

STAR CONSULTANT

PROGRAM 2015

Do you know, consistent achievers in the Star Consultant Program† earn higher rewards and travel further? Star Consultants know that great habits reap even greater returns.

Will you be a Star Consultant this Quarter?

NEW!
QUARTER
JAN-MAR

New Year!
New Prizes!



1 Sapphire
\$20 Myer e-Card*
NZ\$25 Farmers Gift Card**



2 Ruby
\$30 Myer e-Card*
NZ\$35 Farmers Gift Card**



3 Diamond
\$40 Myer e-Card*
NZ\$45 Farmers Gift Card**



4 Emerald
\$50 Myer e-Card*
NZ\$55 Farmers Gift Card**



5 Pearl
\$60 Myer e-Card*
NZ\$65 Farmers Gift Card**



MYER
KAY

Climb higher by taking credit for teambuilding

Don't forget, by sharing the opportunity and building a team, each qualified personal new team member could help you towards achieving a higher STAR LEVEL. Check out the Star Consultant brochure for full details.

* Digital Gift Card emailed the month following qualification
** Gift Card will be posted the month following qualification

Terms & Conditions

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.

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 jewellery 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.

Ladder of Success Achievement Table
Calendar Quarter

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

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

Take Credit for Team-Building:

You can earn additional team-building credit when you share the Mary Kay opportunity and achieve the minimum cumulative \$5,000 NZ\$5,500 Section 1 Retail orders within the contest quarter. Each qualified new personal team member* you add equals \$1,250 NZ\$1,375 of contest credit. It's a great way to support your Section 1 Retail orders and move you to the next Star Consultant prize category and Ladder of Success recognition.

To Accumulate Contest Credits:

Contest credits are any combination of at least \$5,000 NZ\$5,500 minimum cumulative retail Section 1 orders plus qualified new personal team members* processed and accepted by the Company within the contest quarter.

* 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.

Contest Credit Table
Calendar Quarter

Qualified New Team Members	1	2	3	4	5
Contest Credit Earned	\$1,250 NZ\$1,375	\$2,500 NZ\$2,750	\$3,750 NZ\$4,125	\$5,000 NZ\$5,500	\$6,250 NZ\$6,875

Climb Even Higher with a Combination of Selling and Sharing
Calendar Quarter

Production Examples Only				
\$6,250 NZ\$6,875 = Sapphire Star	\$8,750 NZ\$9,625 = Ruby Star	\$8,750 NZ\$9,625 = Ruby Star	\$5,000 NZ\$5,500 = Sapphire Star	\$12,500 NZ\$13,750 = Emerald Star
Plus	Plus	Plus	Plus	Plus
1 New Qualified* personal Team member = \$1,250 NZ\$1,375 Contest Credit	1 New Qualified* personal Team member = \$1,250 NZ\$1,375 Contest Credit	3 New Qualified* personal Team members = \$3,750 NZ\$4,125 Contest Credit	6 New Qualified* personal Team members = \$7,500 NZ\$8,250 Contest Credit	2 New Qualified* personal Team members = \$2,500 NZ\$2,750 Contest Credit
New Level Achieved	New Level Achieved	New Level Achieved	New Level Achieved	New Level Achieved
Ruby Star	Diamond Star	Emerald Star	Emerald Star	Pearl Star

Star Level Rewards

- For each level of the ladder of success program (Sapphire, Ruby, Diamond, Emerald or Pearl) you will be eligible for a reward in addition to your jewellery rewards. Please note that you will only receive the reward for the level achieved, if you achieve a higher level you will not be entitled to the rewards of the lower levels.
- Your reward will be sent out to you via a waitlist with your next Section 1 retail order placed in the month following achievement unless otherwise indicated.
- The eligible rewards will be advertised via the Mary Kay Community Page and the Applause Magazine at the beginning of each quarter.
- Prizes are not transferrable, and no portion of the prizes are 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.

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) each calendar quarter of the seminar year.

For the 2014/2015 18 month seminar year only an Independent Beauty Consultants can earn a year long 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.

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 needs to:
 - Bring in 3 new Team Members in a calendar month and qualify as a Bronze achiever and you are eligible for a Bronze Charm.
 - Bring in 4 new Team Members in a calendar month and qualify as a Silver achiever and you are eligible for a Silver Charm.
 - Bring in 5+ new Team Members in a calendar month and qualify as a Gold achiever and you 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 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 Star Sales Director Program.

Quarterly Achievement Table Calendar Quarter			
Sapphire	Ruby	Diamond	Emerald
4-8 Unit Star Consultants	9-12 Unit Star Consultants	13-16 Unit Star Consultants	17 or more Unit Star Consultants
Reward Sapphire Gemstone Charm	Reward Ruby Gemstone Charm	Reward Diamond Gemstone Charm	Reward Emerald Gemstone Charm

Consistency Achievement Table Calendar Year - Four Consecutive Calendar Quarters			
Sapphire	Ruby	Diamond	Emerald
16-35 Unit Star Consultants at year end	36-51 Unit Star Consultants at year end	52-67 Unit Star Consultants at year end	68 or more Unit Star Consultants at year end
Rewards <ul style="list-style-type: none"> • Onstage recognition at Seminar • Registration Fees for Seminar 	Rewards <ul style="list-style-type: none"> • Onstage recognition at Seminar • Registration Fees for Seminar and Leadership Conference 	Rewards <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 the events 	Rewards <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 the events

1. A Star Consultant is one who has a minimum \$5,000 NZ\$5,500 Section 1 Retail orders processed with the Company to achieve Sapphire level or above, post-marked 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 all four calendar quarters and have a minimum of 16 Unit Star Consultants in the calendar 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 calendar quarter and every subsequent calendar quarter thereafter and achieve the year-end recognition categories. (Must achieve a minimum of two quarters Star Sales Director quarters.)

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