

What's your Status?



**A1** means you have ordered at least \$450.00 Retail (which is \$225 wholesale) in the current month so you get your 50% off discount for the following two months no matter how small the order.



**A2** means you have ordered \$450 Retail (which is \$225 wholesale) last month so you get your 50% off discount for all of next month no matter what size order you place.



**A3** means that this month is your last month of being Active. If you are A3, check to see if you have ordered anything so far this month. If you have, sometimes it makes sense to add enough to get your **CUMULATIVE** order total to at least \$225 wholesale so the next two months you will keep your 50% off discount.



**I1** means you are INACTIVE and it has been 3 months since your last \$225 wholesale order.

**I2** means you are INACTIVE and it has been 4 months since your last \$225 wholesale order.

**I3** means you are INACTIVE and it has been 5 months since your last \$225 wholesale order.

What does this mean for you?

- If you have recruits, you are NOT paid commission on them until you are Active again.
- To become ACTIVE again, simply order at least \$225 wholesale - your cost in **ONE SINGLE ORDER** to regain the 50% discount.
- If you go into the next month, into T (Terminated) Status, you will lose all of your personal team members.
- A Consultant is eligible to recruit **as long as she has not gone more than six months** without ordering.



**T1 – T6:** you have not ordered in the past 7-11 months.



**T7:** means it has been 12 months since your last \$225 wholesale order. If you don't place a minimum \$225 wholesale order in this month, your Beauty Consultant Agreement will end on the last day of the month. You are no longer able to place an order to Mary Kay at wholesale. You must submit a new agreement and be assigned a new consultant number in order to do so.



This indicates your Career Status

C: Consultant

SC: Senior Consultant with one or two Active personal team member

TB: Star Team Builder with 3-4 Active personal team members

TL: Team Leader with 5-7 Active personal team members

FD: Future Director with 8 or more Active personal team members

DQ: Director in Qualification

DIR: Director