

# Star Consultant Programme

Give your business the success it deserves! Make it a goal to reach **Star Consultant Status** each quarter of the Seminar Year, and you will be building a great foundation for your business! That means more income for you, and more Star Consultant **prizes!**

Mary Kay said, **“Nothing happens until somebody sells something”**. The Star Consultant Programme promises fabulous rewards for doing what you do best – selling Mary Kay products! Offering your superior services to your customers means you will start to build customers for life, and repeat orders will help you get closer to your goals.

## Minimum Production

In order to qualify for the Star Consultant Challenge in any contest quarter, you must place a minimum of **£2,000** in Section 1 retail orders in that quarter. This will earn you 2,000 points towards your Star Production for the quarter, as **£1 = 1 point**. Any additional Section 1 retail orders placed in that same quarter will add to your total Star Production to determine the Star Level you will ultimately achieve.

## Team Building

Once you have achieved as a Star Consultant, it is then possible to increase your Star Production by recruiting new qualified personal team members in the same quarter. Each new qualified team member will add **500 points** towards your Star Production for that quarter.

## Contest Rules

- Minimum of £2,000 in Section 1 retail orders in one quarter (placed cumulatively or in one order). £1 = 1 point.
- Once this level has been achieved, add 500 points to your Star Production for each new qualified team member recruited in the same contest quarter.
- Total Star Production will be calculated at the end of each contest quarter and the qualifiers notified.

## Terms and Conditions

- For the purpose of this contest, a new qualified personal team member is an independent Beauty Consultant who signs their Agreement and places a cumulative £500 Section 1 retail order within the same quarter.
- Once a quarter has finished notification will be sent to all qualifiers of that quarter.
- Those who have qualified will then be able to select a prize based on their total Star

Production. Any remaining points will be rolled over to the next quarter.

- Alternatively points may be rolled over to the next quarter for the duration of the Seminar Year, in order to earn prizes at a higher level.
- Should a qualifier wish to select a prize from a lower level, this is possible subject to stock availability, however, please note that priority will be given to qualifiers selecting prizes from within their qualifying level.
- All prizes are subject to stock availability. The Company reserves the right to substitute prizes for alternative prizes of equal or greater value. No correspondence will be entered into.
- The accumulation of points will only be allowed for the duration of the current Seminar Year – at the end of the final quarter, all points must be redeemed or they will be lost.
- When you achieve a Star Consultant level, you can select your prize online via Mary Kay Intouch and you can also track your points
- Please allow up to 45 days for delivery of prizes.

## Ladder of Success

When you reach Star Consultant status each quarter during the Seminar Year, you are building a business foundation based on selling products to a growing Customer base. And that translates to more income for you. The Ladder of Success is a symbol of achievement that you can wear with pride. Every time you qualify as a Star Consultant, you will receive a coloured crystal that represents your level of achievement, and a number pin that represents the total number of quarters in which you have achieved Star Consultant Status, to add to your Ladder of Success.

## Stars Levels



Sapphire  
2,000 – 2,799



Ruby  
2,800 – 3,399



Diamond  
3,400 – 4,199



Emerald  
4,200 – 4,999



Pearl  
5,000 – 6,999



Pearl +1  
7,000 – 8,999



Pearl +2  
9,000 – 10,999



Pearl +3  
11,000+

“A symbol of achievement that you can wear with pride.”

