

MONAT Leadership Summit 2023 – Cancun, Mexico

FAQ for Market Partners in Canada

FAQ are subject to change

Q: WHAT ARE THE DATES FOR MONAT LEADERSHIP SUMMIT 2023 CANCUN?

A: February 9-12, 2023

Q: WHO IS ELIGIBLE FOR MONAT LEADERSHIP SUMMIT 2023 CANCUN?

A: All career-rank Market Mentors and above as of September 1, 2022, and Market Partners who achieve Market Mentor rank by December 31, 2022, are eligible to qualify.

Q: WHAT IS THE QUALIFICATION PERIOD?

A: The qualification period is September 1, 2022-January 31, 2023.

Q: HOW CAN I QUALIFY?

A: Qualifications are as follows:

Market Partners who are Career Rank MM – SED as of September 1, 2022

- Must be Paid-As MM or higher 4 out of 5 months and build 1 Block cumulatively in those 5 months.

Market Partners who Rank Advance for the first time or re-rank to MM September 2022 – December 2022.

- Must maintain Paid-As rank according to the chart below and build 1 Block cumulatively in those 5 months.

New MM in September 2022:	Maintain MM or higher paid-as rank 3 out of 4 remaining qualification months (October 2022 – January 2023)
New MM in October 2022:	Maintain MM or higher paid-as rank 2 out of 3 remaining qualification months (November 2022 – January 2023)
New MM in November 2022:	Maintain MM or higher paid-as rank 1 out of 2 remaining qualification months (December 2022 – January 2023)
New MM in December 2022:	Maintain MM or higher paid-as rank in January

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

*Market Partners as part of your Block must enroll with a Product Pack.

DOUBLE YOUR DECEMBER: Meet your Paid-As rank requirement in December and it will count as two months toward Leadership Summit.

Please Note:

Use of the double monthly rank requirement in December toward qualification includes three nights of all-inclusive hotel accommodations but does not include roundtrip airfare. To receive paid roundtrip airfare, qualifiers must meet the full requirements without using Double Your December. All participants must also build one Block cumulatively between September 1, 2022 – January 31, 2023.

Q: WHAT IS CONSIDERED A NEW MM?

A: New MM is defined as 1 of the following:

- Any Market Partner whose career-rank as of September 1, 2022 is lower than MM, and who reaches career-rank MM or higher between September and December (for the first time or re-rank).
- Any Market Partner with a career-rank of MM+ on September 1, 2022 who drops career-rank below MM during the qualification period, and then re-ranks to MM+.

Q: WHAT IF I HAD CAREER RANK OF MM+ ON SEPTEMBER 1, 2022, AND I DROP CAREER RANK DURING THE QUALIFICATION PERIOD? CAN I QUALIFY BY ACHIEVING MM+ AGAIN?

A: Yes. After you drop career-rank during the qualification period you can achieve MM or higher again and then follow the guidelines above for Market Partners who re-rank to MM at any time during the qualification period.

Q: WHAT IS INCLUDED IN MONAT LEADERSHIP SUMMIT 2023 CANCUN?

- Networking time with the very best of MONAT Leadership
- Special awards and recognition event
- 7th Annual MONAT Gratitude 5K Walk/Run
- Exclusive previews of 2023 plans
- 3-night accommodations at the Hilton Cancun
- All-inclusive food and beverage package at more than 12 unique restaurants, bars, and lounges. Specialty items ordered are the attendees' financial responsibility.
- Round-trip flight to Cancun International Airport

If Double Your December is used to achieve qualification, the qualifier would not be eligible for paid airfare.

- A full day of leisure
- Option to bring your spouse or special guest for a Valentine's Weekend in paradise (costs and conditions apply)

Q: WHAT IS NOT INCLUDED IN THE TRIP?

A:

- 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
- Travel 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 GO, 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: CAN I BRING A GUEST?

A: Yes! Leadership Summit 2023 qualifiers may bring their spouse or a non-Market Partner guest for \$499 USD. Airfare for spouses/guests is not included and must be purchased by the qualifying Market Partner. If Double Your December is used to achieve qualification, neither the qualifier nor spouse/guest would be eligible for paid airfare. All guests must be 18 years of age or older at the time of travel and cannot be current Market Partners.

- Guests under 18 years of age may share qualifying Market Partner's hotel accommodations in accordance with hotel policies; however, guests under 18 may not attend official events requiring registered guest credentials.

VERY IMPORTANT: Foreign minors (under 18 years of age) travelling to Mexico alone or with a third party of legal age (not their parents) as tourists or with a short stay for study purposes (up to 180 days), DO REQUIRE **authorization or a letter of consent from their parents or guardians**. Minors under the age of 18 travelling with at least one of their parents or guardians DO NOT require authorization or a letter of consent. This form can be found here: <https://www.gob.mx/inm/acciones-y-programas/formato-de-salida-de-menores>.

BONUS: Career-Rank SEDs who qualify for this incentive may bring their spouse or a non-Market Partner guest at no additional cost to them. Airfare and accommodations for spouses/non-Market Partner guests of qualifying career-rank SED is included. If Double Your December is used to achieve qualification, neither the career-rank SED nor spouse/guest would be eligible for paid airfare.

Q: CAN 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.

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

A: Qualifiers attending Leadership Summit 2023 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.

If and where applicable, any hotel or airfare paid by MONAT will be reported to respective tax authorities.

Qualified Market Partners who register for an event and do not or cannot attend will remain responsible for the taxable value of any non-refundable costs incurred by MONAT. Examples of taxable trip value that will remain reportable even when a Market Partner is unable to attend would include: a minimum of one-night's room rate, hotel taxes, and resort fees. Non-refundable airfare paid by MONAT will be included in taxable income reporting, where applicable as defined by your country's taxation guidelines at the time of this trip.

Please note that all trip qualifications are subject to Compliance review for potential bonus buying and rank advancement manipulation. Any purchases or enrollments 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.