

2015: Time to WIN an Incentive!!
Here We Come... Mayan Riviera
Monday, January 19, 2015

- Try some of the New Chocolate Phytoburst Chews
- The next “Mannatech Now” meeting at Corporate Offices... is Tuesday January 27th at 7:30 Pm
- Dallas Area Monthly Business Training February 7th at Mannatech Corporate Offices 9 AM... and live broadcast
- New Business Presentation posted in Mannatech Resource library

Winning the "Mayan Riviera Challenge" (early 2016...dates to be announced):

1. What do we WIN?

100% Winners:

- a. Round trip Flight for 2 and 4 nights hotel stay for 2 at the all-inclusive Moon Palace resort (airline tickets up to \$600 per ticket)
- b. Transportation to and from the airport
- c. Corporate sponsored entertainment/activities

89-99% Winners:

- a. 4 nights hotel stay for 2 at the all-inclusive Moon Palace resort
- b. Round trip flight for 1 to the resort (no greater than \$600) and transportation to and from the airport
- c. Corporate sponsored entertainment/activities

78%-88% Winners:

- a. 4 nights hotel stay for 2 at the all-inclusive Moon Palace resort
- b. Transportation to and from the airport
- c. Corporate sponsored entertainment/activities

2. How do we win?

- a. Incentive Promotion Period: BP2-2015 - BP13-2015
- b. ***Determine your status:*** What was your highest leadership level from BP8 through BP13, 2014 which has to have been held for 3 BP's?
- c. ***Calculate your Baseline Volume GPV:*** total GPV starting in BP2 through BP12, 2014. Exclude the GPV from any leg headed by a Presidential (must have qualified as Presidential for at least 3 of the BP's 8-13 of 2014)
- d. ***Calculate your Required Increase in Cumulative GPV:***
Use the following chart:

New Associate: 30,000 GPV
Non Qual RD or RD: 35,000 GPV
ND: 40,000 GPV
ED: 44,000 GPV
PD: 48,000 GPV

NOTE: no more than 65% of your Required Increase in cumulative GPV can come from any one leg.

e. ***Necessary Leadership qualification:*** Anyone Qualified at ND or less (including New Assoc. since beginning of BP2, 2015,) must qualify as ND at least 4 BP's in Promotion Period including BP13; anyone with ED or PD status, must also qualify at that respective level at least 4 BP's during Promotion Period including BP13.

f. ***Must have a qualifying (100PV or more) Auto Order in BP2 through BP13 of 2015***

g. ***No more than 1/3rd of the Cumulative Required Growth can come from Members.***

h. Associates who qualified as ED or PD entering the Promotion Period must qualify at least at the ND level the BP before the travel dates of the Incentive.

3. **3 BP CHALLENGES**

a. In addition to The 2015 Mayan Riviera Incentive, every three consecutive BP's during the Promotion Period, Participants have the opportunity to win additional prizes from the Participant's business results as they grow their business.

Challenge 1 (BP2-4)

Challenge 2 (BP5-7)

Challenge 3 (BP8-10)

Challenge 4 (BP11-13)

b. Each Challenge Period:

(1) The #1 Associate at ND, ED and PD with most points for combined auto order growth and enrollment pack growth (AO must accompany enrollment to count and enrollments must be personally enrolled) will each win a \$1,500 travel voucher to spend on various locations, your choice.

(2) The top 10 associates from ALL Leadership levels (which will exclude the three winners from (1) above) will be able to select one prize from the following prizes (may be selected up to 30 days after the incentive winners are announced as some of the prizes are based on qualifying for the Mayan Incentive Trip.):

(a) Two Excursions to swim with the whale sharks

(b) Couples' massage and pampering/Spa Day

- (c) iPad
- (d) Travel Voucher for \$400
- (e) Upgrade room at the Mayan Riviera

4. Read the Rules

Found on the Resource Library

5. Strategies to WIN

a. Help others beneath you WIN! All of their volume supports YOU (as long as not in Qualified Presidential Legs) as well as all those associates between YOU and the WINNER. In virtually every case where you help one person Win in two separate legs, YOU WIN.

This is a terrific "Bottom Up" Incentive so let's all go out and WIN it.

b. Your most important weeks of this ENTIRE INCENTIVE are the next four weeks...every \$ of volume growth if maintained is included 12 TIMES in your required Increase. So, ACT NOW! Implement Daily Action Tracker to insure you are doing ALL of the High Leverage Activities.

What does this mean? Blitz now! Side effects:

- (1) More of your group and you get recognized at new leadership levels at Mannafest 2015!!
- (2) You reach Leadership Levels never before reached
- (3) You help lots of your TEAM win as well!
- (4) You create a ton of excitement in your organization that results in massive growth as well.
- (5) You reach the lifestyle of your dreams

c. In placing new sign ups, follow the 3 Pt Plan by placing them deep in your TAP ROOT(S) (1 in each of your legs and remember, only work on 2 legs until you reach Senior National), so all associates above the new sign ups get the volume included in their Mayan Incentive trek as well.

d. Lead by example. You work to win, others will follow. Get pictures of the Mayan Rivera all over your house; tell people where you are going in 1 year; ask people if they want to join you.

We don't talk about traveling the Beaches of the World...WE DO IT!