

MONAT

Motor Club

FAQ for Market Partners in Australia

*FAQ are subject to change

Q: WHAT IS THE MONAT MOTOR CLUB?

A: It is a program exclusively for qualifying MONAT Market Partners, which offers rewards for achieving success and maintaining consistency. In order to join the MONAT Motor Club program, you must achieve certain qualifications and purchase or lease a white Jaguar or Range Rover.

Q: HOW DO I QUALIFY FOR THE MONAT MOTOR CLUB?

A: To qualify for the MONAT Motor Club program, you must maintain a Paid-As rank of Market Mentor (MM) or higher for six consecutive months, and your MONAT Market Partner Account must be in good standing.

Q: WHAT ARE THE STEPS TO JOIN THE MONAT MOTOR CLUB PROGRAM ONCE I HAVE QUALIFIED?

1. Before making a final decision regarding your white Jaguar or Range Rover purchase or lease, you should understand the details of the program. You must carefully read and review the program Terms and Conditions before deciding to join the MONAT Motor Club program.
2. Upon completion of the initial qualifying period, you will receive an official email from MONAT on the 16th of the following month, inviting you to participate in the MONAT Motor Club Program along with the Terms and Conditions.
3. Following the invitation email, you must purchase or lease a white Jaguar or Range Rover (your selection must be no more than five years old at the time of the purchase or lease). Market Partners participating must be listed in the contract as a signer or co-signer.
4. After the purchase or lease is completed, please send the following documents to motorclub@monatglobal.com:
 - A copy of the Acknowledgment Form signed by you and a witness
 - A copy of the purchase or lease agreement
 - For purchased vehicles: Sale Agreement or Retail Installment Contract – Simple Finance Charge
 - For leased vehicles: Closed End Motor Vehicle Lease
 - A document from the dealership which indicates that the colour of your vehicle is white
5. MONAT receives and accepts the signed Acknowledgment Form and the copy of the purchase or lease agreement and verifies that your MONAT Market Partner Account is in good standing.
6. MONAT will notify you via email that you have successfully completed the process and are part of the MONAT Motor Club.

Q: WHAT VEHICLES ARE ACCEPTED TO BE PART OF THE MONAT MOTOR CLUB?

A: You can select any model Jaguar or Range Rover, as long as it is white and five years old or newer. Leases and purchases are eligible. You must be listed in the contract as a signer or co-signer.

Q: WHAT ARE THE REWARDS THE MOTOR CLUB OFFERS?

A: MONAT will send you a one-time bonus of \$4,200 AUD which will be included in your weekly commissions after the completion of the enrolment.

As a part of your monthly commission earnings and starting from the month of enrolment into the MONAT Motor Club we will include a MONAT Motor Club bonus based on your Paid-As rank. Bonus amounts are outlined in the chart below:

| PAID-AS RANK | MARKET MENTOR | MANAGING MARKET MENTOR | ASSOCIATE EXECUTIVE DIRECTOR | EXECUTIVE DIRECTOR | SENIOR EXECUTIVE DIRECTOR |
|---------------|---------------|------------------------|------------------------------|--------------------|---------------------------|
| CAR BONUS AUD | \$1,050 | \$1,050 | \$1,650 | \$1,650 | \$2,100 |

Q: HOW LONG WILL I BE A MEMBER OF THE MONAT MOTOR CLUB?

A: For new enrolments, the term of your membership in the MONAT Motor Club will match the term length of your purchase or lease agreement. If the vehicle is purchased outright (no loan agreement), the term of your membership in the MONAT Motor Club will be 60 months.

If you are an existing MONAT Motor Club member and you choose to refinance your vehicle, the MONAT Motor Club will match the term length of your new agreement. You will just need to submit the documents of your refinanced vehicle to update your membership.

Q: I HAVE QUALIFIED FOR THE MONAT MOTOR CLUB, WHAT CAN I POST ON SOCIAL MEDIA?

A: Any social media content created or posted by you or your teams cannot contain any of the following:

- Images, photos or videos taken from JRL's website
- Hashtags which include Jaguar and/or Range Rover eg: #Jaguar #RangeRover
- All content that contains the Jaguar and/or Range Rover trade marks (logos, signage etc)
- Photos and/or videos taken inside Jaguar and Range Rover Showrooms/dealerships which show dealership signage, Jaguar or Range Rover branding and/or employees of the dealership.

Q: AFTER I HAVE COMPLETED MY INITIAL TERM IN THE MONAT MOTOR CLUB, CAN I RE-ENROL IN THE PROGRAM?

A: Following the expiration of your lease or purchase agreement you may continue to be part of the MONAT Motor Club. You can re-enrol by purchasing or leasing another vehicle and providing the required documents to MONAT so long as the MONAT Motor Club program is still available, and subject to the terms and conditions of the program as it exists at that time. You do not need to re-qualify but you will need to have a Paid-As rank of Market Mentor or higher when the new documents are submitted.

Q: WHAT IF I DON'T MAINTAIN MY PAID-AS RANK AFTER JOINING THE MONAT MOTOR CLUB PROGRAM?

A: The month(s) you do not achieve Paid-As rank of Market Mentor or higher you will not receive a MONAT Motor Club bonus unless you qualify for a Grace Period.

Q: WHAT IS A GRACE PERIOD AND UNDER WHAT CONDITIONS WILL I RECEIVE ONE?

A: Should you not qualify at the minimum Paid-As rank of Market Mentor after your acceptance into the MONAT Motor Club program, MONAT will pay the MONAT Motor Club bonus at Market Mentor level for a total of two months of grace in a calendar year based on the criteria outlined below:

- A Grace Month will be paid only if the Paid-As rank is MMB or AMM in that particular month.
- Grace Months cannot be used consecutively.
- Before the second month of grace can be used, you must regain Paid-As rank of Market Mentor or higher.
- The calendar year starts in January and ends in December.
- The Grace Month count will reset January 1st of each year.
- If your rank drops below that of MMB, the grace payment will not be issued, but it will still be counted as one of your two Grace Months.

Q: IF I HAVE USED MY TWO GRACE MONTHS IN A CALENDAR YEAR AND I CONTINUE BEING PAID-AS LOWER THAN MARKET MENTOR, DO I NEED TO RE-QUALIFY BY ACHIEVING MARKET MENTOR FOR SIX CONSECUTIVE MONTHS TO CONTINUE RECEIVING THE MONAT MOTOR CLUB BONUS?

A: No. If you have used both grace months in a calendar year, you are not required to meet any re-qualification prior to receiving the MONAT Motor Club bonus again. You must simply regain your Paid-As rank of Market Mentor or higher.

Q: DO I HAVE TO BUY OR LEASE A NEW VEHICLE?

A: No. You do not need to purchase or lease a new vehicle. The age of your vehicle is purely your decision as long as the vehicle you choose is not more than five years old at the time of the purchase or lease.

Q: CAN I LEASE THE JAGUAR OR RANGE ROVER?

A: Yes, your vehicle can be leased or purchased.

Q: CAN I PURCHASE THE VEHICLE OUTRIGHT (NO LOAN AGREEMENT) AND STILL PARTICIPATE IN THE MONAT MOTOR CLUB PROGRAM?

A: Yes. If you have qualified for the MONAT Motor Club program and decide to buy your vehicle, you may enter the program and receive the MONAT Motor Club bonus for up to 60 months.

Q: DO EXISTING PURCHASES OR LEASES COUNT?

A: No. The MONAT Motor Club program may not be used for an existing leased or purchased vehicle acquired two or more months prior to qualification.

Q: CAN I ACQUIRE MY VEHICLE THE MONTH AFTER COMPLETING MY QUALIFICATIONS, BUT BEFORE RECEIVING THE OFFICIAL EMAIL FROM MONAT?

A: A Market Partner should not acquire the vehicle any earlier than the 16th of the month following the six-month qualifying period. This allows MONAT time to verify your eligibility. If you decide to buy or lease prior to completing the qualification period, you do so at your own risk and financial obligation.

Q: I KNOW I'LL COMPLETE THE QUALIFYING PERIOD NEXT MONTH, AND I FOUND THE VEHICLE THAT I WANT. CAN I GET IT BEFORE MY SIXTH QUALIFYING MONTH AND SEND THE DOCUMENTS ONCE I'M ELIGIBLE?

A: MONAT strongly recommends against acquiring your vehicle (buying or leasing) before receiving the official email from MONAT that you are approved and eligible.

Q: IF I DON'T GET THE VEHICLE AFTER THE COMPLETION OF MY QUALIFYING PERIOD, BUT I DECIDE TO GET IT LATER, DO I NEED TO RE-QUALIFY FOR SIX CONSECUTIVE MONTHS AGAIN?

A: No. If you have completed the six-month qualification period and decide not to get a vehicle within your first month of eligibility, you must have a Paid-As rank of Market Mentor or higher the month in which the paperwork is submitted.

Q: WHAT IF I HIT MARKET MENTOR OR HIGHER FOR FIVE CONSECUTIVE MONTHS AND MISS THE SIXTH MONTH?

A: If you have five consecutive months at a Paid-As rank of Market Mentor or higher but miss the sixth month, your qualification period will reset, and you will need to restart the six-month qualification period all over again. (Note: this is only during the initial qualification period).

Q: WILL THE MONTH I ACHIEVE MARKET MENTOR FOR THE FIRST TIME COUNT AS ONE OF THE SIX MONTHS I NEED?

A: Yes. Achieving Market Mentor for the first time would be considered the first month.

Q: WHY WON'T YOU HONOUR THE FIVE MONTHS AND GIVE ME A GRACE PERIOD?

A: We want to protect you from getting into a financial obligation if you are not in a position to maintain your rank. That is why six months of consistency are required. MONAT highly recommends that you be completely comfortable financially when making the decision to enter into a lease or purchase agreement. In addition to the monthly lease or loan payments, there will be other costs associated with your purchase or lease, like registration, licensing, insurance, maintenance, and/or inspection fees. We highly recommend you to be completely comfortable with these costs before participating in the program. Additionally, once you achieve a Paid-As rank of Managing Market Mentor with downline volume of 60,000, we believe you will be able to maintain the Market Mentor volume of 30,000 each and every month.

Q: CAN I OPT FOR A CASH OPTION?

A: No. Cash options are not available.

Q. WHAT IS THE ELECTRIC VEHICLE (EV) BONUS?

A. Market Partners who upgrade to or enrol into the MONAT Motor Club with an electric vehicle will be given an additional 1-time bonus of \$1,400 AUD. This bonus will be paid on the weekly commission following acceptance of the upgrade/enrolment.

Q. WHAT IS AN ELECTRIC VEHICLE?

A. MONAT will be considering any Jaguar or Range Rover that is fully electric or is plug-in hybrid electric (PHEV) to be an electric vehicle and therefore qualifies for the EV Car Bonus.

Q. WHO IS ELIGIBLE FOR THE ELECTRIC VEHICLE?

A. Australian Motor Club qualifiers are eligible for the bonus with an upgrade or enrolment of an electric Jaguar or Range Rover model.

Q. WHAT IF I CURRENTLY HAVE AN ELECTRIC VEHICLE WITH THE MONAT MOTOR CLUB, DO I GET THE BONUS?

A. Yes, those who prior to March 01, 2022, enrolled or upgraded to an Electric Jaguar or Range Rover vehicle will also be awarded the 1-time Upgrade to Electric Vehicle bonus of \$1,400 AUD as well.

Q. WHO SHOULD I CONTACT IF I WANT TO APPLY/UPGRADE TO A QUALIFYING ELECTRIC VEHICLE?

A. Should you wish to upgrade your current Vehicle to a qualifying electric model, please email: motorclub@monatglobal.com. Please also follow the same process as outlined in the Motor Club FAQ/Terms and Conditions should you wish to enrol with an Electric Vehicle.