

LEADERSHIP RANKS AND QUALIFICATIONS

Rank	SA	GA	D	SD	GD
PPV	150	150	150	150	150
DPV	350	750	1,500	2,500	4,000
Max Leg DPV (60%)	210	450	900	1,500	2,400
Minimum Number of Active Legs	2	2	2	2	2

continued below

Rank	ED	SED	GED	PD	BPD	SPD	GPD	PPD	1*PPD	2*PPD	3*PPD	4*PPD	CP
PPV	150	150	150	150	150	150	150	150	150	150	150	150	150
DPV	6,000	10,000	20,000	40,000	80,000	160,000	240,000	320,000	640,000	1,250,000	2,500,000	5,000,000	10,000,000
*Max Leg DPV	3,600	6,500	13,000	26,000	52,000	104,000	156,000	208,000	416,000	812,500	1,625,000	3,250,000	6,500,000
Minimum Number of Active Legs	2	2	3	3	3	3	3	4	4	4	4	4	5
**Leader Leg Points			0.5	1	1.5	2	2.5	3	3	3	3	3	3
Minimum Structure Required					1 pt	2 GED or above with 2 pts	3 GED or above with 3 pts	4 GED or above with 4 pts	4 PD or above with 6 pts	4 PD or above with 8 pts	4 PD or above with 10 pts	4 PD or above with 12 pts	5 PD or above with 15 pts

RANKS

- SA—Silver Associate
- GA—Gold Associate
- D—Director
- SD—Silver Director
- GD—Gold Director
- ED—Executive Director
- SED—Silver Executive Director
- GED—Gold Executive Director
- PD—Presidential Director
- BPD—Bronze Presidential Director
- SPD—Silver Presidential Director
- GPD—Gold Presidential Director
- PPD—Platinum Presidential Director
- 1*PPD—1-Star Platinum Presidential Director
- 2*PPD—2-Star Platinum Presidential Director
- 3*PPD—3-Star Platinum Presidential Director
- 4*PPD—4-Star Platinum Presidential Director
- CP—Crown Platinum Ambassador (CP)

Glossary of Terms

- Active Leg:** Any leg where an Associate has maintained at least 100 PPV in a qualification period.
- Active Preferred Customers:** Any Preferred Customer with 50 PV or more order(s) within the qualification month.
- PV:** Points assigned to each product.
- PPV:** Your personal volume and customer purchases.
- DPV:** Your PPV plus Downline Volume.
- Enroller:** The Associate who actively works with a customer to introduce them to Mannatech products. The Enroller and the Sponsor may be the same person, or the Enroller may place the new Associate under a different Sponsor in their sales organization.
- * Max Leg [SA–ED] 60%: No more than 60% of the total required volume can come from any one leg.
- * Max Leg [SED–CP] 65%: No more than 65% of the total required volume can come from any one leg.
- **Points earned for the highest leadership rank in a leg that upline leaders can use towards their minimum structure requirements to achieve BPD and above.

6 WAYS TO EARN

- Customer Bonuses:** Power Seller Bonus (1a) and Business Development Bonus (1b).
- First Order Bonus:** 25% paid to the Enroller for the first product purchase.
- Mentor Bonus:** Pays monthly when you help your enrolled Associates reach new Leadership Ranks. **Gold Associate** = \$30; **Director** = \$40; **Silver Director** = \$50; **Gold Director** = \$75; **Executive Director (and above)** = \$100.
- Uni-Level/Infinity Bonus:** Uni-Level pays a percentage of your CV at each leadership level, 7 levels deep. Infinity begins paying a percentage on the levels deeper than 7.
- Leader Check Match[‡]:** Pays Silver Executive Directors and above a percentage of their Leaders' Uni-Level/Infinity income.
- Global Pool Bonus[‡]:** Earn shares that represent 1.5% of Mannatech's product purchases globally.

1a Power Seller Bonus: Pays a percentage on your PPV.

Power Seller Bonus	PPV Requirements	Percentage Payout	Number Active Preferred Customer Requirements
Power 10	200 or more	10%	2
Power 15	500 or more	15%	5

1b Business Development Bonus: Encourage and reward Associates for building 500 PPV Business Units



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	SA	GA	D	SD	GD	ED	SED	GED	PD	BPD	SPD	GPD	PPD	1*PPD and above
Level 1	3%	4%	5%	6%	7%	8%	8%	8%	8%	8%	8%	8%	8%	8%
Level 2		2%	3%	4%	6%	8%	8%	8%	8%	8%	8%	8%	8%	8%
Level 3			2%	4%	6%	8%	8%	8%	8%	8%	8%	8%	8%	8%
Level 4				3%	4%	6%	6%	6%	6%	6%	6%	6%	6%	6%
Level 5						5%	5%	6%	6%	6%	6%	6%	6%	6%
Level 6							4%	4%	5%	5%	5%	5%	5%	5%
Level 7									4%	4%	4%	4%	4%	4%
‡ Side Volume Infinity Bonus									0.5% NO CAP	0.5% NO CAP	0.5% NO CAP	0.5% NO CAP	0.5% NO CAP	0.5% NO CAP

‡ Presidential Bonuses—Presidential Ambassador Program

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	SED 10K	GED 20K	PD 40K	BPD 80K	SPD 160K	GPD 240K	PPD 320K	1*PPD 640K	2*PPD 1.25M	3*PPD 2.5M	4*PPD 5M	CP 10M
Cap per Downline Leader	\$250	\$500	\$750	\$1,000	\$1,500	\$2,000	\$2,500	\$3,000	\$3,500	\$4,000	\$5,000	\$10,000
Gen 1	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%
Gen 2		20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%
Gen 3			10%	10%	10%	10%	10%	10%	10%	10%	10%	10%
Gen 4				10%	10%	10%	10%	10%	10%	10%	10%	10%
Gen 5					2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%
Gen 6						2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%

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Leadership Rank	Shares
Bronze PD	0.5
Silver PD	1
Gold PD	1.5
Platinum PD	2
1*Platinum	2.5
2*Platinum	3
3*Platinum	3.5
4*Platinum	4
Crown Platinum Ambassador	5

Note: For detailed information, refer to the Compensation Plan.