

# Comp Plan FAQ Version 2



October 19, 2017

**WHAT WE  
ALREADY KNOW**



# WHAT WE ALREADY KNOW

<https://mannatech2.s3.amazonaws.com/mtlibrary/112410494293097.pdf>



## New Compensation Plan FAQ's

### General

- **Why are we changing the compensation plan?**
- So that we can have the most attractive and competitive Compensation Plan in the industry.
- **When will the change happen?**  
The go-live launch date for the new Compensation Plan will be on July 1, 2017.
- **Will we still have 13 business periods?**  
Beginning July 1, 2017, we will move to a convenient monthly calendar for everyone.
- **Is there any Compensation Plan information posted online?**  
Please visit [library.mannatech.com/compensation](http://library.mannatech.com/compensation).
- **Will my Qualifying Volume need to change?**  
We do not have a Qualifying Volume requirement anymore

**WHAT Q's KEEP  
COMING UP NOW?**



# WHAT IS EVERYONE ASKING?

- **How can I clearly see my PPV?**
- **Why didn't I qualify?**
- **Is PPV a leg?**
- **What is Side Volume?**
- **What is an Active Leg?**
- **Where do I place people in the New Plan?**
- **What can I say to the question, “Can you show me the money?”**

# FAQ: HOW CAN I CLEARLY SEE MY PPV?

## SUCCESS TRACKER REPORTS TO HELP YOU!!!

- **Associate Detail** – Modified PPV fields to include personally enrolled customers PV accurately in line with the new plan.
- **Organizational Profile** – Updated display of PPV from your own Customers in a separate table above your organization details. And other updates as recommended by the Field...

**NEW: AQ Team Bonus** – New report – Calculations include pending AO!

**NEW: Associates Close to Or Qualified for AQ Team Bonus** – New report (for current BP and previous BP if commissions are not run). Calculations include pending AO.

**NEW: Associates Who Received AQ Team Bonus** – New report to show associates who received AQ Team in the commission run BPs.

# FAQ: HOW CAN I CLEARLY SEE MY PPV?

## ORG PROF TODAY

Total Downline People: 515923							
Enrollment Level	Recent Buyers	Former Buyers	Inactive Associates	% Recent Buyers	# of New Associates	% of New Associates	% of Recent Buyers who are New
Preferred Customers	23600	11564	99339	17.5%	4554	55.7%	19.3%
Associates	70236	33242	277942	18.4%	3628	44.3%	5.2%
<b>Downline Totals</b>	<b>93836</b>	<b>44806</b>	<b>377281</b>	<b>18.2%</b>	<b>8182</b>	<b>100%</b>	<b>8.7%</b>

Upline Totals																
Leg	Account Number	Country	Name	Base Period DPV	Comparison Period DPV	DPV % Change	Current Associates	Total Downline People	Recent Preferred Customers	Recent Associates	Percent of Recent Buyers on AO	Total Downline AO	D	E	GE	PD
1				0	0	0%	1	1	0	0	0%	0	0	0	0	0
2				223390	227264	-2%	8054	8826	353	1883	64%	1441	59	22	8	5
3				12119370	11465209	6%	360147	489730	22553	65655	57%	50477	3227	1319	290	354
4				0	0	0%	1	1	0	0	0%	0	0	0	0	0
5				0	0	0%	1	1	0	0	0%	0	0	0	0	0
6				0	0	0%	1	1	0	0	0%	0	0	0	0	0
7				0	0	0%	1	1	0	0	0%	0	0	0	0	0
8				0	0	0%	1	1	0	0	0%	0	0	0	0	0
9				0	0	0%	1	1	0	0	0%	0	0	0	0	0
10				0	0	0%	1	1	0	0	0%	0	0	0	0	0
11				0	0	0%	1	1	0	0	0%	0	0	0	0	0
12				0	0	0%	1	1	0	0	0%	0	0	0	0	0
13				0	0	0%	1	1	0	0	0%	0	0	0	0	0
14				176787	180959	-2%	4861	6542	396	1293	67%	1137	56	19	2	5
15				0	0	0%	1	1	0	0	0%	0	0	0	0	0

## ORG PROF AFTER NEXT BUILD

Total Downline People: 515923							
Enrollment Level	Recent Buyers	Former Buyers	Inactive Associates	% Recent Buyers	# of New Associates	% of New Associates	% of Recent Buyers who are New
Preferred Customers	23600	11564	99339	17.5%	4554	55.7%	19.3%
Associates	70236	33242	277942	18.4%	3628	44.3%	5.2%
<b>Downline Totals</b>	<b>93836</b>	<b>44806</b>	<b>377281</b>	<b>18.2%</b>	<b>8182</b>	<b>100%</b>	<b>8.7%</b>

PPV						
Leg	Account Number	Country	Name	Base Period PPV	Comparison Period PPV	PPV % Change
0				152	152	0%
0				0	0	0%
0				0	0	0%
0				0	0	0%
0				104	104	0%
0				128	128	0%
0				152	152	0%
0				138	138	0%
0				126	126	0%
Subtotal:				800	800	

9 results were returned for your query.

Leg	Account Number	Country	Name	Base Period DPV	Comparison Period DPV	DPV % Change	Current Associates	Total Downline People	Recent Preferred Customers	Recent Associates	Percent of Recent Buyers on AO	Total Downline AO	D	E	GE	PD
1				0	0	0%	1	1	0	0	0%	0	0	0	0	0
2				223390	227264	-2%	8054	8826	353	1883	64%	1441	59	22	8	5
3				12119370	11465209	6%	360147	489730	22553	65655	57%	50477	3227	1319	290	354
4				0	0	0%	1	1	0	0	0%	0	0	0	0	0
5				0	0	0%	1	1	0	0	0%	0	0	0	0	0
6				0	0	0%	1	1	0	0	0%	0	0	0	0	0
7				0	0	0%	1	1	0	0	0%	0	0	0	0	0
8				0	0	0%	1	1	0	0	0%	0	0	0	0	0
9				0	0	0%	1	1	0	0	0%	0	0	0	0	0
10				0	0	0%	1	1	0	0	0%	0	0	0	0	0
11				0	0	0%	1	1	0	0	0%	0	0	0	0	0

# CLEAR PPV IN ORG PROFILE

FIRST YOU SEE "LEVEL" OR LEG ZERO (CUSTOMERS)

PPV

Leg	Account Number	Country	Name	Base Period PPV	Comparison Period PPV	PPV % Change
0				152	152	0%
0				0	0	0%
0				0	0	0%
0				0	0	0%
0				104	104	0%
0				128	128	0%
0				152	152	0%
0				138	138	0%
0				126	126	0%
Subtotal:				800	800	

9 results were returned for your query.



# CLEAR PPV IN ORG PROFILE

**THEN YOU SEE YOUR ORGANIZATION  
(ASSOCIATES & THEIR CUSTOMERS)**

Leg	Account Number	Country	Name	Base Period DPV	Comparison Period DPV	DPV % Change	Current Associates	Total Downline People	Recent Preferred Customers	Recent Associates	Percent of Recent Buyers on AO	Total Downline AO	D	E	GE	PD
1				0	0	0%	1	1	0	0	0%	0	0	0	0	0
2				223390	227264	-2%	8054	8826	353	1883	64%	1441	59	22	8	5
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5				0	0	0%	1	1	0	0	0%	0	0	0	0	0
6				0	0	0%	1	1	0	0	0%	0	0	0	0	0
7				0	0	0%	1	1	0	0	0%	0	0	0	0	0
8				0	0	0%	1	1	0	0	0%	0	0	0	0	0
9				0	0	0%	1	1	0	0	0%	0	0	0	0	0
10				0	0	0%	1	1	0	0	0%	0	0	0	0	0
11				0	0	0%	1	1	0	0	0%	0	0	0	0	0
12				0	0	0%	1	1	0	0	0%	0	0	0	0	0
13				0	0	0%	1	1	0	0	0%	0	0	0	0	0
14				176787	180959	-2%	4861	6542	396	1293	67%	1137	56	19	2	5
15				0	0	0%	1	1	0	0	0%	0	0	0	0	0

# FAQ: WHY DIDN'T I QUALIFY?

## What are the 4 rules?

1. **Achieve the correct PPV**
2. **Achieve the minimum or greater DPV**
3. **Max Leg or Side Volume** (*Build in a balanced, sustainable fashion.*)
4. **Active Legs** (*Cannot just build with customers, you need Associates too.*)

# WHY DIDN'T I QUALIFY?

What are the 4 rules?

## LEADERSHIP RANKS AND QUALIFICATIONS

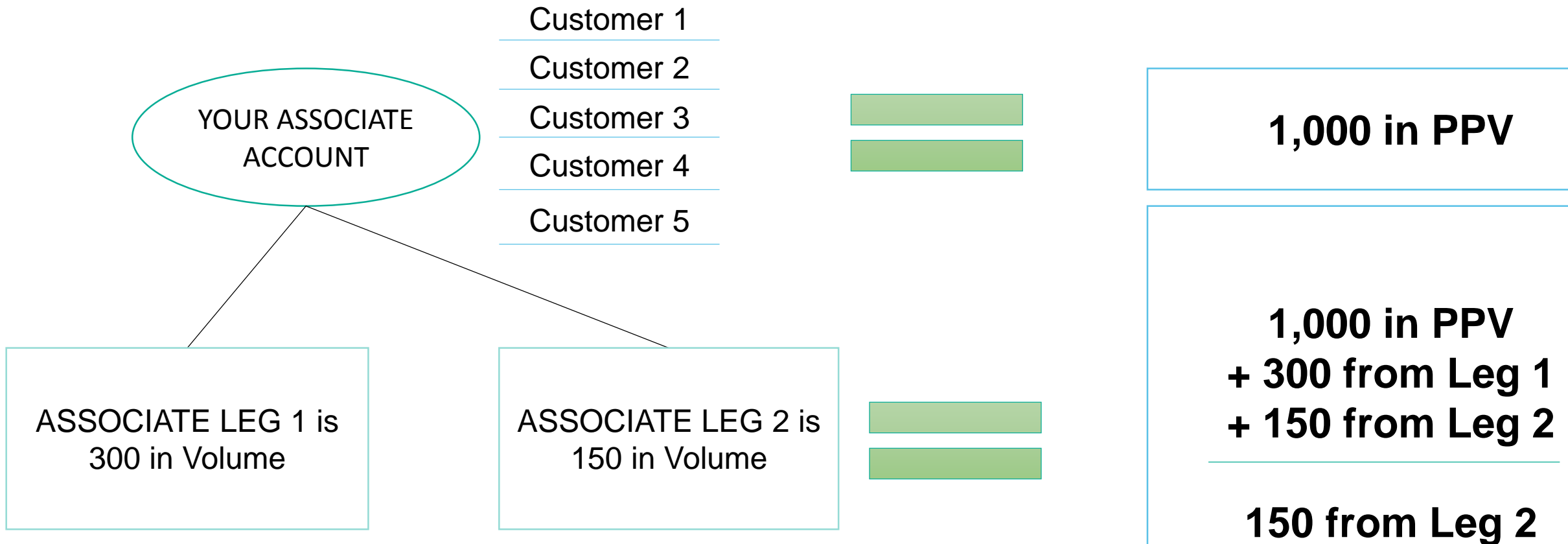
Rank	SA	GA	D	SD	GD
PPV	100	100	150	150	150
DPV	300	750	1,500	2,500	4,000
Max Leg DPV (60%)	180	450	900	1,500	2,400
Minimum Number of Active Legs	2	2	2	2	2

continued below

Rank	ED	SED	GED	PD	BPD	SPD	GPD	PPD	1*PPD	2*PPD	3*PPD	4*PPD	CP
PPV	150	150	150	150	150	150	150	150	150	150	150	150	150
DPV	6,000	10,000	20,000	40,000	80,000	160,000	240,000	320,000	640,000	1,250,000	2,500,000	5,000,000	10,000,000
*Max Leg DPV	3,600	7,000	14,000	28,000	56,000	112,000	168,000	224,000	448,000	875,000	1,750,000	3,500,000	7,000,000
Minimum Number of Active Legs	2	2	3	3	3	3	3	4	4	4	4	4	5
**Leader Leg Points			0.5	1	1.5	2	2.5	3	3	3	3	3	3
Minimum Structure Required					1 pt	2 GED or above with 2 pts	3 GED or above with 3 pts	4 GED or above with 4 pts	4 PD or above with 6 pts	4 PD or above with 8 pts	4 PD or above with 10 pts	4 PD or above with 12 pts	5 PD or above with 15 pts

# RULE #1: PPV

## PPV EXAMPLE FOR DIRECTOR



# RULE #1: PPV

## PPV EXAMPLE AS "BIG LEG": DIRECTOR

YOUR ASSOCIATE  
ACCOUNT  
200 volume

Customer 1 = 200v

Customer 2 = 200v

Customer 3 = 200v

Customer 4 = 200v

Customer 5 = 200v

ASSOCIATE LEG 1 is  
300 in Volume

ASSOCIATE LEG 2 is  
150 in Volume

**1,200 in total PPV.**

**We can only count 900 per  
Max Leg Rule #3.**

### TOTAL FOR QUALIFICATIONS

900 from Big Leg PPV

+ 300 from Leg 1

+ 150 from Leg 2

**Short in Side Volume by 150 in  
Volume.**

**X: Not qualified for Director**

# RULE #1: PPV

## PPV EXAMPLE AS “BIG LEG”: DIRECTOR

YOUR ASSOCIATE  
ACCOUNT  
200 volume

```
graph TD; A([YOUR ASSOCIATE ACCOUNT  
200 volume]) --- B[ASSOCIATE LEG 1 is  
300 in Volume]; A --- C[ASSOCIATE LEG 2 is  
150 in Volume];
```

Customer 1 = 200v

Customer 2 = 200v

Customer 3 = 200v

Customer 4 = 200v

Customer 5 = 200v

ASSOCIATE LEG 1 is  
**300 in Volume**

ASSOCIATE LEG 2 is  
**150 in Volume**

## PPV Takeaway:

**PPV** can either be your  
**BIG LEG** or:

**PPV** can be part of your  
**SIDE VOLUME** if there is  
a big Associate leg.

# RULE #3: BIG LEG VS SIDE VOLUME EXAMPLES

EXAMPLE #1-PPV IS THE BIG LEG?

**PPV = 30,000**  
(28,000 counts  
towards PD  
qualifications  
due to Max Leg)

LEG 1 = 5,000 Volume

LEG 2 = 5,000 Volume

EXAMPLE #2-PPV IS PART OF SIDE VOLUME

PPV = 6,000

LEG 1 = 28,000  
Volume

LEG 2 = 6,000 Volume

# RULE #4: ACTIVE LEGS

## What are Active Legs?

**Active Legs are Associate Legs where an Associate has achieved 100 PPV.**

- *(Cannot just build with customers, you need Associates too.)*

**An Associate on level 3 that sold 100 volume to their own Customer would qualify. Why? Because that Associate has 100 PPV whether they purchased or not.**



# WHERE DO I PLACE PEOPLE NOW?

Build “up close and personal” first to boost your percentage of earning on your volume, then you can build depth and develop leaders once you are balanced which is where you want to be.

**Step 1:** Start growing in Customers and Associates.

**Step 2:** Get as much volume in the first 7 levels of each leg as you can cram in there.

**Step 3:** Teach everyone on your team to do the same.

**Step 4:** Once balanced, build depth to develop leaders.

**Step 5:** SMILE! You are building

# SHOW ME THE MONEY

## THE POWER SELLER BONUS

### EXPAND YOUR INCOME WITH CUSTOMER ORDERS

The cornerstone of EVERY business is customers. With Mannatech's new Compensation Plan, by increasing your customers and their orders, you can grow your business with specific bonuses and build your ideal life.

Focus on increasing Personal Point Volume, or PPV. This is your orders PLUS your customer orders.

Tier Breakdown*	Bonus Based on PPV
Tier 1: 150-499 PPV	5% Power Seller Bonus
Tier 2: 500-999 PPV	10% Power Seller Bonus
Tier 3: 1,000 or more PPV	15% Power Seller Bonus

\*Includes your personal purchases plus your Customer Volume.

**For Example:**

If you have five customers with 250 Point Volume (PV) each, plus your own personal purchases of 250 PV, your total equals 1,500 PPV. This qualifies you for a **15% Power Seller Bonus.**

**ADD CUSTOMERS, GROW YOUR PPV AND EARN BONUSES TO BUILD YOUR BUSINESS AND EXPAND YOUR INCOME!**

FOR MORE INFORMATION ON THE COMPENSATION PLAN, VISIT [LIBRARY.MANNATECH.COM/COMPENSATION](http://LIBRARY.MANNATECH.COM/COMPENSATION)

Additional bonuses, such as Associate's Business Incentives may vary and will be based on, among other factors, the Associate's effort and skill, the customer base available to her or him, and the time devoted to the business. Mannatech makes no guarantee of earnings or lifestyle. Please visit [mannatech.com](http://mannatech.com) to learn more about Mannatech and building a Mannatech business.

All bonuses, commissions, bonuses and benefits payable are earned through the sale of Mannatech products.

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## THE AUTOSHIP QUALIFIED (AQ) BONUS

### EARN MORE MONEY BY BUILDING A TEAM

**EARN A \$75 BONUS EACH MONTH!**

Simply have five customers on Automatic Order with 100 PPV (or more) each.

**KEEP BUILDING!** DEVELOP LEADERS AND INCREASE YOUR MONTHLY INCOME

**EARN AN EXTRA \$300 BONUS EACH MONTH!**

Enroll two Associates who then qualify for an AQ Personal Bonus on their own.

**EARN AN EXTRA \$375 A MONTH WITH PERSONAL AND TEAM AQ BONUSES!**

FOR MORE INFORMATION ON THE COMPENSATION PLAN, VISIT [LIBRARY.MANNATECH.COM/COMPENSATION](http://LIBRARY.MANNATECH.COM/COMPENSATION)

Additional bonuses, such as Associate's Business Incentives may vary and will be based on, among other factors, the Associate's effort and skill, the customer base available to her or him, and the time devoted to the business. Mannatech makes no guarantee of earnings or lifestyle. Please visit [mannatech.com](http://mannatech.com) to learn more about Mannatech and building a Mannatech business.

All bonuses, commissions, bonuses and benefits payable are earned through the sale of Mannatech products.

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# SHOW ME THE MONEY

Earn What You Want, When You Want It!

ASK YOURSELF:

How much extra money a month would make a difference in your life?

### Tough Questions

- What happens if I lose my job?
- What happens if I don't have a paycheck?
- What's my backup if all my money is used in an emergency?

### The Reality

More than half of Americans have **LESS THAN \$1,000** to their name!  
Many are one paycheck away from **LIVING ON THE STREET!**  
On average, each household with a credit card carries more than **\$15,000 IN CREDIT CARD DEBT!**

### It's No Longer Just About Finding That Next Job.

It's about finding the right path for you! One that gives you the opportunity to make a difference and provide you the freedom to earn what you want, when you want it?

Are you ready to take control of your future?

Use technology to expand your earning potential across borders!

### You Already Have the Tools

Technology has changed the way the world works. Literally! Gone are the days of sitting in cubes. The world is now your office. With cell phones and Wi-Fi, business can be conducted anywhere. The future of self-employment is here. Are you ready to be a part of it?

Embrace all aspects of your dream life!

### Freedom

You don't have to leave your job or neglect your family to become a part of this future. You possess the freedom to earn what you want, when you want it! In fact, being able to generate extra income on your terms is what this movement is all about!

### What You Earn is Up to You

What do you want out of life? Perhaps you just want to earn enough to cover the utility bills or make that pesky credit card payment each month. You might want to buy a new car or house. There is no minimum or limit to what you can earn! It all depends on your goals and the amount of work you want to put in.

Are You Ready to Earn on Your Terms?

**Change is Simple.** It's never been easier to take control of your financial situation and have the freedom to finally live the life you've always wanted!

To make a difference in your life, contact me today!

We know a way for someone to earn around \$450 per month!

**Director earnings from 1,500 in Customers alone:**

- **\$75.00** for AQ Personal.
- **\$300.00** for AQ Team.
- **\$40.00** for Tier 2 Power Seller Bonus.
- **\$40.00** in Uni-level 1 @ 5%.

**Total : \$455.00**

**THANK YOU  
EVERYONE!!!**

