

Powered by Pink

6-Month Spring Consistency Challenge

Frequently Asked Questions

Jan. 1 – June 30, 2022

1. **What is the *Powered by Pink* 6-Month Spring Consistency Challenge?**
Independent Beauty Consultants and Independent Sales Directors can earn an exclusive designer *Powered by Pink* 6-Month Spring Consistency Challenge bracelet when they meet the *Powered by Pink Yearlong* Challenge requirements each month from January 2022 through June 2022.

2. **What are the qualifications for the *Powered by Pink* Yearlong Program?**
 Independent sales force members who place \$600 or more wholesale Section 1 product order(s) in a given month during the challenge time frame are eligible to earn that month's *Powered by Pink* jewelry piece from the *Powered by Pink* Jewelry Collection by R.J. Graziano. This can be achieved in a single \$600 or more order or through multiple cumulative orders in a single month. In addition, Customer Delivery Service, Guest Checkout, and EZ Ship orders count toward your qualifying total amount.

3. **Is there an exception for new Independent Beauty Consultants whose Independent Beauty Consultant Agreements are received and accepted by the Company during the challenge time frame?**
 New Independent Beauty Consultants whose Independent Beauty Consultant Agreements are received and accepted by the Company in the months of January, February, March and April are eligible 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 Spring Consistency Challenge	How to Achieve the <i>Powered by Pink</i> 6-Month Spring Consistency Challenge
January 2022	February – June 2022 (each month)	A new Independent Beauty Consultant in the month of January must achieve the <i>Powered by Pink</i> Consistency Challenge in the

		month following the acceptance of her Agreement and each remaining month of the challenge period.
February 2022	March 2022 – June 2022 (each month)	A new Independent Beauty Consultant in the month of February must achieve the <i>Powered by Pink</i> Consistency Challenge in the month following the acceptance of her Agreement and each remaining month of the challenge period.
March 2022	April – June 2022 (each month)	A new Independent Beauty Consultant in the month of March must achieve the <i>Powered by Pink</i> Consistency Challenge in the month following the acceptance of her Agreement and each remaining month of the challenge period.
April 2022	April – June 2022 (each month)	A new Independent Beauty Consultant whose Agreement is received and accepted by the Company in April must achieve the <i>Powered by Pink</i> Consistency Challenge in the month her Agreement is accepted (April) May and in June. This is to meet the minimum requirement of three consecutive

		achievement months for consistency.
May and June 2022	Not eligible	A new Independent Beauty Consultant whose Agreement is received and accepted by the Company in May and June is unable to meet the minimum requirement of three consecutive achievement months for consistency and is, therefore, NOT eligible for this challenge.

4. As an Independent Beauty Consultant or Independent Sales Director, how will I receive my exclusive designer bracelet from *Powered by Pink* 6-Month Spring Consistency Challenge?

When you achieve the *Powered by Pink* 6-Month Spring Consistency Challenge, your jewelry piece will be included in the next product order (does **not** need to be a qualified order) following the end of the Challenge and month end. Yearlong Consistency prizes will no longer be given out at Special Events.

5. I have achieved the *Powered by Pink* 6-Month Spring 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 the three months of qualifying for the challenge. In this example, you will have until Sept. 30, 2022. There is no minimum order requirement to receive your bracelet.

6. Why can't my prize be included in the order which I earned through the *Powered by Pink* 6-Month Spring Consistency Challenge? Why do I need to order after the challenge time frame to receive the jewelry piece?

If we were to include the prize in the order in which you qualified for the challenge, we would not be able to honor any new Independent Beauty Consultant agreement exceptions. As a reminder, we honor these exceptions for the challenge:

New Independent Beauty Consultant Agreement Received and Accepted by the Company	Months to Achieve the <i>Powered by Pink 6-Month Spring Consistency Challenge</i>
January 2022	February – June 2022 (each month)
February 2022	March 2022 – June 2022 (each month)
March 2022	April – June 2022 (each month)
April 2022	April – June 2022 (each month)
May and June 2022	Not eligible

In order to include these new Independent Beauty Consultants who submit their agreement within the challenge time frame, we wait until the end of the challenge time frame to process achievers. Therefore, to receive your jewelry piece in a product order, an additional product order must be placed after the challenge time frame.

7. Do I need to register or attend Seminar in order to receive my *Powered by Pink 6-Month Spring Consistency Challenge* bracelet?

No. You do not need to be registered for Seminar in order to receive your reward. There is no longer a tie with the consistency piece and events. The consistency reward will be included in your next product order that follows the end of the *Powered by Pink 6-month Spring Consistency Challenge* and June month end.

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

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

9. Is the monthly cumulative \$600+ wholesale Section 1 order requirement *adjusted or unadjusted* cumulative wholesale Section 1 production?

It is adjusted wholesale Section 1 production.

10. 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 production order requirement.

- If your order still meets the minimum requirement of a cumulative \$600+ 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+ wholesale Section 1 order requirement, you are not eligible to earn a jewelry piece. If you already have 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 are not eligible to earn credit for any current consistency challenge associated with achieving that month's *Powered by Pink* Challenge since you did not actually meet the minimum cumulative \$600+ 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+ 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+ wholesale Section 1 order requirement was not maintained. You can, however, keep that month's jewelry piece you received.