MONAT EUROPE IGNITE 2027

APRIL 2027

FAQ FOR MARKET PARTNERS IN THE UNITED KINGDOM AND IRELAND

FAQs are subject to change

November 2026

MONAT®

Q: WHAT ARE THE DATES FOR MONAT EUROPE IGNITE 2027?
A: MONAT Europe Ignite 2027 will take place from 15th-18th April 2027 in Mallorca, Spain.

Q: WHO IS ELIGIBLE FOR MONAT EUROPE IGNITE 2027?
A: All Market Partners in the UK, Ireland, Poland, Spain, Lithuania, France, Belgium, Germany, Austria, Italy and Switzerland are eligible for **MONAT Europe Ignite 2027.** Market Partner needs to achieve paid as rank MMP or above by end of December 2026 to qualify for MONAT Europe Ignite 2027.

Q: WHEN IS THE QUALIFICATION PERIOD?
A: The qualification period is 1st July 2026 through 31st December 2026 for all Market Partners for both builder and seller pathways. In addition, the Accelerator Pathway is available from 1st October through 31st December 2026. Under the Accelerator Pathway, qualifying VIP and Market Partner enrolments must be achieved during October-December 2026, while PV is cumulative from 1st July through 31st December 2026.

Q: HOW DO I QUALIFY FOR MONAT EUROPE IGNITE 2027?
A: You need to meet the PV and enrolment Requirement outlined below. You may qualify through the existing Builder Pathway or Seller Pathway, or through the new Accelerator Pathway described below.

MONAT Europe Ignite 2027 – Builder Pathway

MONAT Europe Ignite 2027
(Qualification July-December 2026)

PV, VIP and MP Requirement: Reach within 6 months
(for UK, Ireland, Poland, Spain, Lithuania, France, Belgium, Germany, Austria, Italy & Switzerland)

TIER	Career Rank: MP, AMP, MMP, AMB, MB as of 1st June 2026	Award	Career Rank: MMB and above as of 1st June 2026
Entry Level PV Requirements	7500 PV*	Programme + Shared Room	
Enrolment Requirements	4 VIPs + 1 MP Complete for 4 out of 6 months		
Tier 2 PV Requirements	9000 PV*	Programme + Shared Room + £100 / €115	12000 PV*
Enrolment Requirements	4 VIPs + 1 MP Complete for 5 out of 6 months		
Tier 3 PV Requirements	12000 PV*	Programme + Shared Room + Flights	15000 PV*
Enrolment Requirements	4 VIPs + 1 MP Complete for 5 out of 6 months		

***Minimum PV must be from customer purchases and is cumulative during the qualification period (VIP or Retail)**	4000 PV		6000 PV

All Market Partners must be paid as MMP or above in December 2026 to qualify.

VIP and MP Enrolment Requirement
Entry Level (only MP, AMP, MMP, AMB, MB) enrol 4 VIPs with an active Flexship and 1 MP with a Product Pack for 4 out of 6 months.

Tier 2 and Tier 3 enrol 4 VIPs with an active Flexship and 1 MP with a Product Pack in a period of 5 out of 6 months

NEW MPs WHO ENROL IN SEPTEMBER OR LATER ARE REQUIRED TO ACHIEVE CUMULATIVE PV AND MAINTAIN 4 VIPs PLUS 1 MP EACH MONTH

PV Requirement
PV Requirements for all levels counts cumulatively

JUMPSTART YOUR QUALIFICATION!
Achieve 4 VIPs + 1 MP in June and it will count towards your qualification!

MONAT Europe Ignite 2027 – Seller Path

PV Requirement: Reach within 6 months
(for UK, Ireland, Poland, Spain, Lithuania, France, Belgium, Germany, Austria, Italy & Switzerland)

TIER	All Ranks	Award	All Ranks
Entry Level PV Requirements	7500 PV* in 1 calendar month	Programme + Shared Room	1 out of 6 months
Tier 2 PV Requirements	7500 PV* in 1 calendar month	Programme + Shared Room + £100 / €115	2 out of 6 months
Tier 3 PV Requirements	7500 PV* in 1 calendar month	Programme + Shared Room + Flights	3 out of 6 months
***Minimum PV must be from customer purchases and is cumulative during the qualification period (VIP or Retail)**	4000 PV		

MONAT Europe Ignite 2027 – Accelerator Pathway

Qualification: 1st October-31st December 2026

PV counts cumulatively from 1st July-31st December 2026. VIP and MP enrolments for this pathway must be achieved from 1st October-31st December 2026.

Tier	Career Rank	Cumulative PV Requirement (July-Dec.)	VIP Enrolments (Oct.-Dec.)	MP Enrolments (Oct.-Dec.)
Entry Level	MP, AMP, MMP, AMB, MB	7,500 PV*	16 VIPs	4 MPs
Tier 2	MP, AMP, MMP, AMB, MB	9,000 PV*	16 VIPs	4 MPs
Tier 2	MMB and above	12,000 PV*	20 VIPs	5 MPs
Tier 3	MP, AMP, MMP, AMB, MB	12,000 PV*	16 VIPs	4 MPs
Tier 3	MMB and above	15,000 PV*	20 VIPs	5 MPs

**Minimum PV must be from customer purchases and is cumulative from 1st July through 31st December 2026 (VIP or Retail). The existing minimum customer-purchase PV requirement continues to apply: 4,000 PV for MP-AMB/MB and 6,000 PV for MMB and above.*

The Accelerator Pathway is an additional qualification route; it does not replace or change the existing Builder or Seller Pathways.

Market Partners may still qualify for Tier 2 or Tier 3 through the Accelerator Pathway by reaching the applicable cumulative PV requirement above and completing the required VIP and MP enrolments during October-December 2026.

All Market Partners must still be paid as MMP or above in December 2026 to qualify.

Q: WHAT IS THE ACCELERATOR PATHWAY FOR MONAT EUROPE IGNITE 2027?

A: The Accelerator Pathway provides Market Partners with an additional opportunity to qualify for MONAT Europe Ignite 2027 from 1st October through 31st December 2026. VIP and MP enrolments required for this pathway must be achieved during this three-month period. PV, however, counts cumulatively from 1st July through 31st December 2026.

Q: CAN I STILL QUALIFY FOR TIER 2 OR TIER 3 THROUGH THE ACCELERATOR PATHWAY?

A: Yes. Both lower and higher Career Ranks can qualify for Tier 2 or Tier 3 through the Accelerator Pathway by reaching the applicable cumulative PV requirement for the desired tier and completing the required VIP and MP enrolments from 1st October through 31st December 2026. PV accumulated from 1st July 2026 counts toward the applicable PV target.

November Double PV Incentive

New MPs enrolled after 1st November will earn Double PV from 1st–30th November.

WHAT COUNTS FOR DOUBLE PV?
- Orders placed by new VIP Customers
- Orders placed by existing VIP Customers
- Orders placed by Retail Customers

Additional Information:
- Double PV counts only towards your Ignite Qualification.
- It does not apply to other rank advancements or bonus qualifications.
- There is no cap on the amount of PV that can be doubled during this period.
- PV will be updated in the Ignite tracker by 15th of December.
- Double PV points will count only towards achieving:
  MP – MB – Entry Level | MMB+ – Tier 2

Q: WHAT HAPPENS IF I CAREER RANK MANAGING MARKET PARTNER AS OF 1st JUNE AND IN JULY, I REACH MANAGING MARKET BUILDER?
A: Since your qualification is based on your rank as of 1st June 2026, nothing changes; you must reach the required PV according to the rank with which you started the qualification, in this case MMP.

Q: WHAT HAPPENS IF A NEW MARKET PARTNER JOINS IN SEPTEMBER 2026 OR LATER?
A: New Market Partners who enrol in September or later are required to achieve the cumulative PV target and maintain 4 VIPs plus 1 Market Partner each month to qualify. Alternatively, they may qualify through the Accelerator Pathway by completing the applicable cumulative VIP and MP enrolment totals between 1st October and 31st December 2026 and reaching the applicable cumulative PV target, with PV counting from 1st July 2026 or since they joined.

Q: WHAT HAPPENS IF MY NEW VIP CUSTOMERS OPT OUT OF THE FLEXSHIP PROGRAMME?
A: Any newly enrolled VIP Customers who opt out of their Flexship programmes before the 15th of the month following their enrolment month will not count toward your VIP requirements qualifications for MONAT Ignite Europe.

EXAMPLE: If a VIP enrols on 1st July 2026 and cancels their Flexship on 15th August 2026, they will not count toward your qualifications for MONAT Ignite Europe.

Q: IF I ENROL MARKET PARTNERS OR VIP CUSTOMERS IN A MONAT MARKET OTHER THAN MY HOME COUNTRY, WILL THEY COUNT TOWARD MY QUALIFICATIONS?
A: Yes. You may be in one market and enrol Market Partners with a Product Pack and VIP Customers with an active Flexship in any MONAT market, and those enrolments will count toward your qualification for this trip.

Q: IF I ENROL A VIP CUSTOMER WHO THEN UPGRADES TO MARKET PARTNER, WILL THEY COUNT TOWARD MY QUALIFICATIONS?
A: Yes, but how they are counted—whether as a VIP or Market Partner—depends on when the upgrade occurs.

Examples:
- If a VIP enrols in July 2026 and then upgrades to Market Partner in July 2026, they count toward

your qualification as a Market Partner, and you will need to enrol an additional VIP to complete your requirements.

- If a VIP enrolled **PRIOR** to July 2026 and upgrades to Market Partner in July 2026, they count toward your qualifications as a Market Partner.
- If a VIP enrols in July 2026 and then upgrades to Market Partner after 15th August 2026, they will count as a VIP **AND** as a Market Partner.
- If a VIP enrols in November 2026 and then upgrades to Market Partner after 15th December 2026 they will count as a VIP.

Q: WHAT HAPPENS IF ONE OF MY MARKET PARTNERS OR VIP CUSTOMERS CANCELS OR RETURNS AN ORDER BEFORE 15th JANUARY 2027?

A: If you do not have sufficient Market Partners or VIP Customers to constitute a complete qualification, then you do not meet requirements of qualification.

Q: IF I ENROL ANYTIME FROM JUNE 2026 TO DECEMBER 2026, AM I ELIGIBLE TO QUALIFY FOR MONAT EUROPE IGNITE 2027?

A: Yes, you are eligible to qualify for MONAT Europe Ignite 2027 if you meet the qualifications outlined in the charts above and achieve paid as rank MMP or above in December 2026. This includes qualification through the Accelerator Pathway where applicable.

Q: IF I ENROL A NEW MARKET PARTNER IN CANADA WITH ZERO ENROLMENT, WILL THEY COUNT TOWARD MY MARKET PARTNER REQUIREMENT FOR MONAT EUROPE IGNITE?

A: The new Market Partner will count toward your MONAT Europe Ignite 2027 Requirements if they achieve 200PV within their first 30 days and within the Qualification time frame (by 31st December 2026 at 11:59 pm GMT). Example: Heather enrols a New Market Partner with Zero Enrolment. Their new MP achieves 200 PV within 30 days and while still within the MONAT Europe Ignite 2027 Qualification time frame, so the new MP counts towards Heather's qualifications Requirement.

Q: WHAT IS INCLUDED IN THE MONAT EUROPE IGNITE 2027 TRIP?

A: Trip for Entry level (available only for MP, AMP, MMP, AMB, MB) includes:

- 3 nights accommodation in shared room, including breakfast
- Special MONAT experience
- Gala Celebration Party
- Lots of MONAT Europe special touches

At this level flights are not covered by MONAT.

Trip for Tier 2 includes:

- 3 nights accommodation in shared room, including breakfast
- £100 / €115 for you to use as you choose
- Special MONAT experience
- Gala Celebration Party
- Lots of MONAT Europe special touches

At this level flights are not covered by MONAT.

Trip for Tier 3 includes.

- Round-trip travel from main airports in UK, Ireland, Poland, Spain, Lithuania, France, Belgium, Germany, Austria, Italy and Switzerland*

- 3 nights accommodation in shared room, including breakfast
- Special MONAT experience
- Gala Celebration Party
- Lots of MONAT Europe special touches

Q: WHAT IS NOT INCLUDED IN THE TRIP?

A: The following items are not included:

- Any travel costs relating to getting to and from airports and accommodations outside the official MONAT Europe Ignite 2027 official dates.
- Meals other than those specified
- Any excursions or activities in which you choose to participate
- Promotional items
- Any other incidental travel expenses
- Parking or any travel to originating airport
- Baggage fees, change fees, premium, or assigned seating costs
- Costs associated with travel delays, missed connections, weather events, or other disruptions in travel, including but not limited to overnight lodging in the case of missed connections, cancelled flights, early departures, negligence, and/or personal circumstances
- Trip insurance
- Permits or vaccinations needed for any aspect of travel

Q: IF I EARN THE TRIP BUT CAN'T GO, CAN I RECEIVE A SUBSTITUTE REWARD OR ALLOW SOMEONE TO GO IN MY PLACE?

A: No. Only the trip earner can participate in this trip. No substitutions or cash equivalents will be awarded. MONAT reserves the right to adjust event dates at any time.

Q: IF I EARN THE TRIP ON TIER 2 BUT I CAN'T GO, CAN I RECEIVE MY £100 / €115?

A: No. Only Market Partners who earn and attend the trip can receive £100 / €115.

Q: IF I EARN THE TRIP ON TIER 2 AND ATTEND THE TRIP, WHEN I WILL RECEIVE MY £100 / €115?

A: If you earn and attend the trip you will get your £100 / €115 paid into your commissions a week after Ignite 2027.

Q: MAY I BRING A GUEST?

A: No. Trip is only for Market Partners who qualified for this trip.

Q: CAN I BRING MY CHILD?

A: Nursing infants 12 months or younger may attend with their registered parent. Some activities on the trip may not be suitable for young children.

Q: WHERE CAN I TRACK MY PV, PERSONAL MARKET PARTNER AND VIP ENROLMENTS FOR THIS INCENTIVE?

A: There will be a live tracker available in the Back Office to track PV, Personal Market Partners enrolled with a Product Pack and Personal VIPs with an active Flexship for the MONAT Ignite Europe Incentive. The tracker will also reflect progress toward the Accelerator Pathway qualification requirements.

Q: AM I RESPONSIBLE FOR INCOME TAX ATTRIBUTABLE FOR THIS TRIP?

A: Qualifiers attending MONAT Ignite Europe 2027 will be solely responsible for income taxes attributable to the noncash compensation as a result of MONAT paying for incentive trips and other noncash awards. In

certain instances, the value of this incentive trip may be reported to the tax authorities in your jurisdiction in accordance with the country's applicable tax law. If and where applicable, any hotel or flight paid by MONAT will be reported to respective tax authorities. Qualified Market Partners who register for an event and do not or cannot attend will remain responsible for the taxable value of any non-refundable costs incurred by MONAT. Examples of taxable trip value that will remain reportable even when a Market Partner is unable to attend would include: a minimum of one-night's room rate, hotel taxes, and resort fees. Non-refundable flight paid by MONAT will be included in taxable income reporting where applicable as defined by your country's taxation guidelines at the time of this trip.

Please note that all trip qualifications are subject to Compliance review for potential bonus buying and rank advancement manipulation. Bonus buying" includes: (a) the enrolment of individuals or entities without the knowledge, or execution of an Independent Market Partner Application and Agreement by such individuals or entities; (b) the fraudulent enrolment of an individual or entity as a Market Partner; (c) "stacking" which is the specific placement of an individual VIP Customer or Market Partner under a person within one's downline, other than the person who introduced them to MONAT, in order to qualify yourself or others for rank advancements, incentives, prizes, commissions or bonuses; (d)the enrolment or attempted enrolment of non-existent individuals or entities as Market Partners; (e) purchasing MONAT products on behalf of another Market Partner or under another Market Partner's I.D. number, to qualify for commissions or bonuses; (f) purchasing excessive amounts of MONAT products that cannot reasonably be used or resold in a month; and (g) any other mechanism or artifice to qualify for rank advancement, incentives, prizes, commissions or bonuses that are not driven by bona fide product purchases by end consumers. Any purchases or enrolment not in compliance with MONAT Policies and Procedures will be deemed ineligible and bonuses will not be paid. Additionally, any violation of MONAT Policies and Procedures may render a Market Partner ineligible to participate in the programme and may result in further compliance action to the Market Partner's account, including and up to account suspension or termination.