

Great Start: Ready, Set, Sell!

Product Bonus Bundles

Frequently Asked Questions

- 1. Is the *Great Start: Ready, Set, Sell!* Program for new Independent Beauty Consultants only?**

Yes.

- 2. If I place cumulative orders totaling \$600 or more in wholesale Section 1 products in the month my Independent Beauty Consultant Agreement is received and accepted by the Company or the month after, am I eligible for this program?**

No. You must place an initial (single) \$600 or more wholesale Section 1 order to qualify for the *Great Start: Ready, Set, Sell!* Program. However, if your initial order is less than \$600 wholesale Section 1, you are eligible to participate in the *Great Start: Ready, Set, Keep Selling!* Program.

Order amounts that qualify for the *Great Start: Ready, Set, Sell!* Ultimate Product Bonus Bundle(s) do NOT qualify for the *Great Start: Ready, Set, Keep Selling!* Essential Product Bonus Bundle(s).

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

Yes. You are eligible to participate in both programs. Please note: *Great Start: Ready, Set, Keep Selling!* is effective in the month your Agreement is received and accepted by the Company and the following three calendar months. The *Great Start: Ready, Set, Keep Selling!* Program does not apply to the order amounts that qualified for the *Ready, Set, Sell!* Ultimate Product Bonus Bundle(s). For example, if you placed an initial \$900 wholesale Section 1 order in your first two months, \$600 of the total wholesale Section 1 order will count toward the *Great Start: Ready, Set, Sell!* Program. The remaining \$300 wholesale Section 1 amount will count toward the *Great Start: Ready, Set, Keep Selling!* Program.

- 4. When do I redeem my Ultimate Product Bonus Bundle(s)?**

When you place an initial \$600 or more wholesale Section 1 order within your Agreement month or the following month, you will be prompted at checkout to select and redeem your Ultimate Product Bonus Bundle(s).

- 5. Is there a limit to how many *Great Start: Ready, Set, Sell!* Ultimate Product Bonus Bundle(s) I can earn?**

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

- 6. Can I select more than one of the same Ultimate Product Bonus Bundle?**
Yes.
- 7. Are the Ultimate Product Bonus Bundle(s) shipped with my qualifying initial \$600 or more wholesale Section 1 order?**
Yes. Your *Great Start: Ready, Set, Sell!* Ultimate Product Bonus Bundle(s) will ship with your qualifying initial \$600 or more wholesale Section 1 order.
- 8. Will I be taxed on the suggested retail value of the bundle(s)?**
Yes. The actual total value of the product bonus bundle(s) received will depend on the suggested retail values of the product bonus bundle(s) selected and is subject to any required tax obligations. Sales tax is required on the suggested retail value of the wholesale Section 1 product included in the product bonus bundle(s).
- 9. Do the Ultimate Product Bonus Bundle(s) count toward all Seminar courts and circles?**
Yes. You will receive credit for the suggested retail value of the selected Ultimate 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!* Program does not apply to order amounts that qualified for the previous *Ready, Set, Sell!* product bonus bundle(s). For more details, see the Seminar Awards page on *Mary Kay InTouch*[®] > Contests/Promotions > Recognition.
- 10. Does the value of the Color Look, Travel Roll-Up Bag and Mirror With Tray count toward Unit Circle and court recognition?**
The value of the Color Look and Travel Roll-Up Bag does count toward Unit Circle and court recognition. The value of the Mirror With Tray does not count toward Unit Circle and court recognition.
- 11. Are returning new team members (\$25 Business Restart or \$100 Starter Kit) eligible for the *Great Start: Ready, Set, Sell!* Program?**
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 can participate in the *Great Start: Ready, Set, Sell!* Program.
- 12. Can I sell the products within the Ultimate Product Bonus Bundle(s) at the suggested retail price to my customers?**
Yes. You can earn 100% profit because you earned the Ultimate Product Bonus Bundle(s) for free.

13. Will information on the *Great Start: Ready, Set, Sell!* Program be included in the \$100 Starter Kit and the \$25 Business Restart?

Yes. However, the *Great Start: Ready, Set, Keep Selling!* brochure and the *Great Start: Team-Building Rewards* insert will not be included in the \$100 Starter Kit or the \$25 Business Restart. Those pieces can be purchased on Section 2 of the Consultant order form.

14. Will the Company send new Independent Beauty Consultants emails about the *Great Start* Program throughout their *Great Start* time frame?

Yes. Personalized emails will be sent to new Independent Beauty Consultants based on their ordering activity and status within their *Great Start* time frame. These emails are available in the Tools tab on the *Great Start: New Independent Beauty Consultant Rewards* webpage for Independent Sales Directors and team-builders to reference. A new Independent Beauty Consultant's *Great Start* time frame is the month her Independent Beauty Consultant Agreement is received and accepted by the Company and the following three calendar months (her first four months).

15. Is there a report on *Mary Kay InTouch*®?

Yes. Detailed information can be found under Business Tools > *myBusiness*SM > Reports > *Great Start* Qualification Tracking Report. Reports are updated each night.