

MARY KAY



ARE YOU STAR STRUCK?

**NEW QUARTER!
NEW REWARD!**

You can earn these **GREAT GIFTS*** this Quarter. Check out Mary Kay's sensational Sample Organiser and the Show 'n' Go/Foundation Organiser.



Products not included.

STAR ACHIEVER

Simply ACHIEVE any of the following levels:

Sapphire Star



**\$5,000
NZ\$5,500**
plus 4 personal qualified new Team Members.

Ruby Star



**\$7,500
NZ\$8,250**
plus 2 personal qualified new Team Members.



Diamond Star



**\$10,000
NZ\$11,000**
including 2 personal qualified new Team Members.

SPECIAL PROMOTION
this quarter only!

Achieve Emerald or Pearl sales **ONLY** to receive the Mary Kay's Sample Organiser and the Show 'n' Go/Foundation Organiser

<p>Emerald Star</p>  <p>\$12,500 NZ\$13,750</p>	<p>Pearl Star</p>  <p>\$15,000 NZ\$16,500</p>
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Star Consultant Program

Terms & Conditions

- Promotion Dates: The current Mary Kay Australia & New Zealand Seminar year. Month end cut off dates and times are as advertised in Applause.
- The Star Consultant Program is available to all new and existing Independent Beauty Consultants up to and including Independent Sales Directors, in Australia and New Zealand.
- Prizes are not transferrable, and no portion of the prizes are redeemable for cash.

Bracelet and Charm Program

- The Charm program is a monthly achievement program.
- The first time you qualify for either a Gold, Silver or Bronze charm you will be eligible to receive the bracelet and corresponding charm. Thereafter, every time you qualify for a charm you will only be eligible to receive the Charm.
- Bracelets and charms are available to be purchased by Independent Sales Directors. It is the responsibility of the Independent Sales Directors to award bracelets and charms to qualifying Independent Beauty Consultants in their unit.
- To be eligible for a charm an Independent Beauty Consultant need to:
 - Bring in 3 new Team Members in a month and qualify as a Bronze achiever and are eligible for a Bronze Charm.
 - Bring in 4 new Team Members in a month and qualify as a Silver achiever and are eligible for a Silver Charm.
 - Bring in 5+ new Team Members in a month and qualify as a Gold achiever and are eligible for a Gold Charm.
- New Team Members do not need to be active or qualified for the sharer to be eligible to receive a Charm.

Be a Star Seller

- The Independent Beauty Consultant Stars & Ladder program is a quarterly achievement program.
- The first time you qualify for the Independent Beauty Consultant Stars and Ladders Program you will be eligible to receive the contemporary platinum and gold-toned ladder of Success pin with a corresponding gem and numbered insert. Thereafter, each time you achieve a Star during a calendar quarter, you will receive the achieved star and appropriately numbered insert for your achievement to update your pin.
- Upon reaching 56 Quarters of Ladder of Success achievement you will earn your Circle of Honour Diamond ladder.
- The Stars and Ladders rewards will be sent directly from the company to the achievers Independent Sales Director in the month following qualification
- The minimum cumulative section 1, retail sales required for each star achievement is outlined in the table below.

Pearl	Emerald	Diamond	Ruby	Sapphire
When you have a minimum cumulative amount of \$15,000 NZ\$16,500 Section 1 Retail orders processed during a calendar quarter, you will receive a Pearl Star to add to your pin.	When you have a minimum cumulative amount of \$12,500 NZ\$13,750 Section 1 Retail orders processed during a calendar quarter, you will receive an Emerald Star to add to your pin.	When you have a minimum cumulative amount of \$10,000 NZ\$11,000 Section 1 Retail orders processed during a Calendar Quarter, you will receive a Diamond Star to add to your pin.	When you have a minimum cumulative amount of \$7,500 NZ\$8,250 Section 1 Retail orders processed during a calendar quarter, you will receive a Ruby Star to add to your pin.	When you have a minimum cumulative amount of \$5,000 NZ\$5,500 Section 1 Retail orders processed within a calendar quarter, you will receive a Sapphire Star to add to your pin.

Be a Star Sharer - Climb even high with a combination of selling and sharing

- You can elevate to higher star levels and bonus rewards by adding team building. To rise to higher star levels, you need to have a minimum of 2 new team members and your new team must be qualified. Please refer to below two tables.
- A 'Qualified' new Team Member must have a minimum cumulative amount of \$1,000 **NZ\$1,100** Section 1 Retail orders processed by the last ordering day of the month following the month in which the Independent Beauty Consultant Agreement was processed. *The new Team Member counts for the quarter in which her qualifying order is processed.*

Table 1 – Quarterly Breakdown

\$5000 NZ\$5500 = Sapphire Star	\$5000 NZ\$5500 = Sapphire Star	\$5000 NZ\$5500 = Sapphire Star	\$5000 NZ\$5500 = Sapphire Star	\$5000 NZ\$5500 = Sapphire Star
	Plus	Plus	Plus	Plus
	2 New Qualified* personal Team members	4 New Qualified* personal Team members	6 New Qualified* personal Team members	8 New Qualified* personal Team members
	= Ruby Star	= Diamond Star	= Emerald Star	= Pearl Star

Table 2 – Quarterly Breakdown

\$5000 NZ\$5500 = Sapphire Star	\$7500 NZ\$8250 = Ruby Star	\$10000 NZ\$11000 = Diamond Star	\$12500 NZ\$13750 = Emerald Star
Plus	Plus	Plus	Plus
2 New Qualified* personal Team members	2 New Qualified* personal Team members	2 New Qualified* personal Team members	2 New Qualified* personal Team members
= Ruby Star	= Diamond Star	= Emerald Star	= Pearl Star

Be a Star Achiever

- The Be a Star Achiever program is based on quarterly achievement.
- To be eligible to receive a Star Achiever reward you must reach Diamond, Emerald or Pearl quarterly production within a calendar quarter and also have at least 2 New Qualified* personal Team members.
- All Star Achiever rewards will be waitlisted for all qualifiers and they will be dispatched with their next Section 1 retail order, placed in the month following qualification.

Year Long Consistency Achiever

- To be eligible to receive the Year Long Consistency reward the Independent Beauty Consultant must earn a star of any level (Sapphire, Ruby, Diamond, Emerald or Pearl) for each calendar quarter of the seminar year.
 - For the 2014/2015 18 month seminar year only an Independent Beauty Consultants can earn a yearlong consistency reward by either;
- Achieving any 4 quarters from January 2014 to June 2015 and be eligible to receive a \$100 NZ\$100 Seminar voucher to be redeemed against your 2015 Seminar registration.

Or by;

- Achieving all 6 quarters from January 2014 to June 2015 and be eligible to receive a \$150 NZ\$150 Seminar Voucher to be redeemed against your 2015 Seminar registration.
- To access the eligible Seminar voucher reward, the qualifier must be fully registered for Seminar 2015.
- Details on how to redeem your seminar voucher will be advised closer to the end of the seminar year.

Be a Star Leader (For Sales Directors Only)

- The Be a Star Leader is a quarterly achievement program.
- Available to all Independent Sales Directors only, in Australia and New Zealand.
- Please refer to the below table for eligibility criteria for the Be a Star Leader.

Quarterly Reward	Consistency Reward
SAPPHIRE STAR SALES DIRECTOR (Four Consecutive Quarters)	
4-8 Unit Star Consultants Sapphire Gemstone Charm	16-35 Unit Star Consultants at year end <ul style="list-style-type: none">• Onstage recognition at Seminar• Registration Fees for Seminar
RUBY STAR SALES DIRECTOR (Four Consecutive Quarters)	
9-12 Unit Star Consultants Ruby Gemstone Charm	36-51 Unit Star Consultants at year end <ul style="list-style-type: none">• Onstage recognition at Seminar• Registration Fees for Seminar and Leadership Conference
DIAMOND STAR SALES DIRECTOR (Four Consecutive Quarters)	
13-16 Unit Star Consultants Diamond Gemstone Charm	52-67 Unit Star Consultants at year end <ul style="list-style-type: none">• Onstage recognition at Seminar• Registration Fees for Seminar and Leadership Conference plus \$250 NZ\$300 to use towards travel for these events
EMERALD STAR SALES DIRECTOR (Four Consecutive Quarters)	
17 or more Unit Star Consultants Emerald Gemstone Charm	68 or more Unit Star Consultants at year end <ul style="list-style-type: none">• Onstage recognition at Seminar• Registration fees for Seminar and Leadership Conference plus \$500 NZ\$550 to use toward travel for these events

1. A Star Consultant is one who has a minimum \$5,000 NZ\$5,500 Section 1 Retail order processed with the Company to achieve Sapphire level or above, postmarked during the contest quarter.
2. The first time you qualify as a Star Sales Director you will be eligible to receive the Star Sales Director brooch with a corresponding genuine gemstone charm. Thereafter, every time you achieve a new Star after every calendar quarter, you will receive a corresponding gemstone.
3. Rewards for Independent Sales Directors will be awarded directly from the company in the month following qualification.
4. To qualify for a Consistency reward you must maintain Star Sales Director status for any four out of the six quarters and have a minimum of 16 Unit Star Consultants in the reward year. If you have achieved Star consultant status you are included in the total number of Unit Star Consultants required.
5. In the case of an Offspring Unit, Star Consultants in the Offspring Unit will count for both the Senior Sales Director and the new Independent Sales Director during the contest quarter that the debut takes place.
6. You must be an Independent Sales Director in good standing with the Company at the end of the contest period to be eligible for year-end contest rewards.
7. New Independent Sales Directors can qualify for year-end rewards when they achieve Star Sales Director in their debut quarter and every subsequent quarter thereafter and achieve the year-end recognition categories. (Must achieve a minimum of two quarters Star Sales Director quarters.)

The Company reserves the right to change the prizes and/or conditions of the program at any time without prior notice. In the event that any changes are made, the revised terms and conditions shall be posted on the Community Page.