

# LEADERSHIP RANKS AND QUALIFICATIONS

Rank	SA	GA	D	SD	GD
PPV	150	150	150	150	150
DPV	350	750	1,500	2,500	4,000
Max Leg DPV (60%)	210	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	6,500	13,000	26,000	52,000	104,000	156,000	208,000	416,000	812,500	1,625,000	3,250,000	6,500,000
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

## RANKS

SA—Silver Associate	BPD—Bronze Presidential Director
GA—Gold Associate	SPD—Silver Presidential Director
D—Director	GPD—Gold Presidential Director
SD—Silver Director	PPD—Platinum Presidential Director
GD—Gold Director	1*PPD—1-Star Platinum Presidential Director
ED—Executive Director	2*PPD—2-Star Platinum Presidential Director
SED—Silver Executive Director	3*PPD—3-Star Platinum Presidential Director
GED—Gold Executive Director	4*PPD—4-Star Platinum Presidential Director
PD—Presidential Director	CP—Crown Platinum Ambassador (CP)

**Note:** New Gold Executive Director through Crown Platinum could be eligible to earn a **Rank-Up Bonus**. For detailed information, refer to the Compensation Plan.

## Glossary of Terms

**Active Leg:** Any leg where an Associate has maintained at least 100 PPV in a qualification period.

**Active Preferred Customers:** Any Preferred Customer with 50 PV or more order(s) within the qualification month.

**Customer Activity Requirements:** \*Executive Directors through Presidential Directors must have two Active Preferred Customers and 250 PPV to earn additional level of depth.

\*\*Bronze Presidential Directors and above must have two Active Preferred Customers and 500 PPV to earn additional level of depth.

**Enroller:** The Associate who actively works with a customer to introduce them to Mannatech products. The Enroller and the Sponsor may be the same person, or the Enroller may place the new Associate under a different Sponsor in their sales organization.

\* Max Leg [SA–ED] 60%: No more than 60% of the total required volume can come from any one leg.

\* Max Leg [SED–CP] 65%: No more than 65% of the total required volume can come from any one leg.

\*\*Points earned for the highest leadership rank in a leg that upline leaders can use towards their minimum structure requirements to achieve BPD and above.

DPV: Your PPV plus Downline Volume.

PPV: Your personal volume and customer purchases.

PV: Points assigned to each product.

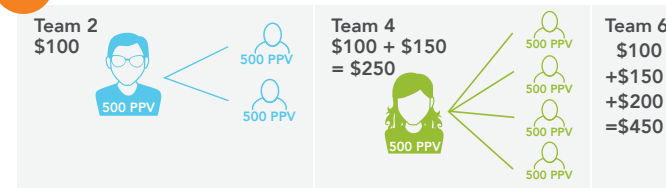
# 6 WAYS TO EARN

- 1. First Order Bonus:** 30% paid to the Enroller for the first product purchase.
- 2. Customer Bonuses:** Power Seller Bonus (2a) and Business Development Bonus (2b).
- 3. Mentor Bonus:** Pays monthly when you help your enrolled Associates reach new Leadership Ranks. **Gold Associate** = \$30; **Director** = \$40; **Silver Director** = \$50; **Gold Director** = \$75; **Executive Director (and above)** = \$100.
- 4. Uni-Level/Infinity Bonus:** Uni-Level pays a percentage of your CV at each leadership level, 7 levels deep. Infinity begins paying a percentage on the levels deeper than 7.
- 5. Leader Check Match<sup>‡</sup>:** Pays Silver Executive Directors and above a percentage of their Leaders' Uni-Level/Infinity income.
- 6. Global Pool Bonus<sup>‡</sup>:** Earn shares that represent 1.5% of Mannatech's product purchases globally.

**2a** Power Seller Bonus: Pays a percentage on your PPV.

Power Seller Bonus	PPV Requirements	Percentage Payout	Number Active Preferred Customer Requirements
Power 10	200 or more	10%	2
Power 15	500 or more	15%	2
Power 20	2500 or more	20%	4
Power 25	5000 or more	25%	10
Power 30	10000 or more	30%	20

**2b** Business Development Bonus: Encourage and reward Associates for building 500 PPV Business Units



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	SA	GA	D	SD	GD	ED	SED	GED	PD	BPD	SPD	GPD	PPD	1*PPD and above
Level 1	3%	4%	5%	6%	7%	8%	8%	8%	8%	8%	8%	8%	8%	8%
Level 2		2%	3%	4%	6%	8%	8%	8%	8%	8%	8%	8%	8%	8%
Level 3			2%	4%	6%	8%	8%	8%	8%	8%	8%	8%	8%	8%
Level 4				3%	4%	6%	6%	6%	6%	6%	6%	6%	6%	6%
Level 5						*5%	*5%	*6%	6%	6%	6%	6%	6%	6%
Level 6							*4%	*4%	**5%	**5%	**5%	**5%	**5%	**5%
Level 7									**4%	**4%	**4%	**4%	**4%	**4%
‡ Side Volume Infinity Bonus									**0.5%	**0.5%	**0.5%	**0.5%	**0.5%	**0.5%
									NO CAP	NO CAP	NO CAP	NO CAP	NO CAP	NO CAP

‡ Presidential Bonuses—Presidential Ambassador Program  
Customer Activity requirement will be required to earn extra level of depth for ED and above (\*, \*\*).

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	SED 10K	GED 20K	PD 40K	BPD 80K	SPD 160K	GPD 240K	PPD 320K	1*PPD 640K	2*PPD 1.25M	3*PPD 2.5M	4*PPD 5M	CP 10M
Cap per Downline Leader	\$250	\$500	\$750	\$1,000	\$1,500	\$2,000	\$2,500	\$3,000	\$3,500	\$4,000	\$5,000	\$10,000
Gen 1	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%
Gen 2		20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%
Gen 3			10%	10%	10%	10%	10%	10%	10%	10%	10%	10%
Gen 4				10%	10%	10%	10%	10%	10%	10%	10%	10%
Gen 5					**2.5%	**2.5%	**2.5%	**2.5%	**2.5%	**2.5%	**2.5%	**2.5%
Gen 6						**2.5%	**2.5%	**2.5%	**2.5%	**2.5%	**2.5%	**2.5%

\*\*Silver Presidential Directors and above must have two Active Preferred Customers and 500 PPV (Customer Activity Requirements) to earn additional generation (s).

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Leadership Rank	Shares
Bronze PD	0.5
Silver PD	1
Gold PD	1.5
Platinum PD	2
1*Platinum	2.5
2*Platinum	3
3*Platinum	3.5
4*Platinum	4
Crown Platinum Ambassador	5

Note: For detailed information, refer to the Compensation Plan.