

The 1 Million Hostesses Challenge

Frequently Asked Questions

Oct. 1 – 31, 2020

1. What is the purpose of this challenge?

The purpose of this challenge is straightforward – to make parties from parties and get more hostesses from hostesses! We have set the goal of 1 million hostesses in the month of October to help create this momentum. What better way to kick off the holiday season than by getting in front of more customers and having parties with hostesses!

2. What are the dates of this challenge?

The 1 Million Hostesses Challenge will be live from 8 a.m. CT on Oct. 1, 2020, through 11:59 p.m. CT on Oct. 31, 2020.

3. What do I need to do to make sure my hostess and I are entered in the 1 Million Hostesses Challenge?

The sales force member will need to enter the hostess's first and last name and date of the party into the form on the challenge page from Oct. 1, 2020, at 8 a.m. CT until Oct. 31, 2020, at 11:59 p.m. CT in order to count toward being entered to earn a prize.

4. What am I eligible to earn if I qualify for the 1 Million Hostesses Challenge?

There will be weekly drawings to earn a prize at random for adding to the goal to get to 1 million hostesses in October. There will also be grand prizes awarded to the top 250 per Seminar with the most hostesses in the month of October. Independent sales force members are eligible to earn a weekly prize and the grand prize, but they cannot earn multiple weekly prizes. Sales force members who earn weekly prizes and/or grand prizes will be awarded and mailed two prizes: one for themselves and one for a hostess of their choice.

5. As a National Sales Director, am I eligible to enter my hostesses in the 1 Million Hostesses Challenge?

No. As an Independent National Sales Director, you are not eligible to participate in this challenge.

6. How many prizes are being awarded in the 1 Million Hostesses Challenge?

There are two types of prizes that can be awarded with this challenge. Weekly prizes will be chosen at random equally across all Seminar divisions from the registrants within the timeframe. For the grand prizes, the top 250 sales force members from each Seminar division will be awarded for having the most hostesses in the challenge time frame.

7. What if I have more than one hostess at a party? Can I count each of them?
Yes. If you have more than one hostess at a party, you can count each hostess individually toward the goal. You will have to enter their information individually to count more than one hostess per party.

8. Am I able to count hostesses from in-person parties and/or virtual parties?
Yes. It does not matter whether the party is in-person or virtual, you may include hostesses from either within the challenge time frame for the 1 Million Hostesses Challenge.

9. How are the achievers for the weekly prizes being selected in each Seminar?
The weekly achievers are chosen at random! Just by entering your Hostesses information by the end of day the Wednesday each week of the challenge, you have a chance to be entered into the weekly drawing. Having more than one party or more than one hostess will increase your chances of being selected. Two of the prizes will be awarded and mailed to the Sales Force Member: one for herself and one for her hostess of her choice!

10. How are the achievers for the grand prize being selected in each Seminar division?
After the challenge closes on Oct. 31, 2020, at 11:59 p.m. CT, we will tally up everyone who has entered hostess information in the month of October. The top 250 sales force members in each Seminar with the most hostesses in October will be eligible to earn the grand prize! Two of the prizes will be awarded and mailed to the sales force member – one for herself and one for her hostess.

11. Can I earn both the weekly prize and the grand prize?
Yes. If you earn a weekly prize, you are still eligible to earn the grand prize if you end up as one of the top 250 sales force members (having the most hostesses in your Seminar division) by 11:59 p.m. on Oct. 31, 2020. You cannot, however, earn more than one weekly prize.

12. What if there is a tie for the most hostesses for an Independent Sales Force member in their Seminar division?
If there is a tie for the most hostesses within the top 250 sales force members per Seminar, the tiebreaker will be monthly personal production.

13. How am I eligible to earn the weekly prizes or the grand prizes?
All Independent Sales Force members need to be active and in good standing with the Company in order to be eligible to receive the prizes.

14. What about Sales Force Members in Puerto Rico or the Dominican Republic?

Independent Sales Force members who live in Puerto Rico or the Dominican Republic are eligible to participate in the 1 Million Hostesses Challenge and to receive weekly and/or grand prizes.

15. What's the difference between weekly prize achievers and grand prize achievers?

The weekly achievers are chosen at random from those who have entered hostess information in the last seven days. Please see challenge rules for these dates. The grand prize achievers are the top 250 sales force members from each Seminar division who have entered the most hostesses in the month of October before 11:59 p.m. on Oct. 31, 2020.

16. How will I know if I am an achiever in the 1 Million Hostesses Challenge?

For the weekly challenge achievers and the grand prize achievers, you will see your name posted in a news desk article on *Mary Kay InTouch*®! We will send out the two prizes after the news desk article has posted on the following Mondays: Oct. 12, Oct. 19, Oct. 26, Nov. 2, Nov. 9.

17. What are the weekly and/or grand prizes?

All achievers will be surprised with their prizes!

18. If I have a party before the 1 Million Hostesses Challenge kicked off at 8 a.m. CT on Oct. 1, will I be able to count my hostess toward the challenge?

No. Hostesses of parties should only be entered into the tracker if they happen after 8 a.m. CT on Oct. 1.

19. Will I receive a 1099 on this 1 Million Hostesses Challenge if I earn the weekly prize and/or grand prize?

You will receive a 1099 if during a calendar year, you order more than \$5,000 in wholesale Section 1 products, receive \$600 or more in commissions, prizes, gifts or awards or are subject to income tax backup withholding.

20. I want to see how many hostesses I have entered so far. Is there a report that can help me track this?

Yes. On the form where you enter the hostess information, you will be able to add or delete previously entered hostess information. You will be able to view all your own entries, and there will be a total of your entries listed at the top of the form. There will be tracking reports on *Mary Kay InTouch*® under Business Tools > *myBusiness*SM to display how many hostesses have been entered.