



# **MONAT MOTOR CLUB**

FAQs for Market Partners

MONAT Global US & Canada

**Q: WHAT IS THE MOTOR CLUB?**

A: It is a program exclusively for qualifying MONAT Market Partners, which offers rewards for achieving success and maintaining consistency. In order to join the MONAT Motor Club program you must achieve certain qualifications and purchase or lease a white Cadillac.

**Q: HOW DO I QUALIFY FOR THE MONAT MOTOR CLUB?**

A: To qualify for the MONAT Motor Club program you must maintain a "Paid-as" status of Market Mentor (MM) or higher for three consecutive months and maintain a Market Partner account in good standing.

**Q: WHAT ARE THE STEPS TO JOIN THE MOTOR CLUB PROGRAM ONCE I HAVE QUALIFIED?**

1. Before you make a final decision regarding your Cadillac purchase/lease, you should understand the details of the program. You must carefully read and review the program Terms and Conditions before deciding to join the Motor Club program.
2. Upon completion of the initial qualifying period you will receive an official email from MONAT on the 15<sup>th</sup> of the following month, inviting you to participate in the MONAT Motor Club Program along with the Terms and Conditions.
3. Following the invitation email you must purchase or lease a white Cadillac (no more than 5 years old at the time of the purchase). *Market Partners participating must be listed in the contract as a signer or co-signer.*
4. After the purchase/lease is completed, please send the following documents to motorclub@monatglobal.com:
  - ✓ A copy of the Acknowledgment Form signed by you and a witness
  - ✓ A copy of the purchase or lease agreement
  - ✓ A document from the dealership which indicates the color white of the vehicle
5. MONAT receives and accepts the signed Acknowledgment Form and the copy of the purchase or lease agreement and verifies that your MONAT Market Partner Account is in good standing.
6. MONAT will notify you via email that you have successfully completed the process and are part of the MONAT Motor Club.

**Q: WHAT VEHICLES ARE ACCEPTED TO BE PART OF THE MONAT MOTOR CLUB?**

A: You can select any model CADILLAC as long as it is white and five years old or newer. Leases and purchases are eligible. You must be listed in the contract as a signer or co-signer.

**Q: WHAT ARE THE REWARDS THE MOTOR CLUB OFFERS?**

A: MONAT will send you a USD \$1,500.00 / CAD \$1,800 Down Payment Bonus after the completion of the enrollment. This bonus will be included in the weekly commissions after enrollment.

As a part of your monthly commission earnings and starting from the month of enrollment, we will include a car program bonus based on your "Paid-As" rank for up to 48 months. Bonus amounts are outlined in the chart below:

RANK	MARKET MENTOR	MANAGING MARKET MENTOR	ASSOCIATE EXECUTIVE DIRECTOR	EXECUTIVE DIRECTOR	SENIOR EXECUTIVE DIRECTOR
USD CAR BONUS	\$500	\$500	\$750	\$750	\$1,000
CAD CAR BONUS	\$600	\$600	\$900	\$900	\$1,200

**Q: HOW LONG WILL I BE A MEMBER OF THE MOTOR CLUB?**

A: If the vehicle is leased, your participation will depend on the terms of your lease, for up to a maximum of 48 months. If the vehicle is purchased, the term of your participation in the MONAT Motor Club will be for 48 months. Following the expiration of such term, you may qualify to re-enter the program by purchasing or leasing another vehicle, so long as the Motor Club program is still available, and subject to the terms and conditions of the program as it exists at that time.

**Q: WHAT IF I DON'T MAINTAIN MY "PAID-AS" STATUS AFTER JOINING THE MOTOR CLUB PROGRAM?**

A: The month(s) you do not achieve Paid-As Market Mentor or higher you will not receive a Motor Club bonus unless you qualify for a Grace Period.

**Q: WHAT IS A GRACE PERIOD AND UNDER WHAT CONDITIONS WILL I RECEIVE ONE?**

A: Should you not qualify at the minimum "Paid-As" status of Market Mentor after your acceptance in the Motor Club program, MONAT will pay the Motor Club bonus of \$500 USD/ \$600 CAD for a total of two months of grace in a calendar year based on the criteria outlined below:

- A grace Month will be paid only if the "Paid-As" status is MMB or AMM in that particular month
- Grace Months cannot be used consecutively
- Before the second month of grace can be used you must regain "Paid-As" status of Market Mentor or higher
- The calendar year starts in January and ends in December
- The Grace Months count will reset January 1<sup>st</sup> of each year
- If your rank drops below that of MMB, the grace payment will not be issued, but it will still be counted as one of your two Grace Months

**Q: IF I HAVE USED MY TWO GRACE MONTHS IN A CALENDAR YEAR AND I CONTINUE BEING PAID-AS LOWER THAN MM, DO I HAVE TO REQUALIFY BY ACHIEVING MM FOR THREE CONSECUTIVE MONTHS AGAIN IN ORDER CONTINUE RECEIVING THE MOTOR CLUB BONUS?**

A: No. If you have used both grace months in a calendar year, you are not required to meet any re-qualification prior to receiving the Motor Club bonus again. You must simply regain a "Paid-As" status of Market Mentor or higher.

**Q: DO I HAVE TO BUY OR LEASE A NEW CADILLAC?**

A: No. You do not need to purchase/lease a new car. The age of your car is purely your decision so long as the car you choose is not more than five years old at the time of the purchase/lease.

**Q: CAN I LEASE THE CADILLAC?**

A: Yes, your car can be either a lease or a purchase.

**Q: CAN I PURCHASE THE CADILLAC CASH AND STILL PARTICIPATE IN THE MOTOR CLUB PROGRAM?**

A: Yes. If you have qualified for the Motor Club program and decide to buy your Cadillac cash, you may enter the program and receive the Motor Club bonuses.

**Q: DOES AN EXISTING PURCHASES OR LEASES COUNT?**

A: No. MONAT Motor Club program may not be used for an existing leased or purchased car acquired two or more months prior to qualification.

**Q. CAN I ACQUIRE MY CAR THE MONTH AFTER COMPLETING MY QUALIFICATIONS, BUT BEFORE RECEIVING THE OFFICIAL EMAIL FROM MONAT?**

A: A Market Partner should not acquire the car any earlier than the 15th of the month following the three-month qualifying period. This allows MONAT time to verify eligibility. If you decide to buy or lease prior to completing the qualification period, you do so at your own risk and financial obligation.

**Q. I KNOW I'LL COMPLETE THE QUALIFYING PERIOD NEXT MONTH, AND I FOUND THE CADILLAC THAT I WANT. CAN I GET IT BEFORE MY THIRD QUALIFYING MONTH AND SEND THE DOCUMENTS ONCE I'M ELIGIBLE?**

A: MONAT strongly recommends against acquiring your car (buying or leasing) before receiving the official email from MONAT that you are approved and eligible.

**Q: IF I DON'T GET THE CAR AFTER THE COMPLETION OF MY QUALIFYING PERIOD, BUT I DECIDE TO GET IT LATER, DO I NEED TO REQUALIFY FOR THREE CONSECUTIVE MONTHS AGAIN?**

A: No. If you have completed the three-month qualification period and decide not to get a car within your first month of eligibility, you must be "qualified" (i.e., "Paid-As" MM or higher) the month of which the paperwork is submitted.

**Q: WHAT IF I HIT MM OR HIGHER FOR TWO CONSECUTIVE MONTHS AND MISS THE THIRD MONTH?**

A: If you have two consecutive months at MM+ "Paid-As" status but miss the third month, your qualification period will reset and you will have to restart the three-month qualification period all over again. (Note: this is only during the initial qualification period).

**Q: WILL THE MONTH I ACHIEVE MARKET MENTOR FOR THE FIRST TIME COUNT AS ONE OF THE THREE MONTHS I NEED?**

A: Yes. Achieving Market Mentor for the first time would be considered the first month.

**Q: WHY WON'T YOU HONOR THE TWO MONTHS AND GIVE ME A GRACE PERIOD?**

A: We want to protect you from getting into a financial obligation if you are not in a position to maintain your status. That is why three months of consistency are required. MONAT highly recommends that you be completely comfortable financially when making the decision to enter into a lease or purchase agreement. In addition to the monthly lease or vehicle loan payments, there will be other costs associated with your purchase, like registration, licensing, insurance, maintenance, and/or inspection fees. We basically want you to be completely comfortable with these costs before participating in the program.

**Q: CAN I OPT FOR A CASH OPTION?**

A: No. Cash options are not available.

**Q: ARE MY MOTOR CLUB BONUSES GOING TO BE INCLUDED IN MY YEARLY INCOME FOR TAX RETURN PURPOSES?**

A: Yes. All amounts paid to a you as part of the MONAT Motor Club program will be included on the your 1099 or T4A for each year any MONAT Motor Club bonus amounts are paid to you, and all such amounts will be reported to the Internal Revenue Service (US) or the Canada Revenue Agency (CAN).