

Share the Heart of Mary Kay Golden Rules Team-Building Challenge

May 1 – May 31, 2023

Frequently Asked Questions

1. What are the two qualifications for the *Share the Heart of Mary Kay Team-Building Challenge*?

There are two qualifications for this challenge.

- Achieve the May 2023 *Golden Rules* monthly challenge.

AND

- Develop two or more *Great Start*-qualified[†] new personal team members during the challenge time frame.

2. What are the promotional dates for the *Share the Heart of Mary Kay Team-Building Challenge*?

The *Share the Heart of Mary Kay Team-Building Challenge* is for the month of May 2023. The two qualifications must be met by May 31, 2023, to be eligible to earn the bracelets.

3. What are the rewards for the *Share the Heart of Mary Kay Team-Building Challenge*?

The reward for the *Share the Heart of Mary Kay Team-Building Challenge* is the May *Golden Rules* Collection piece, plus three charming gold-stretch beaded bracelets, each featuring a signature pink heart. There is one to wear and two to share with your two *Great Start*-qualified[†] new personal team members.

4. What if I started my business as an Independent Beauty Consultant in May 2023. May I participate in the *Share the Heart of Mary Kay Team-Building Challenge*?

Yes! You can participate in the *Share the Heart of Mary Kay Team-Building Challenge*. You must achieve both qualifications during the challenge time frame of May 1– May 31, 2023, to earn the three bracelets.

5. Do the *Great Start*-qualified[†] new personal team members or new unit members need to begin their business in May 2023?

No. For the purposes of this challenge, the *Great Start*-qualified[†] new personal team members do not need to begin their business in May 2023; However, they must be in their *Great Start* time frame and could have started their Mary Kay business in March, April or May 2023. If they become *Great Start*-qualified[†] in May 2023, they count for the purposes of this challenge.

6. What if I have a new personal team member who started their business in May 2023 and becomes *Great Start*-qualified[†] in June 2023. Does she or he count?

No. For the purposes of this challenge, *Great Start*-qualified[†] new personal team members must become *Great Start*-qualified[†] in May 2023 to count for this challenge.

7. Is there a report that can help me track my qualifications?

Yes! On your Yearlong tracking report on *Mary Kay InTouch*[®], you will see an added column that lists your (and your team members') May 2023 *Great Start*-Qualified[†] Consultants. It will turn purple when the challenge is met.

8. When do I receive my reward for the *Share the Heart of Mary Kay Team-Building Challenge*?

You will receive your reward after the challenge and month end has closed. You have 60 days starting June 7 to place another product order, of any order amount and receive your reward.

†A *Great Start*-qualified team member is one who has personal retail sales of \$600 or more in wholesale Section 1 products within the *Great Start* time frame. The wholesale order(s) to support this retail sales amount can be a single order or cumulative orders. The *Great Start* time frame is the month her/his Agreement is received and accepted by the Company plus the following three calendar months.