

# Register now for **BEE COUNTED!** Jumpstart Rally 2013



## BEE AMAZING!!!

Be part of Mary Kay's opening event in 2013!!!

Count yourself in an exciting Mary Kay career as we celebrate our Mary Kay's 50th year.

Mark the dates:

**MANILA • Jan 12, 2013**

**DAVAO • Jan 19, 2013**

**CEBU & ZAMBO • Jan 26, 2013**



Registration is open for all Beauty Consultants, Sales Directors, Spouses and Guests

2 ways to register

1. Online Ticket via Online Ordering
2. Beauty Center

Receive a special Mary Kay premium item as your Attendance Gift to your event!

**REGISTRATION FEE: P300**

Program-at-a-glance

10am - 2pm • Sampling Activity at the venue

11am - 2pm • Registration

11am - 2pm • Fun! Fun! Activities

2pm - 5pm • General Assembly

## BEAUTY CENTER SCHEDULE

### DECEMBER 2012

1	Sat	Makati, Quezon City & Cebu Beauty Centers open at 11 am Davao & Zamboanga Beauty Centers open at 10 am
3	Mon	Makati and Quezon City Beauty Centers open at 11 am
4	Tue	Makati, Quezon City & Cebu Beauty Centers open at 11 am Davao & Zamboanga Beauty Centers open at 10 am
14	Fri	Makati Corporate Office, Makati OPP, Makati and Quezon City Beauty Centers open until 4pm
25	Tue	Makati Corporate Office and All Beauty Centers closed
28	Fri	Last day for ordering of BCs to DIQs at the Beauty Center
29	Sat	Last day for personal orders of SDs
31	Mon	Makati Corporate Office and All Beauty Centers closed

### JANUARY 2013

1	Tue	Makati Corporate Office and All Beauty Centers closed
2-3	Wed-Thu	Makati, Quezon City & Cebu Beauty Centers open at 11 am Davao & Zamboanga Beauty Centers open at 10 am

**BUSINESS DAYS:** Makati and Quezon City Beauty Centers are open Mondays to Saturdays (closed on Sundays). Davao, Cebu and Zamboanga City Beauty Centers are open Tuesdays to Saturdays (closed on Sundays). Training Rooms in Davao, Cebu and Zamboanga Beauty Centers may be used on Mondays with advance reservation through Customer Service.

**OPERATING HOURS:** Makati, Quezon City, Cebu: 11am-8pm / Davao & Zamboanga: 10am-7pm.

**ONLINE ORDERING SERVICE:** is open 24 hours, 7 days a week.

\* **DUE TO HIGH VOLUMES OF DELIVERY DURING THE PEAK SEASON,** we encourage you to place your orders early on in December to avoid delay in deliveries and/or courier bump offs.

Last month!

# Be part of Red Jacket Rally 2013

CHALLENGE PERIOD:  
OCTOBER - DECEMBER 2012

If you are an Independent Beauty Consultant, Senior Consultant or Red Jacket who has never attended a Red Jacket Rally, then you can join!

- With at least **4 new active personal recruits with P13,000 sales each** within the challenge period, you will be able to **JOIN THE RED JACKET RALLY in January 2013!**

## Plus, if you are at the Red Jacket Rally and have

- At least **6 new active personal recruits with P13,000 sales each** and you will receive an **EXCLUSIVE RED JACKET SCARF** and a **PREMIUM BAG** upon graduation.
- At least **8 new active personal recruits with P13,000 sales each** and you will receive an **EXCLUSIVE RED JACKET SCARF, PREMIUM BAG** and your very own **MARY KAY RED JACKET** upon graduation.



For more information about the Local Red Jacket Rally, please contact the Sales Development and Education Team at 02-859-6222. The Company reserves the right to validate authenticity of recruits and reserves the right to change, amend or revise these rules as deemed necessary for the best interest of the Company. Should there be any discrepancy, the Company reserves the right to disqualify the achiever. All gifts will be awarded at the RJ Rally. Failure to attend will mean forfeiture of gifts.

# Join the RED POWER CLUB

the most exclusive gathering of elite Red Jackets in preparation to being Mary Kay's strongest Sales Directors!

## Be with the best

- Club members must be previous Red Jacket Rally achievers
- Club member is only for active Red Jackets. Membership terminates once a Red Jacket terminates as a Beauty Consultant or becomes a Sales Director.
- Membership forms must be submitted to Sales Development and Education staff members.



## Enjoy these benefits



- **Red Power Club E-ducation** - an exclusive online newsletter containing promo reminders, tips on selling and teambuilding, success stories, calendar of activities and more.
- **Red Power Room** - a designated room for use of Red Power Club members during training, workshops, and events
- **Red Power Workshops** - monthly activities, special training and workshops conducted by top Mary Kay mentors to further hone Red Power Club members into being strong Future Sales Directors
- **Red Power Club Hotline** - an easy to reach hotline which Red Power Club members may call for questions, assistance and clarification

For Red Power Club Members, join us in exciting activities and learning at your respective Beauty Centers (Red Power Room):

- Dec. 8, 2012
- Apr. 13, 2013
- Jan. 5, 2013
- May 4, 2013
- Feb. 16, 2013
- Jun 15, 2013
- Mar. 16, 2013

## Red Power Club Hotline

**Hotline 1: JAYSON**  
0922-8196778 /

(02) 859-6200 local 6232

Jayson.Meneses@mkcorp.com

**Hotline 2: PAMELA**  
0922-8816261 /

(02) 8596200 local 6231

Pamela.Aguirre@mkcorp.com

**Hotline 3: KRISTINE**  
0918-9384429 /

(02) 859-6200 local 6233

Kristine.Santos@mkcorp.com

## Are you a New Beauty Consultant?

You're invited to the  
New Beauty Consultant  
Welcome  
Party

### Join us at the New Beauty Consultant (BC) Welcome Party

- Makati/Cebu/Davao/Zamboanga Beauty Centers every 1st Friday of the month
- Quezon City Beauty Center every 2nd Friday of the month

### Why should I attend the New BC Welcome Party?

- Get to know your Independent Sales Directors
- Receive tips on how to have a successful career
- Be the first to try the latest products of the month
- Meet the Mary Kay staff and learn the best ways of transacting business with the Company
- Enjoy snacks and refreshments
- Have fun and enjoy great bonding with other new Beauty Consultants
- Win exciting raffle prizes

# Join the ASIA PACIFIC 2013 RED JACKET RALLY in Hangzhou, China

**CHALLENGE PERIOD: NOVEMBER 1, 2012 - MARCH 31, 2013**

Be one of the **achievers** and get these **priceless rewards**

- Three-day Asia Pacific regional conference on leadership, team building and career development
- Exclusive education by top Asia Pacific Mary Kay Independent Sales Directors
- One round trip airfare to & from Hangzhou, China
- Tour of Mary Kay's manufacturing facility in Hangzhou, China



## Qualify to the Asia Pacific Red Jacket Rally

- Beauty Consultants to Future Sales Directors from November 2012 onwards may qualify for this challenge.
- Have at least 15 recruits within the contest period. All new recruits should have at least P60,000 cumulative sales within the contest period
- No ceiling requirement of recruits every month within the contest period
- All qualified recruits must not be in terminated status by end of March 31, 2013
- Qualifying Red Jackets must be in active status at the end of the contest period with a cumulative personal sales of at least P200,000

## Get these **special gifts**

The **top 5 achievers with minimum of 15 qualified recruits get special 2 Limited-Edition Mary Kay Duffle Bags**. Ties will be broken by the team sales of their qualified recruits.



## Special **Sales Director Challenge**

Sales Directors with at least 3 achievers, P200,000 personal sales and 15 recruits with at least P60,000 cumulative sales within the contest period gets to join the trip.



For more information about the Asia Pacific 2013 Red Jacket Rally, please contact the Sales Development and Education Team at 02-859-6222.



Join the **Catch the Dream Dallas 2013 Conference!**  
and be one of the Conference Challenge Achievers and receive:

- Airfare to and from Dallas, Texas, USA
- Five (5) days and four (4) nights hotel accommodation in Dallas, Texas, USA
- Exclusive leadership education by top Mary Kay international mentors
- Sisterhood bonding with fellow Mary Kay Asia-Pacific Sales Directors
- Tour of Mary Kay's International Corporate Headquarters, Mary Kay Museum and Manufacturing Plant in Dallas, Texas, USA



Open to all Sales Directors and National Sales Directors:

**A. NEW SALES DIRECTORS (must be a Sales Director for less than one year by July 1, 2012)**

- At least P5 million unit sales
- 50 unit size (non-terminated status by February 1, 2013)
- 20 personal recruits with P40,000 personal cumulative sales each within the contest period and not on terminated status by the end of the contest period
- Personal sales of at least P210,000 during the 7-month contest period.

**B. TENURED SALES DIRECTORS (at least one year as a Sales Director by July 1, 2012)**

- At least P6 million unit sales
- 50 unit size (non-terminated status by February 1, 2013)
- 20 personal recruits with P40,000 personal cumulative sales each within the contest period and not in terminated status at the end of the contest period
- Personal sales of at least P210,000 during the 7-month contest period.
- One new offspring (SD for less than one year by July 1, 2012) achieving the requirements for the "Catch the Dream Conference" Challenge.

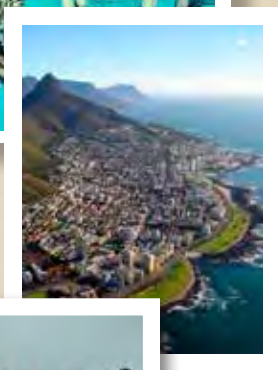
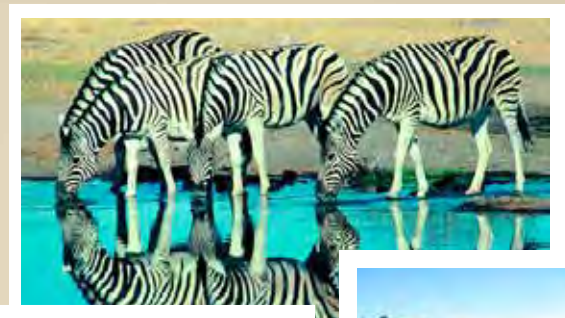
**C. NATIONAL SALES DIRECTORS**

- At least 25% sales growth of the commissionable area for the period July 2012 - January 2013 versus July 2011 - January 2012
- At least 5 first line off-springs achieving the requirements for the "Catch the Dream Conference" Challenge.

*REMINDERS: All incentive trips are subject to creditable withholding tax of 10% under Section 2.57.2 (0) of the National Internal Revenue Code.*

For more information about the Catch the Dream Dallas 2013 Conference, please contact the Sales Development and Education Team at 02-859-6222.

Top Sales Directors' Trip 2013



Achieve P16 million and above retail unit sales from August 2012 - July 2013 and have a fabulous trip with your spouse to South Africa.

- Unit sales of at least P250,000 of offspring Sales Directors who debuted within the period of August 1, 2012 to July 1, 2013 of qualifying Sales Directors will be credited to the total cumulative retail Section 1 unit requirements. Unit sales less than P250,000 of qualified offspring Sales Directors will not be credited to the cumulative retail Section 1 unit sales requirements.
- In case qualifiers are unable to go for whatever reason, the trip is neither bankable for future trips nor convertible to cash.
- Passport and other documentation such as photos, marriage and birth certificate expenses will be shouldered by the Sales Director. Visa expenses will be shouldered by the company.
- Free trip will only include oost of airfare, hotel accommodation, meals and any tours the company will provide from Manila to destinations and back to Manila.
- Upon written notification of the Company, awardees must confirm in writing their participation on or before August 31, 2013.

*REMINDERS: All incentive trips are subject to creditable withholding tax of 10% under Section 2.57.2 (0) of the National Internal Revenue Code.*

For more information about the Top Sales Directors' Trip 2013, please contact the Sales Development and Education Team at 02-859-6222.

