



 Mannatech.  
Live for Real.



*Mannatech.*  
*Live for Real.*<sup>TM</sup>



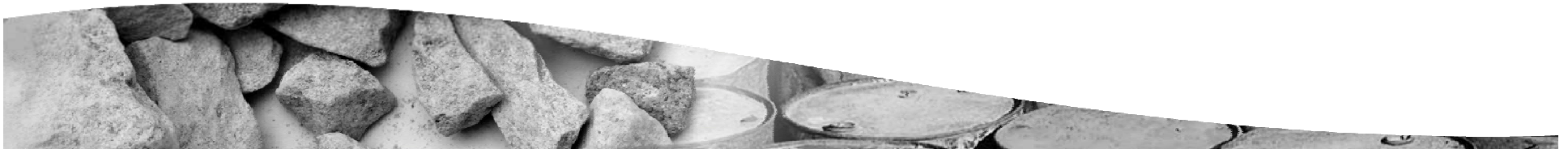
# Why Are You Here?

- To enjoy a healthier lifestyle
- To increase your income
- To be a part of something bigger than yourself (purpose)





# Return to a Healthier Lifestyle



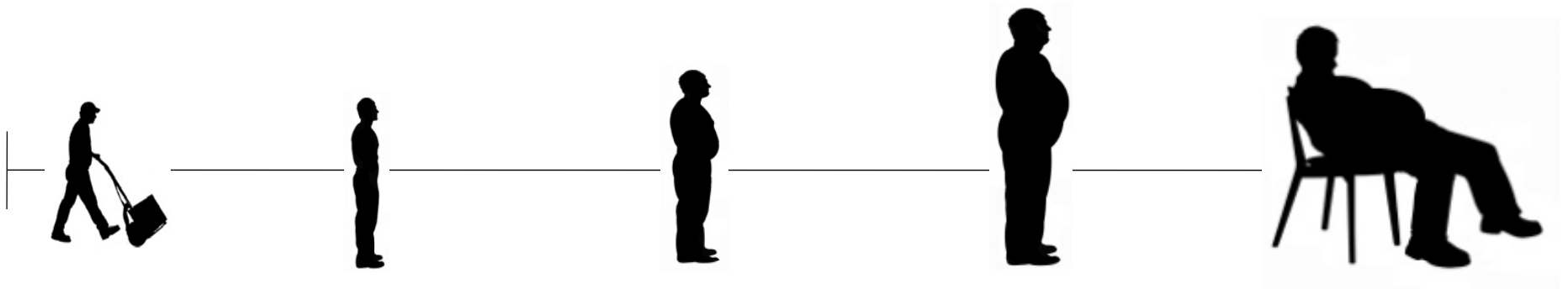


# What's Stopping Us?





# Culture of Convenience



**1954:**  
Swanson introduced the first "TV dinner."



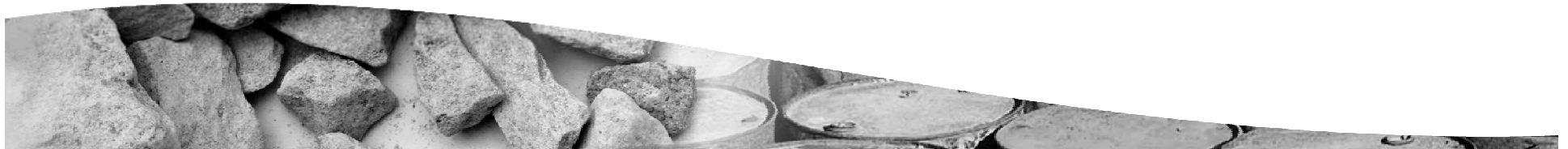
**1955:**  
Ray Kroc opened first McDonald's in Des Plaines, Illinois.



**1960:**  
Domino's delivered first pizza in Michigan.



**1967:**  
Amana introduced the first counter-top microwave oven.



# Food Is Not What It Used to Be



“A lot of what we see in the supermarket, I would argue is not really food... It’s what I call edible, food-like substances.”

Documentary: *Food Inc.*

There is a gap between the average diet and the number of recommended daily servings of fruits and vegetables. To not meet your body's requirements is to risk devastating consequences.



Mannatech

**AVERAGE DIET**

**RECOMMENDED  
SERVINGS**





# The New “Hidden Hunger”

A Global Epidemic

**Malnutrition affects more than 925 million people around the world.\***



- Undernourishment to the extreme of malnutrition has become the number one health risk around the world.
- The rapid rise of processed foods, combined with our own poor food choices and convenience-driven lifestyle, has created an environment of superficial abundance and nutritional poverty.

\*NewsBlaze.com, September 25, 2010





# What Can We Do?



# JAMA

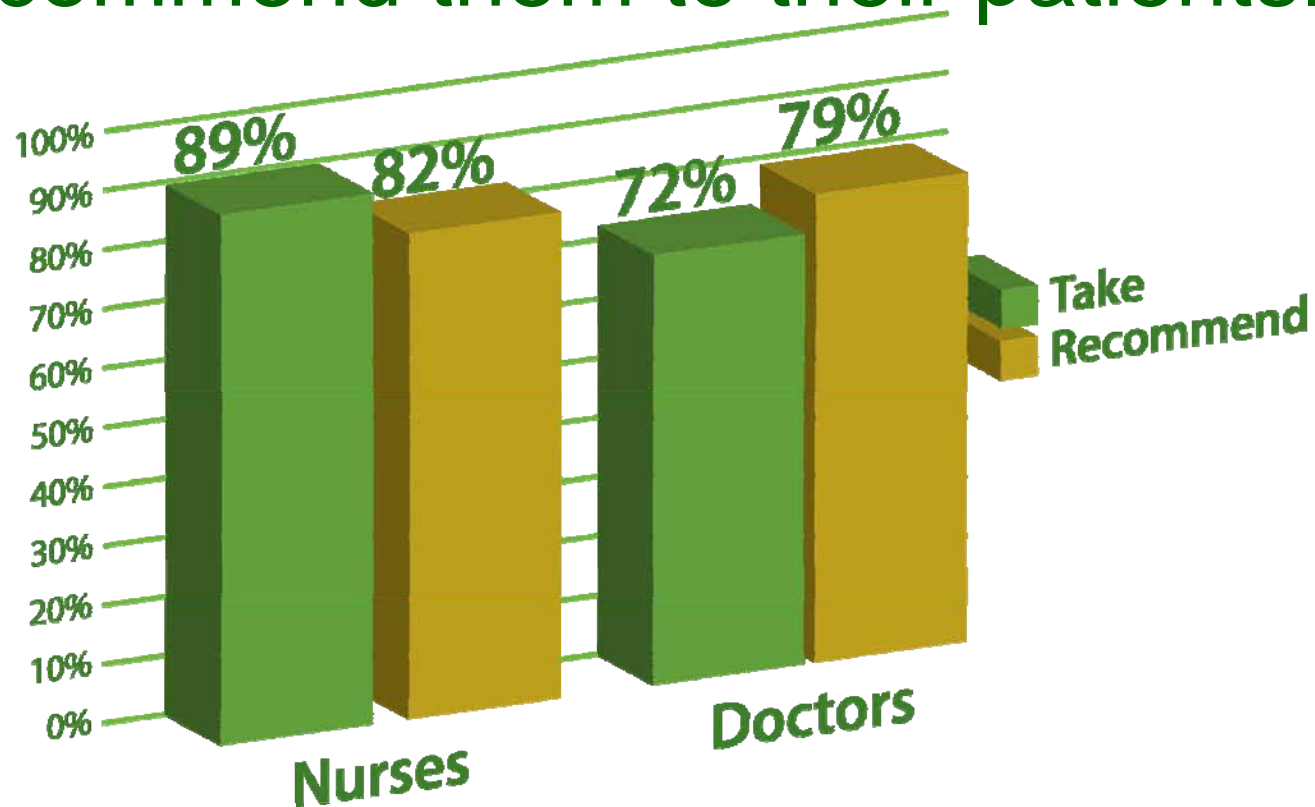
## June 2002

“Most people do not consume an optimal amount of all vitamins by diet alone.”

“It appears prudent to take vitamin supplements.”

Vitamins for Chronic Disease Prevention in Adults by Robert H. Fletcher, MD, MSC; Kathleen M. Fairfield, MD, DrPH

Most doctors and nurses take supplements and recommend them to their patients.



Dickinson A, Boyon N, Shao A. Physicians and nurses use and recommend dietary supplements: report of a survey. *Nutrition Journal* 2009;8:29



# Vitamin & Mineral Facts

- 150 million people in North America alone take a vitamin/mineral supplement every day\*
- \$25 billion market in North America†
- Consumer demand for dietary supplements is rising‡

\*Datamonitor: Dietary Supplements Market Trends & Opportunities 4/29/09 (Dietary Supplement Market USA)

†Nutraceuticals World—Dietary Supplements 2010

‡2009 survey by Ipsos—Public Affairs for the Council for Responsible Nutrition (CRN), Washington, D.C.

# Did you know that 95% of all vitamin/mineral supplements sold are synthetically made?§

Most synthetic vitamins are made from fossil fuels‡



Coal Tar



Petroleum

§ *The Vitamin Myth Exposed* By Brian Clement, Hippocrates Health Institute & OCA, Dec. 31, 2006

‡ *The Truth About Vitamins and Supplements*, Robert J Thiel, Ph.D., N.M.D.,  
*ANMA Monitor*, 2003;6(2):6-14

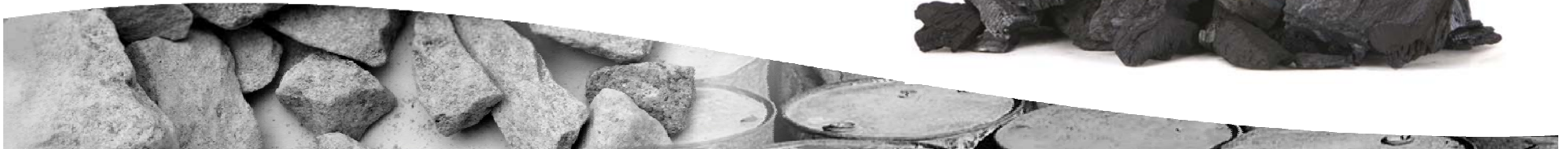


# Did you know that most minerals come from inorganic mineral salts?

- Minerals are generally recovered by mining ores or from byproducts of chemical processes.<sup>†</sup>
- Tests have shown that with the exception of selenium, the minerals contained in many of the most popular brands of multivitamins do not dissolve in either the stomach or small intestine.<sup>†</sup>
- They probably pass through the body without being absorbed.<sup>†</sup>



<sup>†</sup>Minerals and Diet, Burt D. Ensley, PhD





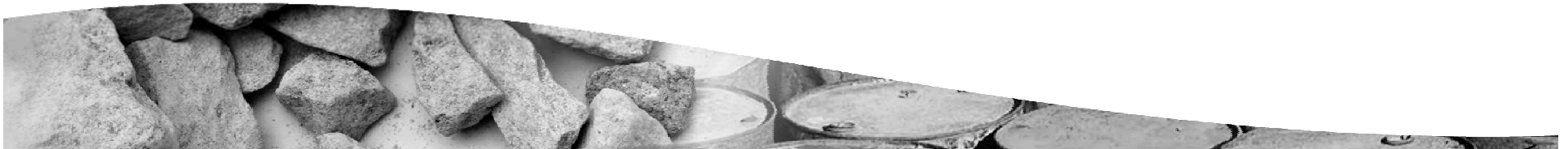
So, which plant do you want your vitamins and minerals to come from?



Chemical Plant



Real Plant





# Mannatech, Incorporated— The Global Provider of Products based on Real Food Technology<sup>SM</sup> Solutions



Good Manufacturing Practices



Core Products—NSF Certified



Customer  
Satisfaction  
Guaranteed



More Than 70  
Patents Worldwide

If not completely satisfied, contact Customer Care and return the product within 180 days for a full refund. See section 5.13 of the Associate Policies & Procedures or Mannatech.com for full details.

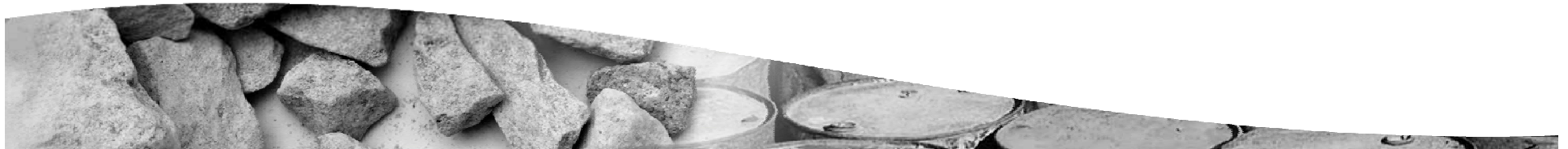
# Real Food-Sourced Nutrients



Through a patented hydroponic process, the remarkable Indian mustard plant takes in minerals through its root system, predigests them and then bonds them into a food matrix stored in the plant tissue. This process provides for standardized food-based nutrients and minerals and increased solubility.



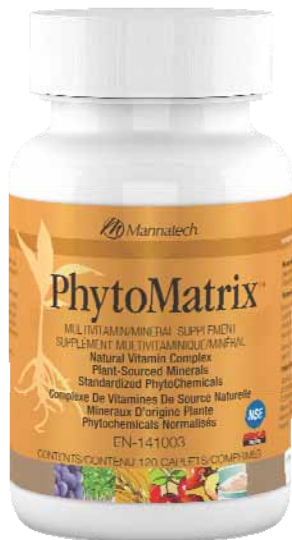
**This natural, hydroponic process is at the heart of our PhytoMatrix™ product.**





# Real Food-Sourced Nutrients

## PhytoMatrix caplets supply:



- **Vitamin A**—derived from [plant-based] mixed carotenoids—to support healthy immune function and vision.
- **Vitamin C**—derived from tropical acerola cherries—to provide enhanced antioxidant support.
- **Additional essential vitamins**—including a complete B-vitamin complex from natural yeast sources—to provide a great source of energy.
- **13 minerals**—sourced from hydroponically grown Indian Mustard plants—that your body is designed to recognize and use efficiently.
- **Powerful, standardized phytonutrients**—derived from broccoli, cranberry juice, grape extract and aloe vera—to help the body's absorption and use of vitamins and minerals.



# From Phytonutrients to Glyconutrients

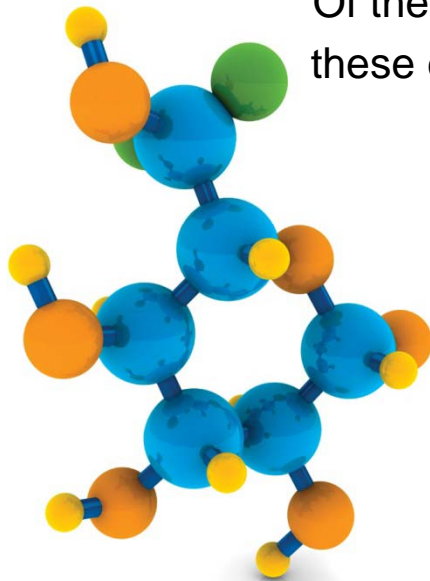
The Missing Link in Human Nutrition



# The Science of Nutritional Glycobiology

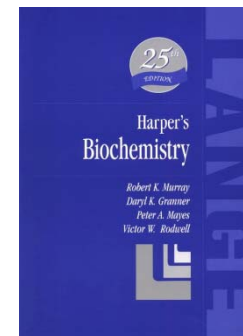
## The Sweet Language of Life

Of the 200 sugars that naturally occur in nature, our cells use these eight like letters of an alphabet to create cellular words:



Glucose\*  
Fucose  
Mannose  
Galactose\*

Xylose  
N-acetylglucosamine  
N-acetylgalactosamine  
N-acetylneuraminic acid

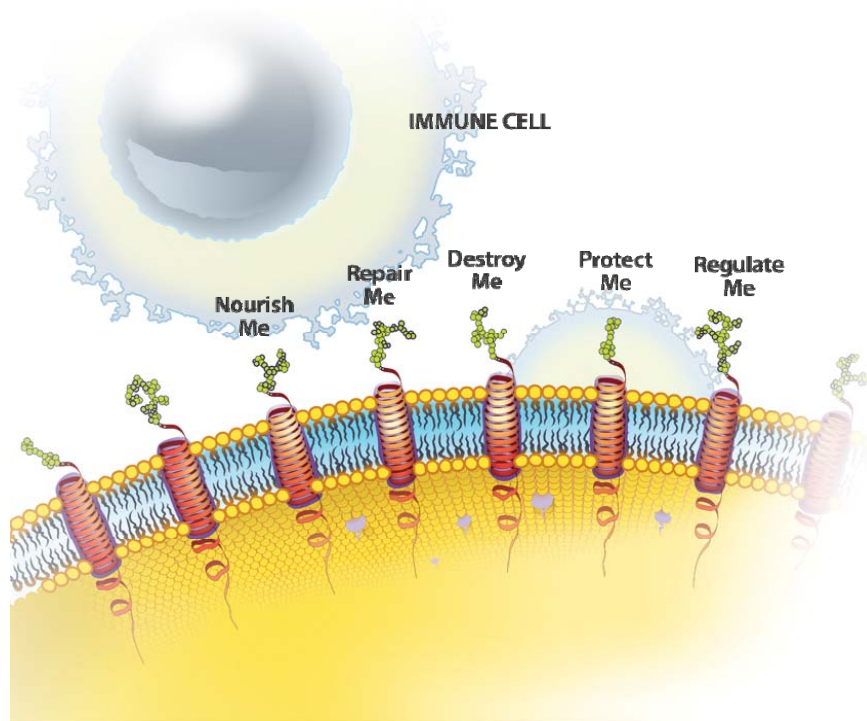


*Harper's Biochemistry*  
1996 Ed.

*\*The only two commonly found in our modern diet. Harper's Biochemistry was originally published in 1939. This textbook, published by McGraw-Hill Medical, has been educating healthcare professionals about glyconutrients since 1996.*

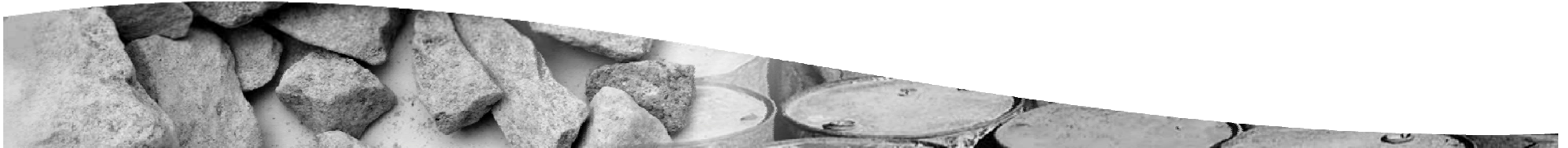


# The Missing Link in Human Nutrition



Cell surface sugar structures called glycoproteins are necessary for the proper recognition and functioning of many cells.

Immune cells read the cell surface sugar structures on other cells to determine if they're healthy, need repair or need to be destroyed.



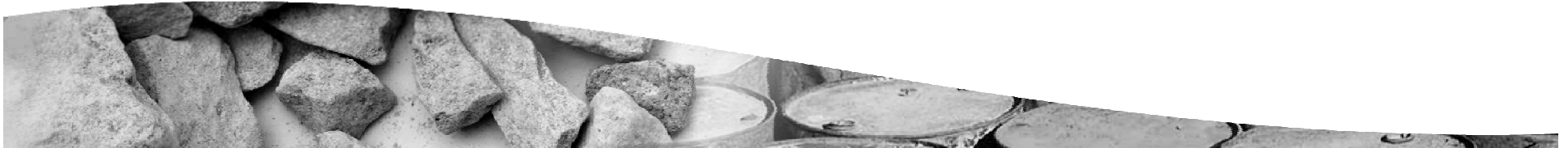
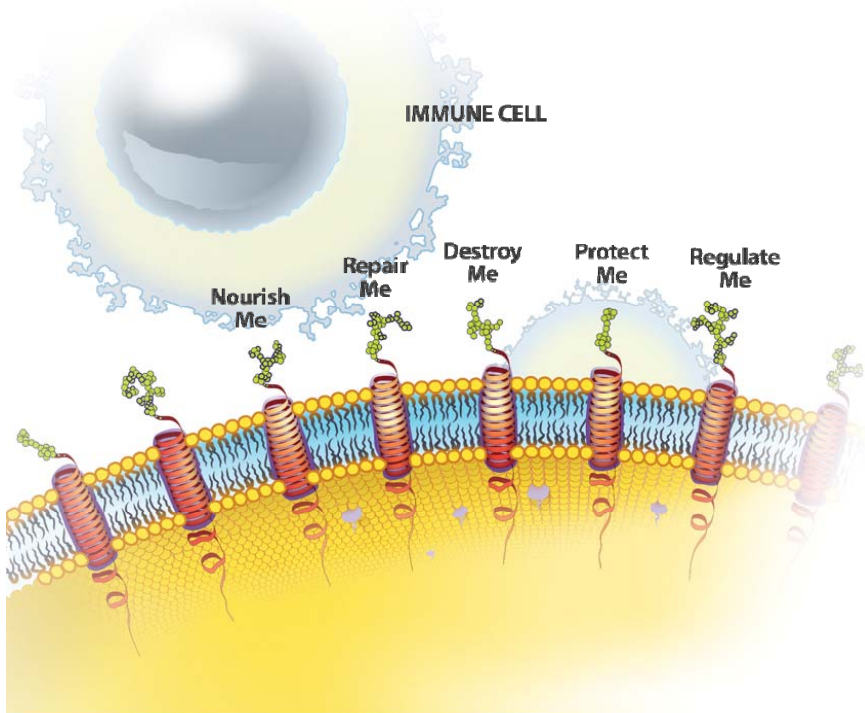
# Missing Sugars Spell Trouble

And when cells turn against the body...  
their cell-surface carbohydrate profiles  
become altered.

*Capitalizing on Carbohydrates*, 1991  
by John Hodgson

Removing a sugar [from its cell surface  
structures] turns protective antibodies  
into attackers.

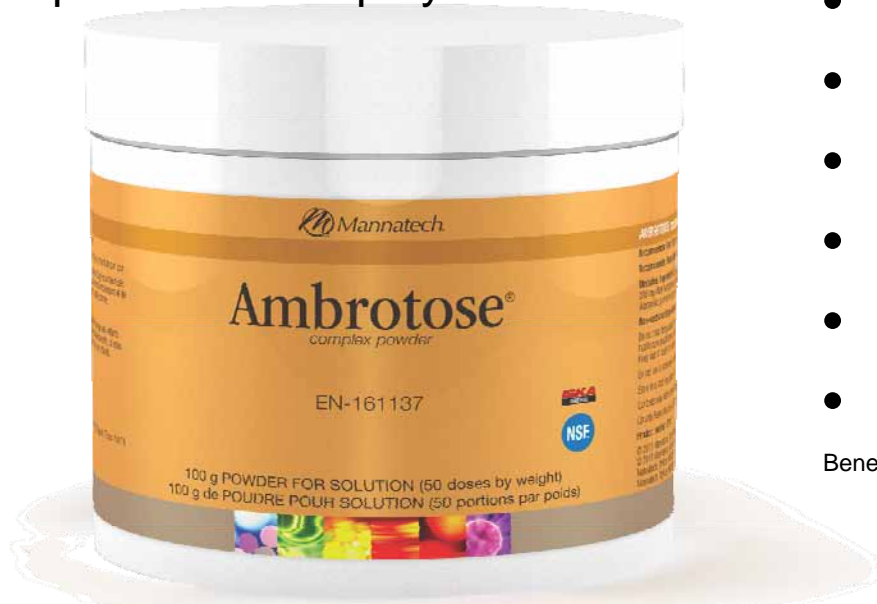
*Newsire—The Rockefeller University, July 4, 2007*  
<http://newsire-archive.rockefeller.edu/index.php>



# Ambrotose® Products

## A New Category of Vital Nutrients

The first standardized blend of plant-sourced polysaccharides



More than 50 patents worldwide issued for this breakthrough technology

- Supports Cellular Communication
- Improves Cognitive Function
- Improves Memory
- Improves Mood
- Decreases Irritability
- Supports Immune System Function
- Supports Digestive System Function

Benefits vary by product (capsules vs. powder). Mannatech funded some of these studies and donated the product for all of them.





## The Old Theory

Scientists once believed that it was not possible to influence the body's cell surface sugar structures through dietary intervention.

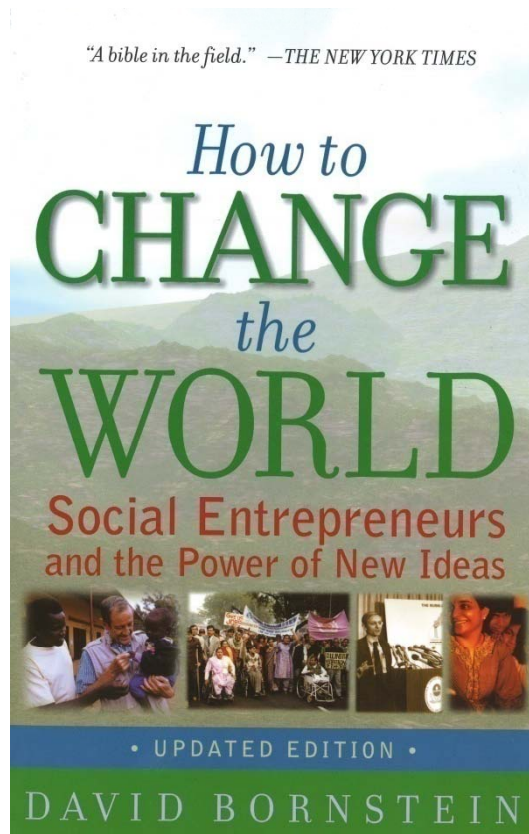
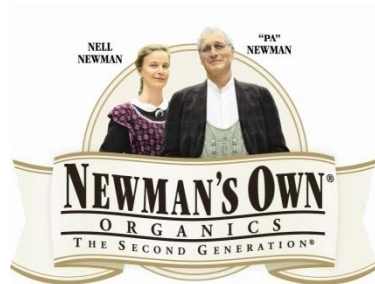
## The New Reality

New Research Published in the *European Journal of Clinical Nutrition* (2011) 65, 648–656 reported that:

For the first time, science has shown that the ingestion of a standardized blend of plant polysaccharides [Ambrotose powders] can induce significant changes in glycoprotein structures with no adverse effects.

# **Solving the World's Biggest Problems— *Creates the World's Biggest Opportunities***

# Social Entrepreneurship



1. Take on a Global Problem
2. Find an Innovative Solution
3. Tap into the Public's Passion
4. Develop a Mechanism to Compensate the Participants



# 1. Take on a Global Problem

“**Malnutrition** kills five million children under the age of five each year in developing countries.”

—UNICEF

“Between one-third to one-half of all childhood deaths in the world are linked to **malnutrition.**”

“The Hidden Hunger,” Nicholas D. Kristof, *The New York Times*, May 23, 2009

**Malnutrition** is now becoming a global epidemic in developed nations.

## 2. Find an Innovative Solution



**Real Food Technology solutions**—the brains and brawn of **science and nature combined** to produce powerful, nutritional supplements.

Our bodies were designed to utilize nutrients from real food sources. We believe the food- and plant-sourced ingredients in our products provide one of the best, nutrient-rich methods to help combat the devastating effects of malnutrition.

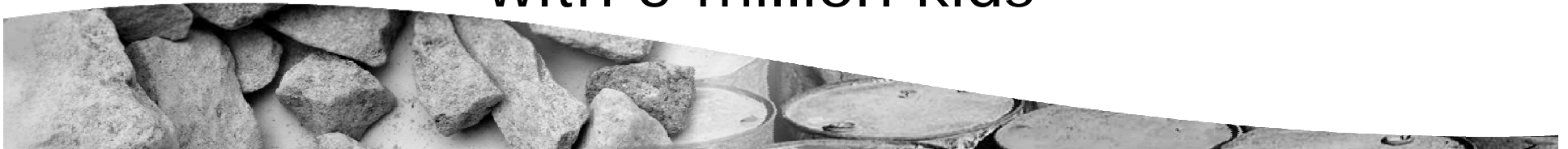
### 3. Tap into the Public's Passion



*Give for Real*<sup>SM</sup>



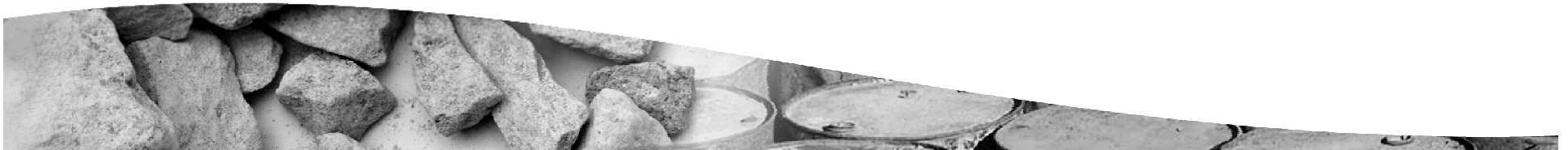
**GOAL:** Connect 5 million consumers  
with 5 million kids





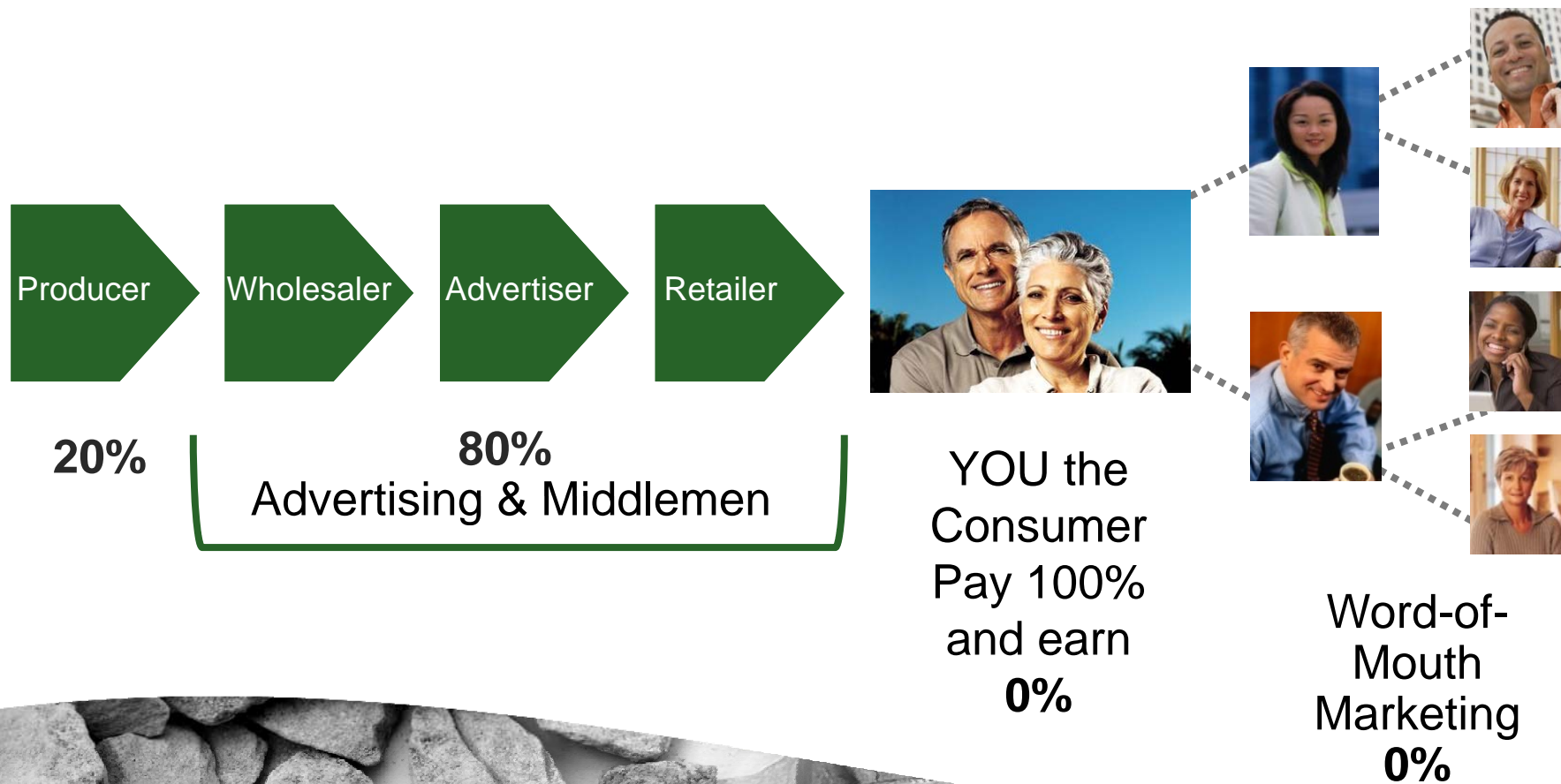


## 4. Develop a Mechanism to Compensate the Participants



# Traditional Retail Distribution

Does Not Reward Consumers for Buying or  
Recommending Products



# Our Social Entrepreneur Model

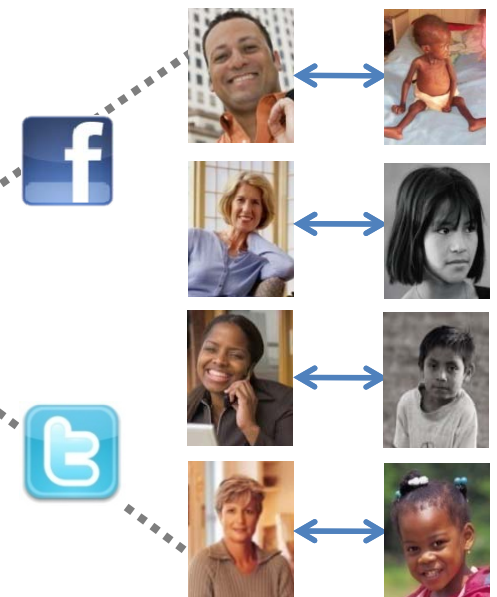
Compensates and Rewards the Participants



**56% of Net Sales**  
Research & Development,  
Quality Assurance,  
Manufacturing & Distribution



As a Social  
Entrepreneur You  
Earn up to **44%\***



Word-of-  
Mouth  
Marketing

\*All commissions and bonuses are earned through the sale of Mannatech products. Actual earnings depend on your individual efforts and skill, the customer base available to you and the time devoted to your business.





**REAL» SWITCH  
CHALLENGE**



 **Mannatech**  
*Live for Real.*

# REAL»SWITCH CHALLENGE

## The Switch Is On

Synthetic to **Real Food-Based Supplements**

Basic Nutrition to **Whole New Category of Nutrition**

Employee to **Entrepreneur**

Just Making Money to **Making a Global Difference**

# REAL»SWITCH CHALLENGE

Switch for Yourself  
(Be a consumer.)

Switch for the Kids  
(Be a part of the Give for Real program.)

Switch for the Rewards!  
(Earn great compensation.)



# Ongoing Rewards Campaign

- iPad Incentive
- Ultimate Weekend Getaway
- CASH Rewards
- HAWAII Summit



iPad is a trademark of Apple Inc.

## 3 Easy Steps

1. Set up an Associate Account.
2. Set up an Automatic Order.\*
3. Find four friends—to take the Challenge with you.

\*Automatic Ordering is a convenient method for Associates to obtain their favourite products automatically each month. Participation in the Auto Order program is not mandatory to join the plan or qualify for commissions or bonuses under the plan. It is, however, required to participate in the Give for Real program.

# Step 1

Set up your Associate account and pick your pack.

**\$99<sup>+</sup>**

Start with one of our Ambrotose products or Optimal Support Packs, which include daily servings of PhytoMatrix, PLUS<sup>™</sup> for hormonal balance\* and Ambrotose AD<sup>®</sup> an antioxidant.\*

OR

\*Advanced Ambrotose Pack = \$109 initial order.

**Health Pack (Advanced or Complex)**

**\$499<sup>USD</sup>**

Note: There are other products available in this category and our best sellers. [www.gpc.com/consumers/legis/ambrotose](http://www.gpc.com/consumers/legis/ambrotose)  
\*Source: Consumer, Dietary Supplement, & Health Products Journal of Clinical Nutrition (2011)  
\*\*These statements have not been evaluated by the FDA. These products are not intended to diagnose, cure, mitigate, treat, or prevent any disease.

**New! Ambrotose PhytoMatrix Combo Kits**

**Now Available for \$159<sup>99</sup>**

**GREAT VALUE — SAVINGS OF OVER \$55**

- Get either Ambrotose<sup>®</sup> or Advanced Ambrotose<sup>®</sup> and two bottles of PhytoMatrix<sup>™</sup>—one for you and one you can use to help switch someone you know to our powerful, natural, plant-sourced multivitamin/mineral supplement.
- Receive **FREE ground shipping** for your entire Auto Order.
- Contribute toward the Give for Real<sup>™</sup> program with every purchase.

**Ambrotose<sup>®</sup> Pack**

This pack is designed to support your health. It contains three bottles of Ambrotose powder, one box of Ambrotose, and two bottles of Mannatech's PhytoMatrix.

**Ambrotose Optimal Support Combo Kits**

**Now available for \$159<sup>99</sup>**

**GREAT VALUE — HUGE SAVINGS!**

- Get your **core four products** at a savings of over \$90.
- Receive **FREE ground shipping** for your entire Auto Order.
- Contribute toward the Give for Real<sup>™</sup> program with every purchase.

**NEW OSP BOX DESIGN**

Get started today by choosing one of our four product offerings based on Real Food Technology solutions:

**\$39**

Grab **PhytoMatrix caplets**, a natural and plant-sourced multivitamin/mineral at a great price!

All amounts are in USD



## Step 2

Set up your Automatic Order for ongoing wellness.



**You'll save an extra 10%**



**BONUS:** Your ongoing order of eligible Give for Real products will provide nutritional support to a child in need on a monthly basis.

Automatic Ordering is a convenient method for Associates to obtain their favourite products automatically each month. Participation in the Auto Order program is not mandatory to join the plan or qualify for commissions or bonuses under the plan. It is, however, required to participate in the Give for Real program.

## Step 3

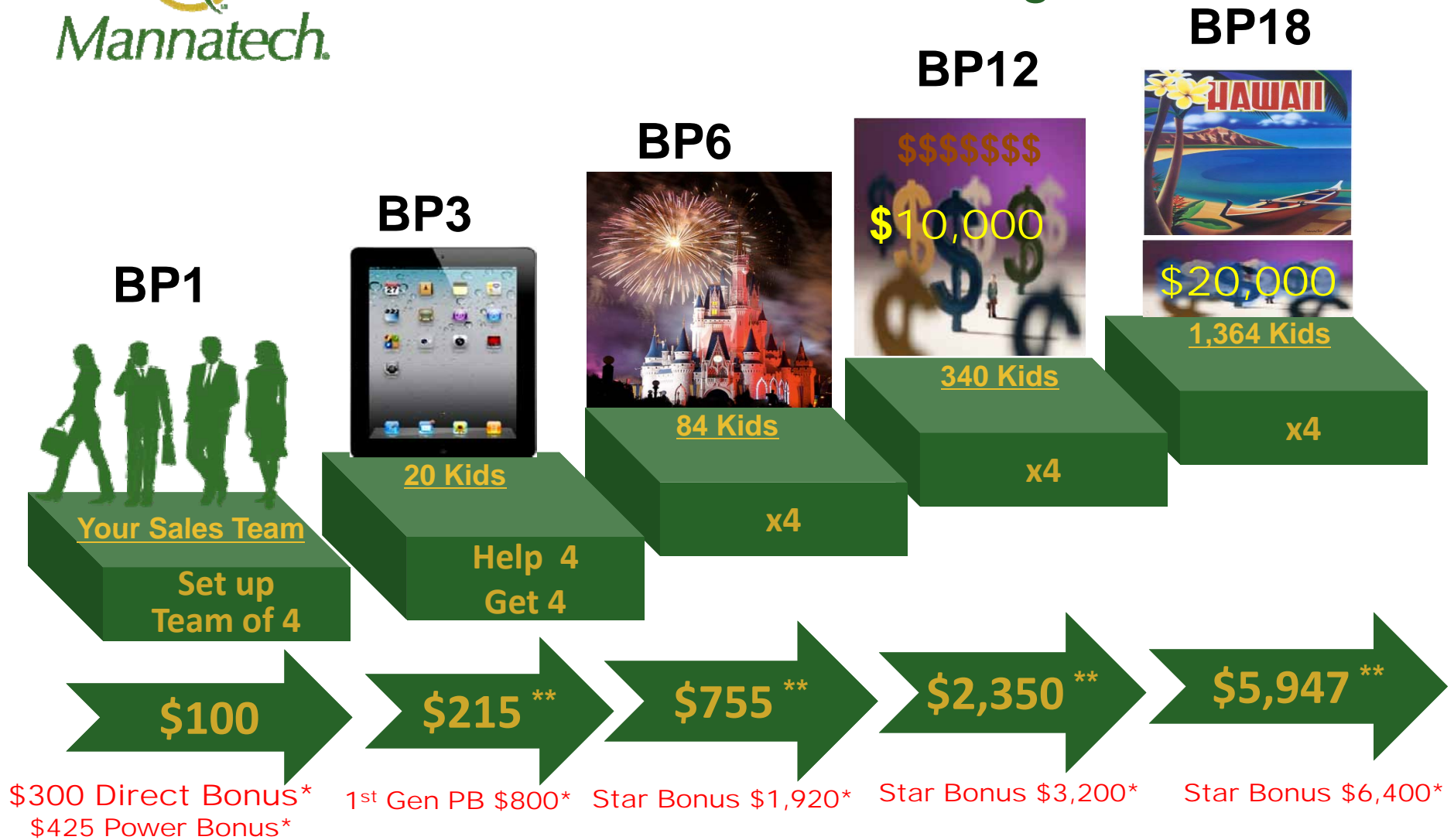
Find **four** friends and  
start seeing results!



Set up your sales team of four.



# 18-Month Personal Strategic Plan



**\*Based on Choosing All-Star Packs on a full 4x4 model.**

This chart represents a plan that will generate revenue for you under the October 2011 revisions to the Mannatech Career and Compensation Plan. There are other ways to earn income under the plan. All commissions and bonuses are earned through the sale of Mannatech products. Rewards are subject to change. Refer to the Real Switch Challenge Incentive rules for more details.

\*\*These figures are based on the 2010 Career and Compensation Plan and are calculated by dividing the average Income per level by 13. See complete average income statement on slide 45.

All amounts are in USD.

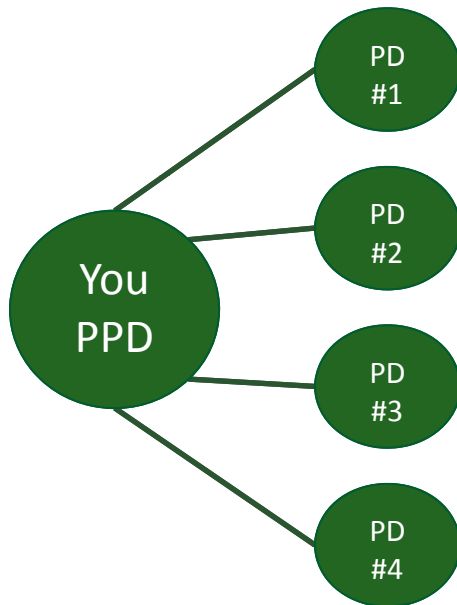
**Actual earnings depend on your individual efforts and skill, the customer base available to you and the time devoted to your business.**

The typical Active Associate in Canada is likely to earn \$76–219 per year.





# Long-Term Business Plan



Average Annual Earnings	Children Helped
<b>Bronze— \$87,572–\$100,805*</b>	<b>600+</b>
<b>Silver— \$133,397–\$193,984*</b>	<b>1,200+</b>
<b>Gold</b>	<b>1,800+</b>
<b>Platinum</b>	<b>2,400+</b>

\*These figures are based on the Mannatech Associate Compensation Summary 2010 . The financial success of an Associate depends entirely upon that Associate's individual effort and dedication. There are no guarantees regarding income, and the success or failure of each Associate, like any other business, depends upon each Associate's own skills and personal effort.

Please see the last slide for the Canada Mannatech Associate Compensation Summary 2010.

All amounts are in USD

The typical Active Associate in Canada is likely to earn \$76–219 per year.



When we simply observe the problems around us, we say, “That’s life.”

When we solve those problems, we say, “**That’s living.**”

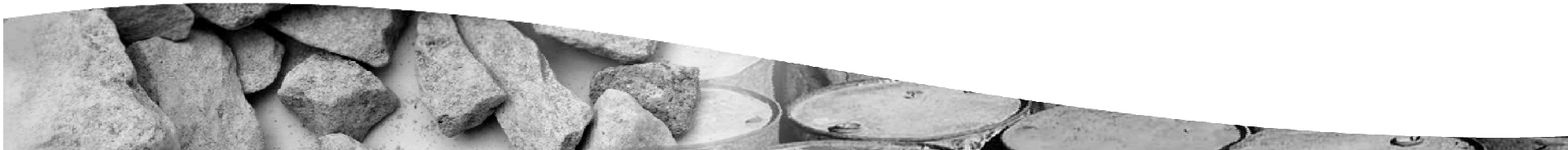
—Sam Caster



Associates earn commissions based on product sales. Actual earnings depend on an individuals efforts and skill, the customer base available to them and the time devoted to their business. These factors differ from Associate to Associate. The figures used in this presentation should not be regarded as a guarantee or projection of actual earnings. There are no guarantees regarding income. See the Mannatech Career and Compensation Plan for more details on earnings and bonuses.

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Mannatech, Live for Real, Stylized M Design, Give for Real, Real Food Technology, Ambrotose, Advanced Ambrotose, MannaBears and PhytoMatrix are all trademarks of Mannatech, Incorporated.



# Mannatech Associate Compensation 2010 Summary

## “Active” Associate

As used in this summary, an “Active” Associate made at least one sale of product in 2010.

## Compensation Plan

The financial success of an Associate depends entirely upon that Associate’s individual effort and dedication. There are no guarantees regarding income, and the success or failure of each Associate, like any other business, depends upon each Associate’s own skills and personal effort. The table below describes the average annual incomes for Active Associates during the year beginning January 1, 2010 through December 31, 2010.

Rank/Level	Average Annual Earnings	% of Active Associates
Non-Director Level Associate	\$76–\$219	90.67%
Regional Directors	\$1,239–\$2,795	6.67%
National Directors	\$4,513–\$9,820	1.89%
Executive Directors	\$17,678–\$30,556	0.55%
Presidential Directors	\$64,051–\$77,307	0.11%
Bronze Presidential	\$87,572–\$100,805	0.05%
Silver Presidential	\$133,397–\$193,984	0.06%

All amounts are in USD

These figures should not be regarded as a guarantee or projection of actual earnings. Actual earnings depend on your individual efforts, the customer base available to you and the time devoted to your business. These factors differ from Associate to Associate. The typical Active Associate in Canada is likely to earn \$76–219 per year.

