

MONAT Europe Ignite 2024

26th – 29th April 2024

FAQ for Market Partners in the UK & Ireland

**FAQ are subject to change*

1st November 2023

Q: WHAT ARE THE DATES FOR MONAT EUROPE IGNITE 2024?

A: MONAT Europe Ignite 2024 will take place between 26th – 29th April 2024.

Q: WHO IS ELIGIBLE FOR MONAT EUROPE IGNITE 2024?

A: All Market Partners in the UK, Ireland, Poland, Spain (including Canary Islands), Lithuania, and France are eligible for **MONAT Europe Ignite 2024**. Market Partner need to achieve paid as rank MMP or above by end of January 2024 to qualify for MONAT Europe Ignite 2024.

Q: WHEN IS THE QUALIFICATION PERIOD?

A: The qualification period is 1st August 2023 through 31st January 2024.

Q: HOW DO I QUALIFY FOR MONAT EUROPE IGNITE 2024?

A: You need to meet the PV and enrolment requirement outlined below.

MONAT Europe Ignite 2024				
PV, VIP and MP Requirement: meet in 6 months				
TIER	Career Rank: MP, MMP, AMB, MB as of 1st August 2023	Award	Career Rank: MMB and above as of 1st August 2023	Award
PV Requirements Entry Level	7000 PV*	Programme + Shared Room		
Enrolment Requirements Entry Level	6 VIP + 2 MP			
PV Requirements Tier 1	9000 PV*	Programme + Shared Room + £100 / 115€ / 500 zł Voucher	12000 PV*	Programme + Shared Room + £100 / 115€ / 500 zł Voucher
PV Requirements Tier 2	12000 PV*	Programme + Shared Room + Flights	15000 PV*	Programme + Shared Room + Flights
Enrolment Requirements Tier 1 & 2	10 VIP + 2 MP			
*Minimum PV must be from customer purchases (VIP or Retail)	4000 PV		6000 PV	
All Market Partners must be paid as MMP or above in January 2024 to qualify.				
<u>VIP and MP Enrolment Requirement</u> Entry Level (only MP, MMP, AMB, MB) enrol 6 VIP with Active Flexship and 2 MP with Product Pack, in a period of 6 months Tier 1 and Tier 2 enrol 10 VIP with Active Flexship and 2 MP with Product Pack, in a period of 6 months				
<u>PV Requirement</u> PV Requirements for all levels counts cumulatively				

EUROPE IGNITE PV BOOST

1st November - 31st January 2024

Enrol a new Market Partner with a Product Pack and you as the sponsor will receive matched PV which goes exclusively towards your Europe Ignite Qualification. PV will be added to the Ignite tracker regularly.

Example: You enrol a Market Partner with an Essentials Product Pack, you will receive your normal GV but then you will also receive a 200 PV match which is solely towards your Ignite qualification. PV amounts will match the PV earned by the new Market Partner for all Product Pack Options.

If the Product Pack is returned by the new market partner within 30 days the PV earned by the sponsoring market partner will be dedicated from the Ignite qualification.

Q: WHAT HAPPENS IF I CAREER RANK MANAGING MARKET PARTNER AS OF 1st AUGUST AND IN SEPTEMBER, I REACH MANAGING MARKET BUILDER?

A: Since your qualification is based on your rank as of 1st August 2023, nothing changes; you must reach the required PV according to the rank with which you started the qualification, in this case MMP.

Q: WHAT HAPPENS IF MY NEW VIP CUSTOMERS OPT OUT OF THE FLEXSHIP PROGRAMME?

A: Any newly enrolled VIP Customers who opt out of their Flexship programs before the 15th of the month following their enrolment month will not count toward your VIP requirements qualifications for MONAT Ignite Europe.

EXAMPLE: If a VIP enrolls on 1st August 2023 and cancels their Flexship on 13th September 2023, they will not count toward your qualifications for MONAT Ignite Europe.

Q: IF I ENROL MARKET PARTNERS OR VIP CUSTOMERS IN A MONAT MARKET OTHER THAN MY HOME COUNTRY, WILL THEY COUNT TOWARD MY QUALIFICATIONS?

A: Yes. You may be in the UK and enrol Market Partners with a Product Pack and VIP Customers with an active Flexship in any MONAT market, and those enrolments will count toward your qualification for this trip.

Q: IF I ENROL A VIP CUSTOMER WHO THEN UPGRADES TO MARKET PARTNER, WILL THEY COUNT TOWARD MY QUALIFICATIONS?

A: Yes, but how they are counted—whether as a VIP or Market Partner—depends on when the upgrade occurs.

EXAMPLES:

- If a VIP enrolls in August 2023 and then upgrades to Market Partner in August 2023, they count toward your qualification as a Market Partner, and you will need to enrol an additional VIP to complete your requirements.
- If a VIP enrolled **PRIOR** to August 2023 and upgrades to Market Partner in August 2023, they count toward your qualifications as a Market Partner.
- If a VIP enrolls in August 2023 and then upgrades to Market Partner after 15th September 2023 they will count as a VIP **AND** as a Market Partner.
- If a VIP enrolls in January 2024 and then upgrades to Market Partner after 15th February 2024 they will count as a VIP.

Q: WHAT HAPPENS IF ONE OF MY MARKET PARTNERS OR VIP CUSTOMERS CANCELS OR RETURNS AN ORDER BEFORE 15th FEBRUARY 2024?

A: If you do not have sufficient Market Partners or VIP Customers to constitute a complete qualification, then you do not meet requirements of qualification.

Q: IF I ENROL ANYTIME FROM AUGUST 2023 TO JANUARY 2024, AM I ELIGIBLE TO QUALIFY FOR MONAT EUROPE IGNITE 2024?

A: Yes, you are eligible to qualify for MONAT Europe Ignite 2024 if you meet the qualifications outlined in the charts above and achieve paid as rank MMP or above in January 2024.

Q: IF I ENROL A NEW MARKET PARTNER IN CANADA WITH ZERO ENROLMENT, WILL THEY COUNT TOWARD MY MARKET PARTNER REQUIREMENT FOR MONAT EUROPE IGNITE?

A: The new Market Partner will count toward your MONAT Europe Ignite 2024 Requirements if they achieve 200 PV within their first 30 days and within the Qualification time frame (by 31st January 2024 at 12:59 p.m. CET).

EXAMPLE: Heather enrolls a New Market Partner with Zero Enrolment. Their new MP achieves 200 PV within 30 days and while still within the MONAT Europe Ignite 2024 Qualification time frame, so the new MP counts towards Heather's qualifications Requirement.

Q: WHAT IS INCLUDED IN THE MONAT EUROPE IGNITE 2024 TRIP?

A:

Trip for Entry level (available only for MP, MMP, AMB, MB) includes:

- 3 nights' accommodation in shared room, including breakfast
- Special MONAT experience
- Gala Celebration Party
- Lots of MONAT Europe special touches

At this level flights are not covered by MONAT.

Trip for Tier 1 includes:

- 3 nights' accommodation in shared room, including breakfast
- £100 / 115€ / 500 zł voucher for you to use as you choose
- Special MONAT experience
- Gala Celebration Party
- Lots of MONAT Europe special touches

At this level flights are not covered by MONAT.

Trip for Tier 2 includes:

- Round-trip travel from main airports in UK, Ireland, Poland, Spain, Lithuania, and France*
- 3 nights' accommodation in shared room, including breakfast
- Special MONAT experience
- Gala Celebration Party
- Lots of MONAT Europe special touches

Q: WHAT IS NOT INCLUDED IN THE TRIP?

A: The following items are not included:

- Ground transportation (for Entry level and Tier 1)
- Meals other than those specified
- Any excursions or activities in which you choose to participate
- Promotional items
- Incidental travel expenses
- Parking or transportation to originating airport 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 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: IF I EARN THE TRIP ON TIER 1 BUT I CAN'T GO, CAN I RECEIVE £100 / 115€ / 500 zł VOUCHER?

A: No. Only Market Partners who earn and attend to the trip can receive £100 / 115€ / 500 zł Voucher.

Q: IF I EARN THE TRIP ON TIER 1 AND ATTEND TO THE TRIP, WHEN WILL I RECEIVE £100 / 115€ / 500 zł VOUCHER?

A: If you earn and attend to the trip you will get your £100 / 115€ / 500 zł Voucher in the first day of the trip.

Q: MAY I BRING A GUEST?

A: No. Trip is only for Market Partners who qualified for this trip.

Q: CAN I BRING MY CHILD?

A: Nursing infants 24 months or younger may attend with their registered parent.

Q: WHERE CAN I TRACK MY PV, PERSONAL MARKET PARTNER AND VIP ENROLMENTS FOR THIS INCENTIVE?

A: There will be a live tracker available in the Back Office to track Personal PV, Market Partners enrolled with a Product Pack and Personal VIPs with an active Flexship for the MONAT Ignite Europe Incentive.

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

A: Qualifiers attending MONAT Ignite Europe 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. If and where applicable, any hotel or flight 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 flight 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. Bonus buying" includes: (a) the enrolment of individuals or entities without the knowledge, or execution of an Independent Market Partner Application and Agreement by such individuals or entities; (b) the fraudulent enrolment of an individual or entity as a Market Partner; (c) "stacking" which is the specific placement of an individual VIP Customer or Market Partner under a person within one's downline, other than the person who introduced them to MONAT, in order to qualify yourself or others for rank advancements, incentives, prizes, commissions or bonuses; (d) the enrolment or attempted enrolment of non-existent individuals or entities as Market Partners; (e) purchasing MONAT products on behalf of another Market Partner or under another Market Partner's I.D. number, to qualify for commissions or bonuses; (f) purchasing excessive amounts of MONAT products that cannot reasonably be used or resold in a month; and (g) any other mechanism or artifice to qualify for rank advancement, incentives, prizes, commissions or bonuses that are not driven by bona fide product purchases by end consumers. Any purchases or enrolment 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 programme and may result in further compliance action to the Market Partner's account, including and up to account suspension or termination.