

## Why Become a Mannatech Associate?

### Key Benefits:

1. **You can** create an additional income stream into your home.
2. **You will** experience the benefits of supplementing your diet with evidence-based, nutrient-rich products.
3. **You will** be part of a team positioned to help make a difference in the fight against global malnutrition.

### Steps to Follow:

1. **Set up your Associate account.** This allows you to purchase the products at Associate prices.
2. **Set up your Auto Order to experience three key benefits.** Having an Automatic Order is optional, but it ensures that the products you want for your ongoing wellness will be conveniently delivered to your door every 28 days. When you select a product eligible for Mannatech's Give for Real<sup>SM</sup> program, a month's supply of products providing nutritional support will be donated on your behalf to a child in need of good nutrition. Plus an Automatic Order of at least 100 Qualifying Volume (QV) can help you meet volume requirements for eligibility to earn income.
3. **Set up your team of four Associates** who will follow the same process above.

***THAT'S IT!***

**» SIMPLE, STRESS-FREE & FUN!**

**» TOGETHER WE CAN MAKE A DIFFERENCE.**

**» WE CAN ALL WIN!!**

*There are tax advantages to having a home-based business.*

Here's a YouTube video on tax advantages for the self-employed:

*US Tax Secrets*

<http://www.youtube.com/watch?v=pYFSRL8yw-U>

Note: This video is an overview of certain potential U.S. tax advantages. This is not tax advice. Mannatech does not endorse the information contained in this video and strongly advises you to consult with your accountant, your tax advisor or with your local tax authorities for allowable deductions.

# How to Duplicate Yourself into 4,000 People

## Business Model—the starting goal is to build a business unit of 4 Associates.

1. Set up an Associate account with the purchase of a \$499 pack (over \$600 value). Other pack options are also available.
2. Set up an Auto Order (100 QV).
3. Register 4 Associates who want to build a Mannatech sales business; work with your Coach on this.
  - » When they register their own 4 Associates, you will have an additional 16 Associates in your organization.
  - » When those 16 register their 4 Associates, your team will then have 64 new Associates.
  - » Also, each Associate should find and work with four to six regular retail customers. However, you may choose at any time to expand your key circle.

	Level 1	Level 2	Level 3	Level 4	Level 5	Level 6
	Associate		4	4	4	4
	Associate		4	4	4	4
	Associate		4	4	4	4
	Associate		4	4	4	4
	Associate		4	4	4	4
	Associate		4	4	4	4
	Associate		4	4	4	4
	Associate		4	4	4	4
	Associate		4	4	4	4
	Associate		4	4	4	4
	Associate		4	4	4	4
	Associate		4	4	4	4
	Associate		4	4	4	4
	Associate		4	4	4	4
	Associate		4	4	4	4
		4	16	64	256	1024
Step 1 & Step 2	Step 3	As you grow your team to over 4000 Associates in six levels, you will increase your team's total sales and achieve leadership levels.				
Register as an Associate. Purchase a Premium/All-Star Pack (\$499) and establish a monthly order of 100 QV.	Register 4 Associates at the premium/All-Star level and help them start their own business.	Regional Leader 15 Associates in your team	National Leader 60 Associates in your team	Executive Leader 200 Associates in your team	Presidential Leader 600 Associates in your team	Bronze Presidential Silver Presidential Gold Presidential Platinum Presidential

As this activity of each Associate registering 4 more who become active independent marketers of Mannatech products continues, 64 can grow to 256, 256 may become 1,024, and 1,024 can become over 4,000 Associates as part of your team. In addition, through the Give for Real program, you could be helping to provide nutritional support to 4,000 children in need (read more about this program later in this *Guide*.) This is one way to create dependable, sustainable monthly income. Team business building is networking at its finest.

This model represents a plan that will generate the maximum amount of revenue. There are other ways to reach milestones. This is not a guarantee or projection of your actual earnings. Actual earnings depend on your individual effort and the time devoted to your business. All commissions and bonuses are earned through the sale of Mannatech products.

# Your Earning Potential as an Associate

## Your Immediate Bonuses

- » **\$75 Direct Bonus** is paid to you with the sale of any \$499 product pack to each new All-Star Associate you enroll.
- » **\$100 Team Bonus** rewards you for building and training an active, growing sales organization. With just 4 Associates in place, you will earn a minimum of \$100 per BP as long as your team members achieve 100QV/BP. This bonus could cover the cost of your monthly Auto Order.
- » **Additional bonuses** are available and achievable and can be earned within your first 90 days (or less), **totaling up to \$2,500**. For details, read the **Compensation Plan** (MOD #1815801), available in the Resource Library.

## Your Potential Long-Term Earnings

### 2010 U.S. Income Averages

Associate Levels	Approximate number of Associates generating 100 QV product sales monthly	Annualized Median Income <sup>2</sup>	Average Number of Associates Ordering ≥100 PPV per BP <sup>1</sup>	Percentage of Associates Ordering ≥100 PPV per BP	Average Number of Business Building Associates per BP	Percentage of Business Building Associates per BP
Non-Leaders/Team Bonus Earners	–	\$415	34,947	90.83%	7,099	66.80%
Regional	15 Associates	\$2,176	2,522	6.56%	2,522	23.74%
National	60 Associates	\$7,613	673	1.75%	673	6.33%
Executive	200 Associates	\$28,374	200	0.52%	200	1.89%
Presidential	600 Associates	\$74,216	52	0.14%	52	0.50%
Bronze Presidential	1 Presidential line	\$113,880	45	0.12%	45	0.43%
Silver Presidential	2 Presidential lines	\$211,679	23	0.06%	23	0.22%
Gold Presidential	3 Presidential lines	\$403,145	2	0.01%	2	0.02%
Platinum Presidential	4 Presidential lines	\$672,128	6	0.02%	6	0.06%

*The financial success of an Independent Associate depends entirely upon that person's individual effort and dedication. There are no guarantees regarding income, and the success or failure of each Independent Associate, like any other business, depends upon an individual's own skills and personal effort.*

The total average number of Associates in 2010 ordering greater than or equal to 100 PPV per Business Period is 38,470.

Of that total, 27.61% were "Business Builders" and 72.39% were "Consumer Associates."

For the Purposes of this Income Average Statement, the term "Business Builder" means Associates who ordered greater than or equal to 100 PPV and sold products and earned income from their sales and sales made by their downline.

For the purpose of this Income Averages Statement, the term "Consumer Associate" means Associates who only ordered product and did not earn income.

<sup>1</sup>These numbers are derived by identifying Associates in each leadership category (non-leaders and leaders) who have greater than or equal to 100PPV each business period. The count is summed for all business periods within each category and divided by 13.

<sup>2</sup>The Annualized Median Income (AMI) is derived by segmenting the leadership levels and income by business period in 2010. All incomes above and below the midpoint are discarded, leaving the median income for each leadership level. This income is added together for all 13 business periods to establish the AMI within each leadership level.

The statistics above are for the United States and only represent Associates with 100 PPV or more each Business Period making them eligible to earn commissions during 2010.

Associate earnings are not necessary representative of the income that an individual can or will earn through his/her participation in the Mannatech Career and Compensation Plan. These figures should not be regarded as a guarantee or projection of actual earnings. Actual earnings depend on your individual efforts, the customer base available to you and the time devoted to your business. These factors differ from Associate to Associate.

This 2010 Income Averages disclosure is not for use in Georgia, Louisiana, Maryland, Massachusetts or Wyoming.

See the Mannatech Career and Compensation Plan for Business Period (BP), Personal Point Value (PPV) and other definitions used in this Income Averages disclosure Statement.

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