

# GREAT *Start*

# PROGRAM

# ADVANCE

## CAREER PATH AND COMPENSATION

This is a brief description of the incentive programs update in effect as of August 1, 2023. The Company reserves the right to alter, modify or change the commissions, bonuses or any terms of the incentive programs described herein.

MARY KAY

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# career path at-a-glance

## 1 as an independent beauty consultant you could:

- Earn profits based on retail sales
- Earn rewards to help you build your business

## 2 as a star consultant you could:

- Receive special recognition
- Earn fabulous prizes

## 3 as a senior beauty consultant you could:

- Earn profits based on retail sales
- Earn a 4% commission on wholesale orders of personal team members
- Earn \$50 Team-Building bonuses

## 4 as a star team builder you could:

- Earn profits based on retail sales
- Earn a 4%, 6% or 8% commission on wholesale orders of personal team members
- Earn \$50 Team-Building bonuses

## 5 as a team leader/future independent sales director you could:

- Earn profits based on retail sales
- Earn a 9% or 13% commission on wholesale orders of personal team members
- Earn \$50 Team-Building bonuses
- Earn the Cash Compensation option for the Career Car Program

## 6 as an independent sales director you could:

- Earn profits based on retail sales
- Earn personal team commissions of 4%, 9% or 13%
- Earn 9%, 13% or 23% unit commission
- Earn a Personal Team-Building bonus of \$100 or more
- Earn a Unit Development bonus of \$400 to \$1,000
- Earn a First-Line Canadian Offspring Independent Sales Director Bonus of \$1,000
- Earn First-Year Independent Sales Director Program bonuses
- Earn a Star Consultant bonus of \$300 or more
- Earn the use of a Career Car or select Cash Compensation option
- Be eligible for Term Life Insurance Programs

## 7 as an independent national sales director you could:

- Earn personal team commissions of 13%
- Earn personal unit Sales Director commission of 13%
- Earn NSD commissions of 10% on personal unit wholesale
- Earn 7%, 8%, 9% or 10% commissions on first-line; 4% on second-line; 2% on third-line offspring units
- Earn 2% commission on top 10 fourth-line and beyond units affiliated and unaffiliated with NSD offspring
- Earn a \$1,000 and \$5,000 bonus for new first-line Sales Directors
- Earn \$10,000 annual bonus for development of new NSD offspring
- Earn \$200 to \$800 quarterly Leadership Development bonus on units in 1st – 3rd affiliated and unaffiliated area
- Earn the use of a Pink Cadillac® with a choice of options or select the Cash Compensation option
- Enroll in the Family Benefit and Great Futures programs

## 8 in the career car program, you could earn the use of a:

- Toyota Corolla LE Sedan
- a Chevrolet Equinox LT
- a Pink Cadillac® CT5
- a Pink Cadillac® XT5
- Or select the Cash Compensation

- An Independent Beauty Consultant is considered “active” in the month a minimum \$450 retail product order is received by the Company and in the following two calendar months.
- Activity status, career path status and compensation will be based on Independent Beauty Consultant Agreements and wholesale orders received and accepted by the Company by the close of business each month.
- An Independent Beauty Consultant who orders a minimum \$450 retail product order will receive a 50% discount on all Section 1 and all Section 5 products and qualify for the Earned Discount Privilege. With the Earned Discount Privilege, she can receive a 50% discount on any subsequent orders she places, *regardless* of size, through the end of two months after her order month. For example, if a Beauty Consultant places a minimum \$450 retail product order July 16, 2020, her Earned Discount Privilege will apply until September 30, 2020. She will be eligible for the Earned Discount Privilege as long as she maintains “active” status.

beauty consultant career path

## Independent Beauty Consultant\*

### Avenues of Income

- Product sales and reorders
- Team-Building bonus

### Compensation

- Team-Building bonus

#### rewards



- *Mary Kay*® pin
- *Applause*® magazine†
- Eligible to attend company events
- Eligible to qualify for quarterly Star Consultant recognition and MK Total Rewards Points

### ■ team-building bonus

An ACTIVE Independent Beauty Consultant, Senior Beauty Consultant, Star Team Builder, Team Leader, Future Independent Sales Director or Sales Director-in-Qualification will earn a \$50 Team-Building bonus for each *Great Start*-qualified\*\* new personal team member during the *Great Start* Promotion period. She will receive the bonus in the month the new personal team member’s *Great Start*-qualifying\*\* order is received.

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### star consultant program

A Beauty Consultant at any step of the career path may become a Star Consultant when a minimum of \$1,800 in wholesale Section 1/Section 5 orders is received within the contest quarter. Higher categories can be achieved with additional wholesale Section 1/Section 5 orders received during the quarter and for team-building. An additional 600 MK Total Rewards points can be earned for each new qualified personal team member whose Independent Beauty Consultant Agreement and a minimum of cumulative \$600 in wholesale Section 1/Section 5 orders are received and fully processed within the contest quarter, or 3 months from receipt and acceptance of Agreement to Company.

Quarterly Wholesale Section 1	Star Consultant Level Achieved	MK Total Rewards Points Earned in a Quarter
\$1800 - \$2399	Sapphire	1800 MK Total Rewards points (\$1,800 Section 1/Section 5 wholesale)
min \$1800 + Team Building credit = 2400	Ruby	2400 MK Total Rewards points
min \$1800 + Team Building credit = 3000	Diamond	3000 MK Total Rewards points
min \$1800 + Team Building credit = 3600	Emerald	3600 MK Total Rewards points
min \$1800 + Team Building credit = 4800 or more	Pearl	4800 - 5999 MK Total Rewards points***
min \$1800 + Team Building credit = 6000 or more	Pearl	6000 - 7799 MK Total Rewards points***
min \$1800 + Team Building credit = 7800 or more	Pearl	7800 - 9599 MK Total Rewards points***
min \$1800 + Team Building credit = 9600 or more	Pearl	9600 or more MK Total Rewards points and higher***

### Star Consultant Quarters

- Quarter 1 – July 1 to September 30
- Quarter 2 – October 1 to December 31
- Quarter 3 – January 1 to March 31
- Quarter 4 – April 1 to June 30

\*An Independent Beauty Consultant is an independent contractor, not an employee of Mary Kay Cosmetics Ltd., and will not be treated as an employee for federal tax purposes or otherwise.

\*\*A *Great Start*-qualified new personal team member is one whose initial order or cumulative orders with the Company are \$1,200 or more in retail products, and the order(s) are received and accepted by the Company in the same or following three calendar months that her Independent Beauty Consultant Agreement is received and accepted by the Company.

\*\*\*Once the Pearl Star Consultant level is achieved Independent Beauty Consultants will be awarded total wholesale dollar + team-building credit per point.

†*Applause*® magazine is available for Independent Beauty Consultants to download in the Digital Showcase app, available for Apple and Android devices.

### • **Great Start: Ready, Set, Sell!**

- When a new Independent Beauty Consultant places an **initial** \$1,200 or more retail product order within her first *two months*, she can earn free Ultimate Product Bonus Bundles<sup>†</sup> valued at up to \$140 suggested retail each. The first two months means the month her Independent Beauty Consultant Agreement is received and accepted by the Company and the following month. Maximum bonus value is an example based only on the maximum product bonus bundle<sup>†</sup> value of \$140 suggested retail. The actual total value of the bonuses received will depend on the suggested retail values of the product bonus bundle(s)<sup>†</sup> selected and is subject to any required tax obligations. Sales tax is required on the suggested retail value of the Section 1/Section 5 products included in the product bonus bundles<sup>†</sup>. She is eligible to receive up to six Ultimate Product Bonus Bundles<sup>†</sup> total. For complete details, see the *Great Start: Ready, Set, Sell!* brochure or go to *Mary Kay InTouch*<sup>®</sup>.

### • **Great Start: Ready, Set, Keep Selling!**

- Each time a new Independent Beauty Consultant reaches \$1,200 or more in cumulative retail product orders within her first four months, she'll earn a free Essential Product Bonus Bundle<sup>†</sup> valued at approximately \$90 suggested retail. The first four months means the month her Independent Beauty Consultant Agreement is received and accepted by the Company and the following three calendar months (*Great Start*-qualified). Maximum bonus value is an example based only on the maximum product bonus bundle<sup>†</sup> value of \$90 suggested retail. The actual total value of the product bonus bundle(s) received will depend on the suggested retail values of the product bonus bundle(s)<sup>†</sup> selected and is subject to required tax obligations. Sales tax is required on the suggested retail value of the Section 1/Section 5 products included in the product bonus bundles<sup>†</sup>. This offer does not apply to order amounts that qualify for Ready, Set, Sell! product bonus bundles<sup>†</sup>. She is eligible to receive up to six Essential Product Bonus Bundles<sup>†</sup> total. See the *Great Start: Ready, Set, Sell!* brochure for full details or go to *Mary Kay InTouch*<sup>®</sup>.

### • **Great Start: Team-Building Product Bonus Bundles<sup>†</sup>**

- When a new active Independent Beauty Consultant adds a new personal team member within her first four months of business, she can earn two Team-Building Product Bonus Bundles<sup>†</sup> valued at up to a total of \$310 suggested retail when her new personal team member becomes a *Great Start*-qualified\* Independent Beauty Consultant. No Limits. Her first four months means the month her Independent Beauty Consultant Agreement is received and accepted by the Company and the following three months. The actual total value of the product bonus bundles<sup>†</sup> received will depend on the suggested retail value of the product bonus bundles<sup>†</sup> selected and is subject to any required tax obligations. Sales tax is required on the suggested retail value of the retail Section 1/Section 5 products included in the product bonus bundles<sup>†</sup>.

# Senior Beauty Consultant

## Avenues of Income

- Product sales and reorders
- Team-Building commissions
- Team-Building bonus

## Compensation

- 4% personal team commission
- Team-Building bonus



## rewards

- 1 Active Personal Team Member: Eligible to wear Senior Beauty Consultant pin enhancer
- Eligible to qualify for quarterly Star Consultant recognition and MK Total Rewards Points

## Requirements

- 1 to 2 active personal team members
- You must be active.

## ■ team-building bonus

An ACTIVE Independent Beauty Consultant, Senior Beauty Consultant, Star Team Builder, Team Leader, Future Independent Sales Director or Sales Director-in-Qualification will receive a \$50 Team-Building bonus for each *Great Start*-qualified\* new personal team member during the *Great Start* Promotion period. She will receive the bonus in the month the new personal team member's *Great Start*-qualifying\* order is received.

\*A *Great Start*-qualified new personal team member is one whose initial order or cumulative orders with the Company are \$1,200 or more in retail products, and the order(s) are received and accepted by the Company in the same or following three calendar months that her Independent Beauty Consultant Agreement is received and accepted by the Company.

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**personal team commissions**

All active Senior Beauty Consultants and above are eligible to earn a 4%, 9% or 13% personal team commission on the wholesale orders placed by their personal team members.

- When you have one to four active personal team members, you can earn a 4% commission on team members' combined wholesale Section 1/Section 5 orders in any calendar month.
- When you have five or more active personal team members, you can earn a 9% commission on team members' combined wholesale Section 1/Section 5 orders in any calendar month.
- You can increase your commission to 13% when you place a personal minimum \$600 wholesale Section 1/Section 5 order in the same month that at least five personal team members each place minimum \$450 retail orders.

# Star Team Builder (Red Jacket)

**Avenues of Income**

- Product sales and reorders
- Team-Building commissions
- Team-Building bonus

**Compensation**

- 4%, 6% or 8% personal team commission
- Team-Building bonus



**rewards**

- Eligible to wear Star Team Builder pin enhancer
- Order official red jacket available only from Mary Kay Cosmetics Ltd.
- Eligible to qualify for quarterly Star Consultant recognition and MK Total Rewards Points

**Requirements**

- 3 to 4 active personal team members
- You must be active.

**Star Team Builder Commission Schedule**

monthly personal and personal team production	commission
Less than \$1,000	4%
\$1,000 to \$1,799	6%
\$1,800 and above	8%

**NOTE:** Personal and personal team production is used to determine the percentage of commission, but commission is only paid on personal team production.

**team-building bonus**

An ACTIVE Independent Beauty Consultant, Senior Beauty Consultant, Star Team Builder, Team Leader, Future Independent Sales Director or Independent Sales Director-in-Qualification will receive a \$50 Team-Building bonus for each *Great Start*-qualified\* new personal team member during the *Great Start* Promotion period. She will receive the bonus in the month the new personal team member's *Great Start*-qualifying\* order is received.

**business guidelines**

- For career path status and compensation purposes, a qualified team member is one whose initial order or cumulative orders with the Company are \$1,200 or more in retail products, and the order(s) are received and accepted by the Company in the same or following three calendar months that her Independent Beauty Consultant Agreement is received and accepted by the Company.

# Team Leader

## Avenues of Income

- Product sales and reorders
- Team-Building commissions
- Team-Building bonus

## Compensation

- 9% or 13% personal team commission
- Team-Building bonus



### rewards

- Eligible to wear Team Leader pin enhancer
- Eligible to qualify for quarterly Star Consultant recognition and prizes
- Eligible to go on-target for Grand Achiever status (Grand Achiever Cash Compensation)

## Requirements

- 5 to 7 active personal team members
- You must be active.

### ■ team-building bonus

An ACTIVE Independent Beauty Consultant, Senior Beauty Consultant, Star Team Builder, Team Leader, Future Independent Sales Director or Sales Director-in-Qualification will receive a \$50 Team-Building bonus for each *Great Start*-qualified\* new personal team member during the *Great Start* Promotion period. She will receive the bonus in the month the new personal team member's *Great Start*-qualifying\* order is received.

\*A *Great Start*-qualified new personal team member is one whose initial order or cumulative orders with the Company are \$1,200 or more in retail products, and the order(s) are received and accepted by the Company in the same or following three calendar months that her Independent Beauty Consultant Agreement is received and accepted by the Company.

# Future Independent Sales Director\*\*

## Avenues of Income

- Product sales and reorders
- Team-Building commissions
- Team-Building bonus

## Compensation

- 9% or 13% personal team commission
- Team-Building bonus



### rewards

- Eligible to wear Future Independent Sales Director pin enhancer
- Eligible to qualify for quarterly Star Consultant recognition and MK Total Rewards Points
- Eligible to submit Sales Director-in-Qualification Commitment Form
  - Must have 8 or more active personal team members; refer to “Prior to Entering the Sales Director-in-Qualification Program” under Independent Sales Director-in-Qualification section for details.
- Eligible to qualify for Grand Achiever status (Grand Achiever Cash Compensation)

## Requirements

- 8 or more active personal team members
- You must be active.

### ■ team-building bonus

An ACTIVE Independent Beauty Consultant, Senior Beauty Consultant, Star Team Builder, Team Leader, Future Independent Sales Director or Sales Director-in-Qualification will receive a \$50 Team-Building bonus for each *Great Start*-qualified\* new personal team member during the *Great Start* Promotion period. She will receive the bonus in the month the new personal team member's *Great Start*-qualifying\* order is received.

\*\*Achieving Future Independent Sales Director recognition status does not guarantee you will become an Independent Sales Director. In order to become an Independent Sales Director, you must successfully complete the Independent Sales Director qualification requirements as set forth by the Company. A Sales Director is an independent contractor, not an employee of Mary Kay Cosmetics Ltd. and will not be treated as an employee for federal tax purposes or otherwise. The Sales Director position is appointed at the sole discretion of Mary Kay Cosmetics Ltd.

# Independent Sales Director-in-Qualification Program

Acceptance into the Sales Director-in-Qualification program is at the Company's sole discretion.

## Prior to Entering the Sales Director-in-Qualification Program

In order to submit a Commitment Form to the Company stating the intent to begin the Independent Sales Director-in-Qualification (DIQ) program, an Independent Beauty Consultant must:

- Be active.
- Submit a commitment form on or before the 5<sup>th</sup> of the month.
- Have eight (8) or more active personal team members by the end of the month prior to submitting the Commitment Form. For example, if a potential Independent Sales Director-in-Qualification (DIQ) wanted to submit a Commitment Form in June, then the Independent Beauty Consultant must have at least 8 active personal team members by May 31.
  - To count toward this requirement, none of the personal team members can be any of the following:
    - ▲ the spouse of the DIQ
    - ▲ the spouse of any Beauty Consultant
    - ▲ a current DIQ or current Sales Director
    - ▲ a personal team member submitting her Commitment Form in the same month as the DIQ
      - If one of the personal team members submits a Commitment Form in the same month as the DIQ, then the DIQ will need to replace that personal team member and have at least nine (9) active personal team members by the end of the month prior to submitting the Commitment Form.

## Additional Requirements Prior to Entering the Sales Director-in-Qualification Program

- Be in good standing with the Company (which includes, but is not limited to, compliance with the terms of the Independent Beauty Consultant Agreement and paying in full any accounts receivable she may have with the Company under current or previous Beauty Consultant numbers).
- The Independent Beauty Consultant must formally submit a Commitment Form requesting acceptance into the DIQ program.
  - Online Commitment Forms are available on *Mary Kay InTouch*® from the 1st through the 5<sup>th</sup> of each month.

## ■ team-building bonus

An ACTIVE Independent Beauty Consultant, Senior Beauty Consultant, Star Team Builder, Team Leader, Future Independent Sales Director or Sales Director-in-Qualification will receive a \$50 Team-Building bonus for each *Great Start*-qualified\* new personal team member during the *Great Start* Promotion period. She will receive the bonus in the month the new personal team member's *Great Start*-qualifying\* order is received.

\*A *Great Start*-qualified new personal team member is one whose initial order or cumulative orders with the Company are \$1,200 or more in retail products, and the order(s) are received and accepted by the Company in the same or following three calendar months that her Independent Beauty Consultant Agreement is received and accepted by the Company.



### DIQ Qualification Requirements

- A DIQ may qualify as an Independent Sales Director in one, two or three months, based on when she achieves the following:
  - \$13,500 cumulative unit wholesale production
  - 24 total active unit members
    - ▲ The DIQ **is** considered one of the 24 active unit members.
  - \$4,000 minimum wholesale unit production each month, even if the DIQ has already reached \$13,500 cumulative unit wholesale production during the qualification period.
- The DIQ's unit members must contribute at least \$9,500 toward the \$13,500 cumulative unit wholesale production requirement.
- A DIQ may contribute up to \$4,000 in personal wholesale Section 1/Section 5 production toward the \$13,500 cumulative unit wholesale production during the qualification period.
- Should the DIQ's qualifying unit not meet all of the requirements, the DIQ has not qualified and must submit a new Commitment Form to begin qualification again (immediately, if she chooses and is eligible).

### Additional Qualification

- The qualifying unit is comprised of the DIQ, her personal team members, regardless of unit affiliation (Exception: personal team members who already may be Sales Directors or in qualification to become Sales Directors) and her second-level team members (the recruits of her personal recruits). Team members' recruits whose Independent Beauty Consultant Agreements are accepted by the Company will be members of the new qualifying unit regardless of when the DIQ begins Sales Director qualification.
- Spouses do not count toward any program except unit production and commission. Once one spouse becomes a Sales Director, the other spouse is not eligible to become a Sales Director. The Sales Director commission will be paid on the spouse's orders.
- A Sales Director is an independent contractor and not an employee of Mary Kay Cosmetics Ltd. The Sales Director position is appointed at the sole discretion of Mary Kay Cosmetics Ltd.

### The DIQ Understands:

- The importance of attending the New Independent Sales Director Education week designated for her debuting class when she completes the Sales Director-in-Qualification program.
- In the event anyone places an order for a Starter Kit and/or product on behalf of a Beauty Consultant, the following applies:
  - The person placing the order must have the Beauty Consultant's consent prior to placing the order;
  - The person placing the order must use the Beauty Consultant's funds; and
  - The person placing the order must be in possession of the Beauty Consultant's funds prior to placing the order.
- Taking a postdated cheque and placing an order for a Beauty Consultant will not count.
- A Beauty Consultant selling anyone's inventory other than her own, then placing an order, will not count.
- The DIQ cannot sell her inventory to a Beauty Consultant and take her money to place an order to replace the DIQ's inventory.
- If the DIQ uses her credit card to pay for a Beauty Consultant's order, the DIQ must have already received the cash from the Beauty Consultant before the order is placed with the Company.
- The DIQ cannot place an order for a Beauty Consultant with her promise to pay the DIQ back.

### Special Considerations

- An Independent Beauty Consultant who returns merchandise to the Company for repurchase is not eligible to rejoin Mary Kay as an Independent Beauty Consultant.



# Independent Sales Director\*

## Avenues of Income

- Product sales and reorders
- Team-Building commissions
- Personal Team-Building bonus
- Leadership
- Unit Development bonus
- Sales Director Star Consultant Bonus

## Compensation

- 4%, 9% or 13% personal team commission
- 9%, 13% or 23% unit commission
- Team-Building bonus
- Unit Development bonus of \$400 to \$1,000
- Sales Director Star Consultant Bonus



## rewards

- Eligible to wear Sales Director suit
- *Directors Memo*
- Eligible to wear Sales Director pin and enhancer
- Eligible to qualify for quarterly Star Consultant recognition and MK Total Rewards Points
- Eligible to earn the use of a Sales Director Career Car or Cash Compensation option
- Eligible to qualify for quarterly Star Sales Director recognition and yearlong consistency prizes
- Eligible for term life insurance program
- Eligible to attend Leadership Conference
- Eligible to qualify for Top Sales Director Trip
- Opportunity to personally recruit in designated international markets

## • Sales Director Personal Team-Building Bonus

- A Sales Director is entitled to a \$100 Sales Director Personal Team-Building bonus for each *Great Start*-qualified\*\* new personal team member added to her Sales Unit. A *Great Start*-qualified\*\* new personal team member is one whose initial order or cumulative orders with the Company \$1,200 more in retail products, and the order(s) are received and accepted by the Company in the same or following three calendar months that her Independent Beauty Consultant Agreement is received and accepted by the Company. The Sales Director Personal Team-Building bonus is earned in the month in which the *Great Start*-qualified team member's initial or cumulative retail order(s) totaling \$1,200 are received and accepted by the Company.
- The Sales Director Personal Team-Building bonus will be paid on the basis of wholesale orders and Independent Beauty Consultant Agreements received and accepted by the Company by the close of business each month.

## • Sales Director Unit Volume Commission Schedule

monthly wholesale production	commission
Less than \$4,500	9%
\$4,500 – \$5,499.99	13%
\$5,500 or more	23%

\*A Sales Director is an independent contractor, not an employee of Mary Kay Cosmetics Ltd., and will not be treated as an employee for federal tax purposes or otherwise.

\*\*A *Great Start*-qualified new personal team member is one whose initial order or cumulative orders with the Company are \$1,200 or more in retail products, and the order(s) are received and accepted by the Company in the same or following three calendar months that her Independent Beauty Consultant Agreement is received and accepted by the Company.

**• Sales Director Unit Development Bonus**

- A Sales Director is entitled to a Sales Director Unit Development bonus of \$400 for each month at least four *Great Start*-qualified\* new unit members are added to her Sales Unit.
- A Sales Director is entitled to receive an additional bonus of \$100 for each additional *Great Start*-qualified\* new unit member added to her Sales Unit during the same month, up to a maximum of 10 *Great Start*-qualified\* new unit members. The maximum bonus per month is \$1,000.
- The Sales Director Unit Development bonus is earned in the month in which the appropriate number of new *Great Start*-qualified\* unit members' initial or cumulative retail orders totaling a minimum \$1,200 are received and accepted by the Company.

number of <i>Great Start</i> -qualified* new unit members each month	bonus
4	\$400 total
5 to 10	\$100 each

**Cadillac® Bonus**

- A Sales Director is entitled to a contest bonus of \$1,000 when she achieves Cadillac® qualification or requalification.

**Unit Circle Bonus**

- A Sales Director is entitled to a contest bonus of \$1,000 when she achieves a higher Circle of Achievement or Circle of Excellence than the previous year (payable with July commissions received in August). For example, if your 2020 unit circle level is higher than your 2019 unit circle level, you'll earn the bonus.

**First-Line Canadian Offspring Independent Sales Director Bonus**

- Sales Director is eligible to earn a one-time \$1,000 bonus for each new first-line Canadian offspring Independent Sales Director she personally debuts! There is no limit on the number of offspring Independent Sales Directors she can debut. However, the bonus will only be paid the first time someone debuts as a Sales Director on or after August 1, 2019, even if that same offspring Sales Director later debuts as a Sales Director under the same or a different Senior Sales Director.

\*A *Great Start*-qualified new personal team member is one whose initial order or cumulative orders with the Company are \$1,200 or more in retail products, and the order(s) are received and accepted by the Company in the same or following three calendar months that her Independent Beauty Consultant Agreement is received and accepted by the Company.

†A Star Consultant is one who places with the Company a minimum of \$1,800 in wholesale Section 1/Section 5 orders received during the applicable Star Consultant Contest Quarter. For purposes of this bonus, the applicable Star Consultant Contest Quarters are July 1 - September 30; October 1 to December 31; January 1 to March 31; and April 1 to June 30

**First-Year Independent Sales Director Program Bonus**

- A new Sales Director is entitled to a \$1,000 First-Year Sales Director Program bonus when she achieves each of the following First-Year Sales Director program challenges:
  - On the Move
  - Fabulous 50s Club
  - Honors Society

**Sales Director Star Consultant† Bonus**

- A Sales Director is eligible to receive a bonus based on the number of Star Consultants† in her Sales Unit at the end of each Star Consultant contest quarter.

number of Star Consultants†	bonus
5	\$300 total
6 or more	\$50 for each additional Star Consultant†

- In the case of an Offspring Unit, Star Consultants in the Offspring Unit will count for both the Senior Sales Director and the new Sales Director during the Star Consultant contest quarter in which the Offspring Unit debut takes place.

**Sales Director Term Life Insurance Program**

- Qualification for term life insurance is based on the previous calendar year's .total adjusted Section 1/Section 5 unit wholesale production.

sales director's total annual adjusted unit wholesale production	term life insurance coverage
\$187,000 or more	\$100,000
\$137,000 to \$186,999	\$75,000
\$112,000 to \$136,999	\$50,000
\$60,000 to \$111,999	\$25,000

**Note: This is a brief description of the Sales Director Term Life Insurance Program. All covered Sales Directors will receive a notification providing the provisions of coverage.**

### ■ business guidelines

- *Sales Director commissions and Sales Director bonuses are based on wholesale orders and Independent Beauty Consultant Agreements received and accepted online by the Company by midnight EST on the last day of the month.*
- *A Sales Director must maintain minimum unit production of \$4,500 wholesale per month. Per the Independent Sales Director Agreement, minimum unit production should not be missed for two consecutive months.*

# Independent Senior, Future Executive Senior, Executive Senior and Elite Executive Senior Sales Director

### Avenues of Income

- Product sales and reorders
- Team-Building commissions
- Team-Building bonus
- Leadership
- Sales Director Star Consultant Bonus
- Unit Development bonus

### Compensation

- 4%, 9% or 13% Personal Team Commission
- 9%, 13% or 23% Unit Commission
- Unit Development bonus
- Team-Building bonus
- Sales Director Star Consultant Bonus
- First-Line Canadian Offspring Independent Sales Director Bonus of \$1,000

### Qualification

- **Senior Sales Director:**  
You must have one to two active first-line offspring Sales Directors.
- **Future Executive Senior Sales Director:**  
You must have three to four active first-line offspring Sales Directors.
- **Executive Senior Sales Director:**  
You must have five to seven active first-line offspring Sales Directors.
- **Elite Executive Senior Sales Director:**  
You must have at least eight active first-line offspring Sales Directors.

### Offspring Commission (First- and Second-Line)

sales director title	personal unit monthly wholesale production minimum	number of first-line offspring	first-line offspring commission	second-line offspring commission
Senior	\$4,500	1 – 2	5%	
Future Executive Senior	\$4,500	3 – 4	6%	
Executive Senior	\$4,500	5 – 7	7%	1%
Elite Executive Senior	\$4,500	8+	7%	2%

### Special Considerations

- Global Leadership Development Program offspring sales units are included for purposes of calculating the number of offspring units.
- For the 13% personal team commission, an Executive Senior or Elite Executive Senior Sales Director may substitute one *Great Start*-qualified\* new personal team member for her personal \$1,200 retail production. (In this case, a total of six ordering personal team members, one of whom is new with \$1,200 or greater retail production, is required to earn the 13% commission.)

\*A *Great Start*-qualified new personal team member is one whose initial order or cumulative orders with the Company are \$1,200 or more in retail products, and the order(s) are received and accepted by the Company in the same or following three calendar months that her Independent Beauty Consultant Agreement is received and accepted by the Company.

## Independent National Sales Director\*\*

### Qualifications

To be considered for an appointment, a candidate under consideration for the position of Independent National Sales Director (“Candidate”) must, at a minimum, demonstrate the following threshold qualifications:

#### Qualification I: Demonstrate strength in operating an independent Mary Kay business and in encouraging others to build their Mary Kay businesses.

To demonstrate this qualification, a Candidate must, at a minimum:

1. Have a personal unit with at least 24 unit members;
2. Have a total of 20 offspring Sales Directors having one of the following configurations:
  - i. (12/3/8) 12 first-line offspring Sales Directors, three of whom are Senior Sales Directors and a total of eight second-line offspring Sales Directors; or
  - ii. (11/3/9) 11 first-line offspring Sales Directors, three of whom are Senior Sales Directors and a total of nine second-line offspring Sales Directors; or
  - iii. (10/3/10) 10 first-line offspring Sales Directors, three of whom are Senior Sales Directors and a total of 10 second-line offspring Sales Directors.
3. Each of the 20 qualifying units (12/8, 11/9, 10/10) must have at least 24 unit members (or, in the case of international offspring units, the minimum unit members based on their home country requirements).
4. Of the 20 qualifying units, at least seven must be Premier Club or Cadillac® qualifiers, and at least five must live in Canada.
5. The personal unit of the Candidate must be a Cadillac® Career Car qualifier.

The Company may consider other criteria to evaluate the strength of the potential National Area, including production history, unit size and longevity, and similar factors.

#### Qualification II: Must demonstrate Golden Rule proficiency.

To meet this qualification, a Candidate must, at a minimum:

1. Be in compliance with her Agreements with the Company.
2. Demonstrate an understanding of and compliance with the business model and correctly communicate the same to others in her unit and prospective future National Area.
3. Demonstrate integrity in the operation of her business and the development of her prospective future National Area.

\*\*An Independent National Sales Director is an independent contractor, not an employee of Mary Kay Cosmetics Ltd., and will not be treated as an employee for federal tax purposes or otherwise.

**Qualification III: Demonstrate interest in educational events.** In addition, a Candidate must have participated in an educational event designed for Independent Executive Sales Directors and above within a year of the intended debut.

**Process**

An Independent Sales Director who has at least eight first-line and six second-line offspring Sales Directors may contact her Sales Development Director to express interest in being considered for appointment to the position of NSD and may request an Independent National Sales Director letter of intent. A Candidate must return the signed letter of intent to the Company no later than six months prior to the Candidate’s desired NSD debut date. During this time, the Company will evaluate whether a Candidate has sufficiently demonstrated all qualifications to be considered for appointment to the position of NSD.

**Area Requirements**

Once appointed, an Independent National Sales Director who debuted after January 1, 2012, must maintain one of the following area requirements in order to retain her NSD status:

- Achieved \$100,000 in NSD commissions\*\* in the prior Seminar year; or
- Maintain at least eight first-line offspring Independent Sales Directors in her National Area; or
- Maintain at least 20 offspring Independent Sales Directors in her first through third lines, affiliated and unaffiliated.

\*\*\*“NSD Commissions” are comprised of NSD commissions earned on the wholesale production of first-, second-, and third-line offspring units; Top 10 fourth-line and beyond; Elite Executive NSD commissions; NSD commissions on personal units; NSD bonuses for NSD offspring and Sales Director offspring from personal units; NSD Area Leadership Development bonuses and NSD commissions earned as part of the Global Leadership Development Program.

A **new** Independent National Sales Director is not subject to these requirements for the first two years after her debut. During this two-year growth period, an NSD should focus on the development of her new National Area with strategies that create sustainable strength.

If any NSD falls below the area requirements after this initial two-year growth period, the NSD will have up to two years to achieve at least one of the area requirements to remain an active NSD.

**New NSD Resources**

New Independent National Sales Directors are encouraged to take advantage of the various resources available to them immediately following their debut. We recommend attending NSD Scholar Week, and NSD education classes. Also, connecting with staff in Sales Force Development, NSD Services and with other key staff members can help as a new NSD creates a plan for success.

**Compensation**

• **Personal Team Commission of 13%**

For the 13% personal team commission, a National Sales Director does not have any personal activity requirements, but is still required to have at least five personal team members each place minimum \$450 retail orders.

• **Sales Director Personal Unit Volume Commission of 13%**

• **National Sales Director Commission**

➤ NSD personal unit volume commission of 10%

▲ An NSD may elect to keep her personal unit at the time she debuts or form a personal unit at a later date in order to develop additional first-line offspring units. She will earn a 10% NSD commission on her personal unit’s wholesale volume in addition to a 13% Sales Director commission on that unit’s wholesale production.

**Independent National Sales Director Commission Schedule**

based on monthly wholesale purchase volume of each first-line offspring* unit	nsd commission
\$24,000 or more	10.0%
\$16,000 to \$23,999	9.0%
\$8,000 to \$15,999	8.0%
\$0 to \$7,999	7.0%
<b>Second-line</b> units who are unaffiliated with an offspring NSD <b>and</b> those affiliated with an offspring NSD.	4.0%
<b>Third-line</b> units who are unaffiliated with an offspring NSD <b>and</b> those affiliated with an offspring NSD.	2.0%

\* If first-line offspring is an NSD, the Senior NSD earns a 5% NSD Commission and a 5% Senior Sales Director commission

➤ **First-Line New Offspring Sales Director Bonus**

Bonuses will be paid for the development of Sales Directors from NSD’s personal unit according to the following schedule:

	nsd bonus
<b>Debut bonus:</b> Paid at time of offspring Sales Director’s debut (paid only once per individual Sales Director)	\$5,000
<b>Wholesale production bonus:</b> Paid at annual anniversary of same Sales Director’s debut when offspring Sales Director generates wholesale production of \$60,000 or more within last 12 months	\$1,000

- The minimum 20 units required to debut as a new National Sales Director must be in place before the first-line offspring Sales Director \$5,000 bonus can be earned on any Sales Directors who debut on the same day as their National Sales Director.

▲ To be eligible for the **\$1,000** first-line offspring Sales Director bonus based on wholesale production, the NSD must have qualified to earn the **\$5,000** first-line offspring Sales Director bonus for the debut of the same offspring Sales Director.

**NSD Area Leadership Development Bonus**

An NSD will earn a quarterly (December 31, March 31, June 30 and September 30) Leadership Development bonus on the units in her 1st – 3rd affiliated\* and unaffiliated area members as follows:

- \$200 for each Senior Sales Director
- \$300 for each Future Executive Sales Director
- \$500 for each Executive Senior Sales Director
- \$800 for each Elite Executive Senior Sales Director
- \$800 for each National Sales Director Personal Unit

Special note: When an Elite Executive Senior Sales Director debuts as a National Sales Director, the Senior National Sales Director who receives the \$10,000 Offspring NSD Development bonus will no longer receive the \$800 quarterly bonus paid on Elite Executive Senior Sales Directors or NSD personal units.

**Top 10 Affiliated and Unaffiliated Fourth-Line and Beyond Sales Director Commission**

- A 2% commission calculated on the combined monthly wholesale purchase volume of NSD’s offspring Sales Directors that are affiliated\* and unaffiliated fourth-line and beyond. “Top 10” means the monthly ranking 1–10 of NSD’s affiliated\* and unaffiliated fourth-line and beyond offspring sales units based on monthly wholesale purchase volume.

**Grand 5 Contest Bonus**

- A National Sales Director is entitled to contest bonuses when an unaffiliated Canadian Sales Director in her area achieves any one or more of the following:
  - Cadillac® qualification or requalification - \$1,750
  - Higher Circle of Achievement or Circle of Excellence than the previous year (payable with July commissions received in August) - \$1,750
  - On the Move - \$1,000
  - Fabulous 50s Club - \$1,000
  - Honors Society - \$1,000

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**nsd motivation account**

A special allowance is paid to NSDs to help defray some of the expenses related to prizes, awards, newsletters, telephone calls, etc., which are associated with an NSD’s activity with her unaffiliated fourth-line Sales Directors and beyond. This allowance is determined at the end of June and paid in July of the same year according to the following schedule. Only unaffiliated offspring units from the Canadian and Global Leadership Development Program are considered for this account.

number of fourth line and below	payment
1 to 20	\$1,200
21 to 50	\$2,400
51 to 100	\$3,600
101 +	\$12,000



**rewards**

- Eligible to wear National Sales Director suit
- NSD bracelet
- Eligible for annual luxury trip for self and spouse
- Earn the use of a Cadillac® or choose the Cash Compensation option at a rate of \$1,500 per month in lieu of the car
- Family Benefit program
- Great Futures program
- Opportunity to personally recruit in designated international markets
- Disability Award program
- Term life insurance and AD&D Insurance

\*An affiliated Canadian Sales Director, offspring unit, line and/or area is one that is directly associated with another active offspring National Sales Director.

# Independent Senior National Sales Director and Independent Executive National Sales Director

## Qualification

### • **Senior National Sales Director:**

You must have one offspring National Sales Director in any line regardless of debut sequence.

### • **Executive National Sales Director:**

You must have at least three offspring National Sales Directors from any unaffiliated line who debuted as Independent National Sales Directors subsequent to your debut and for whom you are eligible to receive the Offspring NSD Development bonus.

## Compensation

### • **Senior and Executive National Sales Director Commission Schedule**

Senior and Executive National Sales Director commission is payable as follows:

	<b>senior national sales director commission</b>
First-line offspring Sales Director who becomes an NSD	5%
Second-line offspring Sales Director who becomes an NSD	4%
Third-line offspring Sales Director who becomes an NSD	2%

These personal unit commissions are payable regardless of debut sequence, even if the offspring NSD debuted prior to the Senior NSD. Likewise, it does not matter if another NSD exists between the Senior NSD and the offspring NSD.

### • **Offspring NSD Development Bonus Schedule**

- The first time that an individual debuts as an NSD, the Senior NSD (who has been an NSD for at least six [6] months) from whose unaffiliated area the offspring NSD is developed, is entitled to a \$10,000 Offspring NSD Debut bonus at the time of the new offspring NSD's debut. There shall only be one (1) recipient of this bonus. For purposes of determining the recipient of this bonus, the NSD of the new offspring NSD six (6) months prior to the offspring NSD's debut receives the bonus.

- The Senior NSD is entitled to a \$10,000 Offspring NSD Anniversary bonus annually thereafter on the offspring NSD's debut date for so long as the National Sales Director Agreements ("NSD Agreement") of both the Senior NSD and the offspring NSD remain in effect. Notwithstanding anything to the contrary contained herein, the Senior NSD will continue to receive the Offspring NSD Anniversary bonus until the termination of her NSD Agreement, if the NSD Agreement of her offspring NSD terminated due to the offspring's death or qualification or debut as an NSD Emeritus.
- If the NSD Agreement of an Offspring NSD is terminated, but the former offspring NSD later re-debuts as an NSD, the Senior NSD at the time of the re-debut will not receive an Offspring NSD Debut bonus, which is only paid the first time an individual debuts as an NSD. The Senior NSD at the time of the NSD's re-debut will be eligible for the annual Offspring NSD Anniversary bonus based on the re-debut date, beginning on the first anniversary of the offspring NSD's re-debut.



# Independent Elite Executive National Sales Director

## Qualification

- You must have at least five offspring National Sales Directors from any line who debuted as Independent National Sales Directors subsequent to your debut and for whom you are eligible to receive the Offspring NSD Development bonus.

## Compensation

In addition to the National, Senior National and Executive National Sales Director compensation and rewards, an Elite Executive National Sales Director also is eligible to receive the following compensation and rewards:

### > Elite Executive National Sales Director Fourth-Line Commission Schedule

The Elite Executive National Sales Director Commission is payable on the wholesale unit production of all fourth-line offspring sales units:

	elite executive nsd commission
All fourth-line offspring sales units	2%



### rewards

- Elite NSD Diamond Bee pin

## Special Considerations

- When an Independent National Sales Director debuts as a National Sales Director Emeritus, the Independent Beauty Consultants in her personal sales unit are dispersed among her first-line Sales Directors' units. They do not move up into her Independent Senior National Sales Director or Senior Sales Director's sales unit. In addition, an offspring Sales Director of the debuting National Sales Director Emeritus will not replace the debuting National Sales Director Emeritus as a first-line offspring sales unit of her Senior Sales Director or Senior National Sales Director.
- An Independent National Sales Director may request that the Company disperse the Beauty Consultants in her personal unit at any time into her first-line Sales Directors' units. She may not disperse the Beauty Consultants in her personal unit into her first-line National Sales Directors' personal unit(s).

# ADVANCE

## CAREER PATH COMMISSIONS AT-A-GLANCE

# Career path commissions at-a-glance

## ■ personal team commission schedule for active senior beauty consultants and above:

qualification	commission on combined wholesale orders
You have five or more personal team members who each place minimum \$450 retail orders in a month, and you personally place a \$600 wholesale Section 1 and Section 5 order in the same month	13%
5 or more active personal team members	9%
1 to 4 active personal team members	4%

## ■ team-building bonus

An ACTIVE Independent Beauty Consultant, Senior Beauty Consultant, Star Team Builder, Team Leader, Future Independent Sales Director or Sales Director-in-Qualification will receive a \$50 Team-Building bonus for each *Great Start*-qualified\* new personal team member during their *Great Start* Promotion period. She will receive the bonus in the month the new personal team member's *Great Start*-qualifying\* order is received.

## ■ independent sales director commission schedule:

### Sales Director Unit Volume Commission Schedule

monthly wholesale production	commission
\$5,500 or greater	23%
\$4,500 to \$5,499.99	13%
\$0 to \$4,499.99	9%

**Unit Development Bonus** A Sales Director is entitled to a Sales Director Unit Development Bonus of at least \$400 for each month at least four *Great Start*-qualified\* new unit members are added to her Sales Unit. A Sales Director is entitled to receive an additional bonus of \$100 for each additional *Great Start*-qualified\* new unit member added to her Sales Unit during the same month, up to a maximum of 10 *Great Start*-qualified\* new unit members. The maximum bonus per month is \$1,000.

number of <i>Great Start</i> -qualified* new unit members each month	bonus
4	\$400 total
5 to 10	\$100 each

**Sales Director Personal Team-Building Bonus** A Sales Director is entitled to a \$100 Sales Director Personal Team-Building bonus for each *Great Start*-qualified\* new personal team member added to her Sales Unit.

**Sales Director Star Consultant<sup>†</sup> Bonus** A Sales Director is eligible to receive a bonus based on the number of Star Consultants<sup>†</sup> in her Sales Unit at the end of each Star Consultant contest quarter.

number of Star Consultants <sup>†</sup>	bonus
5	\$300 total
6 or more	\$50 for each additional Star Consultant <sup>†</sup>

➤ In the case of an Offspring Unit, Star Consultants in the Offspring Unit will count for both the Senior Sales Director and the new Sales Director during the Star Consultant contest quarter in which the Offspring Unit debut takes place.

**First-Line Canadian Offspring Sales Director Bonus** Sales Director is eligible to earn a one-time \$1,000 bonus for each new first-line Canadian offspring Independent Sales Director she personally debuts! There is no limit on the number of offspring Independent Sales Directors she can debut. However, the bonus will only be paid the first time someone debuts as a Sales Director on or after August 1, 2019, even if that same offspring Sales Director later debuts as a Sales Director under the same or a different Senior Sales Director.

\*A *Great Start*-qualified new personal team member is one whose initial order or cumulative orders with the Company are \$1,200 or more in retail products, and the order(s) are received and accepted by the Company in the same or following three calendar months that her Independent Beauty Consultant Agreement is received and accepted by the Company.

†A Star Consultant is one who places with the Company a minimum of \$1,800 in wholesale Section 1/Section 5 orders received during the applicable Star Consultant Contest Quarter. For purposes of this bonus, the applicable Star Consultant Contest Quarters are July 1 - September 30; October 1 to December 31; January 1 to March 31; and April 1 to June 30

■ **independent senior sales director, future executive senior sales director, executive senior sales director and elite executive senior sales director commission schedule:**

career path level	personal unit monthly wholesale production	number of first-line offspring units	first-line offspring commission	second-line offspring commission
Senior Sales Director	\$4,500	1 – 2	5%	
Future Executive Senior Sales Director	\$4,500	3 – 4	6%	
Executive Senior Sales Director	\$4,500	5 – 7	7%	1%
Elite Executive Senior Sales Director	\$4,500	8+	7%	2%

■ **independent national sales director, senior national sales director, executive national sales director and elite executive national sales director commission schedule:**

based on monthly wholesale production of each first-line offspring	nsd commission
\$24,000 or more	10%
\$16,000 to \$23,999	9%
\$8,000 to \$15,999	8%
\$0 to \$7,999	7%
<b>Second-line</b> units who are unaffiliated with an offspring NSD and those affiliated with an NSD offspring	4%
<b>Third-line</b> units who are unaffiliated with an offspring NSD and those affiliated with an offspring NSD	2%
<b>Top 10 fourth-line</b> units and beyond who are unaffiliated with an offspring NSD	2%

- Personal team commission of 13%
- Sales Director personal unit volume commission of 13%
- NSD personal unit volume commission of 10%
- Elite Executive National Sales Director fourth-line commission of 2%

➤ **First-Line New Offspring Sales Director Bonus**

Bonuses will be paid for the development of Sales Directors from NSD's personal unit according to the following schedule:

	nsd bonus
<b>Debut bonus:</b> Paid at time of offspring Sales Director's debut (unless offspring Sales Director previously debuted from another NSD's personal unit)	\$5,000
<b>Wholesale production bonus:</b> Paid at annual anniversary of same Sales Director's debut when offspring Sales Director generates wholesale production of \$60,000 or more within last 12 months	\$1,000

- ▲ To be eligible for the **\$1,000** first-line Offspring Sales Director bonus based on wholesale production, the NSD must have qualified to earn the **\$5,000** first-line Offspring Sales Director bonus for the debut of the same offspring Sales Director.

**Offspring NSD Development Bonus**

\$10,000 annual bonus on the development of NSD offspring

- Refer to "Offspring NSD Development Bonus Schedule" under Independent Senior National Sales Director and Independent Executive National Sales Director section for details.

**NSD Area Leadership Development Bonus**

An NSD will earn a quarterly (December 31, March 31, June 30 and September 30) Leadership Development bonus on the units in her 1st – 3rd affiliated\* and unaffiliated area members as follows:

- \$200 for each Senior Sales Director
- \$300 for each Future Executive Sales Director
- \$500 for each Executive Senior Sales Director
- \$800 for each Elite Executive Senior Sales Director
- \$800 for each National Sales Director Personal Unit

Special note: When an Elite Executive Senior Sales Director debuts as a National Sales Director, the Senior National Sales Director who receives the \$10,000 Offspring NSD Development bonus will no longer receive the \$800 quarterly bonus paid on Elite Executive Senior Sales Directors or NSD personal units.

\*An affiliated Canadian Sales Director, offspring unit, line and/or area is one that is directly associated with another active offspring National Sales Director.



# Grand Achiever Program

## Beauty Consultant Grand Achiever Program



### rewards

- Grand Achiever Cash Compensation

### On-Target

- Five or more active personal team members
- \$5,000 combined personal/team wholesale Section 1/Section 5 production in a calendar month
- You must be active and in good standing with the Company
- These requirements must be met each month to be considered on-target.

*(A team member who is the spouse of an Independent Beauty Consultant/Independent Sales Director or a team member of one of your personal team members will not count toward Grand Achiever program on-target requirements, qualification requirements, requalification requirements or maintenance requirements.)*

### Qualification

- You may qualify as a Grand Achiever in one, two, three or four months, based on when you achieve the following:
  - \$22,000 combined personal/team wholesale Section 1/Section 5 production
  - 14 active personal team members
- You may contribute up to \$4,000 in personal wholesale Section 1/Section 5 production toward the total \$22,000 requirement.
- Your team must contribute a minimum of \$18,000 wholesale Section 1/Section 5 production toward the total \$22,000 requirement.
- You must have a minimum of \$5,000 combined personal/team wholesale Section 1/Section 5 production each month of the qualification period while maintaining five or more active personal team members.
- You must be active.

### Maintenance Requirements

- Team maintenance starts the month following qualification and continues through the requalification period as long as minimum maintenance requirements are met.
- Minimum of \$5,000 combined net adjusted personal/team wholesale production per month
- Minimum of five active personal team members
- Accounts receivable with the Company must be paid in full.

- Receive \$600 car program credit toward the required \$5,000 net adjusted wholesale production per month for each *Great Start*-qualified\*\* new personal team member.
- If production falls below the minimum monthly maintenance requirement, you may be allowed to maintain the reward as long as you have five or more active personal team members and steady improvement is made toward the minimum monthly production requirement.

### Performance Account and Momentum Month

- Performance account is utilized to offset production shortfalls below the monthly minimum maintenance requirement of \$5,000 net adjusted team wholesale production per month and does not count toward on-target status or requalification requirements.
- Performance account is established after qualification with \$5,000 wholesale balance.
- **Your first month after qualification is your momentum month**, and all production in this month, including car program credit, will be doubled.
- Each month, production in excess of the required \$5,000 adds to the performance account; less than the required \$5,000 depletes the performance account.
- Maximum performance account balance that can be carried forward from month to month is \$15,000.

**Cash Compensation Option**

- Full Cash Compensation is paid each month unless the performance account is depleted and production falls short of the required \$5,000 net adjusted team wholesale production per month.
- The Cash Compensation payment amount is determined by the Grand Achiever Team Cash Compensation Payment Schedule below and paid in that month's commission that is received in the middle of the following month.

**Grand Achiever Team Cash Compensation Payment Schedule**

*(amounts subject to change)*

monthly net adjusted team wholesale production	monthly cash compensation
\$5,000 or over	\$500.00
\$4,000 to \$4,999	\$400.00
\$3,000 to \$3,999	\$300.00
\$2,000 to \$2,999	\$200.00
\$1,000 to \$1,999	\$100.00
\$0 to \$999	-0-

*Note: Cash Compensation payments begin with the commission received in the second month following qualification for first time qualifiers.*

**Requalification**

- Requalification starts the 21st month after the qualification month.
- Same as qualification rules
- You must be active and have 14 active personal team members at the end of the re-qualification period.
- \$600 car program credit counts toward required production.
- Performance account balance does not count toward on-target status or requalification requirements.
- Performance account balance following requalification is re-established after qualification with a \$5,000 wholesale balance **or** the current performance account balance, whichever is greater.

**Car Program Credit**

- Receive \$600 car program credit for each *Great Start*-qualified\* new personal team member.
- A *Great-Start*-qualified\* new personal team member is one whose initial order or cumulative orders are \$1,200 or more in retail products, and the order(s) are received and accepted by the Company in the same or following three months that the Independent Beauty Consultant Agreement is received and accepted by the Company.
- Car program credit is earned in the month in which the above *Great Start*-qualified new personal team member requirements are met and applies toward the required maintenance requirements and requalification requirements.
- First time Grand Achiever qualifiers do not qualify for Car Program Credit.

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**net adjusted team wholesale production**

An Independent Beauty Consultant's net adjusted team wholesale production includes personal and team wholesale production, plus car program credit, plus any amounts borrowed from the performance account balance.

\*A *Great Start*-qualified new personal team member is one whose initial order or cumulative orders with the Company are \$1,200 or more in retail products, and the order(s) are received and accepted by the Company in the same or following three calendar months that her Independent Beauty Consultant Agreement is received and accepted by the Company.

## Sales Director Grand Achiever Program



### rewards

- Grand Achiever Career Car\* or Cash Compensation

### On-Target

- \$21,000 net adjusted unit wholesale production in one calendar quarter.

### Qualification

- \$42,000 net adjusted unit wholesale production within two consecutive calendar quarters.

Examples:

Calendar Quarter 1	Quarter 2	Total
Net Wholesale \$21,000 +	\$21,000 =	\$42,000
Net Wholesale \$13,000 +	\$29,000 =	\$42,000

- \$600 car program credit counts toward required production.

### Maintenance

- Maintenance starts the quarter following qualification and continues through your requalification period as long as minimum maintenance requirements are met.
- Excess production from the two qualifying quarters over \$42,000 will carry forward to the next quarter to offset any production shortfall below the quarterly maintenance requirements.
- Production in excess of \$21,000 in each quarter will carry forward to the next quarter to offset any production shortfall below the quarterly maintenance requirements.
- Accounts receivable with the Company must be paid in full.
- \$600 car program credit counts toward required production.
- Mary Kay Cosmetics Ltd. will pay all or part of the monthly leasing costs or Cash Compensation for eight calendar quarters, depending upon the net adjusted unit wholesale production from the prior quarter.
- If production falls below the minimum quarterly maintenance requirement, you may be allowed to maintain the reward as long as steady improvement is made toward the minimum quarterly production requirements.

## Grand Achiever Career Car

- Grand Achiever Career Car is in lieu of Cash Compensation
- Co-op lease payment is due if production falls below \$18,000 net adjusted unit wholesale production per calendar quarter.
- The prior calendar quarter's net adjusted unit wholesale production and the Grand Achiever Unit Career Car Co-op Lease Payment Schedule below determine the monthly co-op lease payment amount due for the current quarter.
- The monthly co-op lease payment will be calculated and deducted from the next three months commission.
- If the commission earned is not sufficient to cover the co-op lease payment, the balance must be paid to the Company by the 25<sup>th</sup> of the current month.
- Return of a Career Car prior to the end of the maintenance period may impact future eligibility and rewards under the Career Car program.

### Grand Achiever Unit Co-op Lease Payment Schedule

(amounts subject to change)

quarterly net adjusted unit wholesale production*	monthly lease co-op payment
\$18,000 and over	0% = \$0
\$16,000 to \$17,999	10% = \$50
\$14,000 to \$15,999	20% = \$100
\$11,000 to \$13,999	30% = \$150
\$8,000 to \$10,999	50% = \$250
\$6,000 to \$7,999	70% = \$350
\$0 to \$5,999	100% = \$500

\*Plus excess carried forward from prior quarter or from the two qualifying quarters.

### Cash Compensation Option

- Cash Compensation is in lieu of the Grand Achiever Career Car.
- Cash Compensation is paid each month of a quarter based on the previous quarter net adjusted unit wholesale production and the Grand Achiever Unit Cash Compensation Payment Schedule on next page.

\*To select the Grand Achiever Career Car reward, you must meet the requirements of the Career Car Insurance program and possess a valid Canadian driver's license.



### Grand Achiever Unit Cash Compensation Payment Schedule

(amounts subject to change)

quarterly net adjusted unit wholesale production*	monthly cash compensation
\$18,000 and over	\$500
\$16,000 to \$17,999	\$450
\$14,000 to \$15,999	\$400
\$11,000 to \$13,999	\$350
\$8,000 to \$10,999	\$250
\$6,000 to \$7,999	\$100
\$0 to \$5,999	\$0

Note: Cash Compensation payments begin with the commission received in the second month following qualification.

\*Plus excess carried forward from prior quarter or from the two qualifying quarters.

#### Requalification

- \$42,000 net adjusted unit wholesale production during the sixth and seventh quarters of possession or during the seventh and eighth quarters of possession
- \$600 car program credit counts toward required production.
- If a Sales Director has not qualified by the end of her eighth quarter of possession, but did achieve \$21,000 net adjusted unit wholesale production in her eighth quarter (i.e., is on-target), she may combine her eighth and ninth quarters to requalify.

Note: Quarter of possession starts the quarter of receipt of the car (delivery date).

#### Car Program Credit

- Receive \$600 car program credit for each *Great Start*-qualified\* new personal team member.
- A *Great Start*-qualified\* new personal team member is one whose initial order or cumulative orders are \$1,200 or more in retail products, and the order(s) are received and accepted by the Company in the same or following three months that the Independent Beauty Consultant Agreement is received and accepted by the Company.
- Car program credit is earned in the month in which the above *Great Start*-qualified new personal team member requirements are met and applies toward the required qualification requirements, maintenance requirements and requalification requirements.

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#### net adjusted unit wholesale production

An Independent Sales Director's net adjusted unit wholesale production includes unit wholesale production, plus car program credit, less any chargebacks.

Please note: A Grand Achiever Director may upgrade to Premier Club or Cadillac at any time during the program.

## Premier Club Program



#### rewards

- Premier Club Career Car\*\* or Cash Compensation

#### On-Target

- \$37,500 net adjusted unit wholesale production in one calendar quarter

#### Qualification

- \$75,000 net adjusted unit wholesale production within two consecutive calendar quarters

EXAMPLES:

Calendar Quarter 1		Quarter 2		Total
Net Wholesale \$37,500	+	\$37,500	=	\$75,000
Net Wholesale \$27,000	+	\$48,000	=	\$75,000

- \$600 car program credit counts toward required production.

#### Maintenance

- Maintenance starts the quarter following qualification and continues through your requalification period as long as minimum maintenance requirements are met.
- Excess production from the two qualifying quarters over \$75,000 will carry forward to the next quarter to offset any production shortfall below the quarterly maintenance requirements.
- Production in excess of \$33,000 in each quarter will carry forward to the next quarter to offset any production shortfall below the quarterly maintenance requirements.
- Accounts receivable with the Company must be paid in full.
- \$600 car program credit counts toward required production.
- Mary Kay Cosmetics Ltd. will pay all or part of the monthly leasing costs or Cash Compensation for eight calendar quarters, depending upon the net adjusted unit wholesale production from the prior quarter.
- If production falls below the minimum quarterly maintenance requirement, you may be allowed to maintain the reward as long as steady improvement is made toward the minimum quarterly production requirements.

\*A *Great Start*-qualified new personal team member is one whose initial order or cumulative orders with the Company are \$1,200 or more in retail products, and the order(s) are received and accepted by the Company in the same or following three calendar months that her Independent Beauty Consultant Agreement is received and accepted by the Company.

\*\*To select the Premier Club Career Car reward, you must meet the requirements of the Career Car Insurance program and possess a valid Canadian driver's license.

**Premier Club Career Car**

- Premier Club Career Car is in lieu of Cash Compensation.
- Co-op lease payment is due if production falls below \$30,000 net adjusted unit wholesale production per calendar quarter.
- The prior calendar quarter’s net adjusted unit wholesale production and the Premier Club Car Co-op Lease Payment Schedule below determine the monthly co-op lease payment amount due for the current quarter.
- The monthly co-op lease payment will be calculated and deducted from the next three month’s commission.
- If the commission earned is not sufficient to cover the co-op lease payment, the balance must be paid to the Company by the 25<sup>th</sup> of the current month.
- Return of a Career Car prior to the end of the maintenance period may impact future eligibility and rewards under the Career Car program.

**Premier Club Co-op Lease Payment Schedule**

*(amounts subject to change)*

quarterly net adjusted unit wholesale production*	monthly lease co-op payment
\$30,000 and over	0% = \$0
\$26,000 to \$29,999	10% = \$70
\$23,000 to \$25,999	20% = \$140
\$19,000 to \$22,999	30% = \$210
\$14,000 to \$18,999	50% = \$350
\$11,000 to \$13,999	70% = \$490
\$0 to \$10,999	100% = \$700

*\*Plus excess carried forward from prior quarter or from the two qualifying quarters.*

**Cash Compensation Option**

- Cash Compensation is in lieu of the Premier Club Career Car.
- Cash Compensation is paid each month of a quarter based on the previous quarter net adjusted unit wholesale production and the Premier Club Cash Compensation Payment Schedule.

\*A *Great Start*-qualified new personal team member is one whose initial order or cumulative orders with the Company are \$1,200 or more in retail products, and the order(s) are received and accepted by the Company in the same or following three calendar months that her Independent Beauty Consultant Agreement is received and accepted by the Company.

**Premier Club Cash Compensation Payment Schedule**

*(amounts subject to change)*

quarterly net adjusted unit wholesale production	monthly cash compensation
\$30,000 and over	\$700
\$26,000 to \$29,999	\$630
\$23,000 to \$25,999	\$560
\$19,000 to \$22,999	\$490
\$14,000 to \$18,999	\$350
\$11,000 to \$13,999	\$140
\$0 to \$10,999	\$0

*Note: Cash Compensation payments begin with the final commission received in the fourth month following qualification.*

*\*Plus excess carried forward from prior quarter or from the two qualifying quarters.*

**Requalification**

- \$75,000 net adjusted unit wholesale production during the sixth and seventh quarters of possession or during the seventh and eighth quarters of possession
- \$600 car program credit counts toward required production.
- If a Sales Director has not qualified by the end of her eighth quarter of possession, but did achieve \$37,500 net adjusted unit wholesale production in her eighth quarter (i.e., is on-target), she may combine her eighth and ninth quarters to requalify.

**Note: Quarter of possession starts the quarter of receipt of the car (delivery date).**

**Car Program Credit**

- Receive \$600 car program credit for each *Great Start*-qualified\* new personal team member.
- A *Great-Start*-qualified\* new personal team member is one whose initial order or cumulative orders are \$1,200 or more in retail products, and the order(s) are received and accepted by the Company in the same or following three months that the Independent Beauty Consultant Agreement is received and accepted by the Company.
- Car program credit is earned in the month in which the above *Great Start*-qualified new personal team member requirements are met and applies toward the required qualification requirements, maintenance requirements and requalification requirements.

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**net adjusted unit wholesale production**

An Independent Sales Director’s net adjusted unit wholesale production includes unit wholesale production, plus car program credit, less any chargebacks.

*Please note: A Premier Club Director may upgrade to Cadillac at any time during the program.*

# Pink Cadillac® Program



## rewards

- Cadillac® Career Car\* or Cash Compensation

### On-Target

- \$57,000 net adjusted unit wholesale production in one calendar quarter

### Qualification

- \$114,000 net adjusted unit wholesale production within two consecutive calendar quarters.

EXAMPLES:

Calendar Quarter 1		Quarter 2		Total
Net Wholesale \$57,000	+	\$57,000	=	\$114,000
Net Wholesale \$48,000	+	\$66,000	=	\$114,000

- \$600 car program credit counts toward required production.

### Maintenance

- Maintenance starts the quarter following qualification and continues through your requalification period as long as minimum maintenance requirements are met.
- Excess production from the two qualifying quarters over \$114,000 will carry forward to the next quarter to offset any production shortfall below the quarterly maintenance requirements.
- Production in excess of \$57,000 in each quarter will carry forward to the next quarter to offset any production shortfall below the quarterly maintenance requirements.
- Accounts receivable with the Company must be paid in full.
- \$600 car program credit counts toward required production.
- Mary Kay Cosmetics Ltd. will pay all or part of the monthly leasing costs or Cash Compensation for eight calendar quarters, depending upon the Independent Sales Director's net adjusted unit wholesale production from the prior quarter.
- If production falls below the minimum quarterly maintenance requirement, you may be allowed to maintain the award as long as steady improvement is made toward the minimum quarterly production requirements.

\*To select the Cadillac reward, you must meet the requirements of the Career Car Insurance program and possess a valid Canadian driver's license.

### Cadillac® Career Car

- Cadillac® Career Car is in lieu of Cash Compensation.
- Co-op lease payment is due if production falls below \$51,000 net adjusted unit wholesale production per calendar quarter.
- The prior calendar quarter's net adjusted unit wholesale production and the Cadillac® Co-op Lease Payment Schedule below determine the monthly co-op lease payment amount due for the current quarter.
- The monthly co-op lease payment will be calculated and deducted from the next three month's commission.
- If the commission earned is not sufficient to cover the co-op lease payment, the balance must be paid to the Company by the 25<sup>th</sup> of the current month.
- Return of a Career Car prior to the end of the maintenance period may impact future eligibility and rewards under the Career Car program.

### Cadillac® Co-op Lease Payment Schedule

(amounts subject to change)

quarterly net adjusted unit wholesale production*	monthly co-op lease payment
\$51,000 and over	0% = \$0
\$46,000 to \$50,999	10% = \$120
\$42,500 to \$45,999	20% = \$240
\$39,000 to \$42,499	30% = \$360
\$34,000 to \$38,999	50% = \$600
\$25,000 to \$33,999	70% = \$840
\$0 to \$24,999	100% = \$1,200

*Note: Co-op lease payments begin with the month in which you take delivery of the Career Car unless delivery is taken the last few days of the month in which case co-op lease payments begin the following month.*

*\*Plus excess carried forward from prior quarter or from the two qualifying quarters.*

### Cash Compensation Option

- Cash Compensation is in lieu of the Cadillac® Career Car.
- Cash Compensation is paid each month of a quarter based on the previous quarter's net adjusted unit wholesale production and the Cadillac® Cash Compensation Payment Schedule on next page.



MARY KAY