



Mannatech

2018 Western Caribbean Cruise

Trip Dates: January 13 – 20, 2019

Will you be on the next fun filled once in a lifetime trip with other top Mannatech Leaders?

Mannatech North America is going south to cruise on the Royal Caribbean, Liberty of the Seas where you will experience the ports of Jamaica, Cozumel, Mexico and the Grand Cayman city of George Town all in one trip. While you are traveling to these amazing ports, you will be able take advantage of the 100's of things to do on the ship. From the 14 dining options to waterslides, rock climbing, dancing, Broadway at sea shows, DreamWorks experience, flow rider surfing, and so much more. Learn how you and your family can earn another once in a lifetime trip.

QUALIFICATION Overview:

- Qualification Period: June 1 to October 31, 2018.
- Cruising Dates: January 13 - 21, 2019
- Qualification criteria based on points. By earning the required points and meeting the other requirements, Associates will qualify to attend. The more points the Associate earns, the bigger the Incentive package they will receive.
- The focus will be on the sale of products to new Associates and Preferred Customers and the sales (points) generated from new Associates and Preferred Customers.
- Overall sales growth (DPV) will be required, built on a baseline calculation.
- Associates will also be required to maintain or grow their leadership level compared to a baseline. New and current non-leader Associates must attain at least a Silver Associate level.
- Baseline period will be the three (3) months from January to March 2018.
- A "team component" will reward Presidential Directors for having team members also qualify.
- The May "3 in 31" Incentive (May Madness) will contribute to Incentive according to the rules specified below.

General Requirements: *All new Associate enrollments and new Preferred Customers must be for Canada or the United States with "ship to" addresses in Canada or the United States in order to count toward this Incentive. E-commerce sign-ups and volume will not count toward this Incentive.*

Requirements:

- Associates must have product sales to a minimum of fourteen (14) new Associates or Preferred Customers. Seven (7) of the sales, must be to new Associates, and the remaining seven (7) can be either to Associates or Preferred Customers.
- May Madness Enrollment Sales
 - A maximum of three (3) Sales to new North American Associates who enrolled in May can be applied toward the seven (7) required enrollments for the Incentive, and must have met the product purchase requirements prior to the close of business on May 31.

- If an Associate makes qualifying sales to three (3) or more qualifying North American Associates in the May Madness incentive, their largest three (3) enrollments will apply to the SDC Incentive. No May DPV/points from these enrollments will apply to the main incentive, but their June-October DPV will count.
- New Associate Enrollments (June 1, 2018 – October 31, 2018)
 - An Associate enrollment registration (\$49.99) must be purchased by the enrollee to be considered a new Associate enrollment. However, the enrollment registration does not count toward the required point volume.
 - The new Associate enrollee must personally purchase a new product order within the first 30 days after their enrollment date, and by October 31, for the order to count as one of the seven (7) required Associate enrollments for the enroller. At least 4 of the 7 required enrollments must take place after June 1. The product requirement for these enrollments does not have to meet the 150 PV as for May Madness. Any return of products from this order would disqualify the order, and disqualify the Associate from counting as one of the seven (7) Associate enrollments.
 - To be considered a new Associate enrollment, the enrollee could not have had an active Associate account any time after December 31, 2017.
- New Preferred Customer Orders (June 1, 2018 – October 31, 2018)
 - A new Preferred Customer enrollee can only count toward the required fourteen (14) new personal enrollments once the first product order is placed.
 - Any return of products from this order would disqualify the order, and disqualify the Preferred Customer from counting toward the required enrollment total.
 - To be considered a new Preferred Customer enrollment, the enrollee could not have had an active Customer account any time after December 31, 2017.
 - New Customers "Upgrading" to New Associate Status
 - New Customers who enroll on or after June 1, 2018 will count as one of the fourteen (14) required sales to new Preferred Customers. However, if the Customer "upgrades" to Associate status in a subsequent month, the enrollee will now count as one of the seven (7) required Associate sales, and will no longer count in the Preferred Customer category.

New Order Point Requirements and Rewards

- One (1) point will be awarded to the Enroller for each PV earned on products purchased by the new Associate or new Customer during the qualification period. (1 PV = 1 Incentive qualification point; 100 PV = 100 Incentive qualification points).
- Associates must meet or exceed the required point minimums to earn the Incentive.

Please see the points and prizes below.

- **10,000 Points** – basic cruise or trip/resort package for two / Accommodations // Meals as per the package for two (if applicable)
- **12,000 Points** – basic cruise or trip/resort package for two / Accommodations // Meals as per the package for two (if applicable). This also includes a \$500 travel allowance.
- **15,000 Points** - basic cruise or trip package for two / Accommodations // Meals as per the package for two (if applicable). This also includes a \$1000 travel allowance.
- **20,000 Points** - basic cruise or trip/resort package for two / Accommodations // Meals as per the package for two (if applicable). This also includes a \$1000 travel allowance and \$500 resort/ship credit.
- **25,000 Points** - basic cruise or trip/resort package for two / Accommodations // Meals as per the package for two (if applicable). This also includes a \$1000 travel allowance and a \$1000 resort/ship credit.
- **35,000 Points** - basic cruise or trip package for four / Accommodations // Meals as per the package for four (if applicable). This also includes a \$2000 travel allowance and \$1000 resort/ship credit.

Personal Leadership Level Maintenance

- Associate Leaders must maintain their Leadership level two (2) out of the five (5) months of the Incentive qualification period, one of which must be in the final month (October).
- Existing Associates are prohibited from opening a new personal account for purposes of Incentive qualification. New accounts established by existing Associates for the purpose of qualifying for the Incentive will be monitored and the Associate will be excluded from the qualification for the Incentive.

- “New” Associates, as defined earlier, and existing Associates who do not have any Leadership level during the baseline period, will be required to achieve a minimum of Silver Associate leadership level at least two (2) times during the Incentive qualification period, including the final month (October).
- An Associate’s Leadership Level will be determined as the highest leadership level that they maintained in at least two (2) of the (3) months from January through March 2018.

DPV Growth Requirement

- Qualifying Associates must exceed their baseline projected volume (even if it is by one point).
- The baseline for DPV/points will be determined by the average of the DPV in the three (3) months from January to March 2018. This monthly average X 5 will be the DPV that the Associate must exceed to be eligible for Incentive qualification.
 - Example: Associate has DPV of 11,000 and 12,000 and 16,000 in January, February and March. The 3-month DPV total is 39,000, giving an average of 13,000 DPV per month. Taking 13,000 x 5 gives a total of 65,000 DPV as the baseline to exceed. Thus the Associate would require 65,001 DPV to be eligible.

Bonus for Platinum Presidential Directors

- Platinum Presidential Directors or higher will qualify for the 20,000 point level by:
 - Maintaining their leadership level during the Incentive period (June through October)
 - Meet the DPV growth requirement as described above
 - Have at least 5 total sign-ups (Associates + Customers) during the Incentive period.

High Performance Bonus

- Associates who qualify for the Incentive, and exceed the minimum enrollment requirements and sell products to at least 10 new Associates, will be eligible for a special reward on the Incentive, to be announced later.

Presidential Director Team Qualification

- Presidential Directors and above who have at least 4 team members qualify for the Incentive trip, by meeting the following terms, will be eligible for an upgrade of one level. Thus if they qualified at the 20,000 level, they will be moved up to the 25,000 level.
 - The 4 qualifying team members must be from 2 different legs.
 - Qualified attendees are credited to the first upline Presidential only.

OFFICIAL RULES:

1. BY ENTERING THIS PROMOTION, PARTICIPANTS ACCEPT AND AGREE TO BE BOUND BY THESE OFFICIAL RULES. FURTHERMORE, ANY VIOLATION OF THESE RULES BY THE PARTICIPANT MAY, AT MANNATECH'S SOLE DISCRETION, RESULT IN DISQUALIFICATION. ALL DECISIONS OF MANNATECH REGARDING THIS PROMOTION ARE FINAL AND BINDING IN ALL RESPECTS.
2. All commissions, bonuses and earnings are earned through the sale of Mannatech products. The examples set forth in this Promotion are for illustration purposes only.
3. Only Associates in Good Standing during the Promotion Period are eligible to earn the incentive.
4. Qualification will not be considered from the result of an existing Associate sponsor transfer, override or country transfer.
5. Prior to the official notification of qualification to Participants, all qualification information provided by Mannatech is unofficial and subject to change and verification by Mannatech. If the Participant falls below the Qualification Criteria, the Incentive Package will not be awarded.
6. Mannatech assumes no responsibility for notifying Participants of any returns or cancellations within their organization that affect point totals.
7. We recommend (but do not require) that Participants keep track of their progress. Inquiries to research an account must be in writing and received by Mannatech's Incentives Department by November 15, 2018 to be considered for review. Any discrepancy received after this deadline will not be considered for approval.
8. All final rules and rule interpretations are solely at Mannatech's discretion.
9. Incentive Packages are not transferable and may not be given away or sold. Incentive Packages may not be transferred to another Mannatech Associate, family member, friend, etc. Only the names on the account are eligible to redeem the trip. In addition, if

the Contest Qualifier chooses not to accept the Incentive Package earned, **no cash will be awarded** and the trip will be forfeited.

10. Travel visas must be valid for the trip. Mannatech will not be responsible for any travel visas for any Contest Qualifiers and his/her guest(s).
11. Only one (1) Incentive Package may be earned per Mannatech SSN, SIN, EIN or CRUP. Upon sign-up, the SSN, SIN, EIN or CRUP will be tracked for duplication and authenticity at the time of sign-up and at the end of the trip qualification.
12. All new Associate accounts used to earn the trip must have a unique SSN, SIN and EIN and the Associate must be new to Mannatech or have not ordered product in the last 6 months.
13. If a shared position qualifies for the Incentive Package, the joint owner of the position may be the guest. Each person listed on the account is not entitled to bring a guest. If one of the joint account owners chooses not to attend, a guest may be invited.
14. Mannatech, in its sole discretion, reserves the right to substitute the Incentive Package destination for one of equal or greater value for any individual Contest Qualifier or the entire group of Contest Qualifiers.
15. Contest Qualifiers will be notified on or before November 15, 2018 at the last known email address for those who have VALID email accounts on file with Mannatech. If the notifications returned as non-deliverable, the Incentive Package may be forfeited. The notifications will include a link to the registration website as well as instructions on how to complete the registration process.
16. Participants with excessive returns of products in their organization may be disqualified from the Promotion. In addition, if there are any excessive returns in the 12 months following the trip qualification that would have affected qualification, Mannatech has the right not to accept the returns and/or the Associate agrees to reimburse Mannatech for the cost of the trip or Incentive Package and any other recognition received by the Associate. Mannatech reserves the right, in its sole discretion, to determine what constitutes excessive returns.
17. Participants **must be 18 years of age or older at the start of the promotion period** to participate. If the Participant is under the age of 18 years old, a parent or legal guardian must also be named on the account. Online verification of age will be **REQUIRED** prior to completion of the registration. If it is found that the Contest Qualifier was not at least 18 years of age at the start of the Qualification Period, the Incentive Package **WILL BE** forfeited and may not be transferred to a legal guardian or parent.

18. Participants must be a resident of the United States or Canada in order to participate and must be able to show proof, excluding residents of Quebec.
19. An online Release of Liability must be accepted when registering in order for a trip reservation to be completed .The trip will not be awarded without acceptance of this release.
20. All applicable taxes are the responsibility of the Contest Qualifier. Contest Qualifiers in the United States and Canada. The value of the package included in their 1099 and T4A will be approximately USD \$4,000 up to \$15,000 depending on the trip awarded.
21. If the Contest Qualifier cancels after cash is awarded and hotel rooms are booked, the Contest Qualifier will be issued a 1099 or T4A for the expenses incurred regardless if the Incentive Package is actually taken. Not-for-profit or government agencies should consult a tax attorney prior to participation.
22. By entering, Participants consent to the use of their name and likeness for publicity and promotional purposes by Mannatech without additional compensation, unless prohibited by law.
23. Passports are required for ALL travelers regardless of age. There may be special restrictions for parents traveling with minor children. Please contact your local consulate for travel requirements outside of the United States or Canada.
24. Participants' New Associate will be audited throughout the Promotion Period and will require a valid SSN, SIN or EIN to qualify.
25. **Any indication of manipulation regarding qualification criteria will disqualify any Participant attempting to benefit from the action.** This includes sponsoring manipulation, adding members and or accounts of people that do not exist, buying in volume for qualification purposes may be subject to legal and compliance review. Mannatech, at its sole discretion, may disqualify any Participant from participating in the Promotion, refuse to reward points and or Incentive Packages and require the return of Incentive Packages if Participant engages in any conduct Mannatech deems improper, unfair, or otherwise adverse to the operation of the Incentives or detrimental to other entrants. Such improper conduct includes but is not limited to, falsifying personal information before, during or after the Promotion Period and may be subject to legal and compliance review.
26. If a Contest Qualifier voluntarily or involuntarily terminates his or her distributorship under the terms of the Associate Agreement before the trip, he or she will forfeit the right to an Incentive Package and may be subject to legal and compliance review.

27. A cancellation will be treated as final and will not be reinstated.
- 28. Guests of the contest qualifier may not be a Mannatech Associate unless they are a family member. A guest may not attend the trip without the qualifier.**
29. Participants must refer to the Mannatech Compensation Plan in the Participants' market for more details.
- 30. Associates that enrolled before 6/1/18 will be considered to be existing Associates and may not add an additional account in their name or a business name for purposes of earning the account. An Associate that re-enrolls after six (6) months of inactivity (no orders purchased), may sign up as a new account.**
31. Mannatech reserves the right to cancel or modify this Incentive program as determined by Mannatech at its sole discretion.
32. No purchase necessary.

DEFINITIONS:

1. Associate in Good Standing - one who has (1) renewed his or her position as required by the Company within the promotion period whichever or within one year as required and (2) has not received a final compliance sanction precluding the Associate from participating in events and/ or receiving recognition. A "Compliance Sanction" is considered final when (1) a ruling by the Compliance Committee is not appealed or (2) when an appealed compliance matter is decided by the Appeal Panel.
2. Point Volume (PV) - Points assigned to every product for the purpose of bonus qualifications.
3. Contest Qualifiers - A Qualified Associate who has met the minimum requirements of the incentive.