

2016: Another Incentive to WIN!!
Here We Come...Los Cabos
Monday, February 29, 2016

- Dallas Business Training – This Sat at Mannatech Corporate Offices or www.mannatechlive.com
- TNL – March 8th at 7:30 Pm CT at Mannatech Corporate Offices or www.mannatechlive.com
- Mannafest April 6-10 Dallas Texas... Plan to be there - <http://mannafest.com>
- Incentive Rules are posted in the library

Winning the "North America Incentive Challenge" June 4-8 2017

Hyatt Ziva Los Cabos: <http://loscabos.ziva.hyatt.com/en/hotel/home.html>

(see attached Tracker Sheet...more to come on the website)

1. What do we WIN?

100% (of "target growth")Winners:

- a. 4 nights hotel stay for 2 at all-inclusive resort
- b. Round trip flights for 2 to the resort (no greater than \$600 per ticket) and 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 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 resort
- b. Transportation to and from the airport
- c. Corporate sponsored entertainment/activities

2. How do we win?

- a. Incentive Promotion Period: BP3-2016 - BP1-2017
- b. Determine ***your status***: What was your highest leadership level from BP10, 2015 through BP2, 2016 which has to have been held for 3 consecutive BP's.
- c. Calculate your ***Target Baseline Volume GPV***: total GPV starting in BP3, 2015 through BP1, 2016, ***excluding*** the GPV from any qualified Presidential Director (held position for 3 BPs in 6 BPs under b above.
- d. Calculate your ***Required Increase in Cumulative GPV***:

Use the following chart:

New Associate (enrolled in BP3 or later): 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 BP1-2017; anyone with ED or PD status, must also qualify at that respective level at least 4 BP's during Promotion Period including BP1-2017.

f. For New Associates, ***must have a qualifying (100PV or more) Auto Order in every BP of Incentive Period after date of enrollment.***

For all other pre-existing associates, ***must have a qualifying (100PV or more) Auto Order in every BP of Incentive Period or cumulative 1200 for entire Incentive Period.***

3. Special rules for Executive and Presidential Directors

a. For Executive Directors:

Option 1:

- (1) Increase Cumulative GPV by 44,000 (65% or less from 1 leg)
- (2) Obtain/maintain Executive Director status for at least 4 BP's during Incentive Period including BP1 of 2017.
- (3) Minimum of 100PV qualifying order in each BP of Incentive or a cumulative GPV of 1200

Option 2:

- (1) Enroll at least 6 people in the Incentive period
- (2) Increase your Cumulative GPV by at least 1 PV, and
- (3) Accumulate "points" by helping others to WIN the Incentive in their organization:
1 point for each Winner (no matter what "tier"), and in order to win at any of the "3 Tiers," here is the needed number of total points:

Tier 1 (full package of Incentive): 4

Tier 2 (same but only 1 flight): 3

Tier 3 (everything but no flights): 2

- (4) The requirements of Option 1 (2) and (3) must also be met.

b. For Presidential Directors:

Option 1:

- (1) Increase Cumulative GPV by 48,000 (65% or less from 1 leg)
- (2) Obtain/maintain Presidential (Bronze, Silver if applicable) for at least 4 BP's during Incentive Period including BP1 of 2017.
- (3) Minimum of 100PV qualifying order in each BP of Incentive or a cumulative GPV of 1200

Option 2:

- (1) Enroll at least 6 people in the Incentive period
- (2) Increase their Cumulative GPV by at least 1 PV, and
- (3) Accumulate "points" by helping others to WIN the Incentive in their organization:
1 point for each Winner (no matter what "tier") in any leg where there is NO ED between the PD and the Winner, and 1/2 point where there is an upline ED between the PD and the Winner. In order to win at any of the "3 Tiers," here is the needed number of total points:

Tier 1 (full package of Incentive): 4

Tier 2 (same but only 1 flight): 3

Tier 3 (everything but no flights): 2

- (4) The requirements of Option 1 (2) and (3) must also be met.

4. 3 BP CHALLENGE-Only for BP3 - BP5, 2016

a. In addition to the 2016 Los Cabos Incentive, during the first 3 BP's, Participants have the opportunity to win CASH!!

Depends on Leadership Level:

Regional Director: hit 35% of **Required Increase in Cumulative GPV** and earn \$100

National Director: hit 30% of **Required Increase in Cumulative GPV** and earn \$250

Executive Director: hit 25% of **Required Increase in Cumulative GPV** and earn \$500

Presidential Director: hit 25% of **Required Increase in Cumulative GPV** and earn \$1000

Examples: If RD so RIC-GPV is \$35,000, if by end of BP5 you have a cumulative increase of \$12,250, EARN CASH! (say increase in BP3 by 2000, additional increase by 2000 in BP4 and then additional increase 2250 in BP5 you win!!)

5. Read the Rules

Found on the Resource Library

6. Strategies to WIN

a. **Help others beneath you WIN!** Do this with at least one partner in your downline (upline) and make it a WIN WIN...All volume supports each other.

1) YOU (as long as not in Qualified Presidential Legs) as well as all

2) 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 ten weeks...every \$ of volume growth if maintained is included 12-11-10 TIMES (depending on the BP in which it occurs) in your required Cumulative 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 2016!!

(2) You reach Leadership Levels never before reached

(3) You help lots of your TEAM win!

(4) You create a ton of excitement in your organization that results in massive growth.

(5) You reach the lifestyle of your dreams...just a side effect!

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 Los Cabos Incentive trek as well.

d. Lead by example. You work to win, others will follow. Get pictures of Los Cabos all over your house; tell people where you are going next year; ask people if they want to join you!!

e. Start a Weekly Incentive Call...inspire and you all will be on fire!

f. Text out weekly pictures of beautiful sites at Los Cabos

Don't talk about traveling the Beaches of the World...JUST DO IT!

MANNATECH 2016 NORTH AMERICA INCENTIVE "TRACKING SHEET"

INCENTIVE DESTINATION: _____ DATES: _____

BASELINE ("Starting Gate") LEADERSHIP LEVEL CUMULATIVE GPV **(1)**

LEADERSHIP LEVEL: "Highest Qualified Leadership Level at least 3 times in the most recent 6 BPs (BP 10, 2015 to BP 2, 2016)"

- New
 Non-Leader
 Regional
 National
 Executive
 Presidential

BP 10	BP 11	BP 12	BP 13	BP 01	BP 02
<u>2015</u>	<u>2015</u>	<u>2015</u>	<u>2015</u>	<u>2016</u>	<u>2016</u>
_____	_____	_____	_____	_____	_____

BASELINE GPV: "The cumulative GPV from BP 3, 2015 through BP 1, 2016"

	<u>TOTAL</u>	<u>(D'line PD)</u>	<u>(Net GPV)</u>		<u>TOTAL</u>	<u>(D'line PD)</u>	<u>(Net GPV)</u>
BP 3, 2015	_____	_____	_____	BP 9, 2015	_____	_____	_____
BP 4, 2015	_____	_____	_____	BP 10, 2015	_____	_____	_____
BP 5, 2015	_____	_____	_____	BP 11, 2015	_____	_____	_____
BP 6, 2015	_____	_____	_____	BP 12, 2015	_____	_____	_____
BP 7, 2015	_____	_____	_____	BP 13, 2015	_____	_____	_____
BP 8, 2015	_____	_____	_____	BP 1, 2015	_____	_____	_____

TARGETS

My Baseline Cumulative GPV is: _____ **(1)**
 My Growth Requirement for my Level is: + _____ **(2)**
 My TOTAL Target (100% coverage is): + _____ **(3)** / 12 = Avg. Req'd Per BP _____ **(4)**

NOTE: The figures above are for full 100% coverage (Tier 1). To calculate your targets to qualify for Tier 2, multiply **(3)** and **(4)** by 0.89. To calculate your targets to qualify for Tier 3, multiply **(3)** and **(4)** by 0.78.

QUICK START COMPONENT:

If I am a(n):

- Regional Director, I need to attain **35%** of my Total Target of _____ **(3)**, which is _____ **(5)**, by the end of BP 5.
- National Director, I need to attain **30%** of my Total Target of _____ **(3)**, which is _____ **(5)**, by the end of BP 5.
- Executive Director, I need to attain **35%** of my Total Target of _____ **(3)**, which is _____ **(5)**, by the end of BP 5.
- Presidential Director, I need to attain **35%** of my Total Target of _____ **(3)**, which is _____ **(5)**, by the end of BP 5.

I also need to have a minimum of **2 Associate Sign-ups** in the BP 3 – 5 time frame, plus have my **Qualifying Order of 100 QV** each BP.

OPTION 2 FOR EXECUTIVES AND PRESIDENTIALS:

Executive Directors and Presidential Directors have the options of replacing the GPV Growth Requirement **(2)** with these Option 2 requirements:

- Exceed my Baseline Cumulative GPV **(1)** by at least 1 GPV! _____
- At least 6 Associate sign-ups during the Promotion Period (BP 3, 2016 to BP 1, 2017) _____
- Maintain personal Qualifying Volume of 100 GPV per BP _____
- Maintain Leadership Level requirement at least 4 times during Promotion Period, including BP 1, 2017 _____
- *** Downline Incentive Qualifiers to generate 4 points for Tier 1 qualification (or 3 points for Tier 2, and 2 points for Tier 1)

RECOMMENDED FOR ALL: identify downline team members you will work with to become Qualifiers:

_____	_____	_____
_____	_____	_____