

Our New Age of Governmental Oversight 2015 Monday Call, March 28, 2016

- Global March Madness ... Check in out in the Resource Library
- Mannafest April 6-10 Dallas Texas... Plan to be there - <http://mannafest.com>
- TNL – April 12th at 7:30 Pm CT at Mannatech Corporate Offices or www.mannatechlive.com -

1. The current situation of government oversight on nutritional supplement companies of which you should be aware.

a. The United States Department of Justice has recently made legal activity in the dietary supplements industry, including illegal manufacturing, misbranded products with false labels and products that contain undeclared ingredients, an issue of high priority within its consumer protection agenda.

<http://mobile.nutraingredients-usa.com/Regulation/DOJ-We-have-put-fighting-illegal-activity-in-the-dietary-supplement-industry-high-on-the-priority-list>

b. The Dept of Justice has pursued civil and criminal cases against more than 100 makers and marketers of dietary supplements.

<https://www.justice.gov/opa/pr/justice-department-and-federal-partners-announce-enforcement-actions-dietary-supplement-cases>

2. How is Mannatech responding?

a. Some supplement critics might categorize the entire supplements industry as suspect to these criminal activities that are a serious concern for consumers all over the world. But not Mannatech or other responsible manufacturers...because these others put the entire industry at risk.

b. Mannatech supports the DOJ to pursue actions against supplement industry to result in the public only getting the safest, highest quality products.

c. CEO of the Natural Products Association told us that he was encouraged that the Department was open to some industry collaboration. Sr VP of Council for Responsible Nutrition was grateful.

d. Newly updated piece on the website regarding medical professionals who choose to recommend Mannatech products.

<http://mannatechscience.org/healthcare-providers/>

3. How do **we respond** to the public when they bring this kind of behavior up?

a. We are totally in favor of “cleaning up” the nutritional supplement industry and getting rid of what is prevalent.

(1) recall the NY Atty Gen going after Walmart, Walgreens, GNC and Target

http://well.blogs.nytimes.com/2015/02/03/new-york-attorney-general-targets-supplements-at-major-retailers/?_r=0

(2) DOJ Release November 17, 2015 (See above)

Dr. Nugent: *“In the last decade, Mannatech has spent tens of millions of dollars in research and development, seeking ways to best leverage its glyconutritional technology,” said Dr. Steve Nugent, Mannatech’s Senior Global Wellness Director and Chairman of the Mannatech Global Scientific Advisory Board. “We put forth every effort to demand quality and deliver what we promise so that our customers and consumers all over the world can rest-assured that our products are safe.”*

b. Mannatech’s efforts include intensive, industry-standard testing and clinical research to provide its customers and Associates with valid, effective, science-backed products with strong health and wellness benefits.

c. *“Mannatech stands behind every product we make, and we go the extra mile to ensure that our customers and their families receive only the best products possible,” said Dr. Rolando Maddela, MPH, CCRP, Mannatech’s Director of Clinical Research and Scientific Affairs. “We conduct clinical studies with universities and CROs not because we are required to, but because it is the right thing to do.”*

d. Mannatech’s quality assurance program complies with the U.S. Food and Drug Administration’s current Good Manufacturing Practices for dietary supplements, and many of Mannatech’s core products are certified by NSF International.

<http://www.nsf.org>

Mannatech includes a 180-day money-back guarantee on its products, and Mannatech’s claims are based on a product substantiation Standard Operating Procedure that ensures claims are supported by valid science. *“Our products comply with many international regulatory agencies such as Health Canada, “TGA” in Australia, KFDA in Korea, Cofepriz in Mexico and Invima in Colombia,” said Mannatech’s CEO and President, Alfredo Bala. “Mannatech complies with all international agencies around the world, enabling us to be a safe, global supplier of wellness solutions.”*

e. Mannatech also recognizes the importance and value of kosher certification for its products. A number of the company’s top-selling products sold in the U.S., South Africa and Canada have been certified by a reputable kosher certification agency, EarthKosher. The kosher symbol has become synonymous with food and dietary supplement accountability, quality and safety. Being certified kosher means that Mannatech’s manufacturers and its product ingredients comply within a strict policy of kosher food laws, including cleanliness, purity and quality.

4. Mannatech’s Glyconutrient technology sets a GOLD STANDARD in the industry
 - a. Currently, 17 human clinical trials have been published, 13 of which were double-blind, placebo-controlled studies — the gold standard for product validation. Some of Mannatech’s core technology has been validated by research conducted by independent scientists and published in peer-reviewed scientific journals.
 - b. Supporting its proprietary products worldwide is the extensive patenting effort Mannatech uses to protect several of its products’ value and uniqueness. In 2016, Mannatech reached 117 patents in major global markets issued, granted and validated on several of its product formulations.

“There are few nutritional supplement developers that can match Mannatech’s 100-plus patents in global markets,” said Dr. Stephen Boyd MD, PhD., a member of Mannatech’s Global Scientific Advisory Board. “This exceptional accomplishment establishes Mannatech as a leading global developer of unique, high-value, quality health and wellness technology where its products are protected from becoming mere commodities.”

Mannatech’s patents are to ensure Mannatech’s unique technologies are protected while helping consumers with their health and wellness needs. Mannatech has a proud history of diligently and successfully defending its patents.

5. Mannatech sets the Industry Example

- a. *“Mannatech continues its commitment to setting the industry standard in creating safe health, wellness and skincare products for its customers around the world,” said Dr. Nugent.*
- b. Mannatech’s scientific website, Mannatechscience.org prospects, customers and independent sales Associates in the U.S. and South Africa to read more about Mannatech’s clinical studies and product safety and efficacy.
- c. Check out the pages on Mannatechscience.org under “Resources”
 - 1) Use the “For Healthcare Providers” write up in approaching healthcare professionals as well as great info to help you respond to everyday customers
 - 2) Use Mannatech’s Report Card
 - 3) Use Mannatech’s Global Commitment to Quality Products
 - 4) Use redo of McAnalley’s “Introduction to Glyconutritionals” and the 2015 “Glyconutritionals Revisited”