

# New Leadership Experience

FAQ for Market Partners in the USA

*\*FAQ are subject to change*

*January 1, 2023*

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

A: The New Leadership Experience will take place in Miami, Florida, July 21–23, 2023.

**Q: WHAT IS THE QUALIFICATION PERIOD FOR THE NEW LEADERSHIP EXPERIENCE?**

A: The qualification period is January 1, 2023–June 30, 2023.

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

A: All first-time Managing Market Builders (MMB)–Managing Market Mentors (MMM) in the USA and Canada who have never attended a New Leadership Experience event are eligible to participate.

**Q: HOW DO I QUALIFY FOR THE NEW LEADERSHIP EXPERIENCE?**

A:

Market Partners who rank advance for the first time to Managing Market Builder (MMB)–Managing Market Mentor (MMM) during the qualification period must meet both of the following requirements:

- Maintain their paid-as rank equal to their new career rank according to the chart below
- Must build 3 Blocks\*\* cumulatively within the 6-month qualification period

|                              |   |
|------------------------------|---|
| New MMB–MMM in January 2023  | Maintain paid-as rank 3 out of the 5 remaining qualification months (February–June) |
| New MMB–MMM in February 2023 | Maintain paid-as rank 3 out of the 4 remaining qualification months (March–June)    |
| New MMB–MMM in March 2023    | Maintain paid-as rank 2 out of the 3 remaining qualification months (April–June)    |
| New MMB–MMM in April 2023    | Maintain paid-as rank 1 out of the 2 remaining qualification months (May–June)      |
| New MMB–MMM in May 2023      | Maintain paid-as rank through June  |

\*To be eligible, the achiever must not have previously attended a New Leadership Experience event.

\*\*VIPs enrolled must have an active Flexship through the 15th of the month following their enrollment month to count as part of your Block.

\*\*Market Partners must enroll with a Product Pack to count as part of a Block.

**Q. IF I START THE QUALIFICATION PERIOD WITH A CAREER RANK OF MMB–MMM AND THEN DEMOTE TO A LOWER CAREER RANK DURING THE QUALIFICATION PERIOD, AM I ELIGIBLE TO ATTEND?**

A: No. You must meet the qualification requirements stated for your career rank as of January 1, 2023.

**Q: IF I DEMOTE DURING THE QUALIFICATION PERIOD AND ACHIEVE A NEW HIGHER CAREER RANK FOR THE FIRST TIME, AM I ELIGIBLE TO ATTEND?**

A: You must achieve a higher career rank than you had on January 1, 2023 for the first time and then meet the requirements according to the chart above.

**Q: WHAT IF I RANK ADVANCE MORE THAN ONCE DURING THE QUALIFICATION PERIOD?**

A: You will need to maintain paid-as-as rank for the first rank you achieved, based on the chart above.

For example: If you rank advance to MMB on February 01, 2023 and rank advance to MMM in April 2023, you will need to maintain paid-as rank of MMB 3 out of the 4 remaining qualification months (March–June) and build 3 Blocks\*\* to qualify

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

A. No. The New Leadership Experience is only for first-time achievers for ranks MMB–MMM.

**Q: WHAT HAPPENS IF DURING THE QUALIFICATION PERIOD I RANK ADVANCE TO AED+?**

A: If you become a new Director by rank advancing to AED or above, congratulations! You have opened a host of exclusive trips and opportunities. However, you will no longer be eligible for the New Leadership Experience.

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

A: Invitations will be sent out in waves. Should you qualify by May, you will receive your invitation after the Commission period (May 15). All others will receive their invitation after the qualification period has ended, within the last week of June.

This invitation will include 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 non-refundable. All MPs must be in good standing (in compliance) with the company.

**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 campus.

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

A: Yes. However, your guest must pay for their 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.

**Q: IF I EARNED THE NEW LEADERSHIP EXPERIENCE TRIP IN JANUARY 2022 OR JULY 2022, AM I ELIGIBLE TO ATTEND THIS ONE?**

A:

- If you attended the trip in January 2022 or July 2022, you are not eligible to attend this event. Market Partners may only attend the New Leadership Experience once.
- If you did not attend the trip in January 2022 or July 2022, you are eligible to attend this event as long as you meet all the qualifications outlined above.

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

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

**Q: WILL THERE BE AN INTERPRETER ONSITE FOR NON-ENGLISH SPEAKERS?**

A: Yes. Spanish and French interpretations will be available onsite.

**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 contact 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.

*Please note that all trip qualifications are subject to Compliance review for potential bonus buying and rank advancement manipulation. Any purchases or enrollments not in compliance with MONAT Policies and Procedures will be deemed ineligible, and bonuses will not be paid. Additionally, any violation of MONAT Policies and Procedures may render a Market Partner ineligible to participate in the program and may result in further compliance action to the Market Partner's account, including and up to account suspension or termination.*