

# ***TimeWise*<sup>®</sup> *Miracle Set*<sup>®</sup> Selling Challenge**

Aug. 26 – Oct. 31, 2023

## **Frequently Asked Questions**

**1. What is the purpose of the *TimeWise*<sup>®</sup> *Miracle Set*<sup>®</sup> Selling Challenge?**

The purpose of this challenge is to energize the independent sales force and build excitement with the launch of the NEW *TimeWise*<sup>®</sup> *Miracle Set*<sup>®</sup>.

**2. What are the dates of the *TimeWise*<sup>®</sup> *Miracle Set*<sup>®</sup> Selling Challenge?**

The *TimeWise*<sup>®</sup> *Miracle Set*<sup>®</sup> Selling Challenge begins on Aug. 26, 2023, at 8 a.m. CT and ends on Oct. 31, 2023, at 11:59 p.m. CT.

**3. What can I earn in the *TimeWise*<sup>®</sup> *Miracle Set*<sup>®</sup> Selling Challenge?**

There are three layers of recognition:

- **Weekly Recognition:**

Weekly recognition will appear on *Mary Kay InTouch*<sup>®</sup> for the Top 10 highest-selling units and the Top 10 NSD Areas.

- **\$100 Visa Gift Card:**

Every time you sell 13 NEW *TimeWise*<sup>®</sup> *Miracle Sets*<sup>®</sup>, Ultimate *TimeWise*<sup>®</sup> *Miracle Sets*<sup>®</sup> and/or Beyond Ultimate *TimeWise*<sup>®</sup> *Miracle Sets*<sup>®</sup> during the challenge time frame, you will be automatically entered to win a **\$100 Visa gift card!** So you could be entered multiple times! There will be 60 randomly selected winners. This allows all independent sales force members – regardless of career path status – to have an opportunity to win!

- **\$200 Visa Gift Card:**

At the end of the challenge time frame, there will be a total of 16 Visa gift cards valued at \$200 each awarded to the Independent Sales Directors whose units have the highest number of *TimeWise*<sup>®</sup> *Miracle Sets*<sup>®</sup>, Ultimate *TimeWise*<sup>®</sup> *Miracle Sets*<sup>®</sup> and Beyond Ultimate *TimeWise*<sup>®</sup> *Miracle Sets*<sup>®</sup> purchased. The Top 3 units per Seminar affiliation will each be awarded a gift card, and a fourth gift card will be awarded to the unit with the highest average number of sets purchased, allowing smaller units to win as well.

**4. How many Visa gift cards are being awarded in the *TimeWise® Miracle Set®* Selling Challenge?**

- **\$100 Visa Gift Card:**

Sixty sales force members who purchase 13 or more of the qualifying part numbers during the challenge time frame will be randomly selected from a drawing to receive a \$100 Visa gift card.

- **\$200 Visa Gift Card:**

At the end of the challenge time frame, there will be a total of 16 gift cards valued at \$200 each awarded to the Top 3 Independent Sales Directors in each Seminar affiliation whose units have the highest number of NEW *TimeWise® Miracle Sets®*, *Ultimate TimeWise® Miracle Sets®* and/or *Beyond Ultimate TimeWise® Miracle Sets®* purchased. A fourth gift card in each Seminar affiliation will also be awarded to the Sales Director whose unit has the highest unit average. This allows smaller units to win as well. So there will be four Sales Directors per Seminar affiliation who will earn gift cards, as shown below:

<b>Seminar Affiliation</b>	<b>No. 1 Unit Sales</b>	<b>No. 2 Unit Sales</b>	<b>No. 3 Unit Sales</b>	<b>No. 1 Unit Average Sales</b>
Diamond	\$200	\$200	\$200	\$200
Ruby	\$200	\$200	\$200	\$200
Emerald	\$200	\$200	\$200	\$200
Sapphire	\$200	\$200	\$200	\$200

**5. Which products ordered count toward the *TimeWise® Miracle Set®* Selling Challenge?**

All orders placed from Aug. 26 through Oct. 31 that include the below part numbers will count toward a unit's sales volume for both the weekly recognition and the final gift cards awarded.

Part No.	Product	Suggested Retail Price
217417	<i>TimeWise® Miracle Set® Normal/Dry</i>	\$116
217415	<i>TimeWise® Miracle Set® Combination/ Oily</i>	\$116
223243	Ultimate <i>TimeWise® Miracle Set® Normal/Dry</i>	\$150
223244	Ultimate <i>TimeWise® Miracle Set® Combination/Oily</i>	\$150
223246	Beyond Ultimate <i>TimeWise® Miracle Set® Normal/Dry</i>	\$208
223245	Beyond Ultimate <i>TimeWise® Miracle Set® Combination/Oily</i>	\$208

**6. When will the Top 3 unit winners in the *TimeWise® Miracle Set®* Selling Challenge be selected?**

After the challenge ends on Tuesday, Oct. 31, 2023, and after all final month-end sales are closed (typically a few days later into the next month), Mary Kay will determine the winners for both the \$100 Visa gift cards and the \$200 Visa gift cards.

**7. What if there is a tie for the Top 3 units at the end of the challenge?**

In the event of a tie (such as if four or more units sell the exact same number of *TimeWise® Miracle Sets®* during the entire challenge), we will award the gift cards to the Independent Sales Directors of the Top 3 units with the highest overall unit sales volume for the time frame from Aug. 26 through Oct. 31, 2023.

**8. How will the fourth Visa gift card in the *TimeWise*<sup>®</sup> *Miracle Set*<sup>®</sup> Selling Challenge be awarded?**

The fourth Visa gift card in each Seminar affiliation will be awarded to the Independent Sales Director whose unit has the highest average sales of NEW *TimeWise*<sup>®</sup> *Miracle Sets*<sup>®</sup> per Independent Beauty Consultant in that unit. We will take each unit's overall quantities of NEW *TimeWise*<sup>®</sup> *Miracle Sets*<sup>®</sup> sold and divide by the number of Beauty Consultants in that unit to get an average. The unit with the highest average (regardless of nonterminated unit size or total quantity sold) will receive the fourth Visa gift card in each Seminar affiliation. So even smaller units with fewer Independent Beauty Consultants can still be rewarded in this challenge.

**9. What's the difference between the unit weekly recognition and the unit Visa gift card winners?**

Each week, we'll post a list of the Top 10 units based on quantities of NEW *TimeWise*<sup>®</sup> *Miracle Sets*<sup>®</sup> sold for the previous week. We will also post a list of the Top 10 NSD Areas based on quantities sold for the previous week. This special recognition will be posted on *Mary Kay InTouch*<sup>®</sup>, building excitement as units compete. After the challenge ends on Oct. 31, we'll award \$200 Visa gift cards to the Independent Sales Directors of the top-selling units in each Seminar affiliation.

**10. How will I know if my unit has earned one of the Visa gift cards in the *TimeWise*<sup>®</sup> *Miracle Set*<sup>®</sup> Selling Challenge?**

After the challenge ends and all month-end sales are tabulated, the Company will send the winning Independent Sales Directors an email letting them know that their units have won one of the four Visa gift cards in each Seminar affiliation. After we contact all winners, we will post the full list on *Mary Kay InTouch*<sup>®</sup>, and the Visa gift cards will be mailed sometime in November.

**11. Will I receive a 1099-NEC if I win one of the Visa gift cards for the *TimeWise*<sup>®</sup> *Miracle Set*<sup>®</sup> Selling Challenge?**

Independent Beauty Consultants and/or Independent Sales Directors who are one of the 60 random drawing winners who sold 13 or more sets during the challenge time frame and who receive the \$100 Visa gift card will be issued a 1099-NEC on the total amount of the gift card. Independent Sales Directors whose unit sales earn them a Visa gift card will be issued a 1099-NEC on the total amount of the gift card, which is \$200.

**12. Do marykay.com, Customer Delivery Service, Guest Checkout and EZ Ship orders qualify for the *TimeWise*<sup>®</sup> *Miracle Set*<sup>®</sup> Selling Challenge?**

Yes. All online and telephone orders placed during the challenge time frame will count for weekly recognition and toward unit sales during the *TimeWise*<sup>®</sup> *Miracle Set*<sup>®</sup> Selling Challenge.

**13. I'm an Independent Sales Director. How do I check to see how my *TimeWise*<sup>®</sup> *Miracle Set*<sup>®</sup> unit sales are doing during this challenge?**

Independent Sales Directors can view their unit's *TimeWise*<sup>®</sup> *Miracle Set*<sup>®</sup> sales on *Mary Kay InTouch*<sup>®</sup> > Business Tools > *myBusiness*<sup>SM</sup> > Reports > Contests & Promotions > *TimeWise*<sup>®</sup> *Miracle Set*<sup>®</sup> Selling Challenge.

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