

HOW TO EARN POINTS ^{Bonus}

You can earn points in a variety of ways. By assisting people to buy packs (Pack Points), by ordering products through an AO (Automatic Order), by increasing or requalifying a leadership level (Leadership Levels) and by helping your team achieve a leadership level (Enroller Leadership Development).

PACK POINTS

Packs	Points	^{Bonus Points}
Osolean® Powder Pack	3	6
Ūth™ Preferred Pack	3	6
Ūth™ Plus Pack	4	8
Ūth™ Trio Pack	5	10
Champion Pack AU\$150	5	10
Sports Pack	5	10
Your Body Your Way Fat Loss Pack	7	14
Champion Pack AU\$360	8	16
Champion All Star Pack AU\$598	10	20
Team Builder All Star Pack	15	30

- Pack points will only be awarded, if accompanied by a **100PV** AO shipped during the incentive periods.
- You must have a minimum of **20 points** from Pack Points OR min have **10 new registration packs** (AU\$12 / NZ\$13 / SG Free) (must be accompanied by 2 x 100PV AOs)

AUTOMATIC ORDERS

Automatic order	Points	^{Bonus Points}
New Automatic order	4	8
Reactivated Automatic order	1	2

- A maximum of **30 points** will be awarded for reactivated AOs.

LEADERSHIP LEVELS

New Leadership

- Achieve a leadership level that **has not previously been reached** and maintain it for a minimum 1 additional BP during the incentive period in order to earn Leadership points.

Requalified Leadership

- Requalify to a leadership level that is **higher than that held at any time during the last Incentive** (New York Incentive BP10/2015 - BP1/2016) and maintain for a minimum 1 additional BP during the incentive period before any leadership level points are awarded.

The number of points earned for Leadership depends upon how many times this new or requalified leadership is held during the incentive period:

Leadership level	2 out of 3	3 out of 3
Regional Director	20 30	30 40
National Director	60 90	75 105
Senior National Director	75 110	95 130
Executive Director	100 150	130 180
Senior Executive Director	130 270	215 315
Presidential Director	240 360	300 420

Examples*:

- If you achieve a new or requalified RD leadership and maintain this in BP3 and BP4, it means you have held this new or requalified leadership 2 out of the possible 3 BPs and therefore will be awarded 30 points.
- If you requalify to an ND leadership in BP2 then increase to a new SND leadership in BP3 and maintain SND in BP4, you will be awarded 105 points for holding ND leadership for 3 BPs and 110 points for SND as you held this leadership for 2 out of the 3 BPs giving you a total of 215 points.

*Examples updated to reflect Bonus Point offer

ENROLLER LEADERSHIP DEVELOPMENT

Like the Leadership Level points award system, should members of your team achieve a new leadership level or requalify, you will in turn earn points based on the table below. Enroller Leadership Development points will be awarded according to how many BPs the enrolee maintains their new or requalified leadership level.

Points are awarded as follows:

Leadership level	2 out of 3	3 out of 3
Regional Director	5 8	10 13
National Director	10 15	20 25
Senior National Director	15 22	25 32
Executive Director	15 23	30 38
Senior Executive Director	20 30	35 45
Presidential Director	50 75	75 100

Points will only be awarded once the enrolee has been awarded their leadership points.

Our greatness will be sewed with the success of our Associates and their ability to coach others to achieve their own successes, in this, our vision will be accomplished and our future promised.

'2020 VISION' REPRESENTS OUR STRATEGIC PLAN TO HELP GUIDE, TEACH, COACH AND ENCOURAGE THE SUCCESS OF EVERY ASSOCIATE WHO IS PART OF OUR FUTURE.

We are dedicated to providing the very best products and becoming the very best company for all who are part of our family. Mannatech is transforming into a new generation of business growth and achievement. By being part of our local MannaFest event, you will be privy to what is new, what is coming and what you can do to be part of that success.