

— MONAT Global

MONAT PASSPORT 2024

FAQ for Market Partners in the USA

**FAQ are subject to change*

February 1, 2024

M O N A T[®]

Q: WHAT ARE THE TRAVEL DATES FOR THE TRIP?

A: Passport 2024 will be held November 1–4, 2024, at the Hilton Tulum Riviera Maya All-Inclusive Resort in Tulum, Mexico.

Q: WHAT IS THE QUALIFICATION PERIOD?

A: The qualification period is February 1–July 31, 2024.

Q: WHO CAN PARTICIPATE IN PASSPORT 2024?

A: Qualification is open to all MONAT Market Partners in the USA, Canada, the UK, Ireland, Poland, Lithuania, Spain, France, Australia, and New Zealand who are in good standing with MONAT at the time of the trip.

Rules may vary in each country. Market Partners should review the FAQ for their country of registration for qualification criteria.

Q: IF I BECOME A MARKET PARTNER DURING THE QUALIFICATION PERIOD, CAN I STILL QUALIFY FOR PASSPORT 2024?

A: Qualification is open to all MONAT Market Partners regardless of enrollment date, as long as qualifications are met.

Q: HOW DO I QUALIFY FOR PASSPORT 2024?

A: Market Partners can qualify by meeting the requirements listed in the chart below.

QUALIFICATION FEBRUARY 1–JULY 31, 2024		
TIER	REQUIREMENTS	AWARD
1	<ul style="list-style-type: none"> • PERSONAL SPONSOR: 5 MPs, 13 VIPs • PERSONAL GROUP SPONSOR: 10 MPs, 30 VIPs • GROUP VOLUME: 50,000 GV • PAID-AS RANK ON LAST QUALIFICATION MONTH: Paid-as MMB+ in July 	<p>Hotel for 1</p> <p>+</p> <p>All-inclusive meal package for 1</p> <p>+</p> <p>Airfare for 1</p> <p>+</p> <p>Ground transfers to and from resort (on program travel dates only)</p>
2	<ul style="list-style-type: none"> • PERSONAL SPONSOR: 7 MPs, 25 VIPs • PERSONAL GROUP SPONSOR: 30 MPs, 90 VIPs • GROUP VOLUME: 70,000 GV • PAID-AS RANK ON LAST QUALIFICATION MONTH: Paid-as AMM+ in July 	<p>Hotel for 2</p> <p>+</p> <p>All-inclusive meal package for 2</p> <p>+</p> <p>Airfare for 1</p> <p>+</p> <p>Ground transfers to and from resort (on program travel dates only)</p>
3	<ul style="list-style-type: none"> • PERSONAL SPONSOR: 12 MPs, 38 VIPs • PERSONAL GROUP SPONSOR: 45 MPs, 140 VIPs • GROUP VOLUME: 100,000 GV • PAID-AS RANK ON LAST QUALIFICATION MONTH: Paid-as MM+ in July 	<p>Hotel for 2</p> <p>+</p> <p>All-inclusive meal package for 2</p> <p>+</p> <p>Airfare for 2</p> <p>+</p> <p>Ground transfers to and from resort (on program travel dates only)</p>

Market Partners must enroll with a Product Pack.

VIPs must have an active Flexship through the 15th of the month following their enrollment month.

Q: WHAT IS A PERSONAL GROUP?

A: A Personal Group consists of a Market Partner and their entire downline, down to but not including the next career-title Managing Market Builder or higher.

NOTE:

- Your Personally Sponsored MPs and VIPs count toward your Personal Group Sponsor totals, including those beyond the minimum Personal Sponsor qualification.
- Any existing career-title Managing Market Builder (MMB) or higher in your downline at the beginning of the qualification period will **NOT** count toward your qualification requirements. If the MMB or higher is demoted during the qualification period, that MP will count for Group Volume, commissions, and rank purposes but not for the Passport 2024 incentive.
- In the event a new career-title MMB or higher promotes within your Personal Group during the qualification period, that Market Partner's results will continue to be included in your qualification requirements each month of the qualification period.

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 will not count toward Passport qualifications.

EXAMPLE: If a VIP enrolls on March 1, 2024 and cancels their Flexship on April 13, 2024, they will not count toward Passport qualifications.

Q: IF I ENROLL A VIP CUSTOMER WHO THEN UPGRADES TO MARKET PARTNER, WILL THEY COUNT TOWARD MY PASSPORT QUALIFICATIONS?

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 February 2024 and then upgrades to Market Partner in February 2024, they count toward Passport qualifications as a Market Partner, and you will need to enroll an additional VIP for Passport.
- If a VIP enrolled PRIOR to February 2024 and upgrades to Market Partner in February 2024 – July 31, 2024, they count toward your Passport qualifications as a Market Partner.
- If a VIP enrolls in February 2024 and then upgrades to Market Partner in August 2024, they count toward your Passport qualifications as a VIP.
- If a VIP enrolls in February 2024 and then upgrades to Market Partner after March 15, 2024 and before July 31, 2024, they will count as a VIP AND as a Market Partner toward your Passport qualifications.

Q: IF I ENROLL A NEW MARKET PARTNER IN CANADA WITH ZERO ENROLMENT, WILL THEY COUNT TOWARD MY PASSPORT QUALIFICATIONS?

A: The new Market Partner will count toward your Passport qualifications as long as they achieve 200 PV within 30 days of enrollment and within the Passport Incentive Trip Qualification timeframe (by July 31, 2024 at 11:59 p.m. EDT).

Example: Heather enrolls a New Market Partner with Zero Enrolment. Their new MP achieves 200 PV within 30 days and while still within the Passport Incentive Trip Qualification timeframe, so the new MP counts toward Heather's Passport Incentive Trip Qualifications.

Q: WHAT IS THE LOCATION FOR THE TRIP?

A: Hilton Tulum Riviera Maya All-Inclusive Resort in Tulum, Mexico.

Q: WHAT IS INCLUDED IN THE TRIP?

- 3 nights at Hilton Tulum Riviera Maya All-Inclusive Resort
- Roundtrip flight to Cancun International Airport (CUN) or Tulum International Airport (TQQ) for one*
- Ground transfers to and from resort during program travel dates
- Exclusive Recognition
- All-inclusive food and beverage package for one (and a guest for Tiers 2 and 3) at more than 13 unique restaurants and bars. Specialty items ordered are the attendees' financial responsibility.
- Music and entertainment every night
- 9 resort pools
- Pristine white sand beach

*Please see Passport 2024 Terms and Conditions.

Q: WHAT IS NOT INCLUDED IN THE TRIP?

A:

- Spouse/Guest airfare for Tier 1 and Tier 2 qualifiers
- All-inclusive meal package for guests of Tier 1 qualifier unless guest is registered and paid for during registration
- 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 USA or any other country

Q: MAY I BRING MY SPOUSE?

A: Yes.

Tier 1: Airfare and all-inclusive hotel supplement are not included.

Tier 2: Airfare is not included.

Tier 3: Air, hotel and meals are included. Registration is required at the same time as Market Partner.

Spouse/guest must be at least 18 years of age at the time of travel. They may not be an active market partner (excluding named, joint MPIDs), minor, or excluded in the Terms and Conditions of accepting travel paid by MONAT.

Q: IF I QUALIFIED FOR TIER 1, MAY I BRING A GUEST?

A: Tier 1 will have the option to pay to bring a non-Market Partner adult guest to share their hotel accommodation as a part of the Tier 1 award.

- The non-refundable guest fee of \$499.00 USD will be collected at the time of registration by credit or debit card.
- Airfare for registered guests is not included.
- Non-refundable guest fee includes: your shared hotel accommodations; all-inclusive meal package beginning with dinner on November 1, 2024 and ending with Breakfast on November 4, 2024; a guest name badge, access to Closing Reception.
- Not included: airfare, onsite swag, gifts, or any other Market Partner inclusion not expressly stated here.
- Registered guests under 18 years of age may share qualifying Market Partner's hotel accommodations in accordance with hotel policies; however, guests under 18 may not attend official events requiring registered guest credentials. **VERY IMPORTANT:** Foreign minors (under 18 years of age) travelling to Mexico alone or with a third party of legal age (not their

parents) as tourists or with a short stay for study purposes (up to 180 days), DO REQUIRE **authorization or a letter of consent from their parents or guardians**. Minors under the age of 18 travelling with at least one of their parents or guardians DO NOT require authorization or a letter of consent. This form can be found here:

<https://www.gob.mx/inm/acciones-y-programas/formato-de-salida-de-menores>.

- The cost for triple or quad occupancy of guestrooms, if applicable and available, will be collected by the hotel upon your arrival.

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

A: No. Only qualifying Market Partners may participate in this trip. No substitutions or cash equivalents will be awarded.

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

A: Should you choose to bring a child to Passport 2024:

- Children are not permitted to attend any of the MONAT planned sessions, reception, or activities.
- The cost of additional guest room occupancy is your sole responsibility and, if applicable, will be collect directly by the hotel upon check in.
- All travel costs, including airfare and ground transportation are the responsibility of the trip earner.
- Compliance with all laws of regulations related to international travel of minors are the traveler's sole responsibility.

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

A: Qualifiers attending Passport 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 THE OFFICIAL PASSPORT 2024 QUALIFIER LIST BE ANNOUNCED?

A: Qualifications for Passport 2024 end July 31 and the official qualifier list will be announced in August 2024.

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.