

Independent Beauty Consultant *Most Important Things* Game Frequently Asked Questions Jan. 1 – June 30, 2023

1. Who can play in the Independent Beauty Consultant *Most Important Things* Game?

This special-edition two-goal game is for Independent Beauty Consultants through Elite Team Leaders. Independent sales force members who are in the Sales Director-in-Qualification Program can also play.

2. What is the time frame for this game?

The time frame for this game is from Jan. 1 through June 30, 2023.

3. What are the rewards for the Independent Beauty Consultant *Most Important Things* Game?

The rewards for the Independent Beauty Consultant *Most Important Things* Game are a fabulous scarf and the potential to earn a free red jacket from the 2023–2026 Red Jacket Collection. To be eligible for these rewards, you must achieve either of the following goals:

- Have three or more *Great Start*-qualified new personal team members AND be a Star Consultant in either Quarter 3 or Quarter 4 to earn the gorgeous commemorative scarf.
OR
- Have five or more *Great Start*-qualified new personal team members AND be a Star Consultant in either Quarter 3 or Quarter 4 to earn the gorgeous commemorative scarf AND a free red jacket from the 2023–2026 Red Jacket Collection. These Independent Beauty Consultants will also be eligible for onstage recognition at Seminar 2023.

4. When do I receive my rewards?

You will receive your rewards at Seminar 2023. If you do not attend Seminar, all rewards will be mailed to you by the end of September after all Seminars have ended.

5. How can I track these goals?

There will be a simplified report on *Mary Kay InTouch*[®] > Business Tools > *myBusiness*SM > Reports that will track these two goals. From the challenge webpage, you can print the tracking flier under Supporting Materials and use it as a resource.

6. What does it mean to be *Great Start*-qualified?

A *Great Start*-qualified team member is one who has personal retail sales of \$600 or more in wholesale Section 1 products within the *Great Start* time frame. The wholesale order(s) to support this retail sales amount can be a single order or cumulative orders. The *Great Start* time frame is the month her/his Agreement is received and accepted by the Company plus the following three calendar months.

7. Do the new personal team members need to submit their Agreements and become *Great Start*-qualified during the game time frame?

No. The *Great Start*-qualified new personal team members do not need to start their businesses in January 2023 or after to count for the purposes of this game. They can be in their *Great Start* time frames, so they could have started their businesses in October, November or December 2022. As long as they become *Great Start*-qualified from Jan. 1 through June 30, 2023, they count for the purposes of this game.

8. Do the *Great Start*-qualified new personal team members need to be active at the end of the game time frame?

No. As long as the new personal team members become *Great Start*-qualified from Jan. 1 through June 30, 2023, they count for the purposes of this game.

9. What do I need to achieve to be a Star Consultant in Quarter 3 or Quarter 4?

To count toward this goal for this game, you must be a Star Consultant in a quarter ending March 15, 2023, or June 15, 2023.

- Quarter 3: Dec. 16, 2022 – March 15, 2023
- Quarter 4: March 16 – June 15, 2023

To participate in the quarterly Star Consultant Program, you must have personal retail sales of \$1,800 or more in wholesale Section 1 products during the program quarter. Additional wholesale Section 1 orders during the program quarter will add to your program credits. Credit card orders are processed and credited for this program ONLY after the accompanying credit card charge is authorized by the credit card company. If authorization is declined, credits from the order may not count for this program based on the cutoff date.

10. Do I need to be a Star Consultant in Quarter 3 AND Quarter 4?

No. For the purposes of this game, you need to be a Star Consultant in either Quarter 3 OR Quarter 4.

11. What if I am a Star Consultant in Quarter 3 or Quarter 4 but do not have three or more *Great Start*-qualified new personal team members? Do I earn a reward?

No. To be eligible for a reward, you must achieve both goals. Be a Star Consultant in either Quarter 3 or Quarter 4 AND have three or more *Great Start*-qualified new personal team members.

12. I have three or more *Great Start*-qualified new personal team members, but I am not a Star Consultant in Quarter 3 or Quarter 4. Do I earn a reward?

No. To be eligible for a reward, you must achieve both goals. Be a Star Consultant in either Quarter 3 or Quarter 4 AND have three or more *Great Start*-qualified new personal team members.

13. What if I am in the Sales Director-in-Qualification Program during the game time frame and I debut as an Independent Sales Director? In which game do I play?

As an Independent Beauty Consultant in the Sales Director-in-Qualification Program, you will play in the Independent Beauty Consultant *Most Important Things* Game. Once you debut as an Independent Sales Director, you will then play in the Independent Sales Director *6 Most Important Things* Game.