

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		

Inactive Status: If you have not placed a minimum \$200 wholesale order by the first day of the third month, you are considered “Inactive.” In that case, in order to receive a 50% discount on your next order and reinstate your Earned Discount Privilege, your next order would need to be a minimum \$200 wholesale order once you are ready to order again.

How far away from the minimum \$200 w/s are you? Always reach for *at least* \$200 cumulative in a month! So often I see a Consultant place \$150 or \$180 in wholesale orders during the month...when only a few dollars more in wholesale would have made that month their first month of Active status again.

Try to avoid smaller orders! Did you realize that when you place a \$35 wholesale order, you lose much of your sales commission in shipping costs? That is another great reason for holding a good inventory, so that you will only need to place one order a month to restock what you have sold during the month instead of placing small “emergency” orders.

THINGS TO REMEMBER:

Always Active! Throughout my career I have always maintained Active status. I have never been InActive. Make that a standard in your career. In fact, I have made it a practice to always be a Star Consultant, nothing less!

Never Think Minimums: If you are moving up the Career Ladder, **NEVER think minimums!** You can do so much more than minimum! “Minimum” in the dictionary is defined as the *lowest* point allowable. **Always think in terms of your highest potential.** “Potential” in the dictionary is defined as having possibility, capability, and power!

BizBuilders Monthly Bonus Program is an exciting way to earn FREE Section-1 products and Section 2 business-building items beginning with a \$400 wholesale order, with free product bonuses increasing with wholesale order sizes. See the BizBuilders available for this month (information available on Mary Kay Intouch or call your Director for more information. Use your BizBuilders bonuses for yourself or as special gift-with-purchase sales incentive gifts for your customers at no cost to you! That’s Smart Business!

-Gretchen Runkle, Sales Director

