



# RED QUALIFICATIONS & REWARDS

## REDS

### STAR TEAM BUILDER

- 3 or 4 active personal team members.
- 4%, 6% or 8% personal team commission.

### TEAM LEADER

- 5–7 active personal team members.
- 9% or 13% personal team commission.

### ELITE TEAM LEADER

- 8 or more active personal team members.
- 9% or 13% personal team commission.

Star Team Builder	Team Leader & Elite Leader								
<p><b><u>REWARDS:</u></b></p> <p>Personal team commission: 4%, 6% or 8%.</p> <table border="1" data-bbox="191 1003 786 1226"> <thead> <tr> <th>Monthly Personal Retail Sales and Personal Team Sales Volume</th> <th>Commission</th> </tr> </thead> <tbody> <tr> <td>\$0 – \$999.99</td> <td>4%</td> </tr> <tr> <td>\$1,000 – \$1,799.99</td> <td>6%</td> </tr> <tr> <td>\$1,800 or more</td> <td>8%</td> </tr> </tbody> </table> <ul style="list-style-type: none"> <li>• Must be an active Star Team Builder.</li> <li>• Is eligible to earn a personal team commission on the combined personal team sales volume in any calendar month.</li> </ul>	Monthly Personal Retail Sales and Personal Team Sales Volume	Commission	\$0 – \$999.99	4%	\$1,000 – \$1,799.99	6%	\$1,800 or more	8%	<p><b><u>REWARDS:</u></b></p> <p>Personal team commission: 9% or 13%.</p> <ul style="list-style-type: none"> <li>• Must be an active Team Leader or Elite Leader.</li> <li>• 9% personal team commission can be earned on combined personal team sales volume in any calendar month when you have 5 or more active personal team members.</li> <li>• 13% personal team commission can be earned on combined personal team sales volume in any calendar month when you have 5 or more active personal team members with a \$225 or more individual sales volume in the same calendar month that you have personal retail sales of \$600 or more in the wholesale section 1 products.</li> </ul>
Monthly Personal Retail Sales and Personal Team Sales Volume	Commission								
\$0 – \$999.99	4%								
\$1,000 – \$1,799.99	6%								
\$1,800 or more	8%								



### **RED WARDS FOR ALL:**

1. 50% profit potential on personal retail product sales.
2. Earned Discount Privilege.
3. Earn *Great Start*<sup>®</sup> Program rewards, such as the *Great Start*<sup>®</sup>:  
Independent Beauty Consultant Team-Building Cash Bonus
  - Must be an active Independent Beauty Consultant, Senior Beauty Consultant, Star Team Builder, Team Leader or Elite Team Leader.
  - Is eligible to earn a \$50 Team-Building Cash Bonus for each Great Start<sup>®</sup>-qualified new personal team member. She will receive the bonus in the month the new personal team member becomes Great Start<sup>®</sup>-qualified.
4. Earn Star Consultant Program prizes.
5. Earn Yearlong challenge prizes.
6. Order and wear the official red jacket from Mary Kay Inc.
7. Receive a 50% discount on their first red jacket order.
8. Earn Seminar Awards: Queen's Court of Sharing and Consultant Queen's Court of Personal Sales.
9. Attend Company events planned for Independent Beauty Consultants and above.
10. Receive access to monthly *Applause*<sup>®</sup> magazine digital edition.
11. Wear the Star Team Builder, Team Leader, or Elite Team Leader pin enhancer.