

Star Consultant Program

Double Team-Building Credit

Frequently Asked Questions

Nov. 1 – Dec. 15, 2022

1. How can I achieve *Star Consultant Program Double Team-Building Credit*?

To earn *Star Consultant Program Double Team-Building Credit*, you must have personal retail sales of \$1,800 or more in wholesale Section 1 orders processed during Quarter 2 (Sept. 16 – Dec. 15, 2022) of the Star Consultant Program. Once you have reached \$1,800 in wholesale Section 1 orders, you are eligible to receive 600 team-building credits for each new qualified* personal team member. However, from Nov. 1 – Dec. 15, 2022, you can earn an **EXTRA** 600 team-building credits for each qualified* new team member. This means you can receive 1,200 team-building credits for each qualified* new team member added during this time!

Star Consultant Quarter 2 Dates	Team-Building Credits Received for Each Qualified* New Team Member
Sept. 16–30	600 team-building credits
Oct. 1–31	600 team-building credits
Nov. 1–30	1,200 team-building credits
Dec. 1–15	1,200 team-building credits
Dec. 16, 2022, and after	600 team-building credits

2. I added a new team member on Sept. 28 before the promotion began, and my new team member became qualified* on Nov. 2. Can I earn the 1,200 team-building credits?

Yes. Since the new team member was qualified* on Nov. 2, the new team member can count for 1,200 team-building credits. Please see the chart below for more details.

New Team Member Added	New Team Member Qualified*	How Many Program Credits Received
Sept. 17	Oct. 31	600 team-building credits
Oct. 15	Nov. 25	1,200 team-building credits
Nov. 28	Nov. 29	1,200 team-building credits

Sept. 22	Dec. 15	1,200 team-building credits
Dec. 1	Dec. 16	600 team-building credits

3. If an Independent Beauty Consultant has \$1,000 in personal retail sales of wholesale Section 1 products on Nov. 20 but has not reached the minimum \$1,800 in personal retail sales of wholesale Section 1 products until Dec. 15, can she/he still receive the 1,200 team-building credits for an Independent Beauty Consultant that was qualified in November?

Yes. The Independent Beauty Consultant can receive the 1,200 program credits her/his new team member is qualified* Nov. 1 – Dec. 15, 2022.

4. I am a new Independent Beauty Consultant. Can I participate in this promotion?

Yes. You must have personal retail sales of \$1,800 or more in wholesale Section 1 orders that are received and accepted by the Company during the *Star Consultant* program quarter in which your Agreement was received and accepted by the Company. In addition, you can earn 1,200 team-building credits for each qualified* new team member you add Nov. 1 – Dec. 15, 2022.

5. What does a qualified* new personal team member mean?

For purposes of this program, a qualified new personal team member is one whose Independent Beauty Consultant Agreement is received and accepted by the Company within the program quarter and who has personal retail sales of \$600 or more in wholesale Section 1 products during the program quarter. The wholesale order(s) to support this retail sales amount can be a single or cumulative orders.

6. When do you start accumulating program credits for the *Star Consultant* Program?

You must have personal retail sales of \$1,800 or more in wholesale Section 1 products received and accepted by the Company during the program quarter, plus your team-building credits for any qualified* new personal team member(s). For purposes of this promotion, you can receive 1,200 team-building credits for each new qualified* team member from Nov. 1 through Dec. 15, 2022. You can receive your total program credits for the Star Quarter 2 by Dec. 20, 2022.

7. Is there a limit on how many qualified* new personal team members I can add during the promotion time frame?

No. There is no limit on how many qualified* new personal team members you can add during the promotion time frame.

8. Can my new team member, whose agreement was accepted in October 2022 and becomes qualified* during the Star Double Team-Building Credit Promotion (Nov. 1 – Dec. 15, 2022), count toward both promotions, Seminar Awards October Double Credit AND Star Double Team-Building Credit?

Yes. If you have a new team member whose Agreement was accepted in October 2022 and then becomes qualified* Nov. 1 – Dec. 15, 2022, they can count double toward the Seminar Awards Court of Sharing Double Credit Promotion. They can also count toward the Star Double Team-Building Credit Promotion. However, you must also have personal retail sales of \$1,800 or more in wholesale Section 1 orders processed during Quarter 2 (Sept. 16 – Dec. 15, 2022) to achieve the Star Double Team-Building Credit.

9. I am an Independent National Sales Director. Can I participate in this promotion?

Yes. All independent sales force members who submit personal retail sales of \$1,800 or more in wholesale Section 1 orders that have been received and accepted by the Company during the program quarter are eligible to participate in this promotion.

10. Where can I see my additional team-building credits?

You can see your extra team-building credits reflected on *Mary Kay InTouch*® as well as on the *Star Consultant* Program Rewards Boutique website under your Account once Star Quarter 2 2022 closes and is processed.

11. Is there a report on *Mary Kay InTouch*® that shows my Star Consultant status?

There are three reports on *Mary Kay InTouch*® to help you track your Star Consultant status. Go to Business Tools > *myBusiness*™ > Reports to access the three reports: the *Star Consultant* tracking report, the *Star Consultant* history report, and the *Star Consultant* consistency report.

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