

MONAT Directors' Circle 2024

FAQ for Market Partners in Australia
& New Zealand

*FAQ are subject to change

Q: WHAT ARE THE DATES FOR MONAT DIRECTORS' CIRCLE 2024 MIAMI?

A: January 8-11, 2024.

Q: WHO IS ELIGIBLE FOR MONAT DIRECTORS' CIRCLE 2024 MIAMI?

A: All career-rank AED, ED and SEDs as of September 1, 2023, and Market Partners who achieve AED rank or higher by December 31, 2023, are eligible to qualify.

Q: WHAT IS THE QUALIFICATION PERIOD?

A: The qualification period is September 1-December 31, 2023.

Q: HOW CAN I QUALIFY?

A: Qualifications are as follows:

LEVEL 1 (Includes 3-night hotel accommodations)

- **Career rank Directors as of September 1, 2023, or Market Partners who have previously held a Director Career Title:**
 - Must be paid as AED or higher for 1 out of the 4 months during the qualification period and build a Block.

LEVEL 2 (Includes 3-night hotel accommodations + roundtrip flight)

- **Career Rank Directors as of September 1, 2023, or Market Partners who have previously held a Director Career Title:**
 - Must be paid as AED or higher for 1 out of the 4 months during the qualification period and build a Block PLUS promote 2 NEW MMBs you have personally sponsored.
- **New Directors by December 31, 2023**
 - Must be a new Director or promote to a new Director rank for the first time during the qualification period and build a Block.

*VIPs enrolled as part of your Block must have an active Flexship through the 15th of the month following their enrolment month.

Q: WHAT IS CONSIDERED A NEW DIRECTOR?

A: A New Director is defined as one of the following:

- Any Market Partner who reaches career rank of AED or higher for the first time between September and December.
- Any Market Partner who is a career rank AED or ED on September 1, 2023, who achieves a higher career rank for the first time between September and December.
- Any Market Partner who previously held a Director Career Title of AED or ED, who achieves a new higher Director Rank for the first time between September and December.

Q: WHAT IS CONSIDERED A NEW MMB?

A: A New MMB is defined as the following:

- Any Market Partner you have personally sponsored who reaches MMB for the first time between September and December.

Q: IF I HAD THE CAREER RANK OF AED OR HIGHER ON SEPTEMBER 1, 2023, AND I LOSE MY CAREER RANK DURING THE QUALIFICATION PERIOD, CAN I QUALIFY BY ACHIEVING DIRECTOR AGAIN?

A: Yes. To qualify you would need to meet the Level 1 or Level 2 requirements listed for a Career Rank Director as of September 1, 2023, or Directors who have previously held a Director Career title.

Q: IF I PREVIOUSLY HELD A CAREER RANK OF ED OR SED DO I NEED TO GET BACK TO MY PREVIOUS DIRECTOR RANK TO BE ABLE TO QUALIFY FOR DIRECTOR CIRCLE?

A: No. To qualify you would need to achieve at least AED for 1 out of the 4 months of the qualification period and meet

the Level 1 or Level 2 requirements listed for a Career Rank Director as of September 1, 2023, or Directors who have previously held a Director Career title.

Q: WHEN WILL I KNOW I HAVE QUALIFIED, AND WHAT STEPS DO I NEED TO TAKE TO CONFIRM ATTENDANCE?

A: Invitations will be sent out in waves. Should you qualify by October, you will receive your invitation after the Commission period (October 15) and so on. This invitation will include details about the trip and instructions on the next steps you need to take. A \$150 (USD) fee will be added at registration to lock in your spot. This fee is non-refundable. All qualifiers must be in good standing (in compliance) with the company.

Q: WHAT IS INCLUDED IN MONAT DIRECTORS' CIRCLE 2024 LEVEL 1 QUALIFICATION?

- Networking time with the very best of MONAT Leadership
- Special awards and recognition event
- Exclusive previews of 2024 plans
- 3-night hotel accommodations
- Option to bring your spouse (costs and conditions apply)

Q: WHAT IS INCLUDED IN MONAT DIRECTORS' CIRCLE 2024 LEVEL 2 QUALIFICATION?

- Networking time with the very best of MONAT Leadership
- Special awards and recognition event
- Exclusive previews of 2024 plans
- 3-night hotel accommodations
- Option to bring your spouse (costs and conditions apply)
- Roundtrip flight to Miami International Airport

Q: WHAT IS NOT INCLUDED IN THE TRIP?

A:

- Ground transportation
- Food and beverage
- Guest airfare
- Room service
- Meals and incidental expenses while in transit
- Any excursions or activities not expressly noted in trip inclusions
- Incidental travel expenses
- Parking or transportation to originating airport
- Childcare/Sitters
- Baggage fees, change fees, premium, or assigned seating costs
- Costs associated with travel delays, missed connections, weather events, or other disruptions in travel, including but not limited to overnight lodging in the case of missed connections, canceled flights, early departures, negligence, and/or personal circumstances
- Trip insurance
- Permits or vaccinations needed for any layover flights in the US or any other country

Q: IF I EARN THE TRIP BUT CAN'T ATTEND, CAN I RECEIVE A SUBSTITUTE REWARD OR ALLOW SOMEONE TO GO IN MY PLACE?

A: No. Only the trip earner can participate in this trip. No substitutions or cash equivalents will be awarded. MONAT reserves the right to adjust event dates at any time.

Q: MAY I BRING A GUEST?

A: Yes! Directors' Circle 2024 qualifiers may bring their spouse or a non-Market Partner guest for \$150 USD. Airfare for spouses/guests is not included and must be purchased by the qualifying Market Partner. All guests must be 18 years of age or older at the time of travel and cannot be current Market Partners. Other than nursing infants, children are not permitted to attend the general sessions.

Q: MAY I BRING MY CHILD?

A: Nursing infants 24 months or younger may attend with their registered parent. All other attendees must be at least 18 years of age and registered with a badge to attend all any of the events. Other than nursing infants, children are not permitted to attend the general sessions.

Q: AM I RESPONSIBLE FOR INCOME TAX ATTRIBUTABLE FOR THIS TRIP?

A: Qualifiers attending Directors' Circle 2024 will be solely responsible for income taxes attributable to the noncash compensation as a result of Monat paying for incentive trips and other noncash awards.

In certain instances, the value of this incentive trip may be reported to the tax authorities in your jurisdiction in accordance with the country's applicable tax law.

In case you RSVP for this trip and MONAT books your flights and/or hotel stay, but you do not attend or cancel within one week prior to the event start date, a 1-night hotel charge (and full air for Level 2 earners) will be attributed to you and may appear on your local tax form for your respective country (if applicable).

No substitutions will be offered. If Level 2 earners do not book flights before the flight deadline, their hotel will be cancelled. Level 2 earners will not be responsible for this on your local tax form. No substitutions will be offered.

If Level 2 earners use the air ticket for personal purposes, its value will be shown in full in their local tax form. Once we have confirmation for all countries, then we can add those tax form names.

Q: WHEN WILL OFFICIAL DIRECTORS' CIRCLE 2024 QUALIFIER LIST BE ANNOUNCED?

A: Qualifications for Directors' Circle 2024 end December 31, 2023. Invites will be sent as soon as individual qualifiers have met the qualification requirements.

Please note that all trip qualifications are subject to Compliance review for potential bonus buying and rank advancement manipulation. Any purchases or enrolments not in compliance with MONAT Policies and Procedures will be deemed ineligible and bonuses will not be paid. Additionally, any violation of MONAT Policies and Procedures may render a Market Partner ineligible to participate in the program and may result in further compliance action to the Market Partner's account, including and up to account suspension or termination.