

MARY KAY



# ♥ on the right track

## NEW DIRECTOR BONUS PROGRAM

LAUNCHING APRIL 1, 2014

EARN REWARDS FOR BUILDING AND...  
**GET 'ON THE RIGHT TRACK'** TO YOUR OWN SUCCESS!

### BUILD >>>

#### New Sales Director Monthly requirements:

- Achieve a minimum of \$11,000 NZ\$12,375 in Unit production
- Introduce a minimum of 4 new Unit team members (*must include 2 personal team members*).

- Sales Director must achieve the Unit sales and Team Building targets for all four months to receive the \$500 NZ\$550 New Director Bonus.
- The Business Pack Rewards will contain a selection of Business supplies and Mary Kay branded tools.

### EARN >>>

#### Month 1

##### Business Pack

Mary Kay® Colour Carrier and Mary Kay® Brush Collection.



\*Products not included.



#### Month 2

##### Business Pack

Mary Kay® Mini Banner (optional designs) and Mary Kay® Professional Apron.



#### Month 3

##### Business Pack

ONE Mary Kay® Business Case only.



#### Month 4

##### New Director Bonus

MARY KAY®  
\$ \$500 NZ\$550 \$

# On the Right Track

Terms and Conditions: As at April 1, 2014.

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## Program Eligibility

New Independent Sales Directors debuting from April 1, 2014 are eligible to participate in the 'On The Right Track' Program.

## Requirements

New Independent Sales Directors achieve **Monthly** sales and recruiting requirement targets to be eligible to achieve the New Director 'On the Right Track' rewards;

- Achieve a minimum of \$11,000 NZ\$12,375 in unit production
- Introduce a minimum of 4 new unit team members. (Must include 2 personal team members)

## Rewards

New Independent Sales Directors must achieve the Unit Sales and Team Building target requirements each month to be eligible to receive the monthly rewards.

- Month 1 – Business Pack
  - Mary Kay® Brush Collection
  - Mary Kay® Colour Carrier
- Month 2 – Business Pack
  - Mary Kay® Professional Apron
  - Mary Kay® Mini Banner
- Month 3 – Business Pack
  - Mary Kay® Mobile Business Case
- Month 4 – New Director Bonus of \$500 NZ\$550

## Supporting Tools

'On the Right Track Monthly Unit Projection Sheet

- Month 1 – 4 New Director Action Plan and Checklist

## Terms and Conditions

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1. Independent Sales Director Agreement processed on or after April 1, 2014.
2. Criteria;
  - New Independent Sales Directors in their first 4 months of Directorship can receive a reward each month if they achieve a minimum of \$11,000 NZ\$12,375 in unit sales production and introduce a minimum of 4 new unit team members (must include 2 personal active team members).
3. Rewards;
  - Month 1 – Business Pack (As detailed above)
  - Month 2 – Business Pack (As detailed above)
  - Month 3 – Business Pack (As detailed above)
  - Month 4 – New Director Bonus of \$500 NZ\$550
4. To be eligible to receive the rewards the New Independent Sales Director must achieve the criteria each month of the 4 month program.
5. 'On the Right Track' due dates are calculated as follows:
  - 'On the Right Track' month One criteria must be completed by the last day of the month in which the Independent Sales Director Agreement was processed.
  - 'On the Right Track' month Two, Three and Four must be completed by the last day of each consecutive following month.
    - 'On the Right Track' month Two reward cannot be earned unless 'On the Right Track' month One has been achieved.
    - On the Right Track' month Three reward cannot be earned unless 'On the Right Track' month Two has been achieved.
    - 'On the Right Track' month Four reward cannot be earned unless 'On the Right Track' month Three has been achieved.

6. There will be no extensions granted to 'On the Right Track' due dates. The last ordering time and day of the month is as published in the Applause magazine. Independent Sales Directors should be aware of when orders must be processed and new recruits must be registered by for them to receive their rewards and/or bonus.
7. All new Independent Sales Directors participating in the 'On the Right Track' program must participate in a mentoring call once a month at the start of each month with a member of the Sales Development Team.
8. All new Independent Sales Directors participating in the 'On the Right Track' program must complete a monthly unit and personal projection sheet and provide it to a member of the Sales Development Team.
9. The Business Pack rewards will be waitlisted and dispatched with the eligible Independent Sales Directors next Section 1 retail order placed in the month following eligibility.
10. The month four reward the \$500 NZ\$550 New Director Bonus will be applied to the eligible Independent Sales Directors Mary Kay account in the month following eligibility.
11. Independent Sales Directors will only be eligible to qualify for one of each of the rewards for each month of the program.
12. Business Packs are not transferrable, and no portion of the rewards is redeemable for cash.

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.