

Destination Red

Frequently Asked Questions

Jan. 1 – June 30, 2019

Qualification FAQs

1. What are the qualifications for achieving *Destination Red*?

To qualify, an Independent Sales Director or an Independent Beauty Consultant must achieve the following:

- Have a minimum of \$3,600 in adjusted personal wholesale production[†] during the qualification time frame.
- Add six *Great Start*-qualified* new personal team members during the qualification time frame. Remember, January new personal team members count DOUBLE toward *Destination Red*.
- And have three personal first-time Star Team Builders.**

2. Does the double credit for *Great Start*-qualified* new personal team members in January count toward the Court of Sharing?

No. The credit counts only toward *Destination Red*.

3. Is the personal wholesale production requirement total or per month?

It is a total of \$3,600 from Jan. 1 through June 30, 2019. There is not a monthly minimum.

4. If I have a total of \$3,600 in personal wholesale production during the qualification time frame, but then I have an adjustment that brings my personal wholesale production below \$3,600, do I still meet the *Destination Red* personal wholesale production requirements?

No. You must have \$3,600 in cumulative personal wholesale production at the end of the qualification time frame to meet this qualification.

5. Does my January new personal team member need to place her qualifying \$600 order in January to count double for *Destination Red*?

No. A new personal team member whose Independent Beauty Consultant Agreement is received and accepted by the Company in January may place her initial or cumulative \$600 wholesale Section 1 order(s) with the Company during her *Great Start* time frame (January, February, March and April 2019). Once the qualifying \$600 order(s) are received and accepted by the Company, the new team member will be counted DOUBLE for *Destination Red*!

New Personal Team Member	Agreement Date	Order Type and Date		Wholesale Section 1 Order Amount	Counts Double Toward <i>Destination Red</i>
Sophie	Dec. 10, 2018	Initial Order	Jan. 1, 2019	\$300	No. Sophie placed her cumulative \$600 wholesale Section 1 orders in her <i>Great Start</i> time frame. However, the Agreement must be received and accepted by the Company in January 2019 for her to count double toward <i>Destination Red</i> .
		2nd Order	March 11, 2019	\$300	
Ellie	Jan. 1, 2019	Initial Order	Jan. 10, 2019	\$300	Yes! Ellie's Agreement was received and accepted by the Company in January 2019, and her cumulative \$600 wholesale Section 1 orders were placed within her <i>Great Start</i> time frame.
		2nd Order	Feb. 3, 2019	\$200	
		3rd Order	March 15, 2019	\$100	
Jessica	Jan. 10, 2019	Initial Order	Jan. 18, 2019	\$600	Yes! Jessica's Agreement was received and accepted by the Company in January 2019, and her initial \$600 wholesale Section 1 order was placed within her <i>Great Start</i> time frame.
Elizabeth	Jan. 30, 2019	Initial Order	Feb. 8, 2019	\$300	No. Elizabeth's Agreement was received and accepted by the Company in January 2019. However, her cumulative \$600 wholesale Section 1 order was not placed within her <i>Great Start</i> time frame.
		2nd Order	March 25, 2019	\$100	
		3rd Order	May 12, 2019	\$300	
Courtney	Feb. 1, 2019	Initial Order	March 23, 2019	\$600	No. Courtney's initial \$600 wholesale Section 1 order was placed in her <i>Great Start</i> time frame. However, the Agreement must be received and accepted by the Company in January 2019 in order for her to count double toward <i>Destination Red</i> .

6. If my new personal team member signed her new Independent Beauty Consultant Agreement before Jan. 1, 2019, but is still in her *Great Start* time frame, does she count?

No. Agreements and qualifying orders must be received and accepted by the Company from Jan. 1 through June 30, 2019, to count toward the *Destination Red* qualifications.

For example, if a new Agreement is received and accepted by the Company Dec. 15, 2018, and the initial or cumulative \$600 order(s) are placed in January 2019, the new personal team member would not count toward the *Destination Red* qualification of six *Great Start*-qualified* new personal team members.

7. If my new team member's qualifying order of \$600 is received and accepted by the Company after June 30, 2019, but the new team member is still in her *Great Start* time frame, does she count toward the *Destination Red* qualifications?

No. Agreements and qualifying orders must be received and accepted by the Company from Jan. 1 through June 30, 2019, to count toward the *Destination Red* qualifications.

For example, if a new Agreement is received and accepted by the Company May 15, 2019, and the \$600 order is received and accepted by the Company July 25, 2019, the new personal team member would not count toward the *Destination Red* qualification of six *Great Start*-qualified* new personal team members.

8. Do the new first-time Star Team Builders still have to be Star Team Builders at the end of the *Destination Red* qualification time frame?

No. The requirement is that they must hit the Star Team Builder status once, for the first time ever, during the *Destination Red* qualification time frame.

9. What if my Star Team Builder debuts as an Independent Sales Director during the *Destination Red* qualification time frame?

The new Sales Director will still count toward your *Destination Red* qualifications – and congratulations!

10. Do my six new personal team members need to be active^{††} at the end of the *Destination Red* qualification time frame?

No. They do not have to be active.^{††} The requirement is that they become *Great Start*-qualified during the qualification time frame of Jan. 1 – June 30, 2019.

11. If my *Great Start*-qualified* new personal team member returns product for repurchase during the qualification time frame, will she still count toward *Destination Red*?

If your *Great Start*-qualified* new personal team member returns product to the Company for repurchase at any point during the contest period, resulting in her net wholesale Section 1 production below \$600 at the end of the qualification time frame, she will not count toward *Destination Red*.

12. How do I track my progress toward *Destination Red*?

See the *Destination Red* tracking report on *Mary Kay InTouch*® > Business Tools > *myBusiness*SM > Reports.

Trip FAQs

13. Do my guest and I need to have valid passports to go on the cruise?

Yes. Please check the validity dates on your passport to verify that it does not expire prior to or within six months after the date of your return to your home city. You may access passport information and forms online at travel.state.gov. Please keep in mind that you will need to allow approximately eight weeks for processing time to receive new passports, passport renewals and visas.

14. Are there any travel restrictions for achievers traveling from outside the mainland United States?

No. You may qualify for and travel on the cruise. You will need to meet the requirements to enter the U.S. to board the ship and to meet the requirements to travel to the Bahamas. You may access passport information and forms online at travel.state.gov.

15. If I qualify for the *Destination Red* cruise but am unable to attend, is there an additional prize option?

Yes. If you are unable to attend the cruise from Oct. 7–11, 2019, you may choose the cash option of \$1,500. Soon after your achievement has been verified, you will be able to make your selection in your Action Items on *Mary Kay InTouch*® under Business Tools. You will receive your cash prize option, via direct deposit, in October 2019 around the same time as the cruise.

16. If I qualify for the *Destination Red* cruise but am unable to attend, may I transfer the trip to someone else?

No. The trip is nontransferable.

17. Who is eligible to attend as my guest?

Please see the Guest Eligibility section found on the *Destination Red* page on *Mary Kay InTouch*®.

18. May I invite an independent sales force member as a guest?

No. To avoid the appearance that attending the trip can be “won” as recognition, *no* independent sales force member, with the exception of a spouse, will be allowed to attend as a guest. This rule will also apply to any other family member who is a sales force member – they **will not** be allowed to attend.

19. May I invite a guest who was formerly an independent sales force member?

Yes. Guests who were former members of the independent sales force are allowed to attend only if their Independent Beauty Consultant Agreement terminated prior to the *Destination Red* qualification time frame of Jan. 1 – June 30, 2019.

20. Why do guests who were former independent sales force members need to be terminated prior to the *Destination Red* qualification time frame to be eligible to attend?

We never want to be in a situation where someone ends their Mary Kay business simply to participate in a Mary Kay function as a guest. However, if someone had already terminated her Agreement prior to the launch of *Destination Red*, she will be able to attend as a guest.

21. May an NSD or NSD emeritus be invited as a guest?

No. The cruise is solely for Independent Beauty Consultants and Independent Sales Directors who achieve the qualifications. NSDs will be cheering on their areas to earn this fantastic experience!

22. May I invite a nonspouse guest on the *Destination Red* cruise?

Yes. Every independent sales force member who achieves *Destination Red* will be allowed to invite **one** guest on the trip. This guest can be their spouse or a nonspouse guest who meets the Guest Eligibility guidelines found on the *Destination Red* page on *Mary Kay InTouch*[®].

23. Why is the Company allowing nonspouse guests to attend this trip?

Independent sales force members have shared that one of the most fulfilling things about earning prizes and recognition is being able to share the joy and celebration with those closest to them. Allowing any guest to attend (aside from a current sales force member) provides the chance for all achievers to enjoy the trip with someone they care about.

24. Is there an age requirement to be a guest?

Under the rules of the Royal Caribbean International[®] Cruise Line, achievers 21 years of age and up are considered adults and can bring a guest of any age. However, they must provide proper documentation for any guest who is considered a minor.

Royal Caribbean International[®] Cruise Line has agreed to allow achievers 18 through 20 years of age to attend this cruise. However, under the cruise line rules, these achievers are considered young adults, and therefore, their guests are required to be at least 18 years of age.

25. Will child care be available on the cruise?

Yes, child care will be available. The Independent Beauty Consultant will be responsible for making those arrangements and for any costs associated with utilizing child care options.

26. Why are minors allowed to attend this trip but are not allowed to attend Company-sponsored events?

The *Destination Red* cruise is an earned prize to be celebrated with someone you care about! Our motivational and educational events are business meetings and are an important part of the growth of any independent sales force member. If needed, child care is available on the cruise.

27. If I debut as an Independent National Sales Director within the qualification time frame, will I be able to attend the cruise?

Yes. If you achieve the *Destination Red* qualifications prior to your debut as a National Sales Director, you may attend the *Destination Red* cruise.

28. May someone who is a member of another direct-selling company be invited as a guest?

Yes. However, any guest of the independent sales force member will be required to agree to the rules and guidelines for guests, which include not discussing or promoting any direct-selling or other non-Mary Kay business opportunities during the trip.

29. How will the 1099 for guests work?

The independent sales force member will receive a 1099 statement for the entire amount of the travel expenses for the sales force member and the guest.

30. I have to cancel my trip reservation. Will I be able to receive the cash option instead?

No. Once you have registered for the cruise, travel arrangements will be made and cannot be refunded. Therefore, cancellations after registration will result in the forfeiture of the cash option.

31. If I miss my flight, am I responsible for the cost to rebook it?

Any additional expenses you incur because of a missed flight are solely your responsibility.

32. Are my baggage fees and travel to and from my home airport included in the trip?

No. You are responsible for your baggage fees as well as transportation costs to and from your home airport.

33. Does Royal Caribbean International® have a frequently asked questions page on their website?

Yes. They have a General Cruise FAQs page at Royal Caribbean > Help.

†To participate in *Destination Red*, you must place a minimum of \$3,600 in wholesale Section 1 orders within the qualification time frame.

*For purposes of *Destination Red*, a *Great Start*-qualified new personal team member is one whose Independent Beauty Consultant Agreement is received and accepted by the Company from Jan. 1 through June 30, 2019, and whose initial order or cumulative orders are \$600 or more in wholesale Section 1 products, and the orders are received and accepted by the Company in the same or following

three calendar months that her Independent Beauty Consultant Agreement is received and accepted by the Company or by June 30, 2019, whichever comes first.

** A Star Team Builder must be active^{††} and have at least three active^{††} personal team members at the end of any single calendar month during the qualification time frame, and it must be her first time to achieve Star Team Builder status.

†† An Independent Beauty Consultant is considered active in the month a minimum \$225 wholesale Section 1 order is received and accepted by the Company and in the following two calendar months.