

MONAT Reunion 2024 Las Vegas March 4-7, 2024

FAQ for Market Partners in the
USA & Canada

**FAQ are subject to change.*

Q: WHAT ARE THE DATES FOR REUNION 2024 LAS VEGAS?

A: Reunion 2024 Las Vegas will take place March 4–7, 2024.

Q: WHO IS ELIGIBLE FOR REUNION 2024 LAS VEGAS?

A: All Market Partners in the USA and Canada are eligible for Reunion 2024 Las Vegas.

Q: WHEN IS THE QUALIFICATION PERIOD?

A: The qualification period is August 1, 2023 through January 31, 2024.

Q: HOW DO I QUALIFY FOR REUNION 2024 LAS VEGAS?

A: There are two ways to qualify for Reunion 2024 outlined in the charts below.

- **Reunion Qualification:** Meet the below requirements for Tier 1, Tier 2 or Tier 3 for a minimum 5 out of 6 months during the qualification period and complete a Super Block to earn Reunion (event + accommodations) excluding airfare. (Chart labeled **Reunion Qualification**)
- **Reunion + Airfare Qualification:** Meet the below requirement for Tier 1, Tier 2, or Tier 3 for 6 out of the 6 months during the qualification period and complete a Super Block to earn Reunion (event + accommodations) including roundtrip flight for 1. (Chart labeled **Reunion + Airfare Qualification**)

REUNION QUALIFICATION (Excludes Airfare)			
Tier	PV Requirement: Meet in 5 out of 6 Months		Award
	Career Rank: MP, MMP, AMB, and MB enrolled as of August 1, 2023	Career Rank: MMB and above enrolled as of August 1, 2023	
1	1,500 PV*	2,000 PV**	Single Room
2	3,000 PV*	3,500 PV**	Single Room + \$200 toward meals
3	4,000 PV*	5,000 PV**	Single Room + \$300 toward meals
Enrollment Requirement (all tiers, all ranks)	Complete 1 Super Block (10 VIPS + 2 MPs) during the qualification period.		
	*Minimum 1,000 PV must be from customer purchases each month (VIP or Retail)	**Minimum 1,500 PV must be from customer purchases each month (VIP or Retail)	
<i>All Market Partners must be paid-as MMP or above in January 2024 to qualify.</i>			

REUNION + AIRFARE QUALIFICATION			
Tier	PV Requirement: Meet in 6 out of 6 Months		Award
	Career Rank: MP, MMP, AMB, and MB enrolled as of August 1, 2023	Career Rank: MMB and above enrolled as of August 1, 2023	
1	1,500 PV*	2,000 PV**	Single Room + Flight
2	3,000 PV*	3,500 PV**	Single Room + Flight + \$200 toward meals
3	4,000 PV*	5,000 PV**	Single Room + Flight + Flight for guest (guest must be on same itinerary) or \$300 toward meals
Enrollment Requirement (all tiers, all ranks)	Complete 1 Super Block (10 VIPs + 2 MPs) during the qualification period.		
	*Minimum 1,000 PV must be from customer purchases each month (VIP or Retail)	**Minimum 1,500 PV must be from customer purchases each month (VIP or Retail)	

All Market Partners must be paid-as MMP or above in January 2024 to qualify.

Q: WHAT HAPPENS IF I AM CAREER RANK MANAGING MARKET PARTNER (MMP) AS OF AUGUST 1, AND IN SEPTEMBER I REACH MANAGING MARKET BUILDER (MMB)?

A: Since your qualification is based on your rank as of August 1, 2023, nothing changes; you must reach the required PV according to the rank with which you started the qualification, in this case MMP.

Q: WHAT HAPPENS IF I AM CAREER RANK MANAGING MARKET BUILDER (MMB) AS OF AUGUST 1, AND IN SEPTEMBER I DEMOTE TO MANAGING MARKET PARTNER (MMP)?

A: Since your qualification is based on your rank as of August 1, 2023 you must reach the required PV according to the rank with which you started the qualification, in this case MMB.

Q: IF I ENROLL IN AUGUST 2023, AM I ELIGIBLE TO QUALIFY FOR REUNION 2024?

A: Yes, you are eligible to qualify for Reunion or Reunion + Airfare if you meet the qualifications outlined in the charts above.

Q: IF I ENROLL IN SEPTEMBER 2023, AM I ELIGIBLE TO QUALIFY FOR REUNION 2024?

A: Yes, you are eligible to qualify for Reunion if you achieve the required PV in each of the remaining months of the qualification period (September, October, November, December, and January) according to the chart labeled Reunion Qualification above and complete a Super Block.

Q: WHAT IS A SUPER BLOCK?

A: A Super Block consists of 2 Market Partners with a Product Pack and 10 VIP Customers with an active Flexship. To complete a Super Block during the Reunion Qualification Period, you must Enroll 2 Market Partners with a Product Pack and 10 VIP Customers with an active Flexship between August 1, 2023 and January 31, 2024.

Q: WHERE AND HOW CAN I TRACK MY PERSONAL MARKET PARTNER AND VIP ENROLLMENTS TOWARD MY SUPER BLOCK REQUIREMENT FOR REUNION?

A: VIP and MP enrollments that count towards your Super Block will be displayed on the Reunion Tracker in the Back Office.

Q: IF I ENROLL MARKET PARTNERS OR VIP CUSTOMERS IN A MONAT MARKET OTHER THAN MY HOME COUNTRY, WILL THEY COUNT TOWARD MY SUPER BLOCK REQUIREMENT FOR REUNION?

A: Yes. You can be a Market Partner in the USA and enroll Market Partners with a Product Pack and VIP Customers with an active Flexship in any MONAT market, and those enrollments will count toward your Super Block.

Q: IF I ENROLL A VIP CUSTOMER THROUGH A FLASH SALE OR PROMOTION WITH A REDUCED SPEND, WILL THEY COUNT TOWARD MY SUPER BLOCK?

A: Yes. Keep in mind that just like any other VIP Customer enrollment, they will need to have an active Flexship through the 15th of the month following their enrollment month.

Q: IF I ENROLL A VIP CUSTOMER WHO THEN UPGRADES TO MARKET PARTNER WITH A PRODUCT PACK, WILL THEY COUNT TOWARD MY SUPER BLOCK REQUIREMENT FOR REUNION?

A: Yes, but how they are counted—whether as a VIP or Market Partner—depends on when the upgrade occurs.

Examples:

- If a VIP enrolls in August 2023 and then upgrades to Market Partner with a Product Pack in August 2023, they count toward your Super Block as a Market Partner, and you will need to enroll an additional VIP to complete your Super Block.
- If a VIP enrolled PRIOR to August 2023 and upgrades to Market Partner with a Product Pack in August 2023–January 31, 2024, they count toward your Super Block as a Market Partner.
- If a VIP enrolls August 2023–January 31, 2024 and then upgrades to Market Partner with a Product Pack in February 2024, they count toward your Super Block as a VIP.
- If a VIP enrolls in August 2023 and then upgrades to Market Partner with a Product Pack after September 15, 2023 and before January 31, 2024 they will count as a VIP AND as a Market Partner.

Q: WHAT HAPPENS IF MY NEW VIP CUSTOMERS OPT OUT OF THE FLEXSHIP PROGRAM?

A: Any newly enrolled VIP Customers who opt out of their Flexship programs before the 15th of the month following their enrollment month will not count toward your Super Block.

EXAMPLE: If a VIP enrolls on August 1, 2023 and cancels their Flexship on September 13, 2023, they will not count toward your Super Block.

Q: IF I ENROLL A NEW MARKET PARTNER IN CANADA WITH ZERO ENROLLMENT, WILL THEY COUNT TOWARD MY SUPER BLOCK REQUIREMENT FOR REUNION?

A: The new Market Partner will count toward your Super Block Requirements as long as they achieve 200PV within their first 30 days and within the Reunion Qualification time frame (by January 31, 2024 at 11:59 p.m. ET).

Example: Heather enrolls a New Market Partner with Zero Enrolment. Their new MP achieves 200 PV within 30 days and while still within the Reunion Qualification time frame, so the new MP counts towards Heather's Super Block Requirement.

Q: WHAT IS INCLUDED IN THE REUNION 2024 LAS VEGAS TRIP IF I QUALIFY BY ACHIEVING REUNION?

A:

Tier 1:

- Three-night hotel accommodations

Tier 2:

- Three-night hotel accommodations
- A \$200 food and beverage credit

Tier 3:

- Three-night hotel accommodations
- A \$300 food and beverage credit

Q: WHAT IS INCLUDED IN THE REUNION 2024 LAS VEGAS TRIP IF I QUALIFY BY ACHIEVING REUNION + AIRFARE?

A:

Tier 1:

- Three-night hotel accommodations
- Roundtrip coach-class airline ticket to Las Vegas McCarran International airport (LAS)

Tier 2:

- Three-night hotel accommodations
- Roundtrip coach-class airline ticket to Las Vegas McCarran International airport (LAS)
- A \$200 food and beverage credit

Tier 3:

- Three-night hotel accommodations
- Roundtrip coach-class airline ticket to Las Vegas McCarran International airport (LAS)
- Roundtrip coach-class airline ticket to Las Vegas McCarran International airport (LAS) for spouse/non-MP guest (Spouse/guest must be booked on same Itinerary) or \$300 food and beverage credit

Q: WHAT IS NOT INCLUDED IN THE TRIP?

A: The following items are not included:

- Ground transportation
- Food and Beverage
- Promotional items
- Room service
- Meals and incidental expenses while in transit
- Any excursions or activities not expressly noted in trip inclusions
- Incidental travel expenses
- Parking or transportation to originating airport
- Childcare/Sitters
- Baggage fees, change fees, premium, or assigned seating costs
- Costs associated with travel delays, missed connections, weather events, or other disruptions in travel, including but not limited to overnight lodging in the case of missed connections, canceled flights, early departures, negligence, and/or personal circumstances
- Trip insurance
- Permits or vaccinations needed for any layover flights in the US or any other country

Q: IF I EARN THE TRIP BUT CAN'T GO, MAY I RECEIVE A SUBSTITUTE REWARD OR ALLOW SOMEONE TO GO IN MY PLACE?

A: No. Only the trip earner may participate in this trip. No substitutions or cash equivalents will be awarded. MONAT reserves the right to adjust event dates at any time.

Q: MAY I BRING A GUEST?

A: Only Reunion + Airfare Tier 3 qualifiers may bring their spouse or a non-Market Partner guest complimentary. Airfare and accommodations for spouses/non-Market Partner guests is included. All guests must be 18 years of age or older at the time of travel and cannot be current Market Partners.

Q: IF I EARN THE TRIP, MAY I BRING MY CHILDREN?

A: You may bring your children at your own expense, but be advised that children under 18 are not permitted at any MONAT functions. If your child is 18 or older and you register them as your guest, they may attend MONAT functions with you.

Q: AM I RESPONSIBLE FOR INCOME TAX ATTRIBUTABLE FOR THIS TRIP?

A: Qualifiers attending Reunion 2024 will be solely responsible for income taxes attributable to the noncash compensation as a result of MONAT paying for incentive trips and other noncash awards. In certain instances, the value of this incentive trip may be reported to the tax authorities in your jurisdiction in accordance with the country's applicable tax law.

If and where applicable, any hotel or airfare paid by MONAT will be reported to respective tax authorities. Qualified Market Partners who register for an event and do not or cannot attend will remain responsible for the taxable value of any non-refundable costs incurred by MONAT. Examples of taxable trip value that will remain reportable even when a Market Partner is unable to attend would include: a minimum of one-night's room rate, hotel taxes, and resort fees. Non-refundable airfare paid by MONAT will be included in taxable income reporting where applicable as defined by your country's taxation guidelines at the time of this trip.

Q: WHEN WILL OFFICIAL REUNION 2024 QUALIFIER LIST BE ANNOUNCED?

A: Qualifications for Reunion 2024 end January 31, 2024 and the official qualifier list will be announced in February of 2024.

Please note that all trip qualifications are subject to Compliance review for potential bonus buying and rank advancement manipulation. Bonus buying" includes: (a) the enrollment of individuals or entities without the knowledge, or execution of an Independent Market Partner Application and Agreement by such individuals or entities; (b) the fraudulent enrollment of an individual or entity as a Market Partner; (c) "stacking" which is the specific placement of an individual VIP Customer or Market Partner under a person within one's downline, other than the person who introduced them to MONAT, in order to qualify yourself or others for rank advancements, incentives, prizes, commissions or bonuses; (d) the enrollment or attempted enrollment of nonexistent individuals or entities as Market Partners; (e) purchasing MONAT products on behalf of another Market Partner or under another Market Partner's I.D. number, to qualify for commissions or bonuses; (f) purchasing excessive amounts of MONAT products that cannot reasonably be used or resold in a month; and (g) any other mechanism or artifice to qualify for rank advancement, incentives, prizes, commissions or bonuses that are not driven by bona fide product purchases by end consumers. 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.