

Great Start: Career Car Program – \$600 Car Program Credit

July 1, 2018 – June 30, 2019

During the Great Start Promotion the \$600 Car Program Credit requirements for qualified new personal team member will change to *Great Start** qualified new personal team member.

Specifically:

Consultant Grand Achiever Program

- Qualification – \$600 Car Program Credit does not apply
- Maintenance and Requalification – Independent Beauty Consultant can earn \$600 Car Program Credit for each Great Start qualified new personal team member

Director Grand Achiever, Premier Club and Cadillac Programs

- Qualification, Maintenance and Requalification – Independent Sales Directors can earn \$600 Car Program Credit for each Great Start qualified new personal team member

* A Great Start qualified new personal team member is one whose cumulative orders with the Company are \$600 or more in wholesale Section 1 products, and the orders are received and accepted by the Company in the same or following 3 calendar months that her/his Independent Beauty Consultant Agreement is received and accepted by the Company.

Frequently Asked Questions

1) What is the difference between a *Great Start*-qualified new personal team member and the previous qualified new personal team member requirements for the \$600 Car Program Credit?

- Previous \$600 Car Program Credit— to be qualified a new personal team member's INITIAL order with the Company must be \$600 or more in wholesale Section 1 products and received and accepted by the Company in the same or following calendar month that the Independent Beauty Consultant Agreement is received and accepted by the Company.
- *Great Start*-qualified (July 1, 2018 – June 30, 2019) – to be qualified a new personal team member's initial or cumulative orders with the Company must be \$600 or more in wholesale Section 1 products and received and accepted by the Company in the same or following 3 calendar months that the Independent Beauty Consultant Agreement is received and accepted by the Company.

2) Are there any other changes to Car Program requirements?

No, all other Car Program on-target, qualification, maintenance and requalification requirements remain the same.

3) If I earn the \$600 Car Program Credit for a *Great Start*-qualified new personal team member what month will it count?

The \$600 Car program Credit will count in the month the *Great Start*-qualified new personal team member requirements are met.

4) Is there a limit on the number of \$600 Car Program Credits I can earn with *Great Start*-qualified new personal team members during the *Great Start* Promotion?

No, there is no limit to the number of \$600 Car Program Credits you can earn during the *Great Start* Promotion.

5) Is there a report on *Mary Kay InTouch*®?

Yes, \$600 Car Program Credit will be reflected on individual Independent Beauty Consultant and Independent Sales Director Career Car reports. Go to InTouch, *myBusiness*SM and Career Car Report.

6) Does the \$600 Car Program Credit with a *Great Start*-qualified new personal team member under the *Great Start* Promotion count towards Consultant Grand Achiever qualification requirements?

No, \$600 Car Program Credit does not count for Consultant Grand Achiever qualification requirements. However, it does count towards maintenance and requalification requirements.

7) Am I eligible to receive the \$600 Car Program Credit for my new personal team members who signed their agreement prior to July 2018 if they meet *Great Start*-qualified new personal team member requirements?

- No, if they signed their agreement March 2018 or earlier.
- Yes, you can receive \$600 Car Program Credit under the *Great Start* Promotion for each *Great Start*-qualified new personal team member if they signed their agreement April 2018 through June 2018. Specifically:

Agreement Month	Earn \$600 Car Program Credit*
April 2018	If July 2018 cumulative wholesale Section 1 product orders are \$600 or more
May 2018	If July 2018 through August 2018 cumulative wholesale Section 1 product orders are \$600 or more
June 2018	If July 2018 through September 2018 cumulative wholesale Section 1 product orders are \$600 or more

Examples: (Months marked through are not promotional months or do not fall within the *Great Start*-qualified new personal team member requirements.)

Agreement Month	Order Month	Cumulative Order Amount*	Receive \$600 Car Program Credit
April 2018	July	\$600	YES!
April 2018	April	\$300	No
	May	\$100	
	July	\$200	
April 2018	April	\$500	No
	July	\$100	
	August	\$500	
May 2018	July	\$300	YES!
	August	\$300	
May 2018	June	\$500	YES!
	July	\$250	
	August	\$350	
June 2018	June	\$225	YES!
	July	\$250	
	August	\$250	
	September	\$100	
June 2018	July	\$225	No
	August	\$225	
	September	\$50	
	October	\$100	

* Wholesale Section 1 products

8) Am I eligible to receive the \$600 Car Program Credit for my new personal team members who signed their agreement April 2019 through June 2019 if they meet *Great Start*-qualified new personal team member requirements after June 2019?

Yes, you can receive \$600 Car Program Credit under the *Great Start* Promotion for each *Great Start*-qualified new personal team member if they signed their agreement April 2019 through June 2019. Specifically:

Agreement Month	Earn \$600 Car Program Credit*
April 2019	If April 2019 through July 2019 cumulative wholesale Section 1 product orders are \$600 or more
May 2019	If May 2019 through August 2019 cumulative wholesale Section 1 product orders are \$600 or more
June 2019	If June through September 2019 cumulative wholesale Section 1 product orders are \$600 or more

Examples: (Months marked through are not promotional months or do not fall within the *Great Start*-qualified new personal team member requirements.)

Agreement Month	Order Month	Cumulative Order Amount*	Receive \$600 Car Program Credit
April 2019	July	\$600	YES!
April 2019	April	\$300	YES!
	May	\$100	
	July	\$200	
April 2019	April	\$225	No
	July	\$300	
	August	\$500	
May 2019	May	\$300	YES!
	August	\$300	
May 2019	June	\$225	YES!
	July	\$175	
	August	\$350	
June 2019	June	\$225	YES!
	July	\$250	
	August	\$250	
	September	\$100	
June 2019	July	\$225	No
	August	\$225	
	September	\$50	
	October	\$100	

* Wholesale Section 1 products

9) Am I eligible to receive the \$600 Car Program Credit for my new personal team members who signed their agreement after June 2019 if they meet the *Great Start*-qualified new personal team member requirements?

No, the promotion and the *Great Start*-qualified new personal team member requirements end June 2019. However, you will continue to earn the \$600 Car Program Credit for each new personal team member whose initial order with the Company is \$600 or more in wholesale Section 1 products and is received and accepted by the Company in the same or following calendar month that the Independent Beauty Consultant Agreement is received and accepted by the Company.