

"Winning Costa Rica: Just Choose it!"

February 18, 2019

- PLAN NOW: Be in Costa Rica...How? Start today
- Next TNL – Tuesday, February 26th at 7:30 PM CT at Mannatech Corp offices and www.allaboutmannatech.com
- Are you in the Achievers Club?
<https://mannatech2.s3.amazonaws.com/mtlibrary/107262904840689.pdf>
- Mannafest 2019 -25th Anniversary April 3-6. It is an event not to miss...
<http://mannafest.com>
- Next DFW Business Training, March 2nd from 9 AM – 12 PM CT at Mannatech Corp offices and www.allaboutmannatech.com

1. WHEN? February, 14-19 2020!! Mark your calendar!
 - a. "Break In" the Next Decade with a BANG!!!
 - b. Invite someone TODAY!!
 - c. Put pictures all around the house!
 - d. Watch the Mannatech video every day and have the person you are going with watch as well!

2. Understanding What it Will Take: Summary of the RULES
 - a. **Qual Period:** February 1 - December 31, 2019 (11 full months)
Baseline Period: February 1-December 31, 2018 (same months last year)
 - b. **Requirements:**
 - 1) **Increase total DPV**
 - (a) Over Total DPV during Baseline Period by at least 1
 - Or
 - (b) if Silver Exec or higher, can ignore biggest leg, and just use side volume to increase by 1 (against baseline for Side DPV from 2018)
 - 2) **Leadership Maintenance Requirement**
 - (a) Existing Leader associates must maintain the highest leadership level they achieved for at least 3 months during the Baseline Period for at least 3 months in the Qualification Period.
 - (b) New Associates or non-leader associates must attain at least a Gold Associate Level
 - 3) **New Order Requirements**
 - (a) Non Presidentials (earned status less than 3 Periods in Baseline) Enroll at least 22 new Associates or Preferred Customers and have product sales to them (at least 11 must be New Associates)
 - (b) Presidentials and higher (earned status 3 or more Periods in Baseline) Enroll at least 17 new Associates or Preferred Customers and have product sales to them (at least 6 must be New Associates)
 - 4) **In Addition (potential "traps"):**
 - (a) No Associate sign up will qualify unless they pay the \$49.99 and place a product order in their month of enrollment.

(b) A new Consumer will only count as one starting the period in which they place their first order.

c) Point Calculation

Each PV purchased by a New Associate or Consumer carries 1 point toward the total point requirement.

d) Point Requirements and Prizes:

16,000 Points required to Win package for 2, meals/accommodations for 2 and activities

20,000 - adds \$500 travel allowance

25,000 - adds \$1000 travel allowance

30,000 - adds \$1000 travel allowance plus accommodations for 3 versus 2 (same room)

35,000 - adds \$1000 travel allowance plus accommodations for 4 (+ room)

40,000 - adds \$2,000 travel allowance plus accommodations for 4 (+ room)

45,000+ - 3 top get all of 40,000 plus more perks!

e. Other ways to Earn Points:

(1) Up to 3 associates enrolled in January will qualify to be included if they had purchased an order in January (otherwise do not count (if > 3, they take top 3)

(2) Addtl Enroller Points can be earned each month (either AQP or PPV but not both) as follows

(a) AQP...Enrollers whose qualified New Associate who earn AQP during the Qual Period the Enroller will earn for each BP their enrolled Associate earns AQP:

100 points for Month 1-3

150 points for Month 4-8

200 points for Month 9-11

If a month is missed, then the next qualifying month starts over as Month 1 for point determination.

(3) PPV...Enrollers who enrolled Associates during the Qualifying Period who have 500 PPV in any month of the Qual Period earn as follows:

75 points for Months 1-3

100 points for Months 4-8

175 points for Months 9-11

If a month is missed, then the next qualifying month starts over as Month 1 for point determination.

2. Additional Rewards: for winners who Qualify and maintain in Achievers Club, rank ups, high performers.

3. Ways to WIN

a. GET ACTIVE NOW!!! Early Blitz is best!! Why? Rules require volume from New Assoc. and Customers so Auto Order in BP2 can count 11X (100 PV for 11 periods)

1) Reactivation is always great but will not count. As long as terminate and re-sign up (spouse or some other name, Social), then can qualify. Cannot bring in same Associate for qualification.

2) Customers on reactivation work the same way. Must be new name...new position.

b. Eric Worre "20 in 30" Program...very doable just give it your all in the next 30 days!!

c. How to excite "retired" downline?

1) See attached "**One for the Gipper**"

(a) Build a Youtube video. Here is mine: <https://youtu.be/Jl-ndc74BHg>

(b) Plan a Call this week! Whether 1-2-3 show up, doesn't matter, just rejuvenate a few!

2) How to "Pair up" to WIN

(a) These are "retired" so not really pursuing income/leading others

(b) If not retired, must be in same downline

Decide how to share the income generated over the future pay periods on the Non-winner sign ups.

(c) Decide who will win and they have to have all Customers directly under them, and have to be the Enroller for all the New Associates.

NOTE: the New associates can be placed anywhere so upline to Win can place the New associates under their "partner" to WIN the trip.

d. How to Pair Up with someone NOT IN yet?

1) Brand new "friend" who is on fire "TO GO" to Costa Rica

2) Brand new Associate: Decide how to place sign ups to WIN together