

# NEW! RAISING REDS

# DIQ BONUS!

NOVEMBER 2020 – JUNE 2021

You may be looking for the next step in your Mary Kay journey – one that stretches you to grow as a leader and develop new skills. The Independent Sales Director-in-Qualification Program might be right for you, and right now, it's even more exciting! Starting in November, you can take advantage of a NEW bonus created just for achievers like you when you submit your Commitment Form to enter the DIQ Program with **TEAMS of TEAMS!**

## HOW IT WORKS:

Starting in November, independent sales force members who enter the DIQ Program with **1 or more active\* Red Jackets** will earn a one-time \$200 bonus!

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



## EXAMPLES

Independent sales force member entering the DIQ Program	DIQ commitment month	Active* personal Red Jackets (as of month end of the previous month)	Achieves bonus?	Why?
BETTY	December 2020	0	No	Does not have 1 or more active* personal Red Jackets the month before entering DIQ
CINDY	June 2021	1	Yes!	Has 1 or more active* personal Red Jackets the month before entering DIQ
ASHLEY	July 2021	2	No	Bonus is effective November 2020 – June 2021

\*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. J2002121 11/20 PRINTED IN U.S.A.