

Red Jacket Bonus

Frequently Asked Questions

July 1, 2019 – June 30, 2020

- 1. I was a Red Jacket (Star Team Builder, Team Leader or Future Independent Sales Director) a couple of years ago but have been a Senior Beauty Consultant since then. Now I am a Red Jacket again! Am I eligible for this bonus now?**

No. This bonus, available through June 30, 2020, is only for the first time you are a Red Jacket (Star Team Builder, Team Leader or Future Independent Sales Director).

- 2. I am an Independent Sales Director with three or more active* personal team members. Am I eligible to receive the \$100 bonus?**

No. Through June 30, 2020, the \$100 Red Jacket Bonus is only for active* Independent Beauty Consultants or Senior Beauty Consultants who have three or more active* personal team members when they are a Red Jacket (Star Team Builder, Team Leader or Future Independent Sales Director) for the first time at the end of any month.

- 3. I have three active* personal team members, but one returned her product to the Company or is no longer active* at month end. Will I still be eligible for the \$100 Red Jacket Bonus?**

No. You and all three team members must be active* at the end of the month to be eligible for the \$100 Red Jacket Bonus. The bonus is available through June 30, 2020.

- 4. I have three or more active* personal team members, but I do not want to order a red jacket. Am I still eligible to receive the \$100 bonus?**

Yes. You do not need to order a red jacket in order to receive the \$100 bonus as long as you meet the qualifications for the \$100 Red Jacket Bonus.

- 5. What reports are available on *Mary Kay InTouch*[®]?**

- As an Independent Beauty Consultant, for yourself, review the Career Path History report (*Mary Kay InTouch*[®] > Business Tools > *myBusiness*SM > Reports > Group Information > Career Path History).
- As an Independent Beauty Consultant, for your personal team, review the Monthly Team Counts report (*Mary Kay InTouch*[®] > Business Tools > *myBusiness*SM > Reports > Production and Counts > Monthly Team Counts).

- As an Independent Sales Director or Independent National Sales Director, review the Career Path History report (*Mary Kay InTouch*[®] > Business Tools > *myBusiness*SM > Reports > Group Information > Career Path History) or the Monthly Team Counts report (*Mary Kay InTouch*[®] > Business Tools > *myBusiness*SM > Reports > Production and Counts > Monthly Team Counts).

6. How and when will I receive my \$100 Red Jacket Bonus?

You will receive your \$100 bonus in your month-end commissions after the month end you have three or more active* personal team members. For example, if you have at least three active* personal team members at the end of September, your \$100 bonus will be paid in October with your September commissions.

7. Does this change anything for the Red Jacket 50% Discount?

No. There are no changes to the Red Jacket 50% Discount. When you have three or more active* personal team members and purchase a red jacket for the first time, you will receive a 50% discount on your first purchase from the *Mary Kay*[®] Red Jacket Collection.

*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.