



Sept. 28, 2018 NA Leadership Call

Kevin Robbins

INCOME DISCLAIMER

As we discuss compensation and commissions, note that the information details estimated commissions earned at specific leadership levels under the Mannatech compensation plan.

It is only an estimate and is not a representation of what you will earn as your individual, actual earnings under the Mannatech compensation plan may be different, and are dependent on various factors including, the sales volume generated by you and your downline, your customer base, and the time devoted to your business.

All commissions, bonuses, and incentive awards are earned through the sale of Mannatech products



MANNATECH®

FIRST ORDER BONUS

Update for US and CA

BONUS 2: FIRST ORDER BONUS - OLD

Building Your Organization

FIRST ORDER



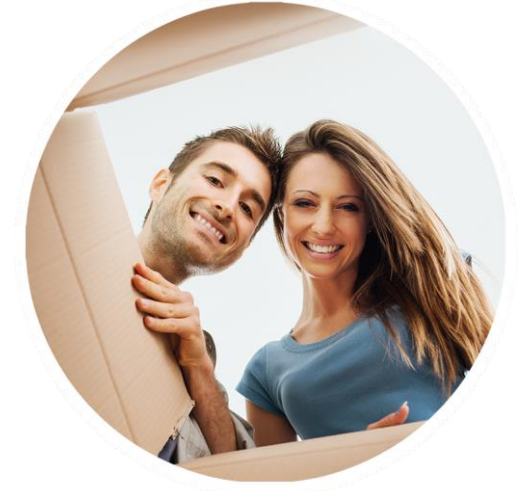
PRODUCT
VALUE
BUNDLES

Bundle **A**
Bundle **B**
Bundle **C**

PAY TO
ENROLLER

15%

BUNDLES CAN BECOME
AUTO ORDERS



ALL FUTURE ORDERS WILL HAVE **FULL COMMISSIONABLE VOLUME**

First Order Value Bundles will be assigned a commissionable volume of 50%.

BONUS 2: FIRST ORDER BONUS - NEW

Building Your Organization

FIRST ORDER



FOB EARNED ON FIRST PRODUCT PURCHASE OF ANY TYPE AND ORDER METHOD



Associates and Customers too!!!

ALL FUTURE ORDERS WILL HAVE **FULL COMMISSIONABLE VOLUME**

First Order Purchases will be assigned a commissionable volume of 50%.

BONUS 2: FIRST ORDER BONUS – CUSTOMERS

Full PV (PPV/DPV) is given on purchase Price.

When a New Preferred Customer purchases their first Product Order after registration, the First Order Bonus (FOB) will be paid to the Enroller/Sponsor. This bonus will be paid as follows:

Preferred Customer Purchase:

Enroller: The Enroller of the Preferred Customer who purchased their first order will receive 15% of the Order Sub Total.

Power Seller Bonus: The PV from the new Preferred Customer's first product order will count towards the total PPV of the Enroller. However, there will not be a Power Seller Bonus allocation.

50% CV: The remainder of the First Order Bonus will be paid out through normal commissionable volume to those in the sponsorship line above the Product purchase.



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BUSINESS DEVELOPMENT PROMOTION (Oct – Dec 2018)

- *Interim step BEFORE earning AQ Team*
- *Same concept, but based on PPV volume only, instead of specific number of customers on automatic order*
- *Associate earns HIGHER of AQ Team OR new Business Development Promotion*

BUSINESS DEVELOPMENT PROMOTION (Oct – Dec 2018)



MANNATECH®

Qualified Personal (QP)

Associates with 500 PPV or more qualifies for the Business Development Personal Promotion. This is a pre-qualification.



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BUSINESS DEVELOPMENT PROMOTION

Team 2

BDP TEAM 2

TEAM 2 (QT2)

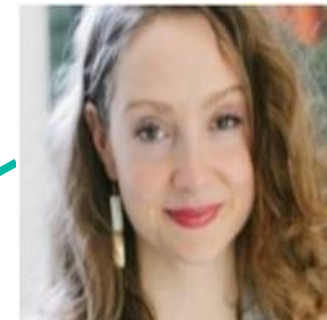
If an Associate with 500 PPV or more has 2 or 3 **personally Enrolled Associates** (must have been enrolled May 1, 2018 or later) with 500 PPV or more, they are qualified for the Business Development Team 2 Promotion. The Associate earns the Team 2 Bonus.

Team 2 Payment:

TOTAL= \$100.00 USD



500 PPV



500 PPV

Enrolled May 1, 2018 or later



500 PPV

Enrolled May 1, 2018 or later



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BUSINESS DEVELOPMENT PROMOTION

Team 4

BDP TEAM 4

TEAM 4 (QT4)

If an Associate with 500 PPV or more has 4 or more **personally Enrolled Associates** (must have been enrolled May 1, 2018 or later) with 500 PPV or more, they are qualified for the Business Development Team 4 Promotion. The Associate earns the Team 2 Bonus and the Team 4 Bonus.

Team 4 Payment:

\$100.00 from Team 2

plus \$150.00 from Team 4 =

\$250.00 USD Total



500 PPV



500 PPV

Enrolled May 1, 2018 or later



500 PPV

Enrolled May 1, 2018 or later



500 PPV

Enrolled May 1, 2018 or later



500 PPV

Enrolled May 1, 2018 or later

INCOME DISCLAIMER

Building a business takes time and a lot of hard work. All commissions and bonuses are earned through the sale of Mannatech products. Mannatech does not guarantee the amount of income or incentive rewards, if any, that an Associate participating in the Mannatech business will generate. As with any business, each Associate's business results may vary and will be based on, among other factors, the Associate's effort and skill, the customer base available to him or her, and the time devoted to the business.



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