



Achievers Promotion

Senior National Director CASH Promotion

Promotion Period: BP9, 2015 through BP11, 2015

North America – United States, Canada and Mexico

PROMOTION OVERVIEW

Mannatech qualified Associates who reach or maintain Senior (Sr.) National Director (see definition below) during the promotion period qualify to receive an additional \$150 USD per Business Period (BP) for a total of \$450 USD (\$450 includes \$300 per BP Lifestyle Bonus plus \$150 per BP Sr. National Bonus). This will be paid out on each Business Period that the Sr. National Director level is maintained during the promotion period.

The Leadership level that will be used for the purposes of this promotion is the Associate's Leadership level attained in Business Period (BP 7), 2015. The Associate must maintain or exceed this baseline Leadership level to be eligible for this promotion.

Example 1

- Associate is at National Director Leadership level with 10,000 GPV in BP 7, 2015.
- In BP 9, the Associate reaches all criteria for Sr. National Director Leadership level.
- The Associate would be paid an additional \$150 USD for that BP and for any additional BPs during the promotion period that the Sr. National Leadership level is maintained.

Example 2

- Associate is at Executive Director Leadership level with 21,000 GPV in BP 7, 2015.
- In BP 9, the Associate has 18,000 GPV but meets all criteria for Sr. National Director Leadership level.
- The Associate would not be eligible for the extra \$150 Sr. National Director Leadership bonus as they did not maintain the baseline Leadership level from BP 7.

Example 3

- Associate is at National Director Leadership level in BP 7, 2015.
- Associate meets all Sr. National Director Leadership level criteria in BP 9, and receives the \$150 Sr. National Director bonus.
- Associate reaches Sr. Executive Director Leadership level in BP 10, and receives the \$350 Executive Director Leadership bonus.



- a. Please note that if Associate achieves Executive Director and not Sr. Executive Director, only the lifestyle bonus would be paid according to the Mannatech Career and Compensation Plan for Executive Directors.
- Associate reverts to Sr. National Director Leadership level in BP 11, with all criteria attained. Associate will be qualified to receive the \$150 Sr. National Director bonus.
- **DEFINITIONS:**
 2. **SR. NATIONAL DIRECTOR:** - Associate who meets the criteria of National Director plus the following criteria:
 - a. Associate must reach 12,000 Group Point Volume (GPV) or more in a Business Period.
 - b. Group Point Volume follows the 65/35 rule as seen in the Mannatech Career and Compensation Plan for National Directors.
 - c. Associate must have two (2) legs with two (2) Regional Directors in each of the two legs.
 2. **POSITION TRANSFERS**—For the purpose of this promotion, the original enrollment date of the Position will determine if the Position will be considered as NEW or EXISTING.
 3. **REINSTATED / INACTIVE ASSOCIATES** – Reinstated by placing an order after a minimum of 6 (six) BPs of inactivity, he / she will be considered an EXISTING Associate.
 4. **TERMINATED / RE-ENROLLED ASSOCIATES**
 - d. Terminated after a minimum of 6 BPs of inactivity.
 - e. When re-enrolling, he / she will be considered a NEW Associate.
 5. **MEMBERS**
 - f. Members are retail customers and do not participate in the Mannatech Career and Compensation Plan and therefore are not eligible to qualify for this promotion.
 - g. Member orders will generate volume for New Associates.
 6. **ACTIVE ASSOCIATE** — Associates who have a minimum order of 100 Qualifying Volume (QV) in each Business Period (BP) during the Contest Promotion and the position must be duly renewed.
 7. **GROUP POINT VOLUME (GPV)** – The total PPV earned from all Associates and members in your downline in one Business Period. Only product PV counts toward GPV.

GENERAL RULES

1. The Sr. National Director Cash Promotion award will be awarded to the Contest Qualifier named on the Mannatech Account.
2. If a shared position qualifies for the National Director Cash Promotion, only one (1) cash prize will be awarded. Each person listed on the account is not entitled to the cash.
3. Due to many state laws and federal regulations, ALL participants MUST BE 18 years of age or older at the time of enrollment to participate in the National Director Cash Promotion.
4. Participants must meet all eligibility requirements. Mannatech's determinations and decisions are final on all matters related to this Promotion Program.
5. If the Qualified Associate chooses not to accept the cash earned, the prize will be forfeited. The prize is not transferrable.
6. All applicable taxes are the responsibility of Contest Qualifier.



7. By entering the Sr. National Director Cash Promotion Program, and qualifying for the cash award, participants consent to the use of their name and likeness for publicity and promotional purposes by Mannatech without additional compensation, unless prohibited by law.
8. Mannatech reserves the right to cancel or modify this Promotion Program as determined by Mannatech at its sole discretion.
9. Not-for-profit or government agencies should consult a tax attorney prior to participation.
10. By entering the Sr. National Director Cash Promotion, participants expressly agree to all rules and decisions made by Mannatech, Incorporated.
11. Transfer of qualification to another country for the purpose of qualifying for this promotion is prohibited.
12. 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 not received a final compliance sanction precluding the Associate from participating in events and/or receiving recognition. A "Compliance Sanction" is considered final when (1) a ruling by the Compliance Committee is not appealed or (2) when an appealed compliance matter is decided by the Appeal Panel.
13. Mannatech reserves the right to disqualify an Associate if fraud or technical failures compromise the integrity of the Promotion Program, as determined by Mannatech at its sole discretion.
14. Mannatech reserves the right, in its sole discretion, to recover the aggregate retail value of the cash award directly or indirectly through the withholding of future commissions in accordance with the Product Returns Policy for all returned products.
15. Mannatech reserves the right, in its sole discretion, to recover the aggregate value of the awarded cash directly or indirectly through the withholding of future commissions in the following events:
 - a. If Packs or orders sold to accumulate volume are returned after the cash earned has been awarded, the volume associated with the pack(s) will be deducted from the total volume of the qualifier. If the leadership level falls below National Director, the Associate will no longer be qualified for the cash award.
 - b. A qualifying Associate is found to have committed fraud in connection with increasing their volume.
16. Mannatech shall not be responsible or liable for damages, losses or injury resulting from entering the program or acceptance of the prize awarded.
17. Mannatech's aggregate liability in connection with the National Director Cash Promotion shall in no event exceed the combined value of the promotion package as estimated by these rules.
18. No purchase necessary.
19. This contest is void where prohibited by law.
20. Prior to the Business Period close, all information regarding Associate GPV provided by Mannatech is unofficial and subject to change and verification by Mannatech. If qualified Leadership level falls below Sr. National Director, the Sr. National Director Cash Promotion Package will not be awarded. There are several factors that may contribute to the variance in volume. For example:
 - a. Packs and Automatic Orders that have been exceptioned will not appear in total volume reported by Mannatech.
 - b. If an Associate returns or cancels a pack or any order, the corresponding volume will be subtracted from the overall volume total.



21. Mannatech assumes no responsibility for notifying promotion participants of any returns or cancellations within their organization that affect qualifications.
22. We recommend (not require) that Associates manually keep track of their progress. Should there be any discrepancy, you will have a record of your business. All discrepancies must be received by Mannatech's Promotions Department within 30 days of the close of your qualifying Business Period. Any discrepancy received after the 30 days will not be considered for approval.
23. GPV is not finalized until the hard close of each Business Period. All determinations/decisions are solely at Mannatech's discretion.
24. Recalculation requests for Commissions and Leadership Levels will NOT apply for qualifications.

For details, go to Mannatech.com.

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