

# MONAT New Zealand

## Frequently Asked Questions

*June, 2022*

**Q: WHAT ARE THE IMPORTANT LAUNCH DATES FOR MONAT NEW ZEALAND?**

A: 1<sup>st</sup> October 2022: PRE-LAUNCH.

- Market Partner-only enrolment is live.

1<sup>st</sup> November 2022: LAUNCH.

- MONAT New Zealand officially open for enrolling VIP Customers and Retail Customers.

**PRE-LAUNCH:** 1<sup>st</sup> October – 31<sup>st</sup> October 2022

**ENROLLING AS A MARKET PARTNER**

**Q: WHAT HAPPENS DURING PRE-LAUNCH?**

A: From Saturday 1<sup>st</sup> October, individuals in New Zealand with a registered address in New Zealand can enrol, purchase a Product Pack and start building their downline teams of Market Partners to be ready for the official launch on Tuesday 1<sup>st</sup> November 2022. During pre-launch, Market Partners are eligible to qualify to earn commissions and bonuses and achieve new ranks, plus they will be eligible for two Asia Pacific Founder Shares (see Commissions, Bonuses, Ranks and Asia Pacific Founders section below for more details).

**Q: DO NEW MARKET PARTNERS NEED TO RESIDE IN NEW ZEALAND TO BE ABLE TO JOIN MONAT NEW ZEALAND?**

A: Yes. To enrol as a Market Partner in New Zealand, you must reside in New Zealand and comply with the MONAT Market Partner Agreement. However, it is each individual's responsibility to ensure they are eligible to earn an income.

**Q: WHAT IS AN NZBN NUMBER?**

A: A New Zealand Business Number (NZBN) is a unique number that identifies your business to the government and community in New Zealand. Getting an NZBN is free and can make running your business easier in the future, particularly if you have to register for taxes or intend to claim deductions for expenses.

**Q: WHAT IS GST REGISTRATION?**

A: Goods and services tax (GST) is a tax of 15% on most goods, services and other items sold or consumed in New Zealand. MONAT Market Partners must register with the IRD for GST if their gross turnover (excluding any GST, from Monat Global and other sources) is more than NZ\$60,000 per year, or is projected to be so. GST registration is optional for direct sellers whose business has a GST turnover under NZ \$60,000.

**Q: HOW WILL MONAT MANAGE WITHHOLDING TAXES AND GST ON COMMISSIONS EARNED IN NEW ZEALAND?**

A: Income Tax Withholdings – There are no withholding taxes on commissions earned for New Zealand Market Partners.

GST Registration – If a Market Partner provides a valid IRD number to MONAT and is GST registered, MONAT will provide a Buyer Created New Zealand GST Tax Invoice to the Market partner which will include 15% GST, and the Market Partner will be paid the 15% GST on each subsequent commission payment.

If a Market Partner does not provide a valid IRD number to MONAT, the Buyer Created New Zealand GST Tax Invoice will not be provided and the 15% GST will not be paid to the Market Partner on commission earnings.

**Q: CAN A NEW MARKET PARTNER IN NEW ZEALAND CROSS-SPONSOR MARKET PARTNERS IN THE USA, CANADA, UK, POLAND, SPAIN, LITHUANIA or AUSTRALIA DURING PRE-LAUNCH?**

A: A new Market Partner in New Zealand can only sponsor in New Zealand during Pre-Launch. They will be able to start building their teams in other markets after 1<sup>st</sup> November 2022. At this time on the 1<sup>st</sup> November 2022 they will also be able to enrol VIPs and sell to Customers in all the countries MONAT operates in.

## COMMISSIONS, BONUSES, RANKS AND ASIA PACIFIC FOUNDERS

### **Q: AS AN ACTIVE MARKET PARTNER IN NEW ZEALAND DURING PRE-LAUNCH, HOW CAN I EARN COMMISSIONS, BONUSES AND RANK ADVANCEMENT BONUSES?**

A: As a Market Partner in Pre-launch, you can earn Product Pack Bonuses from your newly enrolled Market Partners that purchase a product pack and Rank Advancement Bonuses based on the qualifications in the Compensation Plan.

### **Q: HOW WILL ACTIVE STATUS BE DETERMINED FOR A NEW MARKET PARTNER IN NEW ZEALAND DURING PRE-LAUNCH?**

A: To be active during Pre-Launch the following requirements must be met:

- New Market Partners in New Zealand must enrol with a Product Pack purchase or upgrade to a Product Pack in October 2022.

### **Q: HOW DOES A MARKET PARTNER IN NEW ZEALAND EARN PRODUCT PACK BONUSES?**

A: As the upline Market Partner to a new Market Partner in New Zealand, you will receive a Product Pack bonus with the sale of a product pack to a newly enrolled Market Partner in New Zealand. See Product Pack flyer for pack contents.

- o Essentials Product Pack Bonus: \$75
- o Success Product Pack Bonus: \$180
- o Overachiever Product Pack Bonus: \$375
- o Optimum Product Pack Bonus: \$525

### **Q: HOW ARE RANK REQUIREMENTS MET DURING PRE-LAUNCH?**

A: The PV requirement for rank advancement is waived in the event a new Market Partner is enrolled in October 2022 with a purchase of a product pack.

### **Q: HOW FREQUENTLY ARE COMMISSIONS AND BONUSES PAID?**

A: Product pack bonus (paid weekly) every Friday (EST- USA) and Rank Advancement bonuses (paid monthly) on the 15<sup>th</sup> of the month (EST- USA). In the event the 15<sup>th</sup> falls on a weekend monthly commissions are paid the Friday prior.

### **Q: WHAT ARE THE MONAT WEEKLY AND MONTHLY COMMISSION AND BONUS PERIODS?**

A: The MONAT calendar month starts the 1st day of the month at 12:00 AM EST-USA and closes the last day of the month at 11:59:59 PM EST-USA. The MONAT commission weeks begin each Saturday at midnight (i.e. the beginning of Saturday) and end the following Friday at 11:59:59 PM EST-USA. You will find the Commissions Calendar with more details in your Resource Library.

### **Q: ARE RETAIL COMMISSIONS PAID INCLUDING GST?**

A: No, retail commissions are paid excluding GST.

### **Q: WILL NEW MARKET PARTNERS IN NEW ZEALAND HAVE THE OPPORTUNITY TO BECOME MONAT ASIA PACIFIC FOUNDERS?**

A: Yes, they will be eligible to participate in the Asia Pacific Founder programme.

### **Q: WHAT ARE THE REWARDS FOR BEING AN ASIA PACIFIC FOUNDER?**

A: In addition to participating in the Asia Pacific Founder Pool, they will receive exclusive honours, tools and benefits including exclusive Asia Pacific Founders gifts, special recognition and a lot more!

### **Q: DO IN-COUNTRY MARKET PARTNERS NEED TO ENROL WITH A PRODUCT PACK TO BE ELIGIBLE FOR ASIA-PACIFIC FOUNDER QUALIFICATION?**

A: In-Country Market Partners who purchase either a Starter Kit OR a Product Pack and enrol within the Launch or

Pre-Launch periods may be eligible for Asia Pacific Founder qualification.

**Q: HOW CAN A NEW MARKET PARTNER IN NEW ZEALAND QUALIFY FOR THE ASIA PACIFIC FOUNDER POOL?**

A: Follow our 1-2-3 Step System to become an official MONAT Asia Pacific Founder and earn up to 3 Asia Pacific Founder Pool shares.

1. REGISTER AS A MONAT MARKET PARTNER IN NEW ZEALAND

- Enrol between 1<sup>st</sup> - 31<sup>st</sup> October 2022 for the opportunity to earn two shares.
- Enrol between 1<sup>st</sup> November 2022- 31<sup>st</sup> October 2023 for the opportunity to earn one share.