



## RED FAQs

### **1. How does someone qualify for these RED commissions?**

Personal Team Commission is only for an active\* RED with active\* personal team members. For a Star Team Builder they will be able to earn this tiered commission structure based on their personal and personal team members' combined wholesale Section 1 sales volume.

### **2. What is a “personal team member”?**

This is anyone the Star Team Builder has personally added to their team. The personal team and personal retail sales will count towards the total sales volume for the month.

### **3. Does the Star RED earn commission on her personal retail sales?**

No. However, the personal team commission for a Star Team Builder will count their personal retail sales toward the total sales volume to determine the percentage of commission paid, but she will not earn a percentage on her personal retail sales.

### **4. Is there a report on Mary Kay InTouch®?**

Yes. Detailed information can be found under Business Tools > myBusiness<sup>SM</sup> > Reports > Production & Counts > Monthly Team Production.

### **5. On whose sales volume does the RED earn the commission?**

REDs earn personal team commission on the sales volume of their personal team members only.

### **6. How will a RED receive these sales volume-based commissions?**

The commissions are rolled into the regular month-end commissions received on the 15th of the following month. If the 15th falls on a holiday or a weekend, they payment will be made the previous business day.



**7. Is this sales volume based off only wholesale Section 1 products?**

Yes, there are no changes to how sales volume is calculated. Sales volume is always based on wholesale Section 1 products.

**8. Are the wholesale Section 1 sales volume adjusted?**

Yes. The wholesale Section 1 sales volume are adjusted.

*\* An Independent Beauty Consultant is considered active with personal retail sales of \$225 in wholesale Section 1 products and will remain active for two months following any month with this amount in sales.*