an additional 300 points will be rewarded to the Associate. For example: If an Associate currently has Team 6 (six) in January 2022, but obtains Team 8 in February, an additional 300 points will be earned. The next level the Associate must earn is Team 10 to receive additional points according to this section.

Team Points will be calculated at the end of the Qualifying period. One (1) level will be rewarded each month. This level will now become the baseline for future points under this section.

For example: An Associate with a baseline of Team 4 earns both Team 6 and Team 8 in June 2022, the Associate would receive 300 points for achieving one (1) additional level (Team 8) and 50% of the lower level (Team 6) or 150 points for a total of 450 points. In this example, the Associates new baseline would be Team 8.

The baseline for Team level attainment is December of 2021 and will only include customers with ship to addresses in the United States or Canada. New Team levels will also only include customers from the United States or Canada. **A maximum number of 2000 points may be earned though combined efforts described 5a, 5b, and 5c.**

OFFICIAL RULES: BY ENTERING THIS QUALIFICATION, 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.

1. 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.
2. Only Associates in Good Standing during the Qualification Period are eligible to earn the Incentive.
3. Qualification will not be considered from the result of an existing Associate sponsor transfer, override or country transfer.
4. 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.
5. Mannatech assumes no responsibility for notifying Participants of any returns or cancellations within their organization that affect point totals.
6. 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 October 10, 2022 to be considered for review. Any discrepancy received after this deadline will not be considered for approval.
7. All final rules and rule interpretations are solely at Mannatech's discretion.
8. 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.
9. If the Contest Qualifier chooses not to accept the Incentive Package earned, a cash option may be awarded at a portion of the cost of the trip as Mannatech will incur attrition fees for non-attending earners.
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. An Associate with multiple accounts may only receive the incentive rewards for one account.
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 January, 31, 2023 at the last known email address for those who have VALID email accounts on file. 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 \$3,000 up to \$10,000 depending on the trip awarded.
20. If the Contest Qualifier cancels after cash is awarded and/or 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.
21. 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.

22. Passports for travel outside of your resident country are required for ALL travellers 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.
23. Participants' New Associate will be audited throughout the Qualification Period and will require a valid SSN, SIN or EIN to qualify.
24. 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 a 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.
25. 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.
26. A cancellation of the trip will be treated as final and will not be reinstated if past the deadline for registration.
27. A guest may not attend the trip without the qualifier. However, an Associate may be a guest of an Associate that earned the trip. Please note that this is on a trial basis only.
28. Participants must refer to the Mannatech Compensation Plan in the Participants' market for more details.
29. Mannatech reserves the right to cancel or modify this Incentive program as determined by Mannatech at its sole discretion.
30. No purchase necessary.
31. 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.

32. 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 cancelation 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 their expenses. Travel insurance is recommended when booking tickets to make sure tickets can be changed if needed.

## 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. **New Customer** – A customer who bought Mannatech for the first time on or after January 1, 2022.
4. **New Associate** – An Associate who purchased products and enrolled as an Associate for the first time on or after January 1, 2022.
5. **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.
6. **Contest Qualifiers** – A Qualified Associate who has met the minimum requirements of the Incentive qualification criteria.
7. **Downline Point Volume** (DPV) DPV consists of an Associate’s Personal Point Volume (CPV) plus volume from their entire downline organization.
8. **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.
9. **Leader** – Any Associate who has obtained the Leadership Rank of Executive or above.
10. **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.



11. **Point Volume (PV)** – Points assigned to every product for the purpose of bonus qualifications.

12. **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 side legs in the US and Canada for the timeframe specified above.

13. **Customer Point Volume (CPV)** The volume earned on customer purchases needed to qualify for commissions during the Qualification period minus personal purchases. This term is only used for the purposes of this incentive.