

Once in a Lifetime Trip

*******5 TRIDENT RESORT - CLUB MED SEYCHELLES*******

GROUP 1: 15 - 19 OCTOBER 2022 / GROUP 2: 16 – 20 OCTOBER 2022



THE SOUTHERN AFRICA 2022 INCENTIVE-CLUB MED SEYCHELLES (5 TRIDENT) PACKAGE WILL INCLUDE:

- **Return Airfare** (Economy Class from Johannesburg Only)
**Associate to arrange Transport to Johannesburg OR Tambo International Airport at their cost.*
- **Accommodation** – On A *Sharing* Basis
- **Most Meals** (Club Med All-Inclusive Package)
- **Training and Information Sessions**
- **Required Insurance** is included

**Please Note: Cost for Covid PCR test on the way there and back, as well as Euro 10 for the HTA online application is for your own account. (Please budget approximately R2400). Vaccinations are not required. Information supplied as at time of incentive launch.*

2022 SOUTHERN AFRICA INCENTIVE – SEYCHELLES OVERVIEW

THIS INCENTIVE WILL RUN OVER 7 MONTHS. FROM 01 FEBRUARY 2022 TO 31 AUGUST 2022

PLEASE NOTE: *Mannatech reserves the right to amend or adjust all / any of the incentive points accumulation methods, points requirements, values, minimum or maximum criteria, rules or any other aspect of the incentive deemed necessary by Mannatech and at Mannatech's sole discretion.*

NB: ONLY ORDERS SHIPPED IN SOUTH AFRICA & NAMIBIA COUNTS TOWARDS THIS INCENTIVE.

IMPORTANT RULES

- Your **Leadership level** at the end of the 2022 Incentive (31 August 2022) must be at the **same or higher** level than your Base Leadership level. Your base leadership level is the highest leadership level attained 3 or more times during 2021.
- Each 2022 Incentive **qualifier** must have a **Subscription Order** of any value generate **each Month** during the Incentive to qualify for the 2022 Incentive. We will make an exception for one month during the incentive.
- All Associates who **sign up / join during** the Incentive period must have a Subscription Order **of any value** generate from the **Month of their sign-up / month they join** and onwards. We will make an exception for one month of the incentive.
- The maximum award for all associates including a Q12 Silver Presidential and above is two tickets.
- The second ticket is for a spouse/partner actively involved in building the qualifying position, and is non-transferrable. Nor can it be exchanged for other perks, nor banked for future Incentives.
- Only one position per household can qualify for the 2022 Incentive.

QUALIFYING POINTS

An Associate who earns the required points will qualify for the 2022 Incentive - Seychelles. Associates must qualify during the above-mentioned Incentive Period (1 February 2022 – 31 August 2022) and adhere to all rules contained herein.

CATEGORY 1: Existing Associates and Associates who join on or prior to 30 April 2022:

175 Points = One Ticket = Ticket, Accommodation on a sharing basis, Transport, Most Meals as per Club Med all-inclusive package for One

260 Points = Two Tickets = Ticket, Accommodation, Transport, Most Meals as per Club Med all-inclusive package for Two

CATEGORY 2: Associates who join from 1 May 2022 onwards:

100 Points = One Ticket = Ticket, Accommodation on a sharing basis, Transport, Most Meals as per Club Med all-inclusive package for One

160 Points = Two Tickets = Ticket, Accommodation, Transport, Most Meals as per Club Med all-inclusive package for Two

Email Incentives@MannatechSA.com with any Questions

MINIMUM AND MAXIMUM REQUIREMENTS

1. Associate Enrollments:

a. Category 1: Minimum of 12 Points

Category 2: Minimum 6 Points

2. First Order & Customer Enrollments plus Subscription Order Points:

a. Category 1: Minimum 120 Points

Category 2: Minimum 60 Points

3. Reactivation:

a. Category 1: Maximum of 15 Points

Category 2: N/A

4. Leadership Points

a. No Minimum or Maximum Criteria

5. DPV Maintenance or Growth

a. Maximum allowed is detailed in the applicable section.

6. Leadership Development

a. No Minimum or Maximum Criteria

POINTS ARE EARNED AS FOLLOWS:

1. ENROLLMENTS

➤ **ASSOCIATE ENROLLMENTS** *Minimum Point Requirements detailed above.

1 Point – will be awarded to the Enroller for each Associate who purchases the Business Builder Sign Up Pack, and on condition at least 1 Subscription Order generates on the new Associates account during the incentive.

2. FIRST ORDER, CUSTOMER ENROLLMENTS & SUBSCRIPTION ORDERS

➤ **ONE TIME ORDERS - ASSOCIATE & CUSTOMER FIRST PRODUCT ORDER**

*Minimum Point Requirements detailed above

If an Associate or Customer is enrolled with a Product Order (One Time Order), points will be awarded to the Enroller as follows: *(Thereafter, only Subscription Orders are awarded points.)*

FIRST PRODUCT ORDER (ONE TIME ORDER) VALUE	POINTS AWARDED
Product order of 60 – 119PV	1 Point
Product order of 120 – 219PV	2 Points
Product order of 220 – 319PV	3 Points
Product Order of 320 – 419PV	4 Points
Product Order of 420PV and above	5 Points

➤ **SUBSCRIPTION ORDERS** – Qualifying Subscription Orders require a minimum of 60PV

A. The following points will be awarded to the **ENROLLER** for each **qualifying Subscription Order** that processes during the incentive period for any **NEW Associate** and/or **NEW Preferred Customer** as of 1 February 2022 onwards.

ORDER POINT VOLUME	POINTS AWARDED PER MONTH
60PV – 119PV	1 Point
120PV – 219PV	2 Points
220PV – 319PV	3 Points
320PV – 419PV	4 Points
420PV and above	5 Points

- B. The following points will be awarded to the **NEW ASSOCIATE** for each **qualifying PERSONAL Subscription Order** that processes during the incentive period.

**(Preferred Customers do not earn Points)*

Order Point Volume	Points Awarded
60PV – 119PV	1 Point
120PV – 219PV	2 Points
220PV – 319PV	3 Points
320PV and above	4 Points

3. REACTIVATION Maximum Points Allowed detailed above

- The following points* will be awarded to the Enroller of an Inactive Associate or Customer who reactivates by placing a **100PV or more** Subscription Order that processes during the incentive period.

Order Point Volume	Points Awarded
100PV – 199PV	1 Point
200PV – 299PV	2 Points
300PV and above	3 Points

PLEASE NOTE:

Inactive Associate / Customer — any Associate/Customer whose enrollment date is prior to 1 July 2021 who has not had any order of any amount in any of the 6 months immediately prior to the reactivation order.

** Qualifying Order MUST ship to the address listed on the reactivating account to qualify for points and the credit card of the account holder must be used.*

***For those with multiple positions within one (1) household, no more than two (2) Reactivations per household will count toward the incentive*

4. LEADERSHIP POINTS

DOWNLINE QUALIFIERS - If you are the **First Upline Gold Executive** or **Presidential or above** to a 2022 Incentive Qualifier, the following points will be awarded **on condition the Upline Gold Executive and / or Upline PD or above have at least 1 New Associate signup each month during the 2022 Incentive**

- **2 Points** — will be awarded to the **first** Upline Gold Executive Director for each Associate in their downline who qualifies for the 2022 Incentive.
- **4 Points** — will be awarded to the **first** Upline Presidential Director or above for each Associate in their downline who qualifies for the 2022 Incentive.
- **5 Points** — will be awarded to the **first** Upline Presidential Director or above **if** there is no Gold Executive Directors between the qualifier and first Upline Presidential.
- **2 Points** — will be awarded to the **second** Upline Presidential.

**Leadership Points will coincide with the Associate's Leadership level at the close of each Month during the qualifications for the 2022 Incentive.*

5. DPV (Downline Point Volume) MAINTENANCE / GROWTH LEVELS

DPV Points are awarded for maintenance or an increase in DPV **and only on condition the associate enrolls at least 1 Associate who has some form of order generate (Value Bundle, Auto order or One-Time order) in the Business Period.**

- **For DPV Points earned in February 2022, March 2022 & April 2022:**

An associate's **average** DPV will be calculated by taking the average DPV for **November 2021, December 2021 and January 2022** and using this average to determine the starting point for DPV Points awarded.

➤ **For DPV Points earned in May 2022, June 2022, July 2022 & August 2022:**

An associate's **average** DPV will be calculated by taking the average DPV for **February 2022, March 2022 and April 2022** and using this average to determine the starting point for DPV Points awarded.

➤ **Therefore, if the DPV you generate in February through August is equal to or greater than the average as calculated above you earn points as per the following:**

DPV LEVELS	POINTS PER MONTH	Maximum Category 1	Maximum Category 2
750 – 1999	4	28	16
2000 – 4999	5	35	20
5000 – 7999	6	42	24
8000 – 11999	7	49	28
12000 – 19999	8	56	32
20 000 - 39 999	10	70	40
40 000 - 59 999	12	84	48
60 000 +	14	98	56

6. LEADERSHIP DEVELOPMENT

- Enroll an Associate during the incentive and help the new Associate qualify at any of the below listed leadership levels and the **Enroller and New Associate** will earn points as follows:

BUSINESS DEVELOPMENT BONUS	POINTS AWARDED
Director	2 Points
Silver Director	3 Points
Gold Director	4 Points
Executive	5 Points
Silver Executive	6 Points
Gold Executive	8 Points
Presidential and above	10 Points

Points can be earned once per leadership level during the incentive period.

Q12 SILVER PRESIDENTIALS AND ABOVE QUALIFIERS

- Q12 qualifying Silver Presidentials and above** Automatically earn a **SINGLE** ticket for the 2022 Incentive, taking the below into consideration and only on condition they **Enroll At Least 1 Associate Per Month**.
- A Q12 Silver Presidential and above must **Enroll At Least 1 Associate Per Month** to earn points for a **SECOND** ticket for their spouse/partner* in that Business Period.
- A Q12 Silver Presidential and above must qualify at the starting leadership level or higher at the end of the Incentive and have a growing DPV including Growth in side volume.
- A Q12 Silver Presidential and above needs a **Minimum Of 175 Points** to qualify for a second ticket for a spouse or partner*

*(A business partner is someone who is actively involved in building the Presidential position).

**Leadership level is taken at the end of the Incentive period, after the commission run for said period.

Q12 qualifiers must meet maximum and minimum point criteria as stipulated above, and Need to Sign Up At Least 1 New Associate Each Business Period to Earn Points in That Business Period.

Email Incentives@MannatechSA.com with any Questions

CLARIFICATIONS

1. For the purpose of this Incentive, Position Transfers will be considered a NEW Associate for Enrollment points only. They will be considered an EXISTING Associate for Subscription orders that generate during the Incentive period if applicable. The original enrollment date of the position will determine NEW or EXISTING Points
2. Any Associate or Customer who has been inactive for one (1) year terminates their account and re-enrolls under a new account will be considered a reactivation. No points will be awarded for the enrollment pack purchased. Reactivation Points will be earned on a qualified Subscription order that processes during the Incentive period (1 February 2022 – 31 August 2022).
3. Any NEW Associate from and before 1 July 2021 who has had no orders of any type or amount since 1 July 2021 will be awarded Reactivation Points if they have a qualifying Subscription order that processes during the Incentive period (1 February 2022 – 31 August 2022)
4. Any product order, regardless of the amount of QV that is placed, in any of the 6 BPs prior to a Reactivation order will not be counted as a Reactivation order and no points will be awarded to the Enroller or the Associate or Customer.
5. Recalculations requested for Commissions and Leadership Levels will not generate Points for the Incentive qualifications.
6. Prior to the official notification of qualification to Incentive Qualifiers, all information regarding Points earned by Associates is unofficial and subject to change and verification by Mannatech. If the qualifying point total falls below the minimum required, the Incentive Package will not be awarded. There are several factors that may contribute to a variance in points earned. For example: Enrollment Packs and Subscription Orders that have been exceptioned will not appear in point tallies reported by Mannatech. If an Associate return or cancels Packs, the corresponding Enrollment points will be subtracted from the point total.
7. It is the responsibility of the associate to track their points earned for this Incentive. Mannatech will verify your results. Should there be any discrepancy in point totals, you will have a record of your business. All discrepancies must be received by Mannatech's Events & Incentives Department by September 15th, 2022, to be considered for review. Any discrepancy received after September 15th, 2022 deadline will not be considered for approval.
8. Mannatech assumes no responsibility for notifying Incentive participants of any returns or cancellations within their organization that affect Point totals.
9. Points are not finalized until the end of the Incentive Period. All determinations/decisions as to awarding points are solely at Mannatech's discretion.
10. Points and prizes are not transferable, and may not be given away, sold or "banked" for future events or incentives.
11. In the event of any ties, Incentive Qualifiers will be determined using the following criteria in the following order:
A: Most Associates Enrolled **B:** Most Associate Activations **C:** Most Reactivations

GENERAL RULES

Only (1) Incentive Package may be earned per Mannatech account number. The maximum award is for two (2) people per position, irrespective of the number of points earned. The second ticket is for spouses/partners actively involved in building the qualifying position, and is not transferrable. Only one Position per household can qualify for the incentive.

1. The 2022 Incentive Package will be awarded to the Incentive Qualifier named on the Mannatech account at the end of the qualification period. In no event may a participant position receive more than one (1) 2022 Incentive Package.
2. The 2022 Incentive Package will include:
 - Return Airfare (Economy Class from Johannesburg International airport)
 - Accommodation – On a Sharing Basis
 - Some Meals (Club Med All Inclusive Package)
 - Training and information sessions
3. If a shared position qualifies for the 2022 Incentive Package, only one person listed on the qualifying account is permitted to bring a spouse/partner. That partner may be the joint owner of the position. Each person listed on the account is not entitled to bring a partner.
4. Mannatech, in its sole discretion, reserves the right to substitute the 2022 Incentive Package destination for one of equal or greater value for any individual Incentive Qualifier or the entire group of Incentive Qualifiers.
5. Incentive Qualifiers will be notified on or before September 10th, 2022, via email if notification is returned as non- deliverable, the award may be forfeited.
6. The notification may include a link to the registration website. Information on how to complete the registration will be included in the notification.
7. Participants must meet all eligibility requirements. Mannatech's determinations and decisions are final on all matters related to the 2022 Southern Africa Incentive.
8. All participants for the 2022 Incentive must be 18 years of age or older at the start of the Incentive qualification period 1 February 2022 to participate. Online Verification of Age will be required prior to completion of the registration. If it is found that the Qualifier was not at least 18 years of age, the trip WILL BE forfeited.
9. An online Release of Liability must be accepted when registering in order for a room reservation to be made and/or airfare booked. The trip will not be awarded without acceptance of this release.
10. Registration for the Incentive, acceptance of the online Release of Liability and verification of age must be completed online and submitted to Mannatech no later than September 15th, 2022. If no response is received by September 15th, 2022 the award will be forfeited.
11. The 2022 Incentive Package is awarded to those who have earned the Incentive. Guests of Incentive Qualifiers should be limited to spouses/partners, not non-qualifying Mannatech Associates, friends or non-immediate family.
12. The 2022 Incentive Package must be taken on the dates and venue specified by Mannatech or it will be forfeited.

13. If the qualified Associate chooses not to accept the Incentive Package earned, no cash will be awarded and the prize will be forfeited.
14. **The 2022 Incentive award is nontransferable under any circumstance.**
15. All applicable taxes are the responsibility of Incentive Qualifiers.
16. All Visa or any other travel requirement costs are the responsibility of the Incentive Qualifiers.
17. Not-for-profit or government agencies should consult a tax attorney prior to participation.
18. 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.
19. Room assignment will be based on earned points and assigned as follows:
 - a. All singles qualifiers are on a sharing basis.
 - b. Room upgrades may be awarded to the top point earners after the final results have been verified.
 - c. Handicap rooms are very limited and will be assigned to those requiring wheelchair accessible rooms.
20. Booking of Airline Tickets
 - a. All tickets must be booked through Mannatech's contracted travel agency.
 - b. No Reimbursement will be given to those who earn airfare and book outside of Mannatech's contracted travel agency.
 - c. Mannatech's contracted travel agency will explore all options to find the lowest available fare from the closest major airport based on the qualifiers address on file with Mannatech and limited to the Johannesburg International airport only. If the best fare available is lower than your preferences, you will be given the option to accept the tickets at the lower rate or pay the difference in fares.
 - d. Ground transportation will only be provided for those who book their flights through Mannatech's travel agency.
21. 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.
22. It is the responsibility of the Qualifier/s to make sure their passport is valid and they have the relevant Visa/s.
23. By entering this 2022 Incentive, participants expressly agree to all Rules and decisions made by Mannatech Southern Africa.
24. Associates must be a resident of South Africa or Namibia in order to participate. All other entries will be disqualified.
25. Mannatech will award the appropriate 2022 Incentive Package to each Incentive Qualifier based on the country of origin of their account number. Transfer of qualification to another country for purposes of attending its Incentive is prohibited.
26. Only active Independent Associates in Good Standing during the Incentive Period and at the time the prizes are awarded are eligible to enter or receive a prize. An Associate in Good Standing is one who has renewed his or her position as required, and is not the subject of a final Compliance Committee disposition or recommendation nor is building another Direct Selling or similar business for financial gain. Mannatech, in its sole discretion, reserves the right to disqualify an associate.
27. Mannatech reserves the right to disqualify an Associate if fraud or technical failures compromise the integrity of the Incentive, as determined by Mannatech at its sole discretion.
28. Mannatech reserves the right, in its sole discretion, to disqualify an associate if they have been found to be "Gaming" or have "Gamed" points for the Incentive. Gaming is deliberately manipulating orders and or line of sponsorship structuring for the purpose of earning more incentive points. Only orders placed as per customer / associate request and intention can be placed as such.
29. Mannatech reserves the right, in its sole discretion, to recover the aggregate retail value of the awarded 2022 Incentive Package directly or indirectly through the withholding of future commissions in the following events:
 - a. **If enrollments made to accumulate Enrollment Points are returned or found to be fictitious after the Incentive Package has been earned; the points associated will be deducted from the point total of the qualifier. If the point total falls below the required points, the Associate will no longer be qualified.**
 - b. **If it is found that an Associate induced the designation of an Associate as Enroller, which otherwise would not be considered the Enroller, solely for purpose of manipulating the Incentive.**
 - c. **If a qualifying Associate is found to have committed any other fraud in connection with enrollment and/or the accumulation of points.**
 - d. **If an associate has been found to have performed any action considered to be gaming. Gaming is deliberately manipulating orders and or line of sponsorship structuring for the purpose of earning more incentive points. Only orders placed as per customer / associate request and intention can be placed as such.**
 - e. **The associate has been found to have contravened any of the 2022 Incentive Rules after the trip.**
30. Commissions will be deducted from future earnings in accordance with the Product Returns Policy for all returned products.
31. Mannatech shall not be responsible or liable for damages, losses or injury resulting from entering the Incentive, acceptance of; or participation in any Vacation Package or prize awarded. Mannatech's aggregate liability in connection with the 2022 Incentive Package shall in no event exceed the combined retail value of the Package as estimated by these Rules.
32. This Incentive is void where prohibited by law.
33. Mannatech reserves the right to cancel or modify this Incentive as determined by Mannatech at its sole discretion.

Email Incentives@MannatechSA.com with any Questions