

Spark a Chain Reaction!

Summer Consistency Challenge

Frequently Asked Questions

April 1 – June 30, 2021

1. What is the *Spark a Chain Reaction!* Summer Consistency Challenge?

Independent Beauty Consultants and Independent Sales Directors can earn an exclusive designer *Spark a Chain Reaction!* Summer Consistency Challenge bracelet when they meet the *Spark a Chain Reaction!* Yearlong Challenge requirements each month from April 1 through June 30, 2021, AND add one *Great Start*-qualified* new personal team member within the challenge time frame.

2. What are the qualifications for the *Spark a Chain Reaction!* Yearlong Challenge?

Independent sales force members who sell enough product to support placing a cumulative \$600 or more wholesale Section 1 order in a given month during the challenge period will receive that month’s *Spark a Chain Reaction!* jewelry piece from the *Spark a Chain Reaction!* jewelry collection by R.J. Graziano. This can be achieved in a single \$600 or more order or through multiple cumulative orders in a single month. In addition, Customer Delivery Service, Guest Checkout and EZ Ship orders count toward your qualifying total amount.

Each jewelry piece will be available for only one month. There will be a new jewelry piece each month that will arrive with your qualifying order. There is a limit of one jewelry piece per independent sales force member per month.

3. Is there an exception for new Independent Beauty Consultants whose Independent Beauty Consultant Agreements are received and accepted by the Company during the challenge period?

Yes, if the Agreement is received and accepted in April or May 2021. Please refer to the chart below.

Agreement Month	Must Achieve the <i>Spark a Chain Reaction!</i> Summer Consistency Challenge in:
April 2021	April, May and June 2021
May 2021	May and June 2021

June 2021	New Independent Beauty Consultants with Agreements received and accepted by the Company in June are not eligible.
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4. As an Independent Beauty Consultant or Independent Sales Director, how will I receive my exclusive designer bracelet from the *Spark a Chain Reaction!* Summer Consistency Challenge?

When you achieve the *Spark a Chain Reaction!* Summer Consistency Challenge, your jewelry piece will be included in your next product order (does **not** need to be a qualified order) following the end of the challenge. Yearlong consistency challenge prizes will no longer be given out at special events.

5. I have achieved the *Spark a Chain Reaction!* Summer Consistency Challenge. Is there a time limit on when I need to place a product order to receive my prize?

Yes. In order to receive your jewelry piece, you will need to place a product order of any amount from July 1 through Sept. 30, 2021. There is no minimum order requirement to receive your bracelet.

6. Do I need to register or attend Seminar in order to receive my *Spark a Chain Reaction!* Summer Consistency Challenge bracelet?

No. You do not need to be registered for an event in order to receive your *Spark a Chain Reaction!* Summer Consistency Challenge prize. There is no longer a tie between the consistency challenge jewelry piece and events. The *Spark a Chain Reaction!* Summer Consistency Challenge prize will be included in your next product order that follows the end of the *Spark a Chain Reaction!* Summer Consistency Challenge.

7. Is there a report for the *Spark a Chain Reaction!* Summer Consistency Challenge?

For Independent Beauty Consultants and Independent Sales Directors, there is a *Spark a Chain Reaction!* Report in *myBusiness*SM on *Mary Kay InTouch*[®].

8. Is the monthly cumulative \$600 or more wholesale Section 1 order requirement *adjusted or unadjusted* cumulative wholesale Section 1 production?

It is adjusted wholesale Section 1 production.

9. How does the adjusted wholesale Section 1 production affect the requirements for me to earn my monthly jewelry piece?

Adjustments made during the month: Any adjustments you make to your personal cumulative wholesale Section 1 production during the month will count toward your monthly jewelry piece production order requirement.

- If your order still meets the minimum requirement of a cumulative \$600 or more wholesale Section 1 order, you will receive a jewelry piece for that month, and that month also will count toward any current consistency challenge.
- If your adjusted wholesale Section 1 production falls below the minimum cumulative \$600 or more wholesale Section 1 order requirement, you will not receive a jewelry piece. If you already have received your jewelry piece before your adjustment was made, you do not need to return the jewelry piece; it is yours to keep. However, you will not receive credit for any current consistency challenge associated with achieving that month's *Spark a Chain Reaction!* Challenge since you did not actually meet the minimum cumulative \$600 or more wholesale Section 1 order requirement. Note that you will not receive the consistency challenge jewelry piece either.

Adjustments made after the month has closed: Any adjustments you make to a given month after that month has closed will be updated and reflected on your *Spark a Chain Reaction!* Report on *myBusiness*SM on the *Mary Kay InTouch*[®] website.

*A *Great Start*-qualified new personal team member is one whose single initial order or cumulative orders with the Company are \$600 or more in wholesale Section 1 products, and the order(s) are received and accepted by the Company in the same or following three calendar months that her Independent Beauty Consultant Agreement is received and accepted by the Company.