

***Great Start: Ready, Set, Keep Selling!* Product Bonus Bundles**

Frequently Asked Questions

July 1, 2018 – June 30, 2019

1. Is the *Great Start: Ready, Set, Keep Selling!* Promotion for new Independent Beauty Consultants only?

Yes. The promotion applies to a new Independent Beauty Consultant whose Agreement is received and accepted by the Company from July 1, 2018, through June 30, 2019. There are exceptions if new Beauty Consultants are still in their *Great Start* time frame (Agreement month and following three months) at the beginning and end of the promotion. Please see the Exceptions Charts following the FAQs for more information.

2. Can I participate in both the previous *Ready, Set, Sell!* (which ended June 20, 2018) and *Great Start: Ready, Set, Keep Selling!*?

Yes. If your IBC Agreement is received and accepted by the Company in April, May or June 2018, you are eligible to participate in *Great Start: Ready, Set, Keep Selling!* as of July 1, 2018. Please see Exceptions Charts following the Examples Chart for more information. *The Great Start: Ready, Set, Keep Selling!* Promotion does not apply to the order amounts that qualify for the *Great Start: Ready, Set, Sell!* Ultimate Product Bonus Bundles.

3. Can I participate in both *Great Start: Ready, Set, Sell!* and *Great Start: Ready, Set, Keep Selling!*?

Yes. You are eligible to participate in both promotions. Please note: *Great Start: Ready, Set, Keep Selling!* is effective in the month your IBC Agreement is received and accepted by the Company and the following three months during the *Great Start* Promotion time frame. The *Great Start: Ready, Set, Keep Selling!* Promotion **does not** apply to the order amounts that qualify for the *Great Start: Ready, Set, Sell!* Ultimate Product Bonus Bundles.

For example, if you placed an initial \$900 wholesale Section 1 order in your first two months, the first \$600 wholesale Section 1 amount will be counted toward the *Great Start: Ready, Set, Sell!* Promotion. The remaining \$300 wholesale Section 1 amount will count toward the *Great Start: Ready, Set, Keep Selling!* Promotion.

4. Can I select more than one of the same Essential Product Bonus Bundle?
Yes.

5. Is there a limit to how many *Great Start: Ready, Set, Keep Selling!* Essential Product Bonus Bundles I can earn?

Yes. You are eligible to receive up to six Essential Product Bonus Bundles.

- 6. When I'm placing orders, how do I know when I qualify for *Great Start: Ready, Set, Keep Selling!* Essential Product Bonus Bundle(s)?**
You will be prompted to select your Essential Product Bonus Bundle(s) at checkout once you've reached \$600 in cumulative wholesale Section 1 orders. The *Great Start: Ready, Set, Keep Selling!* Promotion **does not** apply to the order amounts that qualify for the *Great Start: Ready, Set, Sell!* Ultimate Product Bonus Bundles.
- 7. When do I redeem my Essential Product Bonus Bundle(s)?**
You have the opportunity to select and redeem your Essential Product Bonus Bundle(s) when you reach \$600 or more in cumulative wholesale Section 1 order(s) within your Agreement month and the following three months. The *Great Start: Ready, Set, Keep Selling!* Promotion **does not** apply to the order amounts that qualify for the *Great Start: Ready, Set, Sell!* Ultimate Product Bonus Bundles.
- 8. Do the Essential Product Bonus Bundles count toward all Seminar courts and circles?**
Yes. You will receive credit for the suggested retail value of the selected Essential Product Bonus Bundle(s) toward all Seminar courts and circles. This amount will already be included in the Section 1 retail order total. The *Great Start: Ready, Set, Keep Selling!* Promotion **does not** apply to the order amounts that qualify for the *Great Start: Ready, Set, Sell!* Ultimate Product Bonus Bundles. For more details, see the Seminar Awards page on *Mary Kay InTouch*®.
- 9. Are returning new team members (\$25 Business Restart or \$100 Starter Kit) eligible for the *Great Start: Ready, Set, Keep Selling!* Promotion?**
Yes. A returning Independent Beauty Consultant or a new Independent Beauty Consultant (with either the \$25 Business Restart or the \$100 Starter Kit) whose Agreement is received and accepted by the Company within the *Great Start* Promotion time frame can participate in the promotion.
- 10. Do Customer Delivery Service, EZ Ship and Guest Checkout orders count toward my cumulative \$600 wholesale Section 1 order amount?**
Yes.
- 11. What if a Customer Delivery Service, EZ Ship or Guest Checkout order is what gets me to the cumulative order(s) totaling \$600 in wholesale Section 1 products?**
If a Customer Delivery Service, EZ Ship or Guest Checkout order is what gets you to the \$600 order amount, you will have the opportunity to select your Essential Product Bonus Bundle(s) at checkout with your next Section 1 product order **of any size**. You will have the month you earned the bundle(s) and the following three months to select your Essential Product Bonus Bundle(s).

12. Can I sell the products within the Essential Product Bonus Bundle(s) at the suggested retail price to my customers?

Yes. You can earn 100% profit because you earned the Essential Product Bonus Bundle(s) for free.

13. Will I be taxed on the retail value of the bundle(s)?

Yes. The actual total value of the product bonus received will depend on the suggested retail values of the product bonus bundles selected and is subject to any required tax obligations. Sales tax is required on the suggested retail value of the wholesale Section 1 products included in the product bonus bundle(s). You will receive your product bonus bundle(s) with your next wholesale Section 1 order placed after the product bonus bundle(s) are earned.

14. Will information on the *Great Start: Ready, Set, Keep Selling!* Promotion be included in the Starter Kit?

No. Starter Kits will include only a copy of the *Great Start: Ready, Set, Sell!* brochure.

Examples Chart:

New Personal Team Member	Agreement Date	Order Type and Date		Wholesale Section 1 Order Amount	Eligible for Essential Product Bonus Bundles
Sarah	June 15, 2018	Initial Order	July 5, 2018	\$300	Yes. She is eligible.
		2nd Order	July 7, 2018	\$300	
Angie	June 20, 2018	Initial Order	June 22, 2018	\$300	No. She is not eligible. This amount will NOT count toward the Essential Product Bonus Bundles.
		2nd Order	June 29, 2018	\$300	No. She is not eligible. This amount will NOT count toward the Essential Product Bonus Bundles.

Sherly	June 6, 2018	Initial Order	June 29, 2018	\$250	This amount will NOT count toward the Essential Product Bonus Bundles.
		2nd Order	Aug. 15, 2018	\$300	
		3rd Order	Sept. 10, 2018	\$300	Yes. She is eligible.
Jessica	July 5, 2018	Initial Order	July 10, 2018	\$700	She qualified for the Ultimate Product Bonus Bundles at \$600 wholesale Section 1.
		2nd Order	Aug. 2, 2018	\$250	
		3rd Order	Aug. 10, 2018	\$250	Yes. She is eligible because \$100 wholesale Section 1 from her initial order counted toward the Essential Product Bonus Bundles.
Kathy	Aug. 5, 2018	Initial Order	Aug. 20, 2018	\$1,200	She qualified for the Ultimate Product Bonus Bundles.
		2nd Order	Sept. 5, 2018	\$300	
		3rd Order	Sept. 20, 2018	\$300	Yes. She is eligible for the Essential Product Bonus Bundles.
Sandra	July 5, 2018	Initial Order	July 20, 2018	\$250	
		2nd Order	Aug. 5, 2018	\$250	
		3rd Order	Nov. 14, 2018	\$50	No. She is not eligible. This amount will NOT count toward the Essential Product Bonus Bundles.

Sarah's Agreement was received and accepted by the Company on June 15, 2018, and she placed a cumulative \$600 or more wholesale Section 1 order in July 2018. She is eligible for the *Great Start: Ready, Set, Keep Selling!* Essential Product Bonus Bundle(s).

Angie's Agreement was received and accepted by the Company on June 20, 2018, and she placed cumulative orders totaling \$600 in June 2018. However, she is not eligible for the *Great Start: Ready, Set, Keep Selling!* Essential Product Bonus Bundle(s) because the cumulative orders were placed in June 2018, prior to the start of the promotion. However, any cumulative \$600 or more wholesale Section 1 orders Angie places from July through September will count toward her eligibility for *Great Start: Ready, Set, Keep Selling!* Essential Product Bonus Bundle(s).

Sherly's Agreement was received and accepted by the Company on June 6, 2018, and she placed cumulative qualifying orders June through September 2018. Sherly is eligible for the *Great Start: Ready, Set, Keep Selling!* Essential Product Bonus Bundle(s). Although the June order does not count toward this promotion, Sherly's orders from July through September (while Sherly is still in her *Great Start* time frame), will accumulate and count toward the *Great Start: Ready, Set, Keep Selling!* Essential Product Bonus Bundle(s).

Jessica's Agreement was received and accepted by the Company on July 5, 2018, and she placed an initial qualifying order of \$700 wholesale Section 1 on July 10, 2018. She earned the *Great Start: Ready, Set, Sell!* Ultimate Product Bonus Bundle(s) for the first \$600. The remaining \$100 wholesale Section 1 amount will count toward *Great Start: Ready, Set, Keep Selling!* Jessica placed cumulative orders totaling \$500 wholesale Section 1 in August and is eligible to earn *Great Start: Ready, Set, Keep Selling!* Essential Product Bonus Bundle(s) since her August orders plus the \$100 wholesale Section 1 carry-over from July total \$600 wholesale Section 1.

Kathy's Agreement was received and accepted by the Company on Aug. 5, 2018. She placed a qualifying \$1,200 wholesale Section 1 order and earned *Great Start: Ready, Set, Sell!* Ultimate Product Bonus Bundles. She placed follow-up cumulative \$600 or more wholesale Section 1 orders during September. Therefore, she is also eligible to earn *Great Start: Ready, Set, Keep Selling!* Essential Product Bonus Bundle(s).

Sandra's Agreement was received and accepted by the Company on July 5, 2018. She placed cumulative \$500 wholesale Section 1 orders in the first two months (July and August), but she did not place another order until November 2018. She is not eligible because she did not place a qualifying order during her *Great Start* time frame.

Exceptions Charts:

On the front-end and back-end of this *Great Start* Promotion, new IBCs will still be eligible to receive Ultimate and/or Essential Product Bonus Bundles.

Start of Promotion Exceptions (Examples as of July 1, 2018)				
Agreement Month:	New IBC Time Frame:	July 2018 Eligible For:	August 2018 Eligible For:	September 2018 Eligible For:
April 2018	Month 4	Essential Product Bonus Bundle(s)	Not Eligible	Not Eligible
May 2018	Month 3	Essential Product Bonus Bundle(s)	Essential Product Bonus Bundle(s)	Not Eligible
June 2018	Month 2	Ultimate Product Bonus Bundle(s)* AND Essential Product Bonus Bundle(s)	Essential Product Bonus Bundle(s)	Essential Product Bonus Bundle(s)

End of Promotion Exceptions (Examples as of July 1, 2019)				
Agreement Month:	New IBC Time Frame:	July 2019 Eligible For:	August 2019 Eligible For:	September 2019 Eligible For:
April 2019	Month 4	Essential Product Bonus Bundle(s)	Not Eligible	Not Eligible
May 2019	Month 3	Essential Product Bonus Bundle(s)	Essential Product Bonus Bundle(s)	Not Eligible
June 2019	Month 2	Ultimate Product Bonus Bundle(s)* AND Essential Product Bonus Bundle(s)	Essential Product Bonus Bundle(s)	Essential Product Bonus Bundle(s)

*Eligible only if NO initial \$600 or more wholesale Section 1 order is placed in Agreement month.