

Presidential Summit Summary **Monday Call, January 11, 2016**

- TNL – January 12th 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>
- ReVive

Tuesday morning...ALOHA!!

Stan Frederick

1. Industry

Herbalife is exploding even with the Ackman attack

2014: MLM sales up 6.9%; Retail only 3%; so we doubled retail

Over 100 million selling through this model

74% of them are women

#1 reason: want long term flexible income

Then: flexible work hours, products at a discount

Of all people in or ever in MLM, 82% said benefited by the experience

2. Mannatech...growing consistently although exchange rate losses hurt us

Profitable last 3 years and will remain profitable

"We are all kings and conquerors inside of us and need to get it out...get on track with our dreams"

Al Bala

Start with the End in Mind (Stephen Covey)

How do we want this event to inspire us; to get us to do something extraordinary

"We are a 21year old start up company"

Listen to another voice...not CNN, Fox News...

"In all adversity lie seeds of greater Opportunity" Bill Britt

"The night is darkest just before the dawn."

Same about our lives...WE have to choose what we believe

Just before we get to the promised land we meet giants

Focus on the size of the grapes not the giants!

2015: New branding, New back office, New Products, New Comp Plan

"Start up company!"

Hired tons of people over the past year to support corporate...awesome people*

Global Science Advisory Counsel...headed by Dr. Nugent

Mannafest 2016: Most important event for Mannatech for you

"Social Mobile Global in 2020...\$500 million company" in 100 countries

Mannatech: the Best Place to Work in 2020

500 Presidential Directors worldwide

Show case office in Hong Kong...just now signing lease

52% of the population in the world lives in Asia

Chairman's Club:

1. Must have reached Silver Presidential
2. Must be active and contributing to Mtech outside of group
3. Must be in good standing
4. Must have a growing business

CHINA:

Three phase model

1st: Opening over the next 6 months for ECommerce only; Union Pay (largest credit cards in world) and Alipay(faster than Paypal)

Hong Kong is our gateway

Connect with Chinese in the US as US associates; they have huge connection with Chinese in China to become ONLY consumers

2nd: Allowed to have retail sales at kiosks, etc.

3rd: Get our Business license to operate as an MLM

GET READY! Lots of rules so keep eyes open.

Joel Bickman

Presented the new branding which was AWESOME!

Brand is the sum of experiences people have with the company and after 1 year of collecting data, working with one of the best companies in the world, WOW.

Don't miss Mannafest!

Mannatech made easy...elevator speech to go along with new branding, a tag line, beautiful new materials that are fresh and clean! This is about keeping it short, let the materials do the talking and let's build a great business by changing thousands of peoples' lives!

"With Mannatech, You Own Your Life."

Make people feel "I'm Worth It!"

We have premium products and now our marketing materials and products will carry the ultra premium look and feel.

"When good people make more money, they make the world a better place!"

We have a brand promise to give people unprecedented levels of wellness...and freedom and purpose. The new Tag Lines, and Brand Promise, and Elevator Speech are all awesome!

Tuesday Afternoon:

Odin Clack NEW Back Office...mymannatech.com

How would you like to have Success Tracker, Order Processing, etc. all on your mobile device? It is HERE!

Goal 16 months ago accomplished: improve ordering and enrollment, provide leading edge tools, support future growth and expansion, simplify and enhance

the web experience, support associates in business activities, attract a younger demographic, leverage technology to enable associates to run their business better.

We are testing it as a Presidential group right now and they are adding another few hundred to help in testing at end of this month and then more in March.

Feedback is imperative so we can get it right!

"CRM" Customer Relations Management

"Don't worry about training - you can figure it out on your own because it is so intuitive."

This is absolutely necessary for millennials

"PWP" Personal Web Page

Latch onto these acronyms...

Dr. Steve Nugent

1. New Weight Management System

Includes

- a. Meal replacement shake
- b. Cleanses
- c. Targeted weight loss capsules

Worldwide obesity rate has doubled since 1980

In 2014, more than 1.9 billion adults overweight

being overweight and carrying excess fat contributes to society's greatest health challenges.

WHO in 2015: most of world's population live in countries where overweight kills more than being underweight

Retention: we have products that work and have mass appeal

The products will be accompanied by:

1. Fast start
2. Coaching and accountability (a very strong component)
3. Effective marketing and support tools

Meal replacement:

20 gr vegan protein
digestive enzymes and probiotics
great source of fiber

Cleanse

"whole body cleanse" at least 1 quarter
Supports detox at cellular level
supports cardio, immune, etc. systems

Fat loss Capsules

stimulates metabolism without harsh stimulants
stimulates burning calories

2. New Scientific Advisory Board

To review all of our products, 1 ingredient at a time
Improve our science and support like never before

Unprecedented support for New Scientific Research...specific to our products

3. Patents

Ambrotose patents are still **all** in full force and effect.

Some may be terminating after 2017 in countries around the world, but we have many others that have been filed since original ones, so they have great longevity left. Specifically, we have filed patents on Ambrotose and how it relates to brain function based on Talitha Best research. We have human clinical trial studies to support these.

We also have exclusivity on Manapol, and others who say they have acemannan are wrong: acemannan has a specific molecular weight they don't have, and while there are 10 functionals in Ambrotose, in their product they have 1 functional.

Arabinogalactan: we have best source and we are their exclusive customer. So, we can truly distinguish ourselves on many levels.

Al Bala

New market expansion: Feb 13 we are in Columbia
55 Million Hispanics in US

2017...looking to launch a **\$500 Million Challenge**...**huge** bonuses for those who choose to participate. Goal: by 2020, Mannatech a \$500 Million Company

New Comp Plan:

Truly reward for activity and volume, not as heavy on structure. Make earning predictable. Reward those who want to work hard as well as those wanting to retire. ND will be Key Position...everyone to drive themselves to get there...and beyond but never fall short.

Incentivize selling to consumers, building customers.

Not by Mannafest but slowly roll out thereafter...

North America Meeting Wednesday:

Joel Bickman

Get people to Mannafest 2016...crucial, those who go, grow. Statistics do not lie.

RE-VIVE....we are a 21 year old start up

Debt free

tons of cash

tons of science

People in other organizations are looking for someplace safe

dedication to compliance

massive science we have

WE ARE SAFE and have a GREAT FUTURE

New Materials: less than 1 minute video, marketing materials, all new labels on our products in 2016

Opportunity Meetings: 2 minutes

We need to be quick

Quit trying to make everyone a scientist.
Delivering a handful of materials to work in all global markets by February!!

Ben Mayo

1. New Associate Starter Kit
going social is critical
New tools from Joel included
2. Making catalogue more of a recruiting tool than educational
3. Mymannatech
Leverage that new mobile platform in materials
IMPORTANT: build this as a LEGACY...sales materials, marketing materials,
get your kids, grandkids on fire

Odin Clack

All feedback on the new Social platform: feedback@mannatech.com
Use the New Back Office all the time
Need feedback, learn tool
Texting is our future...email is ancient technology
You want instant prompts

Incentive 2016: Coming Soon

Look for it to be announced before Mannafest (like February) and to emphasize
you helping others to WIN not just growing the business.