

# New Leadership Experience

FAQ for Market Partners in the USA

\*FAQ are subject to change

**Q: WHO IS ELIGIBLE FOR THE NEW LEADERSHIP EXPERIENCE?**

A: All USA, Canadian, and European Market Partners who meet the following requirements between January 1–June 30, 2022, are eligible to participate\*:

- a) Market Partners who are Managing Market Builder–Managing Market Mentor as of January 1, 2022, must be paid as their career rank for four out of six months. They must also build three blocks cumulatively within those six months.
- b) Market Partners who rank advance for the first time or re-rank to MMB, AMM, MM, or MMM at any time during the qualification period, maintain paid-as rank according to the chart below, and build three blocks cumulatively in those six months will qualify.

New MMB–MMM in January 2022	Maintain paid-as rank 3 out of the 5 remaining qualification months (February–June) + Build 3 blocks
New MMB–MMM in February 2022	Maintain paid-as rank 3 out of the 4 remaining qualification months (March–June) + Build 3 blocks
New MMB–MMM in March 2022	Maintain paid-as rank 2 out of the 3 remaining qualification months (April–June) + Build 3 blocks
New MMB–MMM in April 2022	Maintain paid-as rank 1 out of the 2 remaining qualification months (May–June) + Build 3 blocks
New MMB–MMM in May 2022	Maintain paid-as rank through June + Build 3 blocks
New MMB–MMM in June 2022	Must have also built 3 blocks

\*Achiever must not have previously attended a New Leadership Experience event to be eligible.

\*VIPs enrolled as part of your blocks must have an active Flexship. For a VIP enrollment to be eligible, the VIP must have an active Flexship through the 15th of the month following the enrollment.

**Q: WHEN AND WHERE WILL THE NEW LEADERSHIP EXPERIENCE TAKE PLACE?**

A: The New Leadership Experience will take place in Miami, Florida July 22–24, 2022.

**Q: WHEN WILL I KNOW I HAVE QUALIFIED, AND WHAT STEPS DO I NEED TO TAKE TO CONFIRM MY ATTENDANCE?**

A: After the qualification period has ended, if you are in good standing (in compliance) with the company, you’ll receive an email invitation within the first week of July with details about your flight and instructions on the next steps you need to take. A \$150 USD fee will be added at registration to lock in your spot. This fee is nonrefundable.

**Q: WHAT CAN WE EXPECT FROM THE NEW LEADERSHIP EXPERIENCE?**

A: Market Partners can expect a day and a half of exclusive training with Field and Corporate Leaders, sales and trust expert, Todd Duncan, and a tour of the MONAT distribution center.

**Q: MAY I BRING MY PARTNER OR SPOUSE?**

A: Yes; however, your guest must pay for their own flight and a \$150 USD registration fee. Your guest cannot be a Market Partner.

**Q: WHAT IS INCLUDED IN THE NEW LEADERSHIP EXPERIENCE?**

A: For those who qualify, the experience includes a round-trip flight to Miami, Florida from their home airport, some meals, and two-night hotel accommodations, as well as ground transportation to and from the distribution center.

**Q: IF I EARNED THE TRIP IN FEBRUARY 2022 AND ATTENDED THE EVENT, AM I ELIGIBLE TO ATTEND THIS ONE AS WELL IF I EARN IT?**

A: No. Market Partners can only attend the New Leadership Experience once. If an MP qualifies but is not be able to attend the upcoming trip, they will have to re-qualify for the next one – should there be another.

**Q: WHAT IF I QUALIFIED FOR THE TRIP BUT AM NOT ABLE TO ATTEND. MAY I HAVE A CASH OPTION?**

A: No. There will not be a cash option available for those who choose not to attend or are unable to.

**Q: WHAT HAPPENS IF DURING THE QUALIFICATION PERIOD I RANK ADVANCE TO ASSOCIATE EXECUTIVE DIRECTOR?**

A: If you rank advance past Managing Market Mentor and become a Director, congratulations! You have opened a whole host of exclusive trips and opportunities; however, you will no longer be eligible for the New Leadership Experience.

**Q: WILL THERE BE AN INTERPRETER ON-SITE FOR SPANISH AND FRENCH SPEAKERS?**

A: Yes. Spanish and French interpretation will be available on site.

**Q: WHAT IF I MET THE QUALIFICATION REQUIREMENTS AND HAVE NOT RECEIVED MY INVITATION EMAIL?**

A: If you qualify for the trip and have not received your invitation email, please get in touch with MONAT Customer Care at 888-867-9987 or via email at [customercareUSA@monatglobal.com](mailto:customercareUSA@monatglobal.com) Monday-Friday from 8 a.m. to 11 p.m. ET, or weekends from 8 a.m. to 5 p.m. ET.

**Q. WHAT HAPPENS IF I AM A CAREER RANK AED+ AND DEMOTE TO MMB-MMM DURING THE QUALIFICATIONS, AND MEET THE REQUIREMENT WITH MY NEW LOWER RANK, AM I ELIGIBLE TO ATTEND?**

A. No, your career rank must be below AED at the start of qualification in order to earn.

**Q. WHAT IF I START THE QUALIFICATION PERIOD WITH A CAREER RANK OF MMB-MMM, DEMOTE DURING QUALIFICATION, BUT STILL MEET THE REQUIRED CRITERIA WITH MY LOWER RANK? AM I ELIGIBLE TO ATTEND?**

A. The only way for a Market Partner to earn the trip if they demote during qualification but remain within career rank MMB-MM is if they re-rank to MMB-MMM and meet the criteria outlined in the chart above.