

# Build Strong!

# GO CHINA


## Exciting Rewards!

Qualification Period:

**1st October 2012 – 31st March 2013.**

### Who can Participate?

All Mary Kay Independent Beauty Consultants in good standing with Mary Kay Cosmetics Private Limited ("Participants") can participate in this Program.



One round trip economy class airfare to and from Hangzhou, China.



**Trip to  
HANGZHOU  
Manufacturing facility.**

3 days of exclusive education from global Mentors at the Red Jacket Rally .



All Meals and (double occupancy shared) hotel accommodation in China is inclusive in the Reward.

## INDEPENDENT BEAUTY CONSULTANTS

### Qualification Criteria:

- Build a Team of 20 New Personal Team Members during the Qualification Period.
- At least 8 of these New Personal Team Members must each place a cumulative retail order of ₹ 20,000 during the Qualification Period.
- Participants must each achieve cumulative Retail personal and team production of ₹ 5,25,000 during the qualification period. Independent Beauty Consultant must be "Active" every month during the Qualification Period. (An Independent Beauty Consultant is considered "Active" in a month when a minimum ₹ 2250 Retail Section 1 product order is received and accepted by Company.)
- All New Personal Team Members must place at least one "Active Order" during the Qualification Period. ("Active Order" is defined as a minimum ₹ 2,250 Retail Section 1 product order which is received and accepted by the Company.)
- All Participants must be ESRS Graduates.



## NEW INDEPENDENT SALES DIRECTORS

### Qualification Criteria:

For the purpose of this challenge, "New Independent Sales Directors" include those who debut from 1st January 2012 to 1st October 2012.

- Must have at least ONE Independent Beauty Consultant qualify as an Achiever per the above-mentioned criteria for Independent Beauty Consultants.
- Accomplish cumulative Retail Unit Production of ₹ 7,50,000
- (₹ 1,25,000 per month average) during the Qualification Period.
- Build a Unit of 50 New Unit Recruits during the Qualification Period.
- At least 20 of these New Unit Recruits must each place a cumulative Retail order of ₹ 20,000 during the qualification period.
- At least 20 of these New Unit Recruits must be ESRS Graduates.
- Independent Sales Director must be "Active" every month during the Qualification Period. (An Independent Sales Director is considered "Active" in a month when a minimum ₹ 2250 Retail Section 1 product order is received and accepted by Company.)
- All New Unit Recruits must place at least one "Active Order" during the qualification period. ("Active Order" is defined as a minimum ₹ 2,250 Retail Section 1 product order which is received and accepted by the Company.)



## EXISTING INDEPENDENT SALES DIRECTORS

### Qualification Criteria:

For the purpose of this challenge, "Existing Independent Sales Directors" include those who debut on or before 31 December 2012.

- Must have at least TWO Independent Beauty Consultant qualify as Achievers per the above-mentioned criteria for Independent Beauty Consultants.
- Accomplish cumulative Retail Unit Production of ₹ 11,70,000.
- (₹ 1,95,000 per month average) during the Qualification Period.
- Build a Unit of 75 New Unit Recruits during the Qualification Period.
- At least 30 of these New Unit Recruits must each place a cumulative Retail order of ₹ 20,000 during the Qualification Period.
- At least 30 of these New Unit Recruits must be ESRS Graduates.
- Independent Sales Director must be "Active" every month during the Qualification Period. (An Independent Sales Director is considered "Active" in a month when a minimum ₹ 2250 Retail Section 1 product order is received and accepted by Company.)
- All New Unit Recruits must place at least one "Active Order" during the qualification period. ("Active Order" is defined as a minimum ₹ 2,250 Retail Section 1 product order which is received and accepted by the Company.)



## TERMS & CONDITIONS:

- All Achievers must be "Active" and in good standing with Mary Kay India during the Qualification Period and through the time of travel.
- Achievers are personally responsible for obtaining and travelling with the required and necessary travel documents (i.e. passport, visa, travel insurance etc.).
- Mary Kay India will provide for ONE roundtrip airfare to China per Achiever from the nearest port of International airport departure to be determined by Mary Kay India. Achiever shall be responsible for all domestic travel expenses & applicable taxes to reach the port of International departure. Reward earned is non-transferrable and is not redeemable for cash. No substitutions will be made for Achievers who are unable to travel.
- Any Participant who is on-track to qualify for the Reward must submit a scanned copy of their current passport and completed Trip Release Form ("Documents") to the Company by 1st April 2013. Documents received by the Company after 1st April 2013, will not be accepted and Participant will be ineligible.
- Reward earned is conditioned upon execution of necessary documents, including, but not limited to, Trip Release Form, prior to departure. Reward earned is subject to execution and return of such necessary documents to the Company by each Achiever prior to departure for China.
- Promotion, Reward earned, and all Terms and Conditions are subject to interpretation of the Company.
- In the event an Achiever must cancel their plans to travel under this challenge due to any unforeseen circumstances within 30 days or less of the travel dates, cancellation charges or penalties on account of the same may be levied upon the Achiever and shall be subject to the sole discretion of the Company.



new  
quarter!

# JOIN MARY KAY'S Red Jacket Reward Campaign

CHALLENGE PERIOD: **November 2012 - January 2013**

All our Independent Beauty Consultants are invited to join the Red Jacket Reward Campaign. They should be:

- Team Leader, Future Sales Director or Director in Qualification in any 2 months of the quarter
- Add 6 New Recruits in a quarter
- Personal and Team Retail Production ₹ 75,000 in a quarter (Avg. ₹ 25,000 p.m.)
- All Recruits will be counted (Existing & New) for Production

## Plus! Also avail the following benefits:

- Get a chance to attend the Red Jacket University - A half day exclusive training geared towards team building and developing expertise in skincare class. This will be conducted in 8 locations.
- Enjoy your Graduation Ceremony besides being rewarded with the certificates & MK Cheetah Print Tote Bag



MK  
Cheetah  
Print Tote  
Bag

## Red Hot TEAM BUILDING Pointers



Looking for more ways to find people to join your Mary Kay business. Share the Mary Kay opportunity every chance you get because it has changed your life for the better and you want to give others the same opportunity. Look at it as you offer a gift to others.

### DO YOUR SKIN CARE CLASSES

The best place to find potential team members is at your skin care classes. That's where women can fall in love with our Mary Kay products and with you! Remember to do at least 3 skin care classes every week

### SHARE YOUR I-STORY

Share your I-story why you started your own Mary Kay business and what it has offered you. You may begin to build relationships at these classes, and share your vision with them of where this business has taken you.

### LISTEN TO HER NEEDS

Listening is important, too. Although you are so excited when you started your Mary Kay business that you probably did most of the talking - and not letting your potential team member get a word in. It is important to hear your potential recruit's lifestyle, what appeals to her and what she's looking for and then share the characteristics of the Mary Kay opportunity that suit her individual needs.

# Happy Birthday **MARY KAY** India!

Congratulations to all our Independent Beauty Consultants on our **5th Anniversary Celebration!**  
You truly make a difference to **Mary Kay India.**

