

MONAT®

The MONAT Compensation Plan

A COMPLETE GUIDE
TO MAXIMIZING YOUR
EARNINGS



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Introduction

If you've opened this guide, that means you want to know more about how to earn money with MONAT. In the following pages, you'll discover exactly how MONAT compensates you for selling products, building a team, helping others grow, and advancing in rank as you build.

This guide follows the path of a Market Partner as you ascend through the eleven ranks in our compensation plan—detailing the requirements to achieve each rank and introducing the compensation components as you “unlock” them at each rank.

To best understand the plan, we recommend having the Compensation Plan (available in your Back Office) in front of you as you read through this guide. The Compensation Plan offers a complete, concise snapshot of the entire plan in a convenient chart format. This guide walks you through that chart, step by step.

As you'll see, each rank offers greater earning opportunity, making the journey of growth in MONAT incredibly exciting and rewarding. And while the “whats” and the “hows” of earning are detailed here, the hard work, commitment, and perseverance it takes to succeed on this journey are up to you.

Congratulations on beginning your journey—we're cheering you all the way!

Who's Who in MONAT

Market Partner

A person who is enrolled in MONAT onto the team of another Market Partner (their “Sponsor”) with the intention of building a business and generating income, based primarily on the sale of MONAT products and the sales generated by a team they build through sponsoring. Market Partners are commonly referred to as “MPs.”

VIP Customer

A person enrolled (by a Market Partner) into the MONAT VIP Customer Program, which offers them exclusive perks, including a 15% discount on products and access to exclusive promotions. VIPs (and Market Partners!) also enjoy access to the Flexship program: a customizable, recurring delivery of their favorite MONAT products that they can schedule for every 30 or 60 days. VIPs enroll with a qualifying product order (\$84 USD or more) and pay a one-time enrollment fee (\$19.99 USD).

Retail Customer

A customer enrolled by a Market Partner who is not a VIP Customer, and therefore purchases MONAT products at the full retail price with no regular discounts applied.

Sponsor

A Market Partner who enrolls another Market Partner. When a current MP enrolls a new MP in MONAT—and onto their team—the current MP is known as the new MP's Sponsor. The Sponsor is the new MP's “upline.” The new MP is the Sponsor's “downline.”

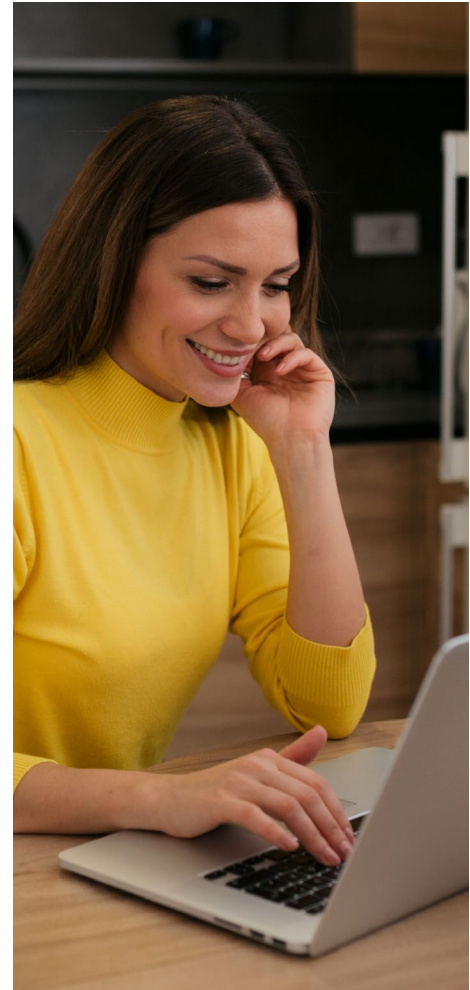


SMART Start: Start Strong, Earn More

See the Compensation Plan for complete details on SMART Start:

The introductory program designed to help the new Market Partner enjoy a successful and rewarding start. A new Market Partner's SMART Start period is defined as their enrollment month plus the following two calendar months. As you'll see, SMART Start rewards the behaviors that are vital to building a strong business!

SMART Start features multiple bonus opportunities for enrolling VIP Customers, sponsoring new Market Partners with the purchase of a Product Pack, and even matching bonuses for a new MPs' sponsor when they qualify!



EARN BY SELLING

Your Sales and Your Customers

The first way you'll earn money as a MONAT Market Partner is through commissions based on the purchase of MONAT products by your customers, including both VIP Customers and Retail Customers. The amount of these commissions is based on the "volume" amounts assigned to these products, as well as your Market Partner rank (described in the later section "Earn by Advancing").

Understanding Volume

To begin, it's important to understand the different types of volume that determine your commissions.

Commissionable Volume (CV)

The assigned value of each purchased product on which commissions are paid. CV for all MONAT products can be found on the MONAT Price List, available in your Back Office.

Personal Volume (PV)

An assigned value associated with MONAT products. PV is the sum of your personally purchased products as well as products purchased by your personally enrolled VIP and Retail Customers. Every MONAT product has its own value, which is the same in all MONAT global markets.

Personal Sales Volume (PSV)

The assigned value of each purchased product that is used to calculate the Personal Sales Bonus. On full price items, the PSV of an item is equal to the PV of that item. On discounted items the PSV will be reduced or nulled according to the discount that is applied.

Retail Bonus

Every time one of your VIP or Retail Customers purchases MONAT products, you will earn a Retail Bonus—that's what we call your commission based on these purchases. The Retail Bonus amount is determined by the difference in the Market Partner price of a product (the price you would pay) and the price paid by the VIP or Retail Customer.



Here's how pricing is determined for each customer type:

Standard Retail Price (SRP): The full price of a product, paid by Retail Customers.

VIP Price: 85% of the Standard Retail Price (VIPs enjoy a 15% discount).

Market Partner Price: 70% of the Standard Retail Price (MPs enjoy a 30% discount).

Example:

Joann, your Retail Customer, purchases \$100 in product at the Standard Retail Price.

\$100 SRP

- \$70 MP Price (70% of SRP)

\$30 Retail Bonus

Example:

Mary, your VIP Customer, makes the same purchase as Joann, but pays only \$85, her regular VIP pricing.

(\$100 SRP)

\$85 VIP Price (15% VIP discount applied)

- \$70 MP Price (70% of SRP)

\$15 Retail Bonus

As seen in these examples, your Retail Bonuses are:

30% of the Standard Retail Price on Retail Customer Orders*

15% of the Standard Retail Price on VIP Customer Orders*

*Average bonus. Exact percentages may vary.

YOU MAY ASK:

If I receive less commission on VIP purchases than on Retail Customer purchases, what's my incentive to enroll VIP Customers?

Let's look at how having VIP Customers can increase your earnings!

Why Enroll VIP Customers?

To build a loyal customer base and help you earn consistently! When your VIP Customers schedule Flexship orders, this recurring order provides you with the opportunity to earn commissions regularly on these purchases.

VIP Customers enjoy valuable perks, including a 15% discount on all product purchases, free shipping on qualified orders, free products, birthday treats, VIP Points toward rewards, and access to exclusive promotions, including introductory offers on new products and Flash Sales that offer additional savings.

While it's true your Retail Bonus is lower for VIPs than for Retail Customers—that's how we pay for their exclusive perks!—your business and your earnings stand to grow by having more customers placing regularly recurring orders.

And that's not all! As you'll see, VIP Customer enrollments and sales are absolutely essential to the other ways you'll earn money, advance in rank, and grow your MONAT business!

VIP Acquisition Bonus

How about a bonus just for enrolling VIPs? You'll receive a \$60 VIP Acquisition Bonus for every 4 new VIPs you enroll in a calendar month!* There's no limit, so enroll 4, 8, 12 or more, and earn more!

*VIPs must be enrolled with an active Flexship order and keep their Flexship until the 15th of the following month to count toward this bonus. Bonus qualifications vary for MPs in their SMART Start period. See the Compensation Plan for details.

Personal Sales Bonus

Ready to earn more? The higher your monthly sales, the bigger the Personal Volume Bonus you can qualify for!

Here's how:

Each month, the total purchases made by your VIP and Retail Customers, plus any of your own purchases, add up to determine a sum we call Personal Volume (PV). This sum is based on individual PV values assigned to every MONAT product.

The higher your PV, the higher the percentage used to calculate your Personal Volume Bonus:

PV Threshold	Bonus Tier
1,000 - 1,999	3%
2,000 - 3,499	5%
3,500 +	10%

While PV determines your bonus tier, your bonus amount is then determined by your Personal Sales Volume (PSV): the sum of the PV for every individual order placed by your VIP and Retail Customers, minus any discounts applied per order that reduce PSV. (Discounts can come from Flash Sales, the MONAT Purchase +™ discount, or other special offers.)

Example:

In April, you achieve 1,500 PV, placing you in the 3% bonus tier.

Mary, your personally enrolled VIP Customer, placed an order in April for products totaling \$200 at the Standard Retail Price.

Mary received her regular 15% VIP discount – saving \$30.

She also received a 20% Purchase +™ discount – saving an additional \$25.50.

\$200 SRP
- \$30 (15% VIP discount)
- \$25.50 (20% Purchase +™ discount)
\$144.50 = Mary's order total

The total PSV for this order is 174.50, which equals their Standard Retail Price, minus the 20% Purchase +™ discount (\$25.50):

200
- 25.50
174.50 PSV

Based on your 3% bonus tier, your Personal Sales Bonus for this order is:

174.50 PSV x 3% = **\$5.24**

Your total Personal Sales Bonus for April is calculated on the PSV for Mary's order plus all other orders placed by your VIP and Retail Customers in April.

EARN BY BUILDING YOUR TEAM: Unlocking the Full Potential of Your Business

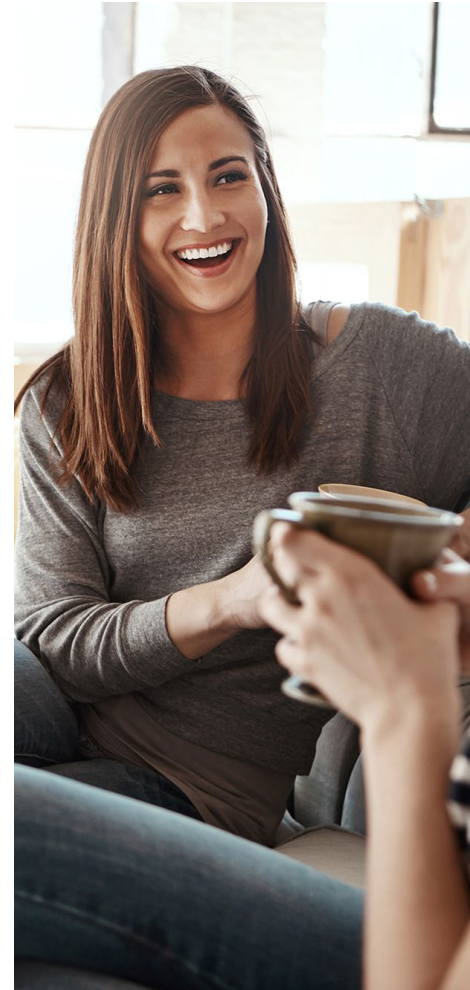
Just like the Market Partner who sponsored you, you now have the opportunity to sponsor others and help them build their own MONAT businesses. By growing your own MONAT team, you have the potential to add to your earnings. This is the key that unlocks the full earning potential of your business!

Product Pack Bonus

Let's start with the bonus you'll receive every time you enroll a new MP to your team who purchases a Product Pack! There's no limit to the number of Product Pack Bonuses you can earn, and they vary depending on the MP's choice of Product Pack. Each Product Pack also has a PV value:

Product Pack*	Price (USD)	Product Pack Bonus (USD)	PV
Essentials Combo	\$199	\$50	200
Essentials Hair	\$249	\$60	250
Essentials Skin	\$259	\$60	250
Success	\$400	\$120	350
Overachiever	\$650	\$250	500

*Product Packs offered as of June 2023. Product Pack selection is subject to change and may vary.



Understanding Levels and Lines

A **level** is the position of a Market Partner on your team in relation to you.

Example:


You	Level	
Mary	1	You sponsor Mary. Mary is your Level 1.
Tina	2	Mary sponsors Tina. Tina is your Level 2. (Tina is Mary's Level 1).
Erin	3	Tina sponsors Erin. Erin is your Level 3. (Erin is Tina's Level 1, and Mary's Level 2).
Kate	4	Erin sponsors Kate. Kate is your Level 4. (Kate is Erin's Level 1, Tina's Level 2, and Mary's Level 3).

All Market Partners on your team—whether personally sponsored by you or by another Market Partner on your team—are also known as your **downline**.

A **line** begins with a Market Partner on your Level 1 and includes all Market Partners in their downline. Each Market Partner you personally enroll begins a line, which is also known as a **leg**.

Uni-Level Bonus

As your team sells MONAT products—and as you advance in rank—you'll become eligible for a monthly **Uni-Level Bonus**. As shown in the chart below, the larger your team, the greater their sales, and the higher you advance, the more levels you'll earn these bonuses on—and the bigger they'll become!

QUALIFICATIONS		MP	MMP	AMB	MB	MMB	AMM	MM	MMM	AED	ED	SED
		MARKET PARTNER	MANAGING MARKET PARTNER	ASSOCIATE MARKET BUILDER	MARKET BUILDER	MANAGING MARKET BUILDER	ASSOCIATE MARKET MENTOR	MARKET MENTOR	MANAGING MARKET MENTOR	ASSOCIATE EXECUTIVE DIRECTOR	EXECUTIVE DIRECTOR	SENIOR EXECUTIVE DIRECTOR
UNI-LEVEL BONUS 	LEVEL 1	7%	10%	12%	12%	12%	12%	12%	12%	12%	12%	12%
	LEVEL 2	-	3%	5%	6%	7%	7%	7%	7%	7%	7%	7%
	LEVEL 3	-	-	-	3%	5%	5%	5%	5%	5%	5%	5%
	LEVEL 4	-	-	-	-	3%	3%	3%	3%	3%	3%	3%

Your Uni-Level Bonus is calculated by multiplying the qualifying percentage (indicated in the chart) by the **Commissionable Volume (CV)** of the orders placed by the Market Partners at that level and their VIP and Retail Customers.

EARN BY ADVANCING: Grow as a Leader—and Grow Your Income

By continuing to build your business through product sales, growing your team, and leading your team to success in doing the same, you'll become eligible to **rank advance**—to qualify for higher levels of leadership in MONAT. Rank advancement is the pathway to maximizing your earnings and achieving the greatest possible success in your business. Advancing in rank is a milestone of achievement, the result of hard work and commitment, and an occasion for celebration!

Understanding Ranks

In the following sections, we will introduce ranks in ascending order and explain the qualifications for achieving each and the compensation that comes with each, including the new bonus opportunities that become available at each rank. Get ready for an exciting and rewarding climb!

First, it's important to understand two terms you'll see often in the coming sections: **paid-as** and **career rank**.

What's "Paid-As?"

A Market Partner's "paid-as" rank refers to the rank she qualifies for in a particular month, and is therefore paid that month according to the compensation for that rank. Depending on monthly performance, an MP's paid-as rank may fluctuate from month to month.

What's "Career Rank?"

A Market Partner's career rank is the highest rank she's achieved during her career with MONAT. Career rank may be adjusted based on the reclassification policy, as detailed in the Compensation Plan.

Market Partner through Market Builder: The First 4 Ranks

The first 4 ranks in MONAT are shown below, as well as the qualification for each:

Qualifications (Monthly)	MP Market Partner	MMP Managing Market Partner	AMB Associate Market Builder	MP Market Builder
Personal Volume (PV)	200	300	300	200
Group Volume (GV)	-	1,200	1,200	-
50% Group Volume (GV)	-	600	600	-



Market Partner & Active Status

While the term “Market Partner” refers to all MONAT business owners regardless of rank, it’s also the title of the first (lowest) rank—the rank you assume when you first join MONAT. At this rank, you maintain “active status” by achieving 200 Personal Volume (PV) each calendar month.

Rank Advancing to MMP, AMB, and MB

As you sponsor new MPs and they achieve product sales of their own, you’ll amass Group Volume (GV): the total PV achieved by your and your downline.*

50% Group Volume: To qualify for MMP, AMB, or MB, 50% of your required GV must come from the purchases of your VIP and Retail Customers and the PV of your downline.* The 50% GV equals your GV minus the PV from your own personal purchase in a calendar month.

Achieve 300 PV + 1,200 GV in a calendar month and you’ll advance to the rank of **Managing Market Partner (MMP)!**

Achieve 400 PV + 2,400 GV in a calendar month and you’ll advance to the rank of **Associate Market Builder (AMB)!**

Achieve 500 PV + 4,000 GV in a calendar month and you’ll advance to the rank of **Market Builder (MB)!**

*Down to, but not including the next Managing Market Builder or above (by career rank).

Rank Advancement Bonus for MMP, AMB, and MB

Every time you advance to a higher rank for the first time, you’ll receive a one-time **Rank Advancement Bonus!** For MMP, AMB, and MB, you’ll receive this bonus by rank advancing within a required timeframe:

Advance To:	MMP	AMB	MB
Bonus & Timeframe:	\$50 if within enrollment month plus first 3 full months	\$50 if within enrollment month plus first 4 full months	\$75 if within enrollment month plus first 5 full months

Rank Advancement Matching Bonus for MMP, AMB, and MB






But wait—there’s more! Every time an MP you personally sponsored receives a Rank Advancement Bonus by advancing to MMP, AMB, or MB and you are paid as the same rank or higher that month, you’ll receive a matching bonus of the same amount!

Rank Advancement Bonus Earned by Your Personally Sponsored MP	MMP \$50	AMB \$50	MB \$75
Your Rank Advancement Matching Bonus	\$50 if paid as the same rank or higher	\$50 if paid as the same rank or higher	\$75 if paid as the same rank or higher

REMINDER: Uni-Level Bonuses Grow as You Rank Advance!

Remember, you're earning Uni-Level Bonuses on your sales and the sales of your team, depending on the rank you achieve. As shown below, achieving MMP or AMB unlocks your Level 2 for this bonus, and achieving MB unlocks your Level 3!

Not only that, but the percentages you earn on Level and Level 2 also increase as you advance!

QUALIFICATIONS		 MARKET PARTNER	 MANAGING MARKET PARTNER	 ASSOCIATE MARKET BUILDER	 MARKET BUILDER
UNI-LEVEL BONUS 	LEVEL 1	7%	10%	12%	12%
	LEVEL 2	-	3%	5%	6%
	LEVEL 3	-	-	-	3%
	LEVEL 4	-	-	-	-

Understanding Active Lines and Structure

Your advancement to MMP, AMB, and MB also reward you with eligibility for the **Team Bonus**. Two additional requirements apply for these bonuses: **active lines** and **structure requirement**. As you'll see later, each is also a key part of continued rank advancement beyond MB.

Active Lines. As explained earlier, a **line** begins with a Market Partner on your Level 1 and includes all Market Partners in their downline. An **active line** is a line with at least one MP in the line has 200 PV or more.

Structure Requirement. The **structure requirement** for MMB (and all higher ranks) is a specified number of MPs in your downline who must be paid at specific ranks.

Team Bonus

To earn the Team Bonus, note the active line requirements for all three ranks below, and the structure requirement for MB:

TEAM BONUS 			
*Must also meet the qualifications listed above for these ranks.			
QUALIFICATIONS	MMP	AMB	MB
Active Lines	2	3	4
Structure Requirement			1 MMP
Team Bonus	\$100 if within enrollment month plus first 3 full months	\$100 if within enrollment month plus first 4 full months	\$175 if within enrollment month plus first 5 full months
Matching Team Bonus*	\$100	\$100	\$175

Matching Team Bonus

As shown above, the sponsor of the Team Bonus earner will receive a Matching Team Bonus if they're paid as the same rank or higher!

Rank Advancement to Managing Market Builder (MMB)

Achieving the rank of **Managing Market Builder** unlocks new earning potential, including NEW and LARGER bonuses!

For MMB, 4 active lines and a structure requirement of 2 Managing Market Partners (MMPs) are required.

Qualifications (Monthly)	MP Market Partner	MMP Managing Market Partner	AMB Associate Market Builder	MB Market Builder	MMB Managing Market Builder
Personal Volume (PV)	200	300	400	500	500
Active Lines	-	-	-	-	4
Group Volume (GV)	-	1,200	2,400	4,000	5,000
50% Group Volume (GV)	-	600	1,200	2,000	-
Structure Requirement	-	-	-	-	2 MMP

Also note PV and GV qualifications for MMB:

PV: 500

GV: 5,000 (There is no 50% GV requirement for this rank.)

Uni-Level Bonus for MMB

At MMB, your Uni-Level Bonuses increase for Levels 2 and 3—AND you unlock Level 4, which you'll receive this bonus on at all higher ranks, too!

QUALIFICATIONS		MP MARKET PARTNER	MMP MANAGING MARKET PARTNER	AMB ASSOCIATE MARKET BUILDER	MB MARKET BUILDER	MMB MANAGING MARKET BUILDER
UNI-LEVEL BONUS M	LEVEL 1	7%	10%	12%	12%	12%
	LEVEL 2	-	3%	5%	6%	7%
	LEVEL 3	-	-	-	3%	5%
	LEVEL 4	-	-	-	-	3%

Rank Advancement Bonus for MMB: \$500 and No Time Limit!

Achieve MMB and your Rank Advancement Bonus is much larger than the lower ranks: \$500! And there's no time limit on when you have to advance to earn this bonus!



Rank Advancement Matching Bonus for MMB

At MMB, the Matching Rank Advancement Bonus of \$500 is paid to the first upline career rank MMB or higher, if they are paid as MMB or higher the same month. (If they are not paid as MMB or higher that month, the bonus will not be paid and does not roll up to the next highest rank.)

Group Volume Bonus

Want more? Starting at the MMB rank and for every higher rank, you'll qualify for the **Group Volume Bonus**: a bonus that pays 2% on the CV in your **personal group** (your entire downline, down to but not including the next career-rank MMB or above.)

Rank Advancement to Associate Market Mentor (AMM)

Achieve the structure requirement of 1 MMP and 1 MMB in your downline—in addition to meeting the same PV, active line, and GV requirements as MMB—and you’ll advance to the rank of **Associate Market Mentor!**

Qualifications (Monthly)	MMB Managing Market Builder	AMM Associate Market Mentor
Personal Volume (PV)	500	500
Active Lines	4	4
Group Volume (GV)	5,000	5,000
Structure Requirement	2 MMP	1 MMP + 1 MMB

Generation Bonus

Starting at the AMM rank, you’ll receive Generation Bonuses on the Commissionable Volume (CV) from your downline generations. This is when leading others on your team to rank advance yields even greater rewards!

A generation begins with an MP anywhere in your downline who has a career rank of Managing Market Builder (MMB) or above. A generation includes everyone in their downline, down to but not including the next career rank MMB or above. That next MMB or above is the start of your next generation.

Example:

Line	Rank	Generations	Generation Bonus
YOU	AMM		
Mary	MMB	Mary is your Generation 1.	4%
Tina	MMB	Tina is your Generation 2. She’s Mary’s Generation 1.	
Erin	MMB	Erin is your Generation 3. She’s Mary’s Generation 2, and Tina’s Generation 1.	

As seen above, AMMs receive a 4% Generation Bonus on the CV of their Generation 1. That’s 4% of your Generation 1 MMB’s entire downline, down to (but not including) the next career rank MMB!

Rank Advancement Bonus for AMM

You’ll receive a Rank Advancement Bonus of \$500 for achieving AMM. There is no Rank Advancement Matching Bonus for the sponsor at this rank and above.



Rank Advancement to Market Mentor (MM)

By the time you're approaching the Market Mentor rank, you've clearly demonstrated tremendous drive—and MONAT has an appropriate reward. Welcome to the **MONAT Motor Club!**

In addition to the same PV and active line requirements as AMM, achieving MM requires 7,000 GV, a structure requirement of 2 MMB, and a new requirement:

Downline Volume.

Qualifications (Monthly)	AMM Associate Market Mentor	MM Market Mentor
Personal Volume (PV)	500	500
Active Lines	4	4
Group Volume (GV)	5,000	7,000
Structure Requirement	1 MMP + 1 MMB	2 MMB
Downline Volume (DV)	-	30,000

Downline Volume

Downline Volume (DV) is the sum of the Personal Volume (PV) of you and your entire downline, regardless of rank. DV is also known as Organizational Volume (OV). At AMM, your DV requirement is 30,000.



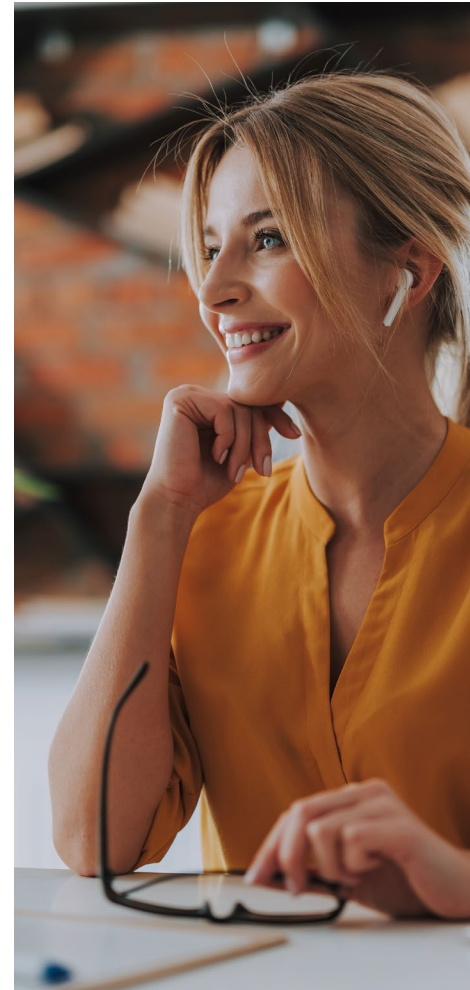
Now You're in the Driver's Seat.

It's the trophy that declares your success in spectacular style: **your very own white Cadillac!** You'll qualify for the MONAT Motor Club program by being paid as MM (or higher) for three consecutive months.

MONAT Motor Club Bonuses

When you qualify for the Club, you'll receive a **one-time \$1,500 bonus**—and it's your time to select any model white Cadillac (five years old or newer) for purchase or lease.

Choose the electric Cadillac Lyriq and you'll also receive a one-time **\$1,000 Electric Vehicle Bonus!**



Then, beginning the month you qualify and enroll in the Club, you'll receive a monthly **Motor Club Bonus of \$750!** You will continue to receive this bonus for each month in which you meet the Motor Club qualifications.

Here you can see the monthly bonus amount for MM and all higher ranks:

	ED Market Mentor	MMM Managing Market Mentor	AED Associate Executive Director	ED Executive Director	SED Senior Executive Director
Monthly Bonus	\$750	\$750	\$1,125	\$1,125	\$1,500

For full details on the MONAT Motor Club, visit the Resource Library in your Back Office.

Rank Advancement Bonus for MM: \$1,000!

Achieve MM and your Rank Advancement Bonus doubles that of the prior rank!

Generation Bonus for MM: Level 2 Added!

As an MM, you'll unlock the Generation Bonus on your Generation 2:

Generation	Generation Bonus
1	4%
2	3%

Rank Advancement to Managing Market Mentor (MMM)

Don't stop—keep growing! You'll advance to **Managing Market Mentor** by meeting the same PV and active line requirements as MM plus a structure requirement of 1 MMB and 2 AMMs and a DV requirement of 60,000.

Qualifications (Monthly)	MM Market Mentor	MMM Managing Market Mentor
Personal Volume (PV)	500	500
Active Lines	4	4
Group Volume (GV)	7,000	7,000
Structure Requirement	2 MMB	1 MMB + 2 AMM
Downline Volume (DV)	30,000	60,000

Rank Advancement Bonus for MMM: \$2,500

Enjoy MORE THAN DOUBLE the Rank Advancement Bonus of your prior rank: \$2,500 when you achieve MMM!

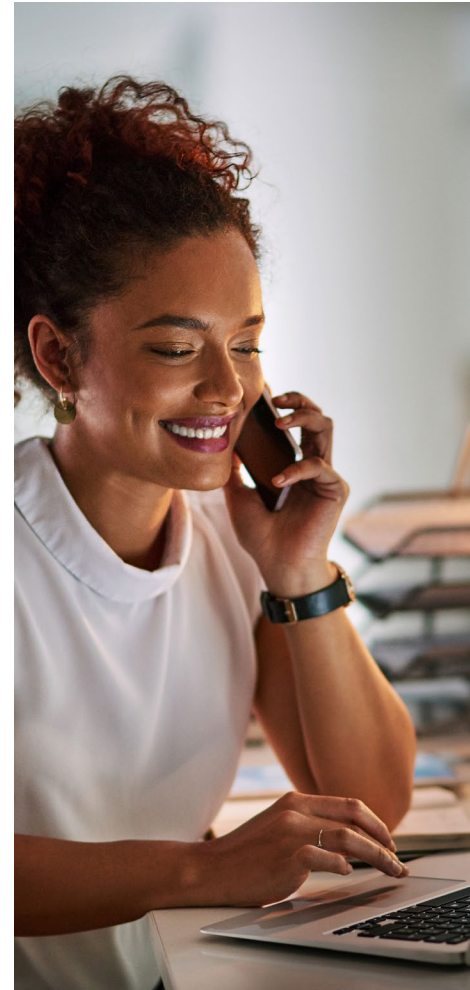
Motor Club Bonus for MMM: \$750

Congratulations on your consistency! Meet the Motor Club requirement each month and you'll continue to receive a monthly \$750 Motor Club Bonus as an MMM.

Generation Bonus for MMM: Level 3 Added!

As an MMM, you'll unlock the Generation Bonus on your Generation 3. Your Generation 2 Bonus also increases from 3 to 4 percent!

Generation	Generation Bonus
1	4%
2	4%
3	3%



Rank Advancement to Associate Executive Director (AED)

Becoming a MONAT Director is cause for a grand celebration! Achieve the rank of Associate Executive Director (AED) and you'll join the upper echelon of leadership in MONAT. You'll do this by adding 1 active line for a total of 5, meeting a structure requirement that includes 3 MMBs and 2 MMs, growing your downline volume to 120,000, and achieving 1 MMB in your Generation 1 during the last 12 months, in addition to maintaining your PV and GV requirements.

Qualifications (Monthly)	MMM Managing Market Mentor	AED Associate Executive Director
Personal Volume (PV)	500	500
Active Lines	4	5
Group Volume (GV)	7,000	7,000
Structure Requirement	1 MMB + 2 AMM	3 MMB + 2 MM
Downline Volume (DV)	60,000	120,000
1st Generation MMB in Last 12 Months	-	1

Rank Advancement Bonus for AED: \$5,000

Your Rank Advancement Bonus for advancing to AED is DOUBLE your prior rank: \$5,000!

Motor Club Bonus for AED: \$1,125

Your MONAT Motor Club Bonus grows, too: You'll now be rewarded for your consistency with \$1,125 for each month in which you qualify!

Generation Bonus for AED: Level 4 Added!

As an AED, you'll unlock the Generation Bonus on your Generation 4. Your Generation 3 Bonus also increases from 3 to 4 percent!

Generation	Generation Bonus
1	4%
2	4%
3	4%
4	3%



Rank Advancement to Executive Director (ED)

Keep climbing the Director ranks and the rewards get richer! You'll achieve Executive Director by adding a sixth active line, meeting the structure requirement of 4 MMBs and 2 MMMs, and growing your downline volume to 300,000; in addition to maintaining your PV, GV requirements plus 1 first-generation MMB in the last 1 months.

Qualifications (Monthly)	AED Associate Executive Director	ED Executive Director
Personal Volume (PV)	500	500
Active Lines	5	6
Group Volume (GV)	7,000	7,000
Structure Requirement	3 MMB + 2 MM	4 MMB + 2 MMM
Downline Volume (DV)	120,000	300,000
1st Generation MMB in Last 12 Months	1	1

Rank Advancement Bonus for ED: \$10,000

Let's double your Rank Advancement Bonus again! Achieve ED and you'll receive \$10,000!

Motor Club Bonus for ED: \$1,125

You'll continue to receive a monthly \$1,125 Motor Club Bonus as an Executive Director for each month in which you qualify!

Generation Bonus for ED: Level 5 Added!

As an ED, you'll unlock the Generation Bonus on your Generation 5. Your Generation 4 Bonus also increases from 3 to 4 percent!

Generation	Generation Bonus
1	4%
2	4%
3	4%
4	4%
5	3%



Rank Advancement to Senior Executive Director (SED)

Senior Executive Director? WOW! The ultimate rank of MONAT Leadership rewards your tremendous achievement with an abundance of perks and privileges—including the most lucrative compensation in MONAT. To advance to this peak position, you'll add 2 more active lines for a total of 8, achieve a structure requirement of 6 MMBs and 2 AEDs, and grow your downline volume to 800,000; in addition to maintaining your PV, GV requirements plus 1 first-generation MMB in the last 1 months.

Qualifications (Monthly)	ED Executive Director	SED Senior Executive Director
Personal Volume (PV)	500	500
Active Lines	6	8
Group Volume (GV)	7,000	7,000
Structure Requirement	4 MMB + 2 MMM	6 MMB + 2 AED
Downline Volume (DV)	300,000	800,000
1st Generation MMB in Last 12 Months	1	1

Rank Advancement Bonus for SED: \$20,000

Another double: Achieve SED and you'll receive an incredible \$20,000 Rank Advancement Bonus!

Motor Club Bonus for SED: \$1,500

Senior Executive Directors enjoy our biggest monthly Motor Club Bonus: \$1,500 for each month in which they qualify!

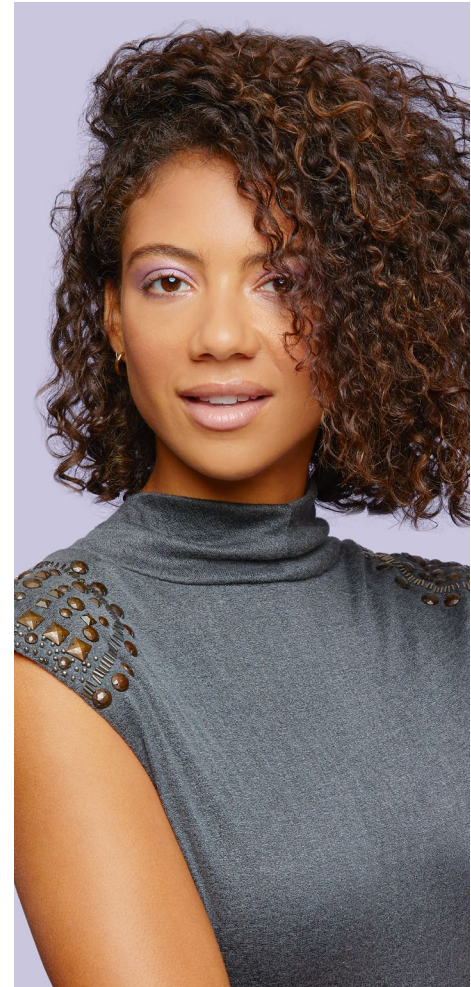
As an SED, you may also choose between a white Cadillac, Jaguar, or Land Rover!



Generation Bonus for SED

As an SED, your Generation 4 Bonus also increases from 3 to 4 percent—meaning you'll earn 4 percent on all five generations!

Generation	Generation Bonus
1	4%
2	4%
3	4%
4	4%
5	4%



These figures are not guarantees of your actual earnings or profits. The above figures include only bonuses, commissions or other remuneration paid to Market Partners by MONAT Global. They do not take into consideration any expenses incurred by Market Partners in operating their businesses or profits or losses when products are resold by Market Partners. Nothing more than the MONAT Starter Kit is required to open or operate a MONAT Global business. Expenses incurred in operating an independent MONAT Global business may include, but are not limited to, the purchase of a Starter Kit, payment of renewal fees, purchases of product samples or inventory, shipping costs, transportation costs, training and educational expenses, and travel expenses. In some cases, these costs and expenses may exceed the amounts earned by Market Partners from MONAT Global. MONAT Global makes no guarantee of financial success, and you may lose money. Success with MONAT Global results only from successful sales efforts, which require hard work, diligence, skill, persistence, competence, and leadership. Your success will depend upon how well you exercise these qualities.

In 2021 the average Market Partner earned \$831. For more information regarding typical earnings, search "MONAT Income Disclosure Statement."