

# **Raising Reds Independent Sales Director Debut Bonus**

**Frequently Asked Questions**  
July 2021 – January 2022 Debuts

## **1. What is the Raising Reds Sales Director Debut Bonus?**

When you debut from the DIQ Program as an Independent Sales Director with 2 or more active\* Reds in your DIQ unit, you can earn up to a \$500 bonus. This bonus is available for those who debut from July 2021 through January 2022.

There are four different ways this bonus can be earned as a new debuting Sales Director from July 2021 through January 2022:

- Have 2 active\* Reds in your DIQ unit – earn a \$200 bonus.
- Have 3 active\* Reds in your DIQ unit – earn a \$300 bonus.
- Have 4 active\* Reds in your DIQ unit – earn a \$400 bonus.
- Have 5 or more active\* Reds in your DIQ unit – earn a \$500 bonus.

NOTE: The DIQ herself does not count as one of the Reds.

## **2. What are the qualifications to earn the Raising Reds Sales Director Debut Bonus?**

In order to earn the Raising Reds Sales Director Debut Bonus, you must have 2 or more active\* Reds in your DIQ unit at the end of the final month of your qualification time frame.

## **3. What career path statuses count as a Red?**

A Red is a Star Team Builder, Team Leader or Elite Team Leader.

## **4. Do the Reds need to be active\*?**

Yes. In order to be eligible for the Raising Reds Sales Director Debut Bonus, the Reds in your DIQ unit must be active\* at the end of the final month of your qualification time frame.

## **5. Do the Reds need to be personal team members?**

No. The Reds do not need to be personal team members, but to be eligible for the Raising Reds Sales Director Debut Bonus, the Reds must be active\* at the end of the final month of your qualification time frame.

## **6. Can the Reds be in any tier in my DIQ unit?**

Yes. They can be any Red within your DIQ unit.

## **7. When does the Raising Reds Sales Director Debut Bonus start?**

The Raising Reds Sales Director Debut Bonus extension starts with July 2021 new Independent Sales Director debuts. Qualifications must be met at the end of the final month of your qualification time frame.

**8. When does the Raising Reds Sales Director Debut Bonus end?**

The last month the Raising Reds Sales Director Debut Bonus can be earned is with January 2022 new Independent Sales Director debuts. Qualifications must be met at the end of the final month of your qualification time frame.

**9. Do I need to earn the Raising Reds DIQ Bonus to be eligible to earn the Raising Reds Sales Director Debut Bonus?**

No. These are two separate bonuses. You do not need to earn one to be eligible to earn the other. However, you are eligible to earn both bonuses during the promotional time frame when the qualifications are met for each bonus.

**10. Can I earn both the Raising Reds DIQ Bonus and the Raising Reds Sales Director Debut Bonus?**

Yes. You are eligible to earn both the Raising Reds DIQ Bonus and the Raising Reds Sales Director Debut Bonus when qualifications are met for each bonus during the promotional time frame.

**11. What if I have 2 Reds in my DIQ unit but 1 of them is not active\* at the month end prior to when I debut as a Sales Director?**

In order to be eligible to earn the bonus, you must have at least 2 active\* Reds in your DIQ unit at the end of the final month of your qualification time frame.

Since only 1 Red is active\* in this example, you would not be eligible for the Raising Reds Sales Director Debut Bonus.

**12. What if I have 3 Reds in my DIQ unit but 1 of them is not active\* at the month end prior to when I debut as a Sales Director?**

In order to be eligible to earn the bonus, you must have at least 2 active\* Reds at the end of the final month of your qualification time frame. Since there are 2 active\* Reds in this example, you would be eligible to earn a \$200 bonus.

**13. What if I have 6 active\* Reds in my DIQ unit at the month end prior to when I debut as a Sales Director? Will I receive a \$600 bonus?**

No. The maximum bonus amount that can be earned for the Raising Reds Sales Director Debut Bonus is \$500. The maximum bonus can be earned by having 5 **or more** active\* Reds in your DIQ unit at the end of the final month of your qualification time frame.

**14. How will I receive my bonus?**

When the Raising Reds Sales Director Debut Bonus is earned, it will be paid in the current payment method you have chosen to receive your commissions and bonuses.

**15. When will I receive my bonus?**

The Raising Reds Sales Director Debut Bonus payment will be processed after month end closes and new Sales Director debuts have been processed. This should be able to be paid by midmonth when the qualifications are met.

\*An Independent Beauty Consultant is considered active in the month a minimum \$225 wholesale Section 1 product order is received and accepted by the Company and in the following two calendar months.

To receive an award, an Independent Beauty Consultant must be in good standing with the Company at the time the award is presented.