

Mary Kay® Skin Care Selling Challenge

Frequently Asked Questions

January 1 – February 28, 2025

1. What is the purpose of this challenge?

The goal is to meet Ryan Roger's challenge to sell at least 100,000 Mary Kay® Skin Care Line regimens in Canada and the US from January 1 at 8 a.m. ET through February 28 at 11:59 p.m. ET.

2. What can I earn?

A \$200 gift card will be awarded to the Independent Sales Directors whose units meet the following criteria:

- The Top 3 Units in Canada with the highest amount of Mary Kay® Skin Care Line regimen sales, includes the Mattifying Regimen and the Hydrating Regimen (3 total unit winners) AND
- To ensure that units of all sizes have an opportunity to win, the Top Unit with the highest unit average Mary Kay® Skin Care Line regimen sales in Canada, includes the Mattifying Regimen and the Hydrating Regimen (1 winner).

3. How many gift cards are being awarded in the challenge?

A total of 4 winners in Canada will earn a gift card.

4. What do I need to do to ensure that my unit is a top-selling unit in the challenge?

Any retail orders that include the Mary Kay® Hydrating Regimen (10242604) or the Mary Kay® Mattifying Regimen (10242605) from January 1 at 8 a.m. ET until February 28 at 11:59 p.m. ET will count towards your unit's production for the challenge. The orders may include any combination of the regimens. Please note that the Mary Kay® Skin Care Line Go Sets and Samples do not count.

5. What if there is a tie for the Top 3 Units at the end of the month?

In the event of a tie (if four or more units sell the same number of regimens during the challenge), we will award the gift cards to the Top 3 Units in Canada with the highest overall unit production during the challenge.

6. What is the weekly recognition of units?

Weekly recognition highlights the Top 10 Units with the highest number of regimens sold for the previous week. This information will be posted under MK News on Mary Kay InTouch® each week.

7. How will I know if I earned a gift card?

Independent Sales Directors will receive an email from the Company letting them know.

8. If my order was placed before the challenge kicked off at 8 a.m. ET on January 1, will it count?

No. The order containing the qualifying sets must be placed after 8 a.m. ET on January 1 to be counted toward recognition and your unit's production.

9. Do the Mary Kay® Skin Care Line Go Sets count toward this challenge?

No, only full-size retail Mary Kay® Skin Care Line regimens count toward the challenge.

10. How do I get the Mary Kay® Mattifying Samples added to my order?

If your retail orders placed during the challenge time frame (January 1 through February 28) contain any combination of three Mary Kay® Hydrating Regimens or Mary Kay® Mattifying Regimens, you will receive six FREE Mary Kay® Mattifying Samples, **while supplies last**. The samples will be automatically added to your order during the checkout process. This free sample offer is available to Beauty Consultants only and is not available for Customer Delivery Service.

11. Is the Mary Kay® Skin Care Selling Challenge part of the #MKJustAddOne Challenge?

No, but it ties in perfectly. The #MKJustAddOne Challenge is a social challenge that encourages customers to share their Mary Kay® skin care experiences with two friends during a three-week time frame. There are no prizes associated with this challenge.

12. Do Customer Delivery Service orders qualify for the Mary Kay® Skin Care Selling Challenge?

Yes. Orders placed through these services will count.

13. As an Independent Sales Director, how do I check my unit's progress?

Independent Sales Directors can view their unit's Mary Kay® Skin Care Line regimen sales on Mary Kay InTouch® > Reports > Contests and Promotions > Mary Kay® Skin Care Selling Challenge.