

Keep track of your **Active Status** and your **Earned Discount Privilege** available with Mary Kay Cosmetics.

This reminder can help you:

- Keep your Active Status current.
- Keep your business on the cutting edge.
- Take advantage of your current Earned Discount Privilege by ordering any last-minute products.



Definitions:

Retail: What the Customer pays (full suggested price).

Wholesale: What the Consultant pays (discounted).

Earned Discount Privilege works this way: You receive a 50% discount on any Section 1 wholesale order when you order a minimum \$200 wholesale (\$400 retail). **You will continue to receive a 50% discount on any Section 1 product order (regardless of size) as long as you remain Active.**

Active status: The month you place a minimum \$200 wholesale order (\$400 retail) and the two following calendar months you are considered “Active.” In other words, you are considered Active **the month you place a minimum \$200 wholesale order and two following calendar months.** As long as you remain Active you receive your Earned Discount Privilege and 50% discount buying power! The \$200 wholesale minimum may be accrued **cumulative** during any single month period. For example, should you already be Active and take advantage of your Earned Discount Privilege and place *two* \$100 wholesale orders during a single month period, that would equal \$200 wholesale cumulative during that month period. That month would be your **NEW** first month of Active Status and you would have two further months of Active status available after that month.

ACTIVE

INACTIVE

Example:

JAN	FEB	MARCH	APRIL	MAY
	\$200 wholesale			
	1 st month Active			

Example:

JAN	FEB	MARCH	APRIL	MAY	JUNE
	\$200 wholesale	\$100 wholesale		\$50 wholesale	
	1 st month Active	1 st month Active again			
		\$100 wholesale			

Example:

JAN	FEB	MARCH	APRIL	MAY
\$200 wholesale	\$75 wholesale	\$100 wholesale		
1 st month Active		\$100 wholesale		
		1 st month Active again		