

Raising Reds Independent Sales Director Debut Bonus

Frequently Asked Questions
November 2020 – July 2021 Debuts

1. What is the Raising Reds Sales Director Debut Bonus?

When you debut from the DIQ Program as an Independent Sales Director with 2 or more active* Red Jackets in your DIQ unit, you can earn up to \$500 bonus. This bonus is available for those who debut in November 2020 through July 2021.

There are four different ways to this bonus can be earned as a new debuting Sales Director from November 2020 through July 2021 when you:

- Have 2 active* Red Jackets in your DIQ Unit – earn \$200 bonus.
- Have 3 active* Red Jackets in your DIQ unit – earn \$300 bonus.
- Have 4 active* Red Jackets in your DIQ unit – earn \$400 bonus.
- Have 5 or more active* Red Jackets in your DIQ unit – earn \$500 bonus.

2. What are the qualifications to earn the Raising Reds Sales Director Debut Bonus?

In order to earn the Raising Reds Sales Director Debut Bonus, you must have 2 or more active* Red Jackets in your DIQ unit at the end of the final month of your qualification period.

3. What career path statuses count as a Red Jacket?

A Red Jacket is a Star Team Builder, Team Leader or Elite Team Leader.

4. Do the Red Jackets need to be active*?

Yes. In order to count for the Raising Reds Sales Director Debut Bonus, the Red Jackets in your DIQ unit must be active* at the end of the final month of your qualification period.

5. Do the Red Jackets need to be personal team members?

No. They do not need to be personal team members, but for the Raising Reds Sales Director Debut Bonus the Red Jackets need to be active* at the end of the final month of your qualification period.

6. Can the Red Jackets be any tier in my DIQ unit?

Yes. These can be any Red Jacket within your DIQ unit.

7. When does the Raising Reds Sales Director Debut Bonus start?

The Raising Reds Sales Director Debut Bonus starts for November 2020 new Independent Sales Director debuts. Qualifications must be met at the end of the final month of your qualification period.

8. When does the Raising Reds Sales Director Debut Bonus end?

The last month the Raising Reds Sales Director Debut Bonus can be earned is with July 2021 new Independent Sales Director debuts. Qualifications must be met at the end of the final month of your qualification period.

9. Do I need to earn the Submit with Reds Bonus to be eligible to earn the Raising Reds Sales Director Debut Bonus?

No. These are two separate bonuses. You do not need to earn one in order to be eligible to earn the other. However, you are eligible to earn both during the promotional timeframe when the qualifications are met for each bonus.

10. Can I earn both the Raising Reds DIQ Bonus and the Raising Reds Sales Director Debut Bonus?

Yes! You are eligible to earn both the Raising Reds DIQ Bonus, and the Raising Reds Sales Director Debut Bonus when qualifications are met for each bonus during the promotional timeframe.

11. What if I met the requirements for the bonus the month it was announced? I debuted as an Independent Sales Director in November 2020 with 2 or more active* Red Jackets. Can I also earn one of these bonuses?

Yes. If you met the requirements for the bonus the month it was announced, we are extending the Raising Reds Sales Director Debut bonus to you too!

12. What if I have two Red Jackets in my DIQ unit, but one of them is not active* at the month end prior to when I debut as a Sales Director?

In order to be eligible to earn the bonus, you must have at least 2 active* Red Jackets in your DIQ unit at the end of the final month of your qualification period. Since only ONE Red Jacket is active* in this example you would not be eligible for the Raising Reds Sales Director Debut Bonus.

13. What if I have three Red Jackets in my DIQ unit, but one of them is not active* at the month end prior to when I debut as a Sales Director?

In order to be eligible to earn the bonus, you must have at least 2 active* Red Jackets at the end of the final month of your qualification period. Since there are 2 active* Red Jackets in this example you would be eligible for a \$200 bonus.

14. What if I have six active* reds in my DIQ unit at the month end prior to when I debut as a Sales Director, will I receive a \$600 bonus?

No. The maximum amount that can be earned for the Raising Reds Sales Director Debut Bonus is \$500. The maximum bonus can be earned by having 5

or more active* Red Jackets in your DIQ unit at the end of the final month of your qualification period.

15. When will I receive my bonus?

When the Raising Reds Sales Director Debut Bonus is earned, it will be paid in the current payment method you have chosen to receive your commissions and bonuses. If you have set up direct deposit or have an active Prepaid Wire Card, you will receive your commission or bonus payment in one to three business days. Please note, if you are paid with paper checks at month end, you will continue to be paid in paper checks.

16. When will I receive my bonus?

When the Raising Reds Sales Director Debut Bonus is earned, it will be paid in the current payment method you have chosen to receive your commissions and bonuses. The bonus payment will be processed after month end closes and New Sales Director debuts have been processed, this should be able to be paid by mid-month, the month the commitment form is entered, when the qualifications are met.

*An Independent Beauty Consultant is considered active in the month a minimum \$225 wholesale Section 1 product order is received and accepted by the Company and in the following two calendar months.