

NEW! RAISING REDS SALES DIRECTOR

DEBUT BONUS!

NOVEMBER 2020 – JULY 2021 NEW SALES DIRECTOR DEBUTS

You are on your way to debuting as an Independent Sales Director, and no doubt, you are crushing some major goals, maximizing your momentum and inspiring others along the way.

And to make it even sweeter, starting in November, you can take advantage of a NEW bonus created just for achievers like you when you debut with **TEAMS of TEAMS!**

HOW IT WORKS:

Starting in November, an Independent Sales Director who debuts with **2 or more active* Red Jackets** in her DIQ unit can earn up to a \$500 Raising Reds Sales Director Debut Bonus!

- Debut as a Sales Director during the promotional dates with 2 active* Red Jackets within your DIQ unit, and you can earn a \$200 bonus when you debut.
- Debut as a Sales Director during the promotional dates with 3 active* Red Jackets within your DIQ unit, and you can earn a \$300 bonus when you debut.
- Debut as a Sales Director during the promotional dates with 4 active* Red Jackets within your DIQ unit, and you can earn a \$400 bonus when you debut.
- Debut as a Sales Director during the promotional dates with 5 or more active* Red Jackets within your DIQ unit, and you can earn a \$500 bonus when you debut.

**THE REDDER,
THE BETTER
WHEN YOU BUILD
TEAMS OF TEAMS**



EXAMPLES

Debuting Independent Sales Director	Debut month	Active* Red Jackets in her DIQ unit (any tier)	Achieves bonus? If yes, amount?	Why?
CALLIE	December 2020	1	No	Does not have at least 2 active* Red Jackets in her DIQ unit in the month she debuts as an Independent Sales Director
MELISSA	July 2021	2	Yes! \$200!	Has at least 2 active* Red Jackets in her DIQ unit in the month she debuts as an Independent Sales Director
JAN	August 2021	2	No	Debuts after the bonus ends

*An Independent Beauty Consultant is considered active in the month a minimum \$225 wholesale Section 1 order is received and accepted by the Company and in the following two calendar months. The Company grants all Mary Kay Independent Beauty Consultants a limited license to duplicate this page in connection with their Mary Kay businesses in print form only. This page should not be altered from its original form nor incorporated into other materials. MK@/MARY KAY@/©2020 MARY KAY INC. J2002120 11/20 PRINTED IN U.S.A.