

**NEWS ALERT: Cover the Ins and Outs of Comp Plan
Changes and New Strategies US and Canada**

From Leadership Call September 28, 2018

Monday October 1, 2018

- Today is the last day to backdate orders for BP 9... Make it a great one!
- Special New Product Training on the 2 new products... Tuesday, October 2nd at 4 PM CT on <https://allaboutmannatech.com/mannatechlive>
- Dallas Business Training: October 6th - 9 AM – 12 PM at Mannatech Corp Offices or www.allaboutmannatech.com Special training with Richard Brooke...you don't want to miss this one.
- The next TNL – October 9th at 7:30 PM at Mannatech Corporate or www.allaboutmannatech.com
- Where are you with respect to the upcoming Caribbean Cruise?? Last month to qualify... Get on the BOAT!!
- Check your "The Supplement" for further announcements.
- If you missed the Special Leadership call on Friday... Make sure you watch replay and the link is below.

Here is the link to the Leadership Call:

https://allaboutmannatech.com/mannatechlive/09-28-18_leadership_call_fob_biz_dev/

1. Shift in paying out *First Time Order Bonus*

- a. OLD: Only paid on new Associate sign ups
Pay 15% to Enroller LIMITED to ONLY the BUNDLES **not any** first time order
Put only 50% of PPV into the general commission structure
(so, they cut out 50% of the payable commission through rest of comp plan due to First Time Bonus)
- b. NOTICE: This ONLY applied to a New Associate's first order (in their first 30 days)

2. NEW way to pay out the First Time Order Bonus

- a. Paid on BOTH new Associates and new Customers
- b. Paid on ALL ORDERS whether bundles or just any first product order
- c. 15% to the Enroller for new Associate; 15% to Sponsor for all new Customers
- d. Like before for New Associates enrolled, ONLY 50% CV for both New Associates and New Customers will be paid out under comp plan calculation in month of 1st Order.
- e. **NOTE:** first time Customer order WILL be included to determine your total PPV for determining your reaching the necessary levels for higher % payouts (500, 1000, or 2000 PPV levels). HOWEVER, the PPV for that new customer order **WILL NOT** be then included in the calculation for PAYOUT for that First Month.

3. NEW: **Business Development Promotion** (testing this out) ONLY for associates enrolled on or after May 1, 2018 (like a new special bonus before they qualify for AQ Personal or AQ Team)

NOTE: This is a trial new bonus (Oct-Dec, 2018) for people working hard on volume but having a hard time reaching AQ Personal or AQ Team.

a. QP: New calculation **does not** require 5 individual people at 100PV automatic order
So, as long as your PPV equals 500, you are now qualified (QP) to earn the 2 new QT bonuses outlined below.

b. QT2: Qualified Team 2

If you are QP, and have 2-3 personally enrolled Associates underneath you who have at least 500 PPV (no need to have auto orders or at least 5 with 100 each as required with AQ Team), then you earn **Business Development Team 2 Promotion (\$100 monthly payout for each month you qualify).**

c. QT4: Qualified Team 4

If you are QP, and have 4 or more personally enrolled Associates underneath you who have at least 500 PPV (no need to have auto orders or at least 5 with 100 each as required with AQ Team), then you also earn **Business Development Team 4 Promotion (\$150 monthly payout as well as \$100 for Team 2 for a total of \$250 for each month you qualify).**