



# MONAT ELITE 2021

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



MONAT Global

**Q: WHAT IS MONAT ELITE 2021?**

A: MONAT Elite 2021 is an incentive trip that will reward MONAT Directors for promoting Managing Market Builders (MMBs) and above in their Personal Groups from April 2020 through March 2021.

**Q: WHERE AND WHEN WILL MONAT ELITE 2021 TAKE PLACE?**

A: MONAT Elite 2021 will take place in Tokyo, Japan in July 2021.

**Q: WHO IS ELEGIBLE FOR MONAT ELITE 2021?**

A: Any current career rank Director (Associate Executive Director, Executive Director or Senior Executive Director) or any Market Partner in the U.S., Canada, U.K., Ireland and Poland who achieves one of the Director ranks by September 30, 2020. 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, 2020–March 31, 2021.

**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 2021, whenever one of your Gen-1 Leaders earns a rank higher than they did in March 2020, 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 2021. For example: If you promoted to paid-as ED in July 2020 and fell to an MMM in December 2020, you must be a paid as AED or above for March 2021.

**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 2020.

**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: DO I NEED A PASSPORT OR A 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: flights 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.