

2014 South Africa & Namibia Incentive



- Mauritius, 19-24 October 2014



The 2014 Mannatech SA & Namibia Incentive Rules

The 2014 Global Incentive Package will include:

- Airfare (Economy Class)
- Accommodation at La Plantation D'ÁlBion, Mauritius - On a Sharing Basis
- Most meals
- Training and information sessions

2014 South Africa & Namibia Incentive Rules

This is a complete and official document containing the South Africa & Namibia rules, terms and conditions to qualify for Mannatech SA's incentive Program

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INCENTIVE OVERVIEW

Accumulate a minimum of **100 Points** during Business Periods **7, 8, 9 & 10 2014** (June 7, 2014 – Sept 26, 2014)

Points are earned as follows:

- **Enrollments - Minimum of 25 points required.**
- **Activation - Minimum of 20 points required.**
- **Reactivation - Maximum of 20 points can be earned.**
- **Leadership Points**
- **GPV Maintenance or Growth**

QUALIFYING POINTS

An Associate who earns a minimum of 100 Points will qualify for the 2014 Global Incentive Trip. Associates must qualify during the Contest Period and adhere to all rules contained herein.

100 Points = Ticket/Accommodation on a sharing basis/Transport/Meals for One (based on lowest available fares)

160 Points = Ticket/Accommodation/Transport/Meals for Two* (based on lowest available fares)

**The Maximum award for all associates including Q13 Presidentials is for two.*

LEADERSHIP MAINTENANCE

Your Leadership level at the end of the incentive BP 10 (September 26, 2014) must be at the same or higher level than your Leadership level at the close of BP 6, 2014 (June 06, 2014) to qualify for the incentive.

POINT ACCUMULATION

1. Enrollment Points — *Minimum of 25 Enrollment Points is required.*

- **5 Points** — will be awarded to the Enroller (if Active) for each All-Star Associate Sign-up or Upgrade (From Preferred) Pack sold.
- **2 Points** — will be awarded to the Enroller (if Active) for each Preferred (Basic) Associate Pack sold. Excludes the Basic Associate Registration Pack (100317).
- **1 Point** – will be awarded to the Enroller (if Active) for each Basic Associate Registration Pack (100317) sold.
- **5 Points** — will be awarded to each New Associate (Enrollee) who purchases an All-Star level Pack.
- **2 Points** – will be awarded to each New Associate (Enrollee) who Purchases a Preferred / Basic level Pack, including the Basic Associate Registration Pack (100317).
- **Upgrades**
 - **5 Points** will be awarded to the Enroller for each Upgrade Pack sold, for all upgrading associates that joined prior to the start of the Global Incentive (on June 6, 2014 and before).
 - **3 Points** will be awarded to the Enroller for each Upgrade Pack sold, for all upgrading associates that joined during the Global Incentive Period (on or between June 7 2014 and September 26, 2014).

2. Activation Points — (Qualifying orders require a minimum 100QV) — *Minimum of 20 Activation Points are required.*

Automatic Orders / One Time Product Orders

- The following points will be awarded to the Enroller (*if Active) for each qualifying Automatic or One Time Product order that processes during the incentive period for any NEW Associate or Member as of BP 7 (June 7, 2014). *Maximum 20 Points may be earned per each New Associate or Member.*
 - **100QV-149QV = 2 Points**
 - **150QV-199QV = 3 Points**
 - **Over 200QV = 4 Points**

Automatic Orders / One Time Product Orders *(continued)*

- The following points will be awarded to the NEW Associate for each personal qualifying Automatic or Product order that processes during the incentive period. *Maximum 15 Points may be earned.*
 - **100QV-149QV = 1 Points**
 - **150QV-199QV = 2 Points**
 - **Over 200QV = 3 Points**

(Active associates are associates who are in good standing with the company and have a 100PV qualifying order generating through their account each Business Period of the incentive, they are on the TOM program, actively attend meetings including the Super Regionals and are counselling with their Upline Leader.)*

Reactivation Orders — *Maximum of 20 Points may be earned through Reactivation from BP7–BP10*

Inactive Associate — any Associate whose enrollment date is prior to June 7, 2014 who has not had a product order (Of any amount) in any of the 6 BP's immediately prior to the reactivation order.

- The following points* will be awarded to the Enroller (if Active) of an Inactive Associate or Member who reactivates by placing a qualifying Automatic or Product Order that processes during the incentive period.
 - **100QV-149QV = 2 Points**
 - **150QV-199QV = 3 Points**
 - **Over 200QV = 4 Points**
- The following points** will be awarded to the Reactivating Associate for each personal qualifying Automatic or Product order that processes during the incentive period. *Maximum 10 Points may be earned.*
 - **100QV-149QV = 1 Points**
 - **150QV-199QV = 2 Points**
 - **Over 200QV = 3 Points**

** Qualifying Order MUST ship to the address listed on the reactivating account to qualify for points.*

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

Leadership Points

Downline Qualifiers - If you are the **first Upline** Executive or Presidential to a 2014 Passport to Adventure Incentive Qualifier, the following points will be awarded:

- **2 Points** — will be awarded to the **first** Upline Executive Director for each Associate in their downline who qualifies for the 2014 Passport to Adventure Incentive.
- **5 Points** — will be awarded to the **first** Upline Presidential Director for each Associate in their downline who qualifies for the 2014 Passport to Adventure Incentive.
- **7 Points** — will be awarded to the **first** Upline Presidential Director **if** there is no Executive Director 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 Business Period during the qualifications for the 2014 Passport to Adventure Incentive.

GPV Maintenance / Growth Levels

GPV Points are awarded for maintenance or an increase in GPV.

An associate's average GPV for BP2, BP3, BP4, BP5, and BP6 2014 determines the starting point.

Therefore, if the GPV you generate each BP during the incentive period (BP7-BP10, 2014) is equal to or greater than the average of BP 2, BP3, BP4, BP5 & BP6 you earn points as per the following:

GPV LEVELS	POINTS PER BP	MAX TOTAL IN 4 BP's
1500 - 2999	3	12
3000 - 5999	5	20
6000 - 11999	8	32
Senior National	10	40
20 000 - 39 999	15	60
40 000 - 59 999	20	80
Senior Executive	22	88
60 000+	25	100

Q13 Qualifiers

Q13 qualifying Presidentials** automatically qualify for a **Single** award to the Global Incentive 2014.

The following table shows how many points are required to qualify for a ticket for your Spouse/Business Partner*

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

***Leadership level is taken at the end of the qualification period.*

Leadership Level	Points required for Spouse / Partner
Platinum Presidential	40
Gold Presidential	50
Silver Presidential	60
Bronze Presidential	80
Presidential	100

Q13 qualifiers have no maximum or minimum point criteria as stipulated above.

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 Automatic and Product 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 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 Automatic or Product order that processes during the incentive period (BP7-10 2014).
3. Any NEW Associate between BPs 1-6, 2014 who has had no orders of any amount since the enrollment will be awarded Reactivation Points if they have a qualifying Automatic or product order that processes during the incentive period (BP7-10 2014).
4. Any product order, regardless of the amount of QV that is placed, in any of the 4 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.
5. Recalculations requested for Commissions and Leadership Levels will not generate Points for the Global Incentive qualifications.
6. Prior to the official notification of qualification to Contest 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 100 required, the Incentive Package will not be awarded. There are several factors that may contribute to a variance in Points earned. For example:
 - A. Enrollment Packs and Automatic Orders that have been exceptioned will not appear in Point tallies reported by Mannatech.
 - B. If an Associate returns 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 Global Incentive Trip. 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 Incentives Department by September 30, 2014, to be considered for review. Any discrepancy received after September 30, 2014 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 Contest 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 or sold.
11. In the event of any ties, Contest Qualifiers will be determined using the following criteria in the following order:
 - A. Most All-Star Packs Sold
 - B. Most Associate Activations
 - C. Most Reactivations
12. Please see the Career and Compensation Plan for details on how to reach All-Star status.

GENERAL RULES

1. 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 2014 Global Incentive Package will be awarded to the Contest 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) 2014 Global Incentive Package.
2. The 2014 Global Incentive Package will include:
 - Airfare (Economy Class)
 - Accommodation on a sharing basis
 - Most meals
 - Training and information sessions
3. If a shared position qualifies for the 2014 Global Incentive Package, only one person listed on the qualifying account is permitted to bring a guest. That guest may be the joint owner of the position or a family member. Each person listed on the account is not entitled to bring a guest.
4. Mannatech, in its sole discretion, reserves the right to substitute the 2014 Global Incentive Package destination for one of equal or greater value for any individual Contest Qualifier or the entire group of Contest Qualifiers.
5. Contest Qualifiers will be notified on or before October 1, 2014, 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 this Incentive Program.
8. All participants for the 2014 Global Incentive contest must be 18 years of age or older at the start of the incentive qualification period (June 7, 2014) 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 program, acceptance of the online Release of Liability and verification of age must be completed online and submitted to Mannatech no later than September 30th, 2014. If no response is received by September 30th, 2014 the award will be forfeited.
11. The 2014 Global Incentive Package is awarded to those who have earned the incentive. Guests of Contest Qualifiers should be limited to family members, not non-qualifying Mannatech Associates.
12. The 2014 Global Incentive Package must be taken on the dates 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. All applicable taxes are the responsibility of Contest Qualifiers.
15. Not-for-profit or government agencies should consult a tax attorney prior to participation.
16. 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.
17. Room assignment will be based on earned Points and assigned as follows:
 - A. All singles qualifiers are on a sharing basis.
 - B. The Top 5 Point earners may receive a room upgrade.
 - C. Room upgrades may be awarded to these top Point earners after the final results have been verified.
 - D. Handicap rooms are very limited and will be assigned to those requiring wheelchair accessible rooms.
18. 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. 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 contracted travel agency.
19. 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.
20. Mannatech reserves the right to cancel or modify this incentive program as determined by Mannatech at its sole discretion

ADDITIONAL RULES

1. By entering this 2014 Global Incentive Program, participants expressly agree to all Rules and decisions made by Mannatech South Africa.
2. Associates must be a resident in South Africa or Namibia in order to participate. All other entries will be disqualified.
3. Mannatech will award the appropriate 2014 Global Incentive Package to each Contest 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.
4. Only active Independent Associates in Good Standing during the Contest 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.
5. Mannatech reserves the right to disqualify an Associate if fraud or technical failures compromise the integrity of the incentive program, as determined by Mannatech at its sole discretion.
6. Mannatech reserves the right, in its sole discretion, to recover the aggregate retail value of the awarded 2014 Global Incentive Package directly or indirectly through the withholding of future commissions in the following events:
 - A. If Packs sold to accumulate Enroller Points are returned after the Incentive Package has been earned; the points associated with the pack(s) will be deducted from the point total of the qualifier. If the point total falls below the required 100 points, the Associate will no longer be qualified for the Incentive.
 - B. It is found that an Associate induced the designation of an Associate as Enroller on a Pack sale, which otherwise would not be considered the Enroller, solely for purpose of manipulating the contest.
 - C. A qualifying Associate is found to have committed any other fraud in connection with enrollment and/or the accumulation of Points.
7. Commissions will be deducted from future earnings in accordance with the Product Returns Policy for all returned products.
8. Mannatech shall not be responsible or liable for damages, losses or injury resulting from entering the program, acceptance of; or participation in any Vacation Package or prize awarded. Mannatech's aggregate liability in connection with the 2014 Global Incentive Vacation Package Program shall in no event exceed the combined retail value of the Vacation Package as estimated by these Rules.
9. No purchase necessary.
10. This contest is void where prohibited by law.