

## THE 2019 NORTHEAST REGIONAL CHALLENGE

**Challenge Dates: Sunday September 1, 2019 to Saturday November 2, 2019**

**Deadline for Submission:** All entries must be received NO later than Friday Nov. 8, 2019 by 8:00 pm. Send Scanned documents to [webcenter2001@aol.com](mailto:webcenter2001@aol.com) or by mail:  
Dan Herlehy 5309 Roberts Rd, Hamburg, N.Y. 14075

*Winners will be recognized on stage at the Northeast Regional Convention.  
The best reward you will experience is that you will be closer to reaching your goals  
and achieving your dreams. The time is now to make it happen!*

**GAIN AN ADVANTAGE:** Purchase your Northeast Regional Convention tickets from your Local Coordinator or online at [www.manortheast.com](http://www.manortheast.com), and submit your "NE REGIONAL CHALLENGE ENTRY FORM" with your ticket numbers before September 15th, we will BACK-DATE your challenge to begin on August 11, 2019 (last day of International Convention), to take advantage of the excitement created by the Convention. This gives you an additional 3 weeks to achieve the challenge!

### TEN STEPS to become a 2019 Northeast Regional Convention CHALLENGE WINNER:

- 1) Purchase 3 tickets to Northeast Regional Convention. (Purchase 7 if going for Top Ten)  
Visit [www.manortheast.com](http://www.manortheast.com) to fill out and submit the NE Regional Challenge Entry Form with your ticket numbers.

#### IMPORTANT:

- All tickets purchased online at [www.manortheast.com](http://www.manortheast.com) will count
- Tickets purchased from your UBP Coordinator or Local Coordinator must match the name and ticket numbers listed on the official Ticket Ledger provided to the Regional Director by the Local Coordinator
- Tickets purchased from another Market America UnFranchise owner, other than a Local Coordinator, WILL NOT COUNT.
- Make sure you submit the NE Regional Challenge Entry Form found on [www.manortheast.com](http://www.manortheast.com) with your ticket numbers

Ticket #'s (1) \_\_\_\_\_ (2) \_\_\_\_\_ (3) \_\_\_\_\_

(4) \_\_\_\_\_ (5) \_\_\_\_\_ (6) \_\_\_\_\_ (7) \_\_\_\_\_

- 2) Purchase 3 tickets to a Local Seminar that takes place during the Challenge period (Between Sept 1 and Nov 2) **Attach pic of tickets and supply ticket numbers.**

Seminar Date: \_\_\_\_\_ Location: \_\_\_\_\_ Speaker: \_\_\_\_\_

Ticket Numbers : (1) \_\_\_\_\_ (2) \_\_\_\_\_ (3) \_\_\_\_\_

**3) Purchase 3 tickets to. MA World Conference**

Attach copy of receipt showing purchase of tickets and ticket numbers or photo of tickets and ticket numbers (No ticket can be counted twice).

Ticket Numbers : (1)\_\_\_\_\_ (2)\_\_\_\_\_ (3)\_\_\_\_\_

**4) Expose the Market America/UnFranchise Business to 10 people during the Challenge period, at a 1-on-1, 2-on-1, or home meeting.**

Must document and submit who you showed the plan to and what follow up was booked.

(1) Name: \_\_\_\_\_ Date: \_\_\_\_\_ Follow Up: \_\_\_\_\_

(2) Name: \_\_\_\_\_ Date: \_\_\_\_\_ Follow Up: \_\_\_\_\_

(3) Name: \_\_\_\_\_ Date: \_\_\_\_\_ Follow Up: \_\_\_\_\_

(4) Name: \_\_\_\_\_ Date: \_\_\_\_\_ Follow Up: \_\_\_\_\_

(5) Name: \_\_\_\_\_ Date: \_\_\_\_\_ Follow Up: \_\_\_\_\_

(6) Name: \_\_\_\_\_ Date: \_\_\_\_\_ Follow Up: \_\_\_\_\_

(7) Name: \_\_\_\_\_ Date: \_\_\_\_\_ Follow Up: \_\_\_\_\_

(8) Name: \_\_\_\_\_ Date: \_\_\_\_\_ Follow Up: \_\_\_\_\_

(9) Name: \_\_\_\_\_ Date: \_\_\_\_\_ Follow Up: \_\_\_\_\_

(10) Name: \_\_\_\_\_ Date: \_\_\_\_\_ Follow Up: \_\_\_\_\_

**5) Conduct or attend two (2) Home Business Presentations (HBP) during the Challenge period and book follow-ups. Post a pic of you & your guest at the meeting on "MA Northeast Region" group Facebook: <https://www.facebook.com/groups/1716660161935756>**

Submit the names of your guests, location and dates of the events (and don't forget to post).

HBP#1: Date: \_\_\_\_\_ Location: \_\_\_\_\_ Name of your Guest: \_\_\_\_\_

HBP#1: Date: \_\_\_\_\_ Location: \_\_\_\_\_ Name of your Guest: \_\_\_\_\_

**6) Personally sponsor 1 new "Qualified" UnFranchise Owner during the Challenge period (Between Sept 1 and Nov 4) and post a picture of you with your new business partner on the "MA Northeast Region" Facebook page (with their NE Regional tickets in hand 😊 )**

<https://www.facebook.com/groups/1716660161935756>

Submit new UFO(s) name and UnFranchise Owner ID number. Will be verified by Corporate.

(1) Name: \_\_\_\_\_ ID# \_\_\_\_\_ Q-Date \_\_\_\_\_

- 7) One of your personally sponsored UnFranchise Owners (during the lifetime of your business), must Personally Sponsor 1 new Qualified UnFranchise Owner during the Challenge period. **Submit new UFO(s) name and UnFranchise Owner ID number. Will be verified by Corporate.**

Name of your Pers. Sponsored UFO : \_\_\_\_\_ ID# \_\_\_\_\_

Name of THEIR Pers. Sponsored: \_\_\_\_\_ ID# \_\_\_\_\_ Q Date \_\_\_\_\_

- 8) Convert a total of 1,000 BV of MA branded products for PERSONAL USE  
**Attach screen shot of your SAMM Report.**
- 9) Convert Spending to Earning- Purchase a minimum of 200 IBV in products for personal use through SHOP.COM partner stores or one-cart stores, SA brands and Super IBV products.  
**Attach copy of your SAMM Report.**
- 10) You must personally conduct or attend an ECCT Training during the Challenge period (Between Sept 1 and Nov 2) **Submit ECCT Certificate, trainer name and date.**

**ADDITIONAL STEPS TO GO FOR THE "TOP TEN"  
2019 Northeast Regional Challenge:**

- 1) FILL OUT AND SUBMIT THE NE REGIONAL CHALLENGE ENTRY FORM and list numbers for **Seven (7) tickets you purchased** to the Northeast Regional Convention. Can purchase online at [www.manortheast.com](http://www.manortheast.com) or from your Local Coordinator.  
**Verified by Local Coordinator Ticket Ledgers.**
- 2) Become a Master UFO or re-qualify as a **Master UFO** during the Challenge period or in the past year since 4th quarter 2018.  
**Attach a copy of Master UFO letter, screenshot of back office report.**
- 4) Qualify as a **Shopping Annuity Master Member** at least one quarter since October 2018.  
**Attach a screenshot of your SAMM Report.**
- 5) To be considered for the Top Ten you must **Personally Sponsor TWO Qualified UnFranchise Owners** during the Challenge Period (Sept. 1 - Nov 2).  
**Submit names and UFO ID numbers of your two new Personally Sponsored UFO's.**

Name \_\_\_\_\_ UFO ID \_\_\_\_\_ Date \_\_\_\_\_

Name \_\_\_\_\_ UFO ID \_\_\_\_\_ Date \_\_\_\_\_

**BONUS CRITERIA** for Top 10 Challenge Winners and "E. Weber Award". Will be Verified by Corporate.

(1) Each additional personally sponsored UFO during the Challenge Period = 100 points

Name \_\_\_\_\_ UFO ID \_\_\_\_\_ Date \_\_\_\_\_

Name \_\_\_\_\_ UFO ID \_\_\_\_\_ Date \_\_\_\_\_

Name \_\_\_\_\_ UFO ID \_\_\_\_\_ Date \_\_\_\_\_

(2) Complete a Local Seminar Challenge during the Challenge Period= 50 points (limit one local challenge). Submit a copy of your Challenge Certificate, or have the Local Coordinator sign off.

(3) Host or attend a Call/Text Workshop during the Challenge Period = 50 points (limit 2).  
POST A PICTURE OF YOU AND THE WORKSHOP GROUP on the "MA Northeast Region" group  
Facebook: <https://www.facebook.com/groups/1716660161935756>

Date: \_\_\_\_\_ Location: \_\_\_\_\_ Host of Workshop: \_\_\_\_\_

Date: \_\_\_\_\_ Location: \_\_\_\_\_ Host of Workshop: \_\_\_\_\_

(4) Tiebreaker based on total BV & IBV generated during Challenge period including retail sales

Document with your SAMM Report. Total Bonus Points Claimed : \_\_\_\_\_

**Completed Challenge documentation MUST BE RECEIVED by the NE Regional Challenge Coordinator, Dan Herlehy, by 8pm on Friday, Nov. 8<sup>th</sup>.**

Email: [webcenter2001@aol.com](mailto:webcenter2001@aol.com) Phone: (716) 713-6537

Mail your submission: Dan Herlehy, 5309 Roberts Road, Hamburg NY 14075

**CHALLENGE DOCUMENTATION SUBMITTED LATE WILL BE DISQUALIFIED.**

*The winners of the 2019 Northeast Regional Challenge will be given special recognition on stage at the 2019 Northeast Regional Convention. The Top Ten will be revealed on stage on Saturday, and the 1st, 2nd, and 3rd Place Winners will be announced on stage on Sunday.*

The UnFranchise Owner, who enters the TOP TEN, submits their supporting documentation to the Challenge Coordinator by the deadline and accumulates the most points will be the 2019 Northeast Regional Challenge Winner and will be presented on stage with the E. Weber Award.

- E. Weber Award Winner will receive 2 tickets to the MA WORLD CONFERENCE 2020.
- The Second Place Winner will win 1 ticket to MA WORLD CONFERENCE 2020.
- Third Place Winner will win 4 tickets to the next Local Seminar in their Local area.

GOOD LUCK!

Phil Guido, Northeast Regional Director

Dan Herlehy, Northeast Region Challenge Coordinator: Email: [webcenter2001@aol.com](mailto:webcenter2001@aol.com)