

# **New Business Debut Assortment**

**Jan. 1 – March 31, 2023**

## **Frequently Asked Questions**

**1. Are all the products in the New Business Debut Assortment wholesale Section 1 products?**

When an Independent Beauty Consultant purchases this assortment, she is purchasing a curated selection of Section 1 products. However, at this time the Company is also including a variety of samples at NO COST to the Independent Beauty Consultant.

**2. What is the total suggested retail price of all the products in the New Business Debut Assortment?**

The suggested retail price for this assortment is \$1,200 (\$600 wholesale).

**3. Do Independent Beauty Consultants have to be in active status to participate?**

No. An Independent Beauty Consultant does not need to be active to order the New Business Debut Assortment. 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. Therefore, this New Business Debut Assortment counts as an activating order.

**4. What are the promotion details of the New Business Debut Assortment?**

Starting Jan. 1, 2023, new Independent Beauty Consultants can order this curated product assortment, offered for a limited time. This assortment was created as a convenient option for new Independent Beauty Consultants to get their businesses started. However, all Independent Beauty Consultants can order the assortment, should they choose to do so.

**5. Is there a limit on the number of New Business Debut Assortments that can be ordered?**

No. There is no limit on the number of New Business Debut Assortments that can be ordered.

**6. How is tax charged on this New Business Debut Assortment?**

Tax will be charged on the suggested retail price of each product. Tax will not be charged on the free samples included in the product assortment.

**7. Will I earn Seminar credit for the products included in the New Business Debut Assortment, and if so, how much?**

Independent Beauty Consultants who purchase the New Business Debut Assortment will earn Seminar credit on the suggested retail price of each product included. Seminar credit will not be earned on the free samples included in this assortment.

**8. Why is the New Business Debut Assortment open to all Independent Beauty Consultants and not just new Independent Beauty Consultants?**

This product assortment was developed to help new Independent Beauty Consultants get their businesses started. We wanted to offer an easy way to order some of our popular core *Mary Kay*<sup>®</sup> products so new Independent Beauty Consultants can get their new businesses off to a great start. Existing Independent Beauty Consultants also can choose to order the promotional assortment, as it is truly just a convenient way to order products that could be ordered separately.

**9. Where on *Mary Kay InTouch*<sup>®</sup> would I be able to find the New Business Debut Assortment?**

The New Business Debut Assortment will appear under the **New & Ltd Ed** tab in Online Ordering.

**10. I'm not a new Independent Beauty Consultant. If I order the New Business Debut Assortment, will I also receive the free samples?**

Yes. The New Business Debut Assortment, which includes the free samples, is available for all Independent Beauty Consultants to order.