

Medal in May

Gold Medal Challenge

Frequently Asked Questions May 1–31, 2024

- 1. What are the promotional dates for the *Medal in May* Gold Medal Challenge?**
The *Medal in May* Gold Medal Challenge dates are May 1–31, 2024.
- 2. What are the qualifications for the *Medal in May* Gold Medal Challenge?**
The qualifications for the *Medal in May* Gold Medal Challenge are to add five or more new personal team members whose Agreements are received and accepted by the Company from May 1 through 31, 2024, and to also attend Seminar 2024 to redeem your reward. The Gold Medal qualifications must be met by May 31, 2024, for you to be eligible to earn the Gold Medal charm and charm bracelet.
- 3. The *Medal in May* Gold Medal Challenge qualifications are to have a minimum of five new personal team members whose Agreements are received and accepted by the Company in May 2024. Is there a new team member number we should be shooting for?**
For the purposes of the *Medal in May* Gold Medal Challenge, five or more new personal team members must be added in May 2024. However, team-building should always be a personal business decision and make business sense. Remember, product sales will always be the foundation of a strong Mary Kay business. But if you choose to team build, be sure to do so strategically, offering the opportunity to individuals who are interested in running a Mary Kay business the Mary Kay way and who can help expand the customer reach of the fabulous *Mary Kay*® products.
- 4. What is the reward for *Medal in May* Gold Medal Challenge achievers?**
The reward for the *Medal in May* Gold Medal Challenge is a Gold Medal charm and charm bracelet that will be picked up at Seminar 2024. This reward is an event reward only. It will not be shipped if they do not attend Seminar 2024.
- 5. If I achieve more than one Gold Medal in May 2024, do I earn multiple rewards?**
No. You will only be given one Gold Medal charm and one charm bracelet at Seminar 2024 if you achieve more than one Gold Medal during the challenge time frame.
- 6. If I do not attend Seminar, will I still receive my reward?**
No. Unfortunately, one of the qualifications of the challenge is to attend Seminar 2024 in order to pick up your reward. This reward is an event reward only. It will not be shipped if you do not attend Seminar 2024.
- 7. How will I know that I have achieved the *Medal in May* Gold Medal Challenge?**
All achievers will be notified via email and on Recognition Central. You will have a Bling Button on your Bling Badge that shows you can pick up your *Medal in May* reward at Seminar 2024.

- 8. If I started my business as an Independent Beauty Consultant in May 2024, can I participate in the *Medal in May* Gold Medal Challenge?**
Yes! You can participate in the challenge; you need to fulfill the qualifications to be eligible to earn your Gold Medal charm and charm bracelet.
- 9. I am an Independent Sales Director. Can I participate in the *Medal in May* Gold Medal Challenge?**
Yes! The *Medal in May* Gold Medal Challenge is for all independent sales force members, including Independent Sales Directors.
- 10. I am an Independent National Sales Director. Can I participate in the *Medal in May* Gold Medal Challenge?**
Yes! The *Medal in May* Gold Medal Challenge is for all independent sales force members, including Independent National Sales Directors.
- 11. If I have a new personal team member who started her or his business in April 2024 and becomes active* in May 2024, does she or he count?**
No. To count for this challenge, your new personal team member's Agreement must be received and accepted by the Company in May 2024.
- 12. Is there a report that can help me track my new personal team members and their start dates?**
The Great Start Tracking report will help you track your team members in their *Great Start*[®] time frames and find their start dates. Find the report on *Mary Kay InTouch*[®] > Business Tools > *myBusiness*SM > Reports > Contest and Promotions > Great Start Tracking.

*An Independent Beauty Consultant is considered active with personal retail sales of \$225 in wholesale Section 1 products and will remain active for two months following any month with this amount in sales.