



MONAT ELITE 2020

FAQs for Market Partners in the U.S., Canada and the U.K.



MONAT Global

Q: WHAT IS MONAT ELITE 2020?

A: MONAT Elite 2020 is an incentive trip that will reward MONAT Directors for promoting Managing Market Builders (MMBs) and above in their Personal Groups from April 2019 through March 2020.

Q: WHERE AND WHEN WILL MONAT ELITE 2020 TAKE PLACE?

A: MONAT Elite 2020 will take place in Bora Bora from October 2-10 at the St. Regis Bora Bora Resort.

Q: WHO IS ELEGIBLE FOR MONAT ELITE 2020?

A: Any current career rank Director (Associate Executive Director, Executive Director or Senior Executive Director) or any Market Partner in the U.S., Canada or the U.K. who achieves one of the Director ranks by September 30, 2019. To be eligible, Directors must be compliant with MONAT Policies and Procedures and in good standing with the company.

Q: WHAT IS THE QUALIFICATION PERIOD?

A: April 1, 2019–March 31, 2020.

Q: WHO WILL BE INVITED TO MONAT ELITE?

A: The top 10 Directors in points earned during the qualification period. In the event of a tie, the tiebreaker will be determined by the total number of Blocks built by the Directors.

Q: HOW DO I EARN POINTS?

A: 1. Every month through March 2020, whenever one of your Gen-1 Leaders earns a rank higher than they did in March 2019, you will receive the number of points associated with the respective rank-up.

2. Promote a new MMB+ from your Personal Group and receive the number of points associated with the respective rank-up.

How to earn points:

| | |
|-------------------|-----------|
| Promote a new MMB | 1 point |
| Promote a new AMM | 2 points |
| Promote a new MM | 3 points |
| Promote a new MMM | 5 points |
| Promote a new AED | 10 points |
| Promote a new ED | 15 points |
| Promote a new SED | 20 points |

Q: HOW MANY TIMES DO I NEED TO ACHIEVE THE DIRECTOR RANK DURING THE QUALIFICATION PERIOD?

A: To qualify, you must achieve paid-as Director rank at least once during the qualification period. Additionally, you must be paid-as Director rank for the month of March 2020. For example: If you promoted to paid-as ED in July 2019 and fell to an MMM in December 2019, you must be a paid as AED or above for March 2020.

Q: IF AN MB OR ABOVE ADVANCES MORE THAN ONCE DURING THE QUALIFICATION PERIOD, DO I EARN POINTS EACH TIME?

A: Yes. For example, if during the qualification period a MB advances to SED, you will earn 56 points.

Q: HOW IS THE STARTING RANK OF THE MARKET PARTNERS IN MY PERSONAL GROUP DETERMINED IN ORDER TO EARN POINTS?

A: The starting rank will be based on a Market Partner's paid-as rank as of March 2019.

Q: WILL THE TOP EARNERS BE ABLE TO INVITE A SIGNIFICANT OTHER OR A GUEST?

A: Yes. The top earners will be able to bring along their spouse or guest. The guest cannot be another Market Partner.

Q: WILL QUALIFIERS HAVE THE OPTION OF EXTENDING THEIR STAY ON THE TRIP, EITHER BEFORE OR AFTER THE PROGRAM DATES?

A: Yes. However, any incremental expenses would be the responsibility of the qualifying Director.

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: DO I NEED A PASSPORT OR VISA TO TRAVEL?

A: Yes. A passport is required for all international travel. Visa requirements depend on which government issues your passport. For U.S. and Canadian citizens, a visa is not required.

Q: IS MY SPOUSE OR GUEST PERMITTED TO TRAVEL WITH ME?

A: Yes. Your trip includes one non-Market Partner adult guest to travel with you. The guest must be at least 18 years of age prior to the departure date of your first flight.

MONAT will cover the following costs for the guest: round-trip flights when originating from the same home airport as the qualified Market Partner, shared hotel accommodations, and inclusion in all group activities, meals, and excursions the trip earner receives.

Q: ARE CHILDREN PERMITTED ON THIS TRIP?

A: No. Children are not permitted to accompany Market Partners or their adult guest on this trip.