

# Seminar 2019 Queen's Court of Sharing Double Credit Promotion

## Frequently Asked Questions

### 1. What is Queen's Court of Sharing Double Credit?

Queen's Court of Sharing Double Credit is **additional new personal team member credit** that independent sales force members can earn toward the Seminar 2019 Queen's Court of Sharing during the month of July 2018.

### 2. What are the Queen's Court of Sharing Double Credit Promotion qualifications?

Independent Sales Directors and Independent Beauty Consultants can earn double credit toward the Seminar 2019 Queen's Court of Sharing for up to six *Great Start*-qualified\* new personal team members from **July 1 through July 31, 2018**.

- For the purposes of the Queen's Court of Sharing Double Credit Promotion, a *Great Start*-qualified\* new personal team member is one whose Independent Beauty Consultant Agreement is received and accepted by the Company **in the month of July** and who places her/his **initial or cumulative** order(s) of at least \$600 or more in wholesale Section 1 products in the months of **July, August, September and/or October 2018**.
- The potential double credit for July 2018 can be for up to six *Great Start*-qualified\* new personal team members in addition to the monthly cap of 13 *Great Start*-qualified\* new personal team members, for a maximum potential credit of up to 19 *Great Start*-qualified\* new personal team members. If more than 13 *Great Start*-qualified\* new personal team member Independent Beauty Consultant Agreements are received and accepted in the month of July, the 13 with the highest commissions earned by the recruiter will count toward the Queen's Court of Sharing.

### 3. What are the qualifications for the Queen's Court of Sharing?

Independent sales force members must have at least 24 qualified new personal team members from July 1, 2018, through June 30, 2019.

A *Great Start*-qualified\* new personal team member is one:

- Whose initial order or cumulative orders with the Company are \$600 or more in wholesale Section 1 products, and the order(s) are received and accepted by the Company in the same or following three calendar months that her/his Independent Beauty Consultant Agreement is received and accepted by the Company.

OR

- Whose Independent Beauty Consultant Agreement is received and accepted by the Company during the contest period and also achieves at least one quarter of Star Consultant status by June 15, 2019.

**4. What are the Queen's Court of Sharing Double Credit Promotion dates?**

The Queen's Court of Sharing Double Credit Promotion dates are July 1–31, 2018. A new Independent Beauty Consultant's Agreement must be received and accepted by the Company from July 1 through July 31, 2018, and the new personal team member's initial or cumulative order(s) of \$600 or more in wholesale Section 1 products must be received and accepted by the Company in the months of July, August, September and/or October 2018.

**5. Who can participate in the Queen's Court of Sharing Double Credit Promotion?**

All Independent Beauty Consultants and Independent Sales Directors are eligible to participate in the Queen's Court of Sharing Double Credit Promotion.

**6. What additional challenges does the Queen's Court of Sharing Double Credit count toward?**

- **Leadership Conference 2019:** *Mary Kay Rocks the Block Party*, held on Day 0
- **Leadership Conference 2019 and Career Conference 2019:** On-Target Queen's Court of Sharing
- **Seminar 2019:** Queen's Court of Sharing

**7. Will the Queen's Court of Sharing Double Credit count toward the *Great Start: Ultimate Leader Challenge*?**

No. The double credit only applies to the Queen's Court of Sharing.

**8. If my July 2018 new personal team member places a Star Consultant order outside of her/his *Great Start* time frame, will that new personal team member count toward the Queen's Court of Sharing Double Credit?**

No. If your new personal team member places a Star Consultant order within the July 1, 2018, through June 30, 2019, Seminar year, she/he would count toward the Seminar 2019 Queen's Court of Sharing but not for the July 2018 double credit promotion. In order to qualify for double credit, your new personal team member's Agreement must be received and accepted by the Company from July 1 through July 31, 2018, and your new personal team member's initial or cumulative order(s) of \$600 or more in wholesale Section 1 products must be received and accepted by the Company in the months of July, August, September and/or October 2018.

**9. For this promotion, which order date is used: the postmark date or the process date?**

Only the process date is used.

**10. How does the monthly cap of 13 apply to the Queen’s Court of Sharing Double Credit?**

In a normal month, you may only count 13 *Great Start*-qualified\* new personal team members toward the Queen’s Court of Sharing. The potential double credit for July 2018 can be for up to six *Great Start*-qualified\* new personal team members in addition to the monthly cap of 13 *Great Start*-qualified\* new personal team members, for a maximum potential credit of up to 19 *Great Start*-qualified\* new personal team members. If more than 13 *Great Start*-qualified\* new personal team member Agreements are received and accepted in the month of July, the 13 with the highest commissions earned by the recruiter will count toward the Queen’s Court of Sharing. For additional questions on the Queen’s Court of Sharing, see the Seminar Awards Rules on *Mary Kay InTouch*® under Contests/Promotions > 2018 Seminar Awards > Rules.

**11. For the Queen’s Court of Sharing Double Credit Promotion, how are *Great Start*-qualified\* new personal team members counted?**

For the purposes of this promotion, the maximum bonus credit is six *Great Start*-qualified\* new personal team members. On an ongoing basis, the monthly maximum for the Queen’s Court of Sharing is 13 *Great Start*-qualified\* new personal team members. See chart below.

<b>Unit Member</b>	<b>July <i>Great Start</i>-Qualified* New Personal Team Members</b>	<b>Queen’s Court of Sharing Double Credit (Max: Six <i>Great Start</i>-Qualified* New Personal Team Members)</b>	<b>Total Count Toward Seminar <i>Great Start</i>-Qualified* New Personal Team Members</b>
Courtney	3	3	6
Mary Jo	6	6	12
Rachel	13	6	19
Brooke	15	6	19

**Courtney** had three *Great Start*-qualified\* new personal team members, and therefore, she received double credit on those three team members for a total of six as Queen’s Court of Sharing Double Credit.

**Mary Jo** had six *Great Start*-qualified\* new personal team members, and therefore, she received six bonus team members as Queen’s Court of Sharing Double Credit (the maximum number of Queen’s Court of Sharing Double Credit) for a total of 12.

**Rachel** had 13 *Great Start*-qualified\* new personal team members; however, she only received the maximum of six bonus team members, for a total of 19.

**Brooke** had 15 *Great Start*-qualified\* new personal team members; however, she exceeded the monthly maximum of 13. In addition, she only received the maximum of six bonus team members, for a total of 19. If more than 13 *Great Start*-qualified\* new personal team members' Agreements are received and accepted by the company in July, the 13 with the highest commissions earned by the recruiter will count toward the Queen's Court of Sharing.

**12. How do I know if a new personal team member is *Great Start*-qualified\* for the Queen's Court of Sharing Double Credit?**

For the purposes of this promotion, *Great Start*-qualified\* new personal team members are Independent Beauty Consultants whose Independent Beauty Consultant Agreements are received and accepted by the Company in **July 2018** and who place their initial or cumulative order(s) of \$600 or more in wholesale Section 1 products in July, August, September and/or October 2018.

**Examples Chart:**

<b>New Personal Team Member</b>	<b>Agreement Date</b>	<b>Order Type and Date</b>		<b>Wholesale Section 1 Order Amount</b>	<b><i>Great Start</i>-Qualified for Queen's Court of Sharing Double Credit?</b>
Sarah	July 1	Initial Order	July 10	\$600	Yes
Sherly	July 6	Initial Order	July 29	\$300	Yes
		2nd Order	Aug. 15	\$100	
		3rd Order	Sept. 10	\$200	
Kim	Aug. 1	Initial Order	Sept. 2	\$300	No
		2nd Order	Oct. 8	\$300	
Angie	June 28	Initial Order	July 10	\$600	No
Rachel	July 31	Initial Order	Nov. 2	\$600	No
Angela	July 8	Initial Order	Oct. 15	\$300	No
		2nd Order	Nov. 15	\$1,500	

## Examples Scenarios:

**Sarah's** Agreement was received and accepted by the Company on July 1, and she placed her initial order of \$600 wholesale on July 10; therefore, she is considered *Great Start*-qualified\* for the Queen's Court of Sharing Double Credit because she placed her initial or cumulative order within her *Great Start* time frame (July, August, September and/or October).

**Sherly's** Agreement was received and accepted by the Company on July 6, and she placed cumulative orders totaling \$600 wholesale by Sept. 10; therefore, she is considered *Great Start*-qualified for the Queen's Court of Sharing Double Credit because her cumulative \$600 wholesale qualifying orders were placed within her *Great Start* time frame (July, August, September and/or October).

**Kim's** Agreement was received and accepted by the Company on Aug. 1, and she placed cumulative orders totaling \$600 wholesale within her *Great Start* time frame (August, September, October and/or November). Because her Agreement was in the month of August 2018, she does not count toward the Seminar 2019 Queen's Court of Sharing Double Credit. However, she does count toward the Seminar 2019 Queen's Court of Sharing.

**Angie's** Agreement was received and accepted by the Company on June 28, 2018, and she placed her initial order of \$600 wholesale Section 1 products within her *Great Start* time frame (July, August, September and/or October) on July 10. Because her Agreement was received and accepted by the Company in the month of June 2018, the Seminar 2018 year, she does not count toward the Seminar 2019 Queen's Court of Sharing Double Credit or the Queen's Court of Sharing.

**Rachel's** Agreement was received and accepted by the Company on July 31, and she placed her initial order of \$600 wholesale Section 1 products on Nov. 2, outside of her *Great Start* time frame (July, August, September and/or October). Because her order was placed outside of her *Great Start* time frame, she does not count toward the Seminar 2019 Queen's Court of Sharing Double Credit or the Queen's Court of Sharing.

**Angela's** Agreement was received and accepted by the Company on July 8, but she did not place her initial or cumulative \$600 wholesale order within her *Great Start* time frame (July, August, September and/or October). She does not count toward the Seminar 2019 Queen's Court of Sharing Double Credit. However, she placed a Star-qualifying order within the Seminar 2019 year, so she does count toward the Seminar 2019 Queen's Court of Sharing.

**13. How will independent sales force members be able to track the Queen's Court of Sharing Double Credit?**

The Queen's Court of Sharing Double Credit will NOT show on reports until each month end runs (Aug. 7, Sept. 6, Oct. 4 and Nov. 6, 2018) for those who placed their initial or cumulative order(s) in July, August, September or October.

**14. Does the Queen's Court of Sharing Double Credit count toward compensation, commissions, car qualifications, bonuses, Sales Director-in-Qualification, New Sales Director programs or the State Highest and Most Improved contests?**

No. This double credit applies only to the Queen's Court of Sharing.

**15. Does the Queen's Court of Sharing Double Credit count toward the Go-Give Area Princess Court of Sharing?**

Yes. The Queen's Court of Sharing Double Credit applies to all courts related to the Queen's Court of Sharing.

**16. Do international team members count toward the Queen's Court of Sharing Double Credit?**

No. This double credit applies only to the U.S. Queen's Court of Sharing.

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