



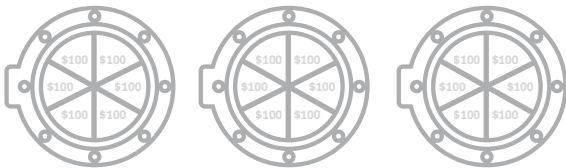
TRACKING SHEET

I'm Cruisin' for a *Cruise!*^{††} Jan. 1 – June 30, 2019

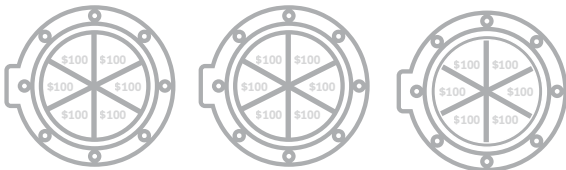
QUALIFICATION ONE:

Minimum of \$3,600 in adjusted personal wholesale Section 1 production.* REMEMBER: There is not a \$600 monthly requirement, since this qualification is cumulative.

I'm all in!



Halfway to my goal!



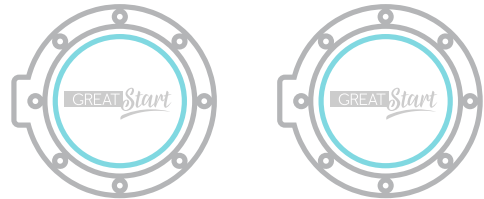
I can feel the warm ocean breeze!

QUALIFICATION TWO:

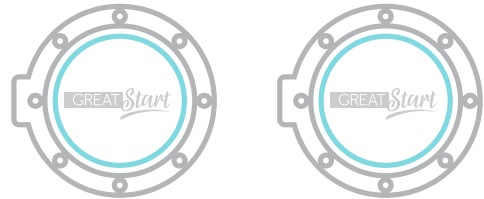
Add six *Great Start*-qualified* new personal team members.



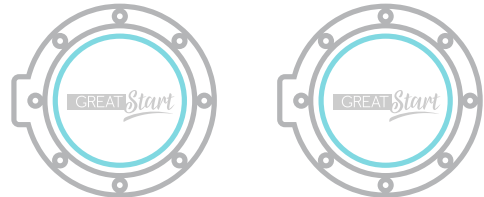
January new personal team members will count **DOUBLE** toward *Destination Red!*



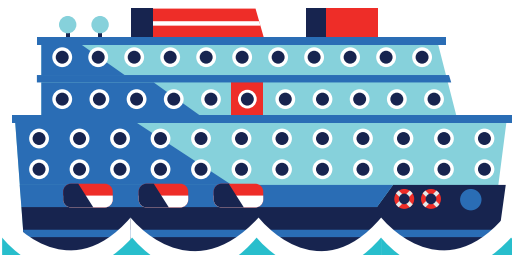
White sands, here I come.



Four, down. Two to go.



Packing my swimsuit now!



QUALIFICATION THREE:

Have three personal first-time Star Team Builders.**



Yes, yes, yes!



The REDDER, the BETTER!



I'm a Bahama mama!

SAVE THE DATE: The cruise^{††} sets sail Oct. 7-11, 2019, from Miami!

♥ *I'm so there!* ♥



WHY IS EARNING THIS TRIP REALLY IMPORTANT TO ME?

[Example: I've never done anything this amazing for myself. My family believes in me, and I want to show them what I can do. I want to treat my husband to a vacation!]

WHAT COULD EARNING THIS TRIP MEAN FOR MY MARY KAY BUSINESS?

[Example: The qualifications set me up for success! Making it to the next step in my career path. Breaking through the barriers. Make more connections with go-getters like me!]

HOW WILL I CHART A COURSE TO BE ON THE BOAT?

[Example: Commit to adding three new personal team members in January to get a strong start. Hold a 10-show week or a Power Start to jump-start my sales. Tell my Sales Director about my goal in order to stay accountable.]

♥ *Don't forget, you can do it!* ♥

MARY KAY

** Cash option available. See Destination Red FAQs for details, located on *Mary Kay InTouch*®.

† To participate in *Destination Red*, you must place a minimum of \$3,600 in wholesale Section 1 orders within the qualification time frame.

* For purposes of *Destination Red*, a *Great Start*-qualified new personal team member is one whose Independent Beauty Consultant Agreement is received and accepted by the Company from Jan. 1 through June 30, 2019, and whose initial order or cumulative orders are \$600 or more in wholesale Section 1 products, and the orders are received and accepted by the Company in the same or following three calendar months, that her Independent Beauty Consultant Agreement is received and accepted by the Company or by June 30, 2019, whichever comes first.

** A Star Team Builder must be active and have at least three active personal team members at the end of any single calendar month during the qualification time frame, and it must be her first time to achieve Star Team Builder status.