

Career Car Program Updates
Frequently Asked Questions
Effective July 1, 2019

1. How do the Great Start Program changes affect the Career Car Program?

The Great Start Program changes apply ONLY to the car program credit. Car Program Credit is credit earned from team building which may be included in Qualification, Maintenance and / or Requalification.

Previously, the car program credit of \$600 was earned when a new personal team member was qualified by placing \$1,200 or more in retail Section 1 product orders (\$600 or more in wholesale Section 1 product orders) in the same or following calendar month that their Independent Beauty Consultant Agreement was received and accepted by the Company. Orders could accumulate in one month only.

As of July 1, 2019, the car program credit of \$600 is earned when a new personal team member is Great Start qualified by placing \$1,200 or more in retail Section 1 product orders (\$600 or more in wholesale Section 1 product orders) in the same or following three calendar months that their Independent Beauty Consultant Agreement is received and accepted by the Company.

2. Does this extended qualification period for car program credit apply to all Career Car Program levels?

Yes, it does.

For the Beauty Consultant Grand Achiever Program, the new qualification period for car program credit applies to Maintenance and Requalification periods, however, does NOT count toward the initial Qualification period.

For the Sales Director Grand Achiever, Grand Achiever Plus, Premier Club and Cadillac Programs, the new qualification period for car program credit applies to initial Qualification, Maintenance and Requalification periods.

3. If my new team member signs their new Independent Beauty Consultant Agreement in July 2019 and places cumulative \$1,200 retail Section 1 orders (\$600 wholesale Section 1 orders) in October 2019, will I receive \$600 car program credit?

For Beauty Consultants, if you are in your Maintenance or Requalification periods, you will receive the \$600 car program credit. If you are in your Qualification period, you will NOT receive the \$600 car program credit.

For Sales Directors, you will receive the \$600 car program credit for Qualification, Maintenance and Requalification periods.