

Share the Mary Kay Dream Global Challenge

Frequently Asked Questions

Jan. 1 – June 30, 2023

1. How do I track the number of new personal team members that count toward this challenge?

New personal team members can be found in the Monthly Team Production report on *Mary Kay InTouch*[®] > Business Tools > *MyBusiness*SM > Reports. New personal team members with a start date from Jan. 1 to June 30, 2023, count toward this challenge.

New personal team members with an X status will not show up on the Monthly Team Production report or any other report. However, they will count toward the challenge. X status applies to any type of agreement termination.

2. What is a new personal team member?

For the purposes of this challenge, a new personal team member is one whose Independent Beauty Consultant Agreement is received and accepted by the Company during the challenge time frame.

3. How often is my Monthly Team Production report updated?

The Monthly Team Production report will update in near real time.

4. Does my new personal team member need to be *Great Start*-qualified* during or by the end of the time frame to count toward this challenge?

No. A new personal team member does not need to be *Great Start*-qualified* during or by the end of the time frame to count toward this challenge. A new personal team member is one whose Independent Beauty Consultant Agreement is received and accepted by the Company.

5. Does my new personal team member need to be active during or by the end of the time frame to count toward this challenge?**

No. A new personal team member is one whose Independent Beauty Consultant Agreement is received and accepted by the Company.

6. How will the Top 60 independent sales force members in the North America global region be determined?

This recognition will be determined by taking the Top 60 combined Independent Sales Directors and Independent Beauty Consultants in the North America region with the highest number of new personal team members during the challenge time frame.

In the event of a tie, the tie breaker will be the independent sales force member with the highest adjusted personal wholesale team sales volume from the new

personal team members during the challenge time frame. A minimum of five new personal team members is required to qualify.

7. Who is included in the North America region?

The North America region includes the U.S. and Canadian independent sales force members.

8. How and when will I receive the special video message from Nathan Moore for adding one or more new personal members?

This special message will be sent to all achievers following June 2023 month end.

*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.

**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.