



MONAT DIRECTORS' SUMMIT 2020

FAQS for Market Partners

FAQs are subject to change



MONAT Global

Q: WHAT ARE THE DATES FOR MONAT DIRECTORS' SUMMIT 2020: GRAND CAYMAN?

A: Travel dates are February 5 – 8, 2020.

Q: WHO IS ELIGIBLE FOR DIRECTORS' SUMMIT 2020?

A: All career title AEDs or above as of September 1, 2019 and MPs who achieve AED rank by December 31, 2019 will qualify to attend Directors' Summit 2020.

Q: WHAT IS THE QUALIFICATION PERIOD?

A: September 1, 2019 through January 31, 2020.

Q: HOW CAN I QUALIFY FOR DIRECTORS' SUMMIT 2020: GRAND CAYMAN?

A: **Qualification Criteria:**

Career Rank AED, ED, SED as of September 1, 2019: Maintain AED paid-as rank 4 out of 5 qualification months (September 2019 – January 2020)

Note: Career Rank SEDs who qualified for this incentive can bring their spouses.

New AED in September 2019: Maintain AED paid-as rank 3 out of 4 remaining qualification months (October 2019 – January 2020)

New AED in October 2019: Maintain AED paid-as rank 2 out of 3 remaining qualification months (November 2019 – January 2020)

New AED in November 2019: Maintain AED paid-as rank 1 out of 2 remaining qualification months (December 2019 – January 2020)

New AED in December 2019: Maintain AED paid-as rank in January

A New AED is defined as any Market Partner whose career title as of September 1 is lower than AED, and who reaches career title AED between September and December (for the first time or re-promoted).

New AEDs can obtain one month of grace toward qualification by accumulating **70,000 GV** between September and January, regardless of which month they achieve AED.

Example:

*If I am MMM on September 1st, and I promote to AED on December 1st, I am eligible to earn the trip. By achieving 70,000 GV between September and January, I am fully qualified, even if I am not paid-as AED in January. **The grace period is earned by accumulating 70,000 GV or higher between September 2019 and January 2020.***

Special qualification for new MMMs: Market Partners who promote to MMM between September and December 2019 and maintain MMM paid-as rank during the remaining qualification months will obtain the qualification to this event in recognition of their stunning performance.

This group can also obtain one month of grace by accumulating **70,000 GV*** during the qualification period.

In the event a new Career Title MMB or higher promotes in your personal group during the qualification period, their results will be included in your qualification requirements the month they promoted and each month remaining of the qualification period.

Q: WHAT IS INCLUDED IN DIRECTORS' SUMMIT 2020?

A: Round Trip flights to Grand Cayman, room and tax, training and some group meal functions.

Q: MAY I BRING MY SPOUSE?

A: Career Rank SEDs who qualify for this incentive may bring their spouses. Airfare for spouses is not included and must be purchased by the qualifier.

New and Career Rank AEDs, Career Rank EDs and new MMMs who qualify for this incentive may bring their spouses for a cost of \$499 USD. Airfare for spouses is not included and must be purchased by the qualifier.

Q: MAY I BRING CHILDREN?

A: No. Children are not permitted to attend Directors' Summit.

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 nor cash equivalents will be awarded. MONAT reserves the right to adjust event dates at any time.

Q: WHAT ARE THE TAX IMPLICATIONS OF PARTICIPATION IN DIRECTORS' SUMMIT 2020 AND OTHER TRIPS OR PRIZES I RECEIVE FROM MONAT?

A: You (the Market Partner) accept sole responsibility and agree to pay all federal, state, provincial and local taxes on the value of trips, prizes or awards provided by MONAT, as required by the laws in your country of residency, and further agree to indemnify MONAT from any failure to pay such tax amounts when due.