

Share the Mary Kay Dream Global Challenge

January 1 – June 30, 2023

1. How can I track the number of new personal team members I have that count toward this challenge?

New personal team members* that count toward this challenge can be found in the Medal report on Mary Kay InTouch® > MyBusinessSM > Reports > Sales & Recruiting > Monthly Personal Recruiting.

Click on the Personal tab of the report to view new personal team members*. New personal team members* with a start date from January 1 – June 30, 2023, count toward this challenge.

2. What is a new personal team member?

For the purposes of this challenge, a new personal team member is one whose Independent Beauty Consultant Agreement is received and accepted by the Company during the challenge timeframe.

3. How often is my report updated?

This report will update in near real time.

4. Does my new personal team member need to be Great Start-qualified during or by the end of the time frame to count toward this challenge?

No. A new personal team member is one whose Independent Beauty Consultant Agreement is received and accepted by the Company.

5. Does my new personal team member need to be active during or by the end of the time frame to count toward this challenge?

No. A new personal team member is one whose Independent Beauty Consultant Agreement is received and accepted by the Company.

6. How are the Top 60 Independent Sales Force members in each global region determined?

This recognition will be determined by taking the Top 60 combined Independent Sales Directors and Beauty Consultants in the North American

region with the highest number of new personal team members during the challenge time frame.

In the event of a tie, the tie breaker will be the Independent Sales Force member with the highest adjusted wholesale personal team sales production from the new personal team members during the challenge time frame. A minimum of 5 new personal team members is required to qualify.

7. Who is included in the North American region?

The North American region includes the U.S. and Canadian Independent Sales Force members.

8. How will the Top 60 Independent Sales Force members in each global region be recognized? The Top 60 Independent Sales Force members in each global region will have their names featured on a NEW electronic billboard that will be located in front of The Mary Kay Building in Addison, Texas!

That's not all! The Top 60 Independent Sales Force members in each global region will also have their names featured in the expo at Seminar 2023 in Dallas, Texas! Following Seminar 2023, this display will be moved to The Mary Kay Building for all to see.

9. How and when will I receive the special video message from Nathan Moore for adding one or more new personal members*?

This special message will be sent to all achievers following June 2023 month