

IGNITE NORTH AMERICA 2027

MARCH 8-12, 2027

FAQ FOR MARKET PARTNERS IN THE USA & CANADA

**FAQ are subject to change*

August 1, 2026

Q: WHAT ARE THE DATES FOR IGNITE NORTH AMERICA 2027?

A: Ignite North America 2027 will take place March 8–12, 2027.

Q: WHO IS ELIGIBLE FOR IGNITE NORTH AMERICA 2027?

A: All Market Partners in the USA and Canada are eligible for Ignite North America 2027.

Q: WHEN IS THE QUALIFICATION PERIOD?

A: The qualification period is July 1–December 31, 2026.

Q: HOW DO I QUALIFY FOR IGNITE NORTH AMERICA 2027?

A: To qualify for Ignite North America 2027 you must meet the requirements outlined below:

TIER	Career Rank MP–MB as of July 1, 2026 and New MPs	Career Rank MMB+ as of July 1, 2026	EARNED REWARD
Tier 1	• 10,000 PV* • 4 New VIPs • 2 New MPs	• 12,000 PV* • 4 New VIPs • 2 New MPs • 1 New Personal MMP	 CRUISE (Shared Stateroom)
Tier 2	• 17,500 PV* • 8 New VIPs • 4 New MPs • 1 New Personal MMP	• 19,500 PV* • 8 New VIPs • 4 New MPs • 1 New Personal MMP	 CRUISE (Shared Stateroom) +\$500
Tier 3	• 22,500 PV* • 16 New VIPs • 6 New MPs • 2 New Personal MMPs	• 24,500 PV* • 16 New VIPs • 6 New MPs • 2 New Personal MMPs	 CRUISE (Private Stateroom) +\$500 + GUEST
Minimum PV Required* from VIP & Retail Customers	5,000 PV	7,500 PV	
Paid–As Rank Required	Paid–as MMP or higher in December 2026		

AUGUST DOUBLE PV INCENTIVE

- August 1–15 PV will be doubled towards your Ignite North America 2027 Qualification requirements.

*PV is only doubled towards your Ignite North America 2027 Qualifications.

*Minimum PV from VIP and Retail Customers must still be met.

Q: WHEN WILL THE DOUBLE PV BE ADDED TO MY IGNITE TRACKER?

A: Qualifying PV is doubled as it is earned and will be reflected on your Ignite Tracker. You can view your doubled PV at any time by clicking on your Total PV in the tracker.

Q: WHO QUALIFIES AS A NEW VIP?

A: To qualify as a new VIP, the customer must:

- Be personally sponsored
- Place an initial order of \$84 USD or more
- Have a Flexship order of \$84 USD or more scheduled

Q: WHO QUALIFIES AS A NEW MP?

A: To qualify as a new Market Partner (MP), the individual must:

- Be personally sponsored
- Enroll with a Product Pack

Q: WHO QUALIFIES AS A NEW PERSONALLY SPONSORED MMP?

A: Any Market Partner you have personally sponsored who promotes to MMP for the first time between July 1–December 31, 2026, 11:59 p.m. EST.

Q: WHAT HAPPENS IF I AM CAREER RANK MMP AS OF JULY 1 AND IN AUGUST I REACH MMB?

A: Since your qualification is based on your rank as of July 1, 2026, 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 MMB AS OF JULY 1 AND IN AUGUST I DEMOTE TO MMP?

A: Since your qualification is based on your rank as of July 1, 2026, you must reach the required PV according to the rank with which you started the qualification, in this case MMB.

Q: IF I ENROLL DURING THE QUALIFICATION PERIOD, AM I ELIGIBLE TO QUALIFY FOR IGNITE NORTH AMERICA 2027?

A: Yes, you are eligible to qualify if you meet the qualifications outlined above.

Q: IF I ENROLL MARKET PARTNERS OR VIP CUSTOMERS IN A MONAT MARKET OTHER THAN MY HOME COUNTRY, WILL THEY COUNT TOWARD MY ENROLLMENT REQUIREMENT FOR IGNITE NORTH AMERICA 2027?

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 Enrollment Requirement.

Q: WHAT HAPPENS IF I ENROLL A VIP IN A COUNTRY WITH A FLEXSHIP REQUIREMENT AND MY VIP CANCELS THEIR FLEXSHIP?

A: If a VIP cancels their Flexship, they will still count toward your qualification requirements. MONAT will continue to monitor Flexship activity to ensure the integrity of trip qualifications. As part of this process, Compliance will review accounts of MPs who earn the trip and have a higher-than-average rate of Flexship cancellations.

Q: IF I ENROLL A VIP CUSTOMER WHO THEN UPGRADES TO MARKET PARTNER WITH A PRODUCT PACK, WILL THEY COUNT TOWARD MY ENROLLMENT REQUIREMENT FOR IGNITE NORTH AMERICA 2027?

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 July 2026 and then upgrades to Market Partner with a Product Pack in July 2026, they count toward your Market Partner enrollment requirement, and you will need to enroll an additional VIP to complete your VIP Enrollment Requirement.
- If a VIP enrolled PRIOR to July 2026 and upgrades to Market Partner with a Product Pack in July 1–December 31, 2026,

they count toward your Market Partner Enrollment Requirement.

- If a VIP enrolls July 1–December 31, 2026, and then upgrades to Market Partner with a Product Pack in January 2027, they count toward your VIP Enrollment Requirement.
- If a VIP enrolls in July 2026 and then upgrades to Market Partner with a Product Pack between August 1–December 31, 2026, they will count as a VIP AND as a Market Partner.

Qualification activity will be monitored to ensure it aligns with the intent of the incentive.

Q: IF I ENROLL A NEW MARKET PARTNER IN CANADA WITH ZERO ENROLLMENT, WILL THEY COUNT TOWARD MY IGNITE NORTH AMERICA 2027 QUALIFICATIONS?

A: The new Market Partner will count toward your Ignite North America qualifications as long as they achieve 200 PV within 30 days of enrollment and within the Ignite North America qualification timeframe (by December 31, 2026, at 11:59 p.m. EST).

Example: Heather enrolls a New Market Partner with Zero Enrollment. The new MP achieves 200 PV within 30 days, still within the Ignite North America qualification timeframe, so the new MP counts toward Heather's Ignite North America qualifications.

Q: WHAT DOES EACH IGNITE NORTH AMERICA 2027 TIER INCLUDE?

A: The reward you receive is based on the tier you earn.

TIER	Earned Reward
Tier 1	• Cruise fare for one in a shared, double-occupancy stateroom.
Tier 2	• Cruise fare for one in a shared, double-occupancy stateroom. • \$500 USD
Tier 3	• Cruise fare for the qualified Market Partner. • One complimentary cruise fare for their eligible spouse or non-Market Partner guest. • A private stateroom for the Market Partner and their guest. • \$500 USD

Q: WHAT IS INCLUDED IN THE IGNITE NORTH AMERICA 2027 TRIP?

A: Ignite North America 2027 trip includes an unforgettable 4-night cruise sailing aboard Royal Caribbean's Oasis of the Seas® with exclusive MONAT experiences and events.

Trip includes:

- 4-night cruise aboard Oasis of the Seas® departing Port Everglades, Florida on March 8, 2027
- Cruise fare for one (double occupancy)
- Gratuities, taxes, port fees, and fuel supplement for one*
- All-inclusive onboard meals (excluding room service surcharges and select specialty restaurants)

- Access to world-class entertainment, including Broadway-style productions, AquaTheater® performances, the ice rink, and most onboard activities
- Access to Oasis of the Seas® signature attractions, including the Ultimate Abyss, FlowRider® surf simulators, waterslides, Central Park, the Boardwalk, and more
- Visit to Perfect Day at CocoCay
- Exclusive MONAT Welcome Reception
- Networking opportunities with fellow Market Partners
- Exclusive onboard perks and guest services

**Unless otherwise stated, earned accommodations are based on double occupancy. Trip earners will share a stateroom with another Market Partner. Requests to be paired with a specific Market Partner for shared accommodations will be accepted during the official online registration process. Private cabins are not included with earned trip status but may be available for purchase, based on availability.*

Q: WHAT IS NOT INCLUDED IN THE TRIP?

A: The following items are not included:

- Airfare and transportation to and from Port Everglades, including ground transportation
- Optional beverage packages
- Specialty dining not included with your cruise fare
- Spa services, shopping, casino play, photography, and other personal onboard purchases
- Internet/Wi-Fi packages
- Optional shore excursions or activities purchased separately
- Personal travel insurance
- Any cruise line fees and fares for additional guests sharing a privatized cabin, when applicable
- Childcare/sitters
- 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
- 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:

- Tier 3 qualifiers receive one complimentary guest as part of their earned trip reward. Tier 3 earners will receive:
 - o One cruise fare for the qualified Market Partner
 - o One complimentary cruise fare for their eligible spouse or non-Market Partner guest
 - o A private stateroom for the Market Partner and their guest
 - o \$500 USD
- Tier 1 and Tier 2 earners are not eligible for a complimentary guest. However, based on cabin availability at the time of registration, MONAT may offer the option to purchase a private stateroom. If this option is available, a non-Market Partner guest may share the cabin.

Please note:

Any costs associated with privatizing a stateroom, as well as all applicable cruise line fares, taxes, fees, and guest charges for the additional guest, are the responsibility of the Market Partner. Transportation to and from Port Everglades, Florida, including airfare, ground transportation, parking, and any other travel-related expenses, is not included.

If applicable, registered guests must be 18 years of age or older at the time of travel.

If applicable, registered guests cannot be current MONAT Market Partners.

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

A: Qualifiers attending Ignite North America 2027 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, cruise fare for one (based on double occupancy), taxes, port fees, and fuel supplement for one 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: cruise fare for one (based on double occupancy), taxes, port fees, and fuel supplement for one. Travel 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 IGNITE NORTH AMERICA 2027 QUALIFIER LIST BE ANNOUNCED?

A: Qualifications for Ignite North America 2027 end December 31, 2026, and the official qualifier list will be announced on or about January 18, 2027.

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.