

# NEW LEADERSHIP EXPERIENCE

FAQ for Market Partners in Canada

*\*FAQ are subject to change\**

**Q: WHO IS ELIGIBLE FOR THE NEW LEADERSHIP EXPERIENCE?**

A: All US, Canadian, and European Market Partners who rank advance to Associate Executive Director for the first time between September 1–December 31, 2021 and complete the New Director Orientation module in Market Partner Academy (MPA) are qualified for the New Leadership Experience. European Directors will have their own trip in Europe.

**Q: WHEN AND WHERE WILL THE NEW LEADERSHIP EXPERIENCE TAKE PLACE?**

A: The trip to Miami, Florida will take place February 24-27, 2022.

**Q: HOW LONG WILL THE NEW LEADERSHIP EXPERIENCE BE AND WHAT CAN WE EXPECT?**

A: The trip will take place over two days and three nights. Directors can expect a welcome reception, a half-day of training with leading expert on Trust and Sales Todd Duncan, a tour of our Distribution Centre, and some surprise visitors.

**Q: MAY I BRING MY PARTNER OR SPOUSE?**

A: Yes! Qualified new Directors may bring a partner or spouse at no extra cost if they are also attending all scheduled activities. Guests that are not working the business with the qualified new Director are not permitted to attend. Your guest cannot be another Market Partner.

**Q: WHAT IS INCLUDED IN THE NEW LEADERSHIP EXPERIENCE?**

A: The experience includes a round-trip flight to Miami for the new Director and partner or spouse from their home airport, meals, and three-night hotel accommodations.

**Q: IF I DOUBLE OR TRIPLE RANK ADVANCE IN THE SAME QUARTER TO EXECUTIVE DIRECTOR OR SENIOR EXECUTIVE DIRECTOR, DO I STILL GET TO ATTEND?**

A: Absolutely! You will still be eligible to attend should you rank advance past AED for the first time within the qualification period.

**Q: HOW WILL I BE INVITED TO ATTEND?**

A: If you are in good standing (in compliance) with the company, you will receive an email invitation to attend the New Leadership Experience. Your message will include instructions on how to book your flight, as well as any other relevant details. You must complete your New Director Orientation module in MPA before booking your flight.

**Q: IF I DO NOT WANT TO ATTEND, MAY I HAVE A CASH OPTION?**

A: No. There will not be a cash option available for those who choose not to attend.

**Q: WILL THERE BE AN INTERPRETER ON-SITE FOR SPANISH, FRENCH, POLISH, AND LITHUANIAN SPEAKERS?**

A: Yes. Spanish, French, Polish and Lithuanian interpretation will be available on site.

**Q: WHAT IF I AM A NEW DIRECTOR AND HAVE NOT RECEIVED MY INVITATION EMAIL?**

A: If you qualify for the trip and have not received your invitation email, please get in touch with the Global Field Development Team at [gfd@monatglobal.com](mailto:gfd@monatglobal.com).

**BUT WAIT! THERE'S MORE...**

**MONATIONS 2021 UPDATE:** We're so committed to the Leadership 500 mission that we're going to give it a KICKSTART! At MONAT, Leadership really begins with Managing Market Builders, so for our very first experience we're extending the opportunity to Managing Market Builders, Associate Market Mentors, and Market Mentors!

This special leadership opportunity is available to:

1. Current Market Partners with Career Ranks of MMB, AMM, or MM
2. New and current Market Partners who rank advance to MMB or higher in September or October 2021

Here's how to qualify:

**1. Current Market Partners with Career-Ranks of MMB, AMM, and MM:** If you're a Career-Rank MMB, AMM, or MM (as of the close of the August 2021 Commission Period), you may qualify to attend if you:

- A) Maintain your **Career Rank** Rank equal to or higher than your August 2021 Career Rank in 3 out of 4 months, from September–December 2021
- B) Must Maintain your **Career Rank** Rank equal to or higher than your August 2021 Career Rank in December (which will count as 1 of your 3 months)
- C) Enroll at least two (2) new Market Partners with Product Packs and eight (8) new VIP Customers from September–December 2021.

**2. Market Partners who Rank Advance for the first time to MMB, AMM, or MM:** If your current Career Rank is below MMB or you are a new Market Partner, you may qualify to attend if you:

- A) Rank Advance to MMB, AMM or MM in September or October 2021\*
- B) Are Paid-As MMB or higher for at least 3 months from September–December 2021\*\*
- C) Achieve Paid-As MMB, AMM or MM in December 2021 (which will count as 1 of your 3 months)
- D) Enroll at least two (2) new Market Partners with Product Packs and eight (8) new VIP Customers.

\*MMM's must rank advance to AED as outlined above, in order to attend. If you Rank Advance to AED+, you will automatically qualify to attend.

\*\*Please note that if you Rank Advance to MMB+ in October 2021, you must be Paid-As MMB or higher in October, November, and December 2021.

**Q: IF I EARN THE TRIP, AND AM BELOW A DIRECTOR DO I GET TO BRING A SPOUSE?**

A: You may bring a spouse/partner at your own expense. Your guest cannot be another Market Partner.