MONAT GLOBAL LEADER SUMMIT

FAQ FOR MPs IN AUSTRALIA & NEW ZEALAND

**FAQ are subject to change*

October 1, 2026

MONAT®

Q: WHO IS ELIGIBLE FOR MONAT GLOBAL LEADER SUMMIT 2027?
A: All career-rank MM, MMM, AED, ED, and SEDs as of October 1, 2026, and Market Partners who achieve MM rank or higher by April 1 (2:59 p.m. AEDT | 4:59 p.m. NZDT), 2027, are eligible to qualify.

Q: WHAT ARE THE DATES FOR MONAT GLOBAL LEADER SUMMIT 2027?
A: The dates depend on your qualifying rank:

- **Qualifying Directors:** May 11–14, 2027
- **Qualifying MMs and MMMs:** May 11–14, 2027

The event dates listed above are for AU & NZ attendees only.

Qualifying Directors receive an extra day at MONAT Global Leader Summit, an upgraded room, and access to a special cocktail reception.

Q: WHAT IS THE QUALIFICATION PERIOD?
A: The qualification period is October 1, 2026– April 1 (2:59 p.m. AEDT | 4:59 p.m. NZDT), 2027.

Q: HOW CAN I QUALIFY?
A: There are three pathways to qualify:

1. New Rank Advancement: Achieve a new Career Rank of MM or above during the qualification period which you are achieving for the first time ever.
2. Consistency Pathway: Begin the qualification period with a Career Rank of MM or above and consistently meet the required Paid-As Rank throughout the qualification period outlined in the chart below.
3. Builder Pathway: For those who are building or rebuilding their teams and do not consistently meet the rank requirements for the Consistency Pathway.

See the chart below for the specific qualification requirements for each pathway.

NEW RANK ADVANCEMENT PATHWAY	
New MMs, MMMs & New Directors	• Achieve MM, MMM, Director or a new Director rank for the first time during the qualification period • 1 new personally sponsored MMB in the qualification period • Paid-as AMM+ in the final month

CONSISTENCY PATHWAY Using Career Rank as of October 1, 2026	
Career Rank MM (& Career Rank MMM or Directors that demote to MM during the qualification period)	• Paid-as MM+ for at least 4 of the 6 qualification months • 1 new personally sponsored MMB in the qualification period • Paid-as AMM+ in the final month
Career Rank MMM (& Career Rank Directors that demote to MMM during the qualification Period)	• Paid-as MMM+ for at least 4 of the 6 qualification months • 1 new personally sponsored MMB in the qualification period • Paid-as AMM+ in the final month
Career Rank Directors	• Paid-as AED+ for at least 4 of the 6 qualification months • 1 new personally sponsored MMB in the qualification period • Paid-as AMM+ in the final month
RE-RANK REQUIREMENTS WITHIN THE CONSISTENCY PATHWAY For Career Rank AMM & below and Career Rank MM+ who demote to AMM or below during the qualification period. Requirements vary by the month you re-rank to MM+.	
Re-Rank MM+ October	• Paid-as MM+ for at least 4 of the 6 qualification months (October–April) • 1 new personally sponsored MMB in the qualification period • Paid-as AMM+ in the final month

Re-Rank MM+ November	• Paid-as MM+ for at least 4 of the 5 remaining qualification months (November–April) • 1 new personally sponsored MMB in the qualification period • Paid-as AMM+ in the final month
Re-Rank MM+ December	• Paid-as MM+ for at least 3 of the 4 remaining qualification months (December–April) • 1 new personally sponsored MMB in the qualification period • Paid-as AMM+ in the final month
Re-Rank MM+ January	• Paid-as MM+ for at least 2 of the 3 remaining qualification months (January–April) • 1 new personally sponsored MMB in the qualification period • Paid-as AMM+ in the final month
Re-Rank MM+ February	• Paid-as MM+ for at least 1 of the 2 remaining qualification months (February–April) • 1 new personally sponsored MMB in the qualification period • Paid-as AMM+ in the final month
Re-Rank MM+ March	• Paid-as MM+ in final month of qualification (April) • 1 new personally sponsored MMB in the qualification period

BUILDER PATHWAY
Using Career Rank as of October 1, 2026

Career Rank MM & Below (& Career Rank MMM or Directors that demote to MM or below during the qualification period)	• Complete Full Month Power of 2 in at least 2 months • 2 new personally sponsored MMBs in the qualification period • Paid-as MM+ in at least 1 month • Paid-as AMM+ in the final month
Career Rank MMM+ (& Career Rank Directors that demote to MMM during the qualification period)	• Complete Full Month Power of 2 in at least 2 months • 2 new personally sponsored MMBs in the qualification period • Paid-as MMM+ in at least 1 month • Paid-as AMM+ in the final month

Q: AM I LOCKED INTO ONE QUALIFICATION PATHWAY?
A: No. You are not locked into a single pathway. At the end of the qualification period, you will qualify if you meet all requirements for any pathway you are eligible for.

Q: WHAT IS CONSIDERED A NEW MM?
A: A new MM is defined as the following:

- Any Market Partner who reaches career rank of MM for the first time between October 1, 2026 and April 1 (2:59 p.m. AEDT | 4:59 p.m. NZDT), 2027.

Q: WHAT IS CONSIDERED A NEW MMM?
A: A new Director is defined as one of the following:

- Any Market Partner who reaches a career rank of AED or higher that they have never held before between October 1, 2026 and April 1 (2:59 p.m. AEDT | 4:59 p.m. NZDT), 2027.

Q: WHAT IS CONSIDERED A NEW DIRECTOR?
A: A new personally sponsored MMB is defined as the following:

- Any Market Partner who reaches a career rank of AED or higher that they have never held before between October 1, 2026, and April 1 (2:59 p.m. AEDT | 4:59 p.m. NZDT), 2027.

Q: WHAT IS CONSIDERED A NEW PERSONALLY SPONSORED MMB?
A: A new personally sponsored MMB is defined as the following:

- Any Market Partner you have personally sponsored, also known as a Level 1 MP, who reaches MMB for the first time between October 1, 2026 and April 1 (2:59 p.m. AEDT | 4:59 p.m. NZDT), 2027.

Q: IF I HAD THE CAREER RANK OF AED OR HIGHER ON OCTOBER 1, 2026, AND I LOSE MY CAREER RANK DURING THE QUALIFICATION PERIOD, CAN I QUALIFY FOR MONAT GLOBAL LEADER SUMMIT 2027?
A: Yes. If your career rank drops during the qualification period, your new career rank determines which pathway

requirements you must meet:

- If you demote to MMM: You can qualify through the Career Rank MMM Consistency Pathway or the Career Rank MMM+ Builder Pathway.
- If you demote to MM: You can qualify through the Career Rank MM Consistency Pathway or the Career Rank MM & below Builder Pathway.
- If you demote to AMM or below: you can qualify through the Re-Rank MM+ Consistency Pathway or the Career Rank MM & below Builder Pathway.

For the Consistency Pathway, qualifying paid-as rank months count from the start of the qualification period, including months before your demotion. For example, if you demote to MMM in December and were paid-as MMM in October and November, both months count toward your four required consistency months.

You must also meet all other requirements to qualify.

Q: IF I HAD THE CAREER RANK OF MMM ON OCTOBER 1, 2026, AND I LOSE MY CAREER RANK DURING THE QUALIFICATION PERIOD, CAN I QUALIFY FOR MONAT GLOBAL LEADER SUMMIT 2027?

A: Yes. If your career rank drops during the qualification period, your new career rank determines which pathway requirements apply:

- If you demote to MM: You can qualify through the Career Rank MM Consistency Pathway or the Career Rank MM & Below Builder Pathway.
- If you demote to AMM or below: You can qualify through the Re-Rank MM+ Consistency Pathway or the Career Rank MM & Below Builder Pathway.

For the Career Rank MM Consistency Pathway, qualifying paid-as MM+ months count from the start of the qualification period, including months before your demotion. For example, if you demote to MM in December and were paid-as MM in October and November, both months count toward your four required consistency months.

For the Re-Rank MM+ Consistency Pathway, qualifying months count beginning with the month you re-rank to MM or above. The number of required months depends on when you re-rank, as shown in the qualification chart above.

You must also meet all other requirements to qualify.

Q: IF I START THE QUALIFICATION PERIOD WITH A CAREER RANK OF AMM OR BELOW OR DEMOTE TO AMM OR BELOW, CAN I QUALIFY THROUGH THE RE-RANK REQUIREMENTS?

A: Yes, if you previously held a career rank of MM or above and re-rank to MM or above during the qualification period. The required number of paid-as MM+ months depends on the month you re-rank, as shown in the qualification chart above. For these requirements, qualifying months count beginning with your re-rank month. If you achieve a NEW career rank for the first time during the qualification period, you may qualify through the New Rank Advancement Pathway.

You must also meet all other requirements to qualify.

If you begin the qualification period as a Career Rank MMM or Director and demote to MM, the re-rank requirements do not apply. You must meet the Career Rank MM Consistency or Career Rank MM & Below

Builder Pathway requirements.

Q: IF I BEGIN THE QUALIFICATION PERIOD AS A CAREER RANK MMM OR BELOW AND RE-RANK TO A HIGHER CAREER RANK I PREVIOUSLY HELD, DO I NEED TO BE PAID-AS THAT HIGHER RANK FOR MY REMAINING REQUIRED MONTHS?
A: No. Returning to a higher Career Rank you previously held does not increase the minimum Paid-As Rank requirement for your applicable Consistency or Builder Pathway. You only need to meet that pathway's minimum Paid-As Rank for the required number of months.

For example, if you begin as a Career Rank MM and re-rank to a previously held MMM Career Rank, you can still meet the MM Consistency Pathway's rank requirement by being Paid-As MM or above for at least four of the six qualification months.

If you achieve a higher career rank that you have never held before for the first time during the qualification period, you would fall under the New Rank Advancement Pathway.

You also must meet all other requirements for the applicable pathway.

Q: HOW DO I QUALIFY FOR THE DIRECTOR BENEFITS?
A: To receive the extra day at the MONAT Global Leader Summit, upgraded room, and special cocktail reception, you must maintain a Director Career Rank through the end of the qualification period and meet all requirements for one of these pathways:

- New Rank Advancement Pathway by achieving Director Career Rank of AED or higher that you have never held before
- Career Rank AED+ Consistency Pathway
- Career Rank MMM+ Builder Pathway

Starting the qualification period as a Director does not automatically qualify you for Director benefits. Qualifying through the Career Rank MM & Below Builder Pathway or MM Consistency Pathway does not qualify you for these benefits.

Q: WHAT IS INCLUDED IN MONAT GLOBAL LEADER SUMMIT 2027 QUALIFICATION?

- Networking time with the very best of MONAT Leadership
- Special awards and recognition event
- Exclusive previews of 2027 plans
- 3–night hotel accommodations for MM & MMM Earners
- 4–night hotel accommodations for Director Earners
- Option to bring your spouse (costs and conditions apply)
- **Roundtrip flight for earner**

Q: WHAT IS NOT INCLUDED IN THE TRIP?
A:

- Ground transportation
- Food and beverage
- Guest airfare

- 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, cancelled 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 ATTEND, CAN I RECEIVE A SUBSTITUTE REWARD OR ALLOW SOMEONE TO GO IN MY PLACE?

A: No. Only the trip earner can 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: Yes! MONAT Global Leader Summit qualifiers may bring their spouse or a non-Market Partner guest for $150 USD (full refund available for cancellations made 30 days or more before the event). Airfare for spouses/guests is not included and must be purchased by the qualifying Market Partner. All guests must be 18 years of age or older at the time of travel and cannot be current Market Partners. Other than nursing infants, children are not permitted to attend the general sessions.

Q: MAY I BRING MY CHILD?

A: Nursing infants 24 months or younger may attend with their registered parent. All other attendees must be at least 18 years of age and registered with a badge to attend any of the events. Other than nursing infants, children are not permitted to attend the general sessions.

Q: WHEN WILL THE OFFICIAL MONAT GLOBAL LEADER SUMMIT 2027 QUALIFIER LIST BE ANNOUNCED?

A: Qualifications for MONAT Global Leader Summit 2027 ends April 1 (2:59 p.m. AEDT | 4:59 p.m. NZDT), 2027. All final invites will be sent by April 20, 2027.

Please note that all trip qualifications are subject to Compliance review for potential bonus buying and rank advancement manipulation. Any purchases or enrolments 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.