

Powered by Pink

6-Month Fall Consistency Challenge

Frequently Asked Questions

July 1 – Dec. 31, 2021

1. What is the *Powered by Pink* 6-Month Fall Consistency Challenge?

Independent Beauty Consultants and Independent Sales Directors can earn exclusive designer *Powered by Pink* 6-Month Fall Consistency Challenge earrings when they meet the *Powered by Pink* Challenge requirements each month from July 2021 through December 2021.

2. What are the qualifications for the *Powered by Pink* Challenge?

Independent sales force members who sell enough product to support a \$600 or more wholesale Section 1 order in a given month during the challenge time frame are eligible to earn that month’s jewelry piece from the exclusively designed *Powered by Pink* Jewelry Collection by R.J. Graziano. This can be achieved in a single \$600 or more order or through cumulative orders in a single month. In addition, Customer Delivery Service, Guest Checkout and EZ Ship orders count toward the qualifying total amount.

Each jewelry piece will be available for only one month. There will be a new jewelry piece each month, and it will arrive with your qualifying order. There is a limit of one jewelry piece per independent sales force member per month.

3. Is there an exception for new Independent Beauty Consultants whose Agreements are received and accepted by the Company during the challenge time frame?

New Independent Beauty Consultants whose Agreements are received and accepted by the Company in July, August, September and October are eligible to participate if they meet the requirements below:

New Independent Beauty Consultant Agreement Received and Accepted by the Company	Months to Achieve the <i>Powered by Pink</i> 6-Month Fall Consistency Challenge	How to Achieve the <i>Powered by Pink</i> 6-Month Fall Consistency Challenge
July 2021	August – December 2021 (each month)	A new Independent Beauty Consultant in July must achieve the <i>Powered by Pink</i> Challenge in the month following the acceptance of her Agreement and in

		each remaining month of the challenge time frame.
August 2021	September – December 2021 (each month)	A new Independent Beauty Consultant in August must achieve the <i>Powered by Pink</i> Challenge in the month following the acceptance of her Agreement and in each remaining month of the challenge time frame.
September 2021	October – December 2021 (each month)	A new Independent Beauty Consultant in September must achieve the <i>Powered by Pink</i> Challenge in the month following the acceptance of her Agreement and in each remaining month of the challenge time frame.
October 2021	October – December 2021 (each month)	A new Independent Beauty Consultant whose Agreement is received and accepted by the Company in October must achieve the <i>Powered by Pink</i> Challenge in the month her Agreement is accepted (October), in November and in December. This is to meet the minimum requirement of three consecutive achievement months for consistency.
November and December 2021	Not Eligible	A new Independent Beauty Consultant whose Agreement is received and accepted by the Company in November and

		December is unable to meet the minimum requirement of three consecutive achievement months for consistency and is, therefore, NOT eligible for this challenge.
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4. As an Independent Beauty Consultant or Independent Sales Director, how will I receive my exclusive designer earrings from the *Powered by Pink* 6-Month Fall Consistency Challenge?

When you achieve the *Powered by Pink* 6-Month Fall Consistency Challenge, your jewelry piece will be included in your next product order (does **not** need to be a qualifying order) following the end of the fall consistency challenge and month end. Fall consistency challenge prizes will no longer be distributed at special events.

5. I have achieved the *Powered by Pink* 6-Month Fall Consistency Challenge. Is there a time limit on when I need to place a product order to receive my prize?

Yes. In order to receive your jewelry piece, you will need to place a product order of any amount within three months of qualifying for the challenge. For this consistency challenge, you will have until March 31, 2022. There is no minimum order requirement to receive your earrings.

6. Do I need to register for or attend Leadership Conference in order to receive my *Powered by Pink* 6-Month Fall Consistency Challenge earrings?

No. You do not need to be registered for or attend Leadership Conference in order to receive your consistency challenge prize. There is no longer a connection between the consistency challenge prizes and special events. The consistency challenge prize will be included in your next product order (does **not** need to be a qualifying order) following the end of the consistency challenge and month end.

7. Is there a report for the *Powered by Pink* 6-Month Fall Consistency Challenge?

For Independent Beauty Consultants and Independent Sales Directors, there is a *Powered by Pink* report in *myBusiness*SM on *Mary Kay InTouch*[®].

8. Is the monthly cumulative \$600 or more wholesale Section 1 order requirement adjusted or unadjusted cumulative wholesale Section 1 production?

It is adjusted wholesale Section 1 production.

9. How does the adjusted wholesale Section 1 production affect the requirements for me to earn my monthly jewelry piece?

Adjustments made during the month: Any adjustments you make to your personal cumulative wholesale Section 1 production during the month will count toward your monthly jewelry piece order requirement.

- If your order still meets the minimum requirement of a cumulative \$600 or more wholesale Section 1 order, you are eligible to earn a jewelry piece for that month, and that month also will count toward any current consistency challenge.
- If your adjusted wholesale Section 1 production falls below the minimum cumulative \$600 or more wholesale Section 1 order requirement, you are not eligible to earn a jewelry piece. If you have already received your jewelry piece before your adjustment was made, you do not need to return the jewelry piece; it is yours to keep. However, you will not receive credit for any current consistency challenge associated with achieving that month's *Powered by Pink* Challenge. This is because you did not actually meet the minimum cumulative \$600 or more wholesale Section 1 order requirement. Note that you are not eligible to earn the consistency challenge jewelry piece either.

Adjustments made after the month has closed: Any adjustments you make to a given month after that month has closed will be updated and reflected on your *Powered by Pink* report on *myBusiness*SM on the *Mary Kay InTouch*[®] website.

- If your adjusted cumulative wholesale Section 1 production falls below the minimum cumulative \$600 or more wholesale Section 1 order requirement, you will not receive credit for any current consistency challenge associated with achieving that month's *Powered by Pink* Challenge since the minimum cumulative \$600 or more wholesale Section 1 order requirement was not maintained. You can, however, keep that month's jewelry piece you received.