


PERSONAL PRODUCTION REWARDS				ORGANIZATIONAL REWARDS								
Member Bonus—Your Customers 15% on the dollar Volume of your Customer Base 20% if you are a qualified All-Star				Team Bonus—Must Be Qualified: \$100PV 600 GPV** = \$60					Team Development Bonus \$10 is paid to the first qualified upline Team Bonus earner or leader. In addition, \$10 is paid to the next upline leader.			
First Order Bonus	Associate Packs	All-Star Packs		Leadership Rewards (Leadership and Presidential Development Bonuses funded by 19% APO.)					Presidential Development Bonus			
Pack				Rank	Regional Director (RD)	National Director (ND)	Executive Director (ED)	Presidential Director (PD)	BRONZE PD	SILVER PD	GOLD PD	PLATINUM PD
Direct Bonus	\$99–169	\$498	\$998	Qualifications	QA 1,500 GPV 2 Active Legs 65% Rule**	QAS 6,000 GPV 2 Active Legs 65% Rule**	QAS 20,000 GPV 3 Active Legs 65%–90% Rule¹	QAS 60,000 GPV 3 Active Legs 65%–90% Rule¹	1 Presidential Leg	2 Presidential Legs	3 Presidential Legs	4+ Presidential Legs
1st Generation Direct	\$10 or 15*	\$50 or 75*	\$150 or 200*	% of APO paid on primary Volume	6%	6%	6%	8%	\$450 Presidential Development Bonus	\$900 Presidential Development Bonus	\$1,350 Presidential Development Bonus	\$1,800 Presidential Development Bonus
2nd Generation Direct	\$8	\$8	\$8	% of APO paid on 1st Generation Leaders Volume	5%	5%	5%	6%	Plus 1 Generations Presidential Dev. Bonus	Plus 3 Generations Presidential Dev. Bonus	Plus 5 Generations Presidential Dev. Bonus	Plus 6–10 Generations Presidential Dev. Bonus
APO Contribution	\$5	\$5	\$5	% of APO paid on 2nd Generation Leaders Volume	4%	4%	4%	4%	Presidential Pools: Silver, Gold Presidential Pool=1% Auto Order and Pack Sales Silver Presidential receives one (1) share, Gold Presidential receives two (2) shares Platinum Pool = 1% of Global Volume. Each Platinum Presidential share in this pool.			
PV	(\$13)	(\$52)	(\$120)	% of APO paid on Leadership Level Volume	6% on all 6th Level Volume down to the next Regional 6th Level	6% on all 7th Level Volume down to the next National 7th Level	6% on all 8th Level Volume down to the next Executive 8th Level	Earn on all RD 6th Level ND 7th Level and ED 8th Level Bonuses				
Power Bonus	100	400	800	Leadership Development Bonus (LDB)	N/A	\$100 for each 1st Generation ND	\$350 for each 1st Generation ED	Earn LDB on all 1st Generation NDs & EDs	Auto Order Bonus: Earn 3% on all your personally enrolled Associates’ auto order volume.			
An additional \$400 Bonus is awarded for every four of your personally enrolled Associates who purchase a All-Star pack or a All-Star upgrade pack (there is no limit on the number of Power Bonuses you can earn).*												
*You must be a qualified All-Star to earn these Bonuses.												



## Lifestyle Rewards

Help Us Impact Their Lives, And We'll Help Impact Yours

Through our Give for Real® “Donation through Consumption” program, your group

## Glossary of Terms

**APO (Actual Pay Out)**—The dollar value assigned to products on which commissions will be paid.

**Associate**—Any independent distributor who is eligible to participate in the Career and Compensation Plan and is governed by the Associate Policies & Procedures, Career and Compensation Plan and Associate Terms and Conditions as part of his or her agreement with Mannatech.

**PV (Point Volume)**—Points assigned to every product or pack for the purpose of bonus qualifications.

**Personal Point Volume (PPV)**—The number of points earned on personal product purchases/sales.

**GPV (Group Point Volume)**—The total PPV earned from all Associates in your downline, including your Member PV, in one business period.

**Qualifying Volume (QV)**—100 PPV.

**All-Star**—An Associate can achieve All-Star status by obtaining a set Personal Member Point Volume in one business period or by purchasing a All-Star Pack.

**Qualified All-Star (QAS)**—An Associate who has achieved and/or renewed All-Star status and has achieved their 100QV for that business period.

**Business Period**—For compensation distribution purposes, Mannatech divides each year into 13 four-week business periods. A business period calendar with dates for the year can be found in the Resource Library.

**Leg**—A personally sponsored Associate and their entire downline structure.

**Enroller**—the Associate who actively works with a customer to introduce them to Mannatech products and is listed on the Associate Application and Agreement as the Enroller. 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.



## Lifestyle Rewards

### Help Us Impact Their Lives, And We'll Help Impact Yours

Through our Give for Real® "Donation through Consumption" program, your group volume will impact the lives of the world's most vulnerable children. We want to thank you for championing this cause by rewarding you in a way that will impact your life.

Leadership Level	Children Impacted <sup>§</sup>	Your Reward	How could an extra \$300, \$650 or \$1,500 every four weeks impact your life?		
National Director	60	\$300			
Executive Director	200	\$650			
Presidential Director	600	\$1,500			

\*\*65% Rule—no more than 65% of the total required volume can come from any one leg. <sup>†</sup>65-90% Rule—No more than 90% of the total required volume can come from any two legs. <sup>†</sup>Refer to the Compensation Plan MOD for more details. <sup>§</sup>Approximate number of qualifying auto orders.