



# Compensation Plan Definitions

USA  
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MONAT Global

**ACTIVE:** You are considered Active when you have at least 200 Personal Volume (PV) in a single calendar month. In order to be paid commission on downline volume you must be active with at least 200PV.

**ACTIVE LINE:** Any first level Market Partner and their entire downline, where at least one Market Partner in the line has at least 200PV.

**BLOCK BONUS:** A Block is comprised of four new VIP Customers and one new personally sponsored Market Partner with a Product Pack, which are collectively enrolled during your SMART Start Period.

**CAREER TITLE:** The title given upon promotion and may also be referred to as your recognition title.

**COMMISSION DETAIL REPORT / COMMISSIONS REPORT:** A report located in your Back Office which provides your commission payout details for weekly and monthly earnings.

**COMMISSIONABLE VOLUME (CV):** The assigned value of each purchased product on which commissions are paid.

**DOWNLINE:** Everyone in your organization below you.

**DOWNLINE VOLUME (DV):** The sum of PV from you and your entire downline, regardless of their title. Also called organizational volume (OV).

**FOUNDERS POOL:** The Founder's pool is a bonus paid as shares of 1% of the markets commissionable revenue per quarter. Each market will have their own criteria for eligibility.

**GENERATION:** A Generation begins with a Market Partner in your downline who has a Career Title of Managing Market Builder or above and can be anywhere below you. A Generation includes everyone below them, down to, but not including, the next Career-Titled Managing Market Builder or above.

**GENERATION PAY:** Paid-As Managing Market Builder (MMB) or higher may receive Generation Bonuses on the Commissionable Volume (CV) from their downline Generations. For example, a Generation 1 would pay out on the first downline MMB or higher (Career Title) and all the people below them, down to but not including the next MMB (Career Title) or higher in the line.

**GROUP VOLUME (GV):** The personal volume from you and your downline, down to, but not including, the next Managing Market Builder or above (by Career Title). When a Market Partner in your group promotes to Managing Market Builder for the first time their GV will be included in your GV for that month's qualification purposes only.

**GROUP VOLUME BONUS:** A bonus paid when you have volume on your 5th level through your next Managing Market Builder or higher.

**90-DAY GRACE PERIOD FOR PROMOTING AN MMB:** When a Market Partner at the level of Managing Market Builder (MMB) or higher promotes an MMB in their personal group, for 3 calendar months following the promotion, the upline sponsor will only be required to fulfill half of their GV requirement to be paid as that title. If more than one downline member has advanced to MMB in the previous two periods, the GV requirements for each rank are waived.

For example, when the upline sponsor's career title is MMB in order to be paid as MMB, the sponsor would qualify with 3,500 GV during the grace period. If the direct upline sponsor is not an MMB, the grace period for the GV applies for all upline sponsor levels, up to the next MMB.

**LEVEL:** The position of a Market Partner in your downline in relation to you, regardless of their title. When you personally sponsor a Market Partner they are considered to be your 1st Level. Market Partners below them are the 2nd Level, and so on.

**LINE:** A Line begins with a Market Partner on your 1st Level, and includes all of the Market Partners below them. You can have as many Lines as you have personally sponsored Market Partners. (Also called a Leg).

**MP:** A Market Partner. Someone who has joined MONAT with the intention of growing a team and generating income.

**MATCHING BLOCK BONUS:** When your personally sponsored Market Partner earns a Block Bonus while in their SMART Start period, you'll receive a matching block bonus. In order to earn the bonus, the sponsor must be paid-as the same rank or higher, as the Market Partner earning the Block Bonus.

**MATCHING MMB BONUS:** When your Paid-As rank is Managing Market Builder (MMB) or above in the month your personally sponsored Market Partner earns a Block Bonus, you'll receive a matching bonus. If you are not Paid-As MMB+ when your personally sponsored Market Partner earns a Block Bonus, the system will automatically look for the next Paid-As MMB+ in the line above you, to pay the bonus.

**MOMONEY:** When a Market Partner earns commissions, they will be paid through an online wallet. The wallet is created upon your first commission that is \$10.00 or more. For details please reference the MoMoney FAQ's.

**MONAT MOTOR CLUB:** This is a bonus that rewards you for achieving success and maintaining consistency. Once achieved you will receive a monthly bonus based on your title. More info may be found in your back office.

**MONATBORHOOD:** When three blocks are completed within your SMART Start Period you will earn a bonus. One Block = four VIP Customers and one Market Partner with a Product Pack. Building THREE of these within your SMART Start Period means that you've built a MONATborhood.

**ORGANIZATIONAL COMMISSIONABLE VOLUME (OCV):** The sum of commissionable volume from your entire organization.

**PAID-AS RANK:** Is the title given upon meeting rank qualifications in a monthly commission period. The Paid-As rank may be the same or lower than the Career Title and may fluctuate from month to month.

**PERIOD:** The period refers to a specific timeframe in which qualifications and payouts are calculated. In our compensation plan, we have a weekly period as well as monthly period.

**PERSONAL GROUP:** A Market Partner and their entire downline, down to but not including the next Managing Market Builder or above (by Career Title).

**PERSONAL VOLUME (PV):** An assigned value associate with products. PV is the sum of your personally purchased products as well as products purchased by your personally sponsored Retail and VIP Customers. (See also Qualifying Volume)

**PRODUCT PACK (PP):** A collection of products available only to new Market Partners upon enrolment. Product packs contain personal volume but they do not have commissionable volume.

**PRODUCT PACK BONUS:** Market Partners who sponsor a new Market Partner with a Product Pack may be eligible to receive a bonus.

**QUALIFIED LINE (OR STRUCTURE):** To have a Qualified Line, at least one Market Partner within one of your Lines must be qualified to be Paid -As a specific rank in the month. For example, to be a Managing Market Builder, you need four Active Lines plus two of those lines must have at least one Paid-As a Managing Market Partner or higher. For qualification purposes, you may only count one title per line.

**QUALIFYING VOLUME (QV):** Used for Personal Volume (PV), Group Volume (GV) and Downline Volume (DV) calculations in order to determine if you are qualified based on terms of your title.

**RANK ADVANCEMENT:** When a Market Partner meets specific qualifications in a calendar month, she/he may advance to a new rank (or title).

**RANK ADVANCEMENT BONUS:** Market Partners who rank advance for the first time may be eligible for a Rank Advancement Bonus based on the time period they achieved it within.

**RECLASSIFICATION:** A Managing Market Builder (MMB) who is not Paid-As Managing Market Builder at least once within 6 calendar months will be reclassified to the Paid-As title reached in the 6th month, and their Group Volume (GV) will return to the Sponsor's GV in the 7th month. Associate Market Mentors and above who are not Paid-As their Career Title within 12 calendar months will be reclassified to the Paid-As title reached in the 12th month, and their Group Volume (GV) will return to the Sponsor's GV in the 13th month. Also called Demotion.

**RENEWAL:** Each year, Market Partners are required to renew their Market Partner account with MONAT to remain a Market Partner.

**RETAIL COMMISSIONS:** A commission you receive on orders placed by your Retail and VIP Customers.

**RETAIL CUSTOMER:** A Customer who orders product at the full retail price.

**SALES BONUS:** Market Partners that achieve a minimum PV in a commission period will be qualified to receive an additional percentage on their total personal volume.

**SMART Start:** A bonus program available to new Market Partners.

**SMART Start Period:** A new Market Partner's SMART Start period is their enrolment month, plus their next two calendar months. For example, a Market Partner who enrolled on April 10th, has a SMART Start Period which begins April 10th and ends on June 30.

**SPONSOR:** The Market Partner who enrolled you and is directly above you in the genealogy is your Sponsor.

**UNILEVEL BONUS:** As an active Market Partner you can be paid on the sales of Market Partners below you, down through four levels. The percentages you are paid and the number of levels you are paid on are based on your Paid-As Title, regardless of the titles of the people below you.

**UPLINE:** Your Sponsor is your direct Upline, plus any Market Partners above your direct Upline is also considered your "Upline."

**VIP CUSTOMER:** A Customer who enrolled in our VIP program and purchases product at a discounted (VIP) price.

**VIP ACQUISITION BONUS:** A bonus that pays a bonus for every four new VIP Customers you enroll. If you are within your SMART Start Period, you will be paid anytime you have four new during your SMART Start Period. If you are out of your SMART Start Period, you will be paid when all four VIPs must enroll within the same calendar month.