

## LEADERSHIP RANKS AND QUALIFICATIONS

Rank	SA	GA	D	SD	GD
PPV	150	150	150	150	150
DPV	350	750	1,500	2,500	4,000
Max Leg DPV (60%)	210	450	900	1,500	2,400
Minimum Number of Active Legs	2	2	2	2	2

continued below

Rank	ED	SED	GED	PD	BPD	SPD	GPD	PPD	1*PPD	2*PPD	3*PPD	4*PPD	CP
PPV	150	150	150	150	150	150	150	150	150	150	150	150	150
DPV	6,000	10,000	20,000	40,000	80,000	160,000	240,000	320,000	640,000	1,250,000	2,500,000	5,000,000	10,000,000
*Max Leg DPV	3,600	6,500	13,000	26,000	52,000	104,000	156,000	208,000	416,000	812,500	1,625,000	3,250,000	6,500,000
Minimum Number of Active Legs	2	2	3	3	3	3	3	4	4	4	4	4	5
**Leader Leg Points			0.5	1	1.5	2	2.5	3	3	3	3	3	3
Minimum Structure Required					1 pt	2 GED or above with 2 pts	3 GED or above with 3 pts	4 GED or above with 4 pts	4 PD or above with 6 pts	4 PD or above with 8 pts	4 PD or above with 10 pts	4 PD or above with 12 pts	5 PD or above with 15 pts

### RANKS

SA—Silver Associate  
 GA—Gold Associate  
 D—Director  
 SD—Silver Director  
 GD—Gold Director  
 ED—Executive Director  
 SED—Silver Executive Director  
 GED—Gold Executive Director  
 PD—Presidential Director

BPD—Bronze Presidential Director  
 SPD—Silver Presidential Director  
 GPD—Gold Presidential Director  
 PPD—Platinum Presidential Director  
 1\*PPD—1-Star Platinum Presidential Director  
 2\*PPD—2-Star Platinum Presidential Director  
 3\*PPD—3-Star Platinum Presidential Director  
 4\*PPD—4-Star Platinum Presidential Director  
 CP—Crown Platinum Ambassador (CP)

### Glossary of Terms

**Active Leg:** Any leg where an Associate has maintained at least 100 PPV in a qualification period.

**AQ:** AutoShip Qualified.

**PV:** Points assigned to each product.

**PPV:** Your personal volume and customer purchases.

**DPV:** Your PPV plus Downline Volume.

**Enroller:** The Associate who actively works with a customer to introduce them to Mannatech products. The Enroller and the Sponsor may be the same person, or the Enroller may place the new Associate under a different Sponsor in their sales organization.

\* Max Leg [SA–ED] 60%: No more than 60% of the total required volume can come from any one leg.

\* Max Leg [SED–CP] 65%: No more than 65% of the total required volume can come from any one leg.

\*\*Points earned for the highest leadership rank in a leg that upline leaders can use towards their minimum structure requirements to achieve BPD and above.

# 6 WAYS TO EARN

- Customer Bonuses:** Power Seller Bonus and AutoShip Qualified (AQ) Bonus.
- First Order Bonus:** 15% paid to the Enroller for the first product Value Bundle purchased within 30 days of enrollment date.
- Mentor Bonus:** Pays monthly when you help your enrolled Associates reach new Leadership Ranks. **Gold Associate** = \$30; **Director** = \$40; **Silver Director** = \$50; **Gold Director** = \$75; **Executive Director (and above)** = \$100.
- Uni-Level/Infinity Bonus:** Uni-Level pays a percentage of your CV at each leadership level, 7 levels deep. Infinity begins paying a percentage on the levels deeper than 7.
- Leader Check Match\*:** Pays Silver Executive Directors and above a percentage of their Leaders' Uni-Level/Infinity income.
- Global Pool Bonus\*:** Earn shares that represent 1.5% of Mannatech's product purchases globally.

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	SA	GA	D	SD	GD	ED	SED	GED	PD	BPD	SPD	GPD	PPD	1*PPD and above
Level 1	3%	4%	5%	6%	7%	8%	8%	8%	8%	8%	8%	8%	8%	8%
Level 2		2%	3%	4%	6%	8%	8%	8%	8%	8%	8%	8%	8%	8%
Level 3			2%	4%	6%	8%	8%	8%	8%	8%	8%	8%	8%	8%
Level 4				3%	4%	6%	6%	6%	6%	6%	6%	6%	6%	6%
Level 5						5%	5%	6%	6%	6%	6%	6%	6%	6%
Level 6							4%	4%	5%	5%	5%	5%	5%	5%
Level 7									4%	4%	4%	4%	4%	4%
‡ Side Volume Infinity Bonus									0.5% NO CAP	0.5% NO CAP	0.5% NO CAP	0.5% NO CAP	0.5% NO CAP	0.5% NO CAP

‡ Presidential Bonuses—  
Presidential Ambassador Program

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	SED 10K	GED 20K	PD 40K	BPD 80K	SPD 160K	GPD 240K	PPD 320K	1*PPD 640K	2*PPD 1.25M	3*PPD 2.5M	4*PPD 5M	CP 10M
Cap per Downline Leader	\$250	\$500	\$750	\$1,000	\$1,500	\$2,000	\$2,500	\$3,000	\$3,500	\$4,000	\$5,000	\$10,000
Gen 1	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%
Gen 2		20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%
Gen 3			10%	10%	10%	10%	10%	10%	10%	10%	10%	10%
Gen 4				10%	10%	10%	10%	10%	10%	10%	10%	10%
Gen 5					2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%
Gen 6						2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%

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**Power Seller Bonus:** Pays a percentage on your PPV.

Power Seller Bonus*	Tiered Customer Commissions Based on Customer Volume
Tier 1: 150-499 PPV	5% Power Seller Bonus
Tier 2: 500-999 PPV	7.5% Power Seller Bonus
Tier 3: 1,000-1,999 PPV	10% Power Seller Bonus
Tier 4: 2,000 or more PPV	15% Power Seller Bonus

\*Includes your personal purchase(s) plus your Customer Volume.

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**AutoShip Qualified (AQ) Bonus:** Pays for having customers on Automatic Order.

Bonus Type	AQ Customers (Min 100 PV each)	Per Month Payment
AQ Personal	5 AQ Customers.	\$75
AQ Team	1. You must be AQ Personal Qualified. 2. Enroll 2 Associates who achieve AQ Personal requirements.	\$300

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Leadership Rank	Shares
Bronze PD	0.5
Silver PD	1
Gold PD	1.5
Platinum PD	2
1*Platinum	2.5
2*Platinum	3
3*Platinum	3.5
4*Platinum	4
Crown Platinum Ambassador	5

Note: For detailed information, refer to the Compensation Plan.