

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 \$225 wholesale (\$450 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 \$225 wholesale order (\$450 retail) and the two following calendar months you are considered "Active." In other words, you are considered Active **the month you place a minimum \$225 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 \$2225 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 \$112.50 wholesale orders during a single month period, that would equal \$225 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 .

**Inactive Status:** If you fall in to Inactive Status, you must place a SINGLE \$225 wholesale order to regain Active Status and your Earned Discount Privilege.

**ACTIVE**

**INACTIVE**

Example:

JAN	FEB	MAR	APR	MAY	JUN
	\$225 wholesale				
	1st Active Month				

Example:

JAN	FEB	MAR	APR	MAY	JUN
	\$225 wholesale	\$110 wholesale		\$75 wholesale	
	1st Active Month	1st Active Month			
		\$115 wholesale			

Example:

JAN	FEB	MAR	APR	MAY	JUN
\$225 wholesale	\$75 wholesale	\$110 wholesale			
1st Active Month		1st Active Month			
		\$115 wholesale			