

MONAT® GLOBAL MONAT Elite 2022

FAQ FOR MARKET PARTNERS IN THE USA

*FAQ are subject to change.

Q: WHAT IS MONAT ELITE 2022?

A: MONAT Elite 2022 is an incentive trip that will reward MONAT Directors for promoting Managing Market Builders (MMBs) and above in their Personal Groups from April 1, 2021–March 31, 2022.

Q: WHERE AND WHEN WILL MONAT ELITE 2022 TAKE PLACE?

A: MONAT Elite 2022 will take place in Dubai, U.A.E. in May of 2022. Official dates and details will be shared at a later date.

Q WHO IS ELIGIBLE FOR MONAT ELITE 2022?

A: Any current career-rank Director (Associate Executive Director, Executive Director, or Senior Executive Director) or any Market Partner in the USA, Canada, the UK, Ireland, Poland, Lithuania, or Spain who achieves one of the Director ranks by September 30, 2021 is eligible. To participate, 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, 2021–March 31, 2022.

Q: WHO WILL BE INVITED TO MONAT ELITE?

A: The top 10 Directors in points earned during the qualification period may be invited. 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: There are two ways to earn points:

- 1. Promotions by your Generation 1 Leaders:** Every month through March 2022, whenever one of your Gen-1 Leaders earns a rank higher than they had in March 2021, you will receive the number of points associated with the respective rank-up.
- 2. Promotions from your Personal Group:** Whenever you promote a new MMB+ from your Personal Group, you will receive the number of points associated with the respective rank-up.

How to earn points:

| | |
|---|-----------|
| Promote a new Managing Market Builder: | 1 point |
| Promote a new Associate Market Mentor: | 2 points |
| Promote a new Market Mentor: | 3 points |
| Promote a new Managing Market Mentor: | 5 points |
| Promote a new Associate Executive Director: | 10 points |
| Promote a new Executive Director: | 15 points |
| Promote a new Senior Executive Director: | 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 2022. For example: If you promoted to paid-as Executive Director in July 2021 and dropped to Managing Market Mentor rank in December 2021, you must be a paid-as Associate Executive Director or above for March 2022.

Q: IF A MARKET BUILDER 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 Market Builder from your Personal Group advances to Senior Executive Director, you will earn 56 points. This is calculated by adding up all the point values under the “How to earn points” section above, as the Market Partner advances through all the ranks eligible to accrue points for you.

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 2021.

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 trip earner.

Q: IF I QUALIFY FOR 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 substituted at the request of the earner. MONAT reserves the right to adjust event dates at any time. Extenuating circumstances may impact the timing or feasibility of this trip, and MONAT reserves the right to provide an alternate award in the event that international travel is not possible.

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. To stay up to date on what documents and permissions are required, please **check here**.

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

A: Yes. The Elite qualifiers will be permitted to bring a spouse or guest. Guests cannot be other Market Partners and must be at least 18 years of age prior to the departure date of the first flight.

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

A: Yes. Your trip includes one non-Market Partner adult guest ticket in addition to yours. MONAT will cover the following costs for your 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: WHAT DOES THE TRIP INCLUDE?

A:

- Round-trip flights for you and your spouse or non-Market Partner guest
- 5-star hotel accommodations for six nights (double occupancy)
- Private ground transportation at the destination
- Daily breakfast for two
- MONAT-hosted adventures, excursions, and activities
- Elite-access events
- Legendary MONAT Elite surprises
- White-glove service from arrival to departure

Q: ARE CHILDREN PERMITTED ON THIS TRIP?

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