

# DOUBLE DOWN

## ON TEAM-BUILDING!

### FEBRUARY AND MARCH 2018 DOUBLE TEAM-BUILDING BONUS

**Active Star Team Builders, Team Leaders, Future Independent Sales Directors and Sales Directors-in-Qualification** who have a minimum of three active\* personal team members always receive a \$50 Team-Building Bonus for each qualified\*\* new personal team member beginning with the fourth personal team member. In the month your team member's initial qualifying order is received, you must be active and have a minimum of three other active personal team members to receive the bonus. **In February and March 2018, the Team-Building Bonus will be doubled.** Instead of \$50 for each qualified\*\* new personal team member, you will now receive \$100. ***So go for it.***

**FIND ALL THE  
DETAILS ON  
MARYKAYINTOUCH®  
TODAY!**

IBC	IS IBC ACTIVE?	BEGINS THE MONTH WITH ACTIVE* PERSONAL TEAM MEMBERS	NEW PERSONAL TEAM MEMBERS ADDED DURING THE MONTH	BONUS EARNED
<b>Suzy</b>	Yes	3	1 Qualified**	Yes, \$100
<i>Suzy qualifies with a minimum of three active personal team members in the month her new personal team member's qualifying order is received in February or March. Suzy's \$50 Team-Building Bonus is doubled to \$100.</i>				
<b>Deb</b>	Yes	2	2 Qualified**	Yes, \$100
<i>Deb qualifies with a minimum of three active personal team members in the month her new personal team members' qualifying orders are received in February or March. The bonus begins with the fourth personal team member, so her \$50 Team-Building Bonus is doubled to \$100.</i>				
<b>Ann</b>	Yes	4	2 Active* / 2 Qualified**	Yes, \$200
<i>Ann qualifies with a minimum of three active personal team members in the month her new personal team members' qualifying orders are received in February or March. Since she has two qualified new personal team members, her \$100 Team-Building Bonus is doubled to \$200.</i>				
<b>Jan</b>	Yes	0	4 Qualified**	Yes, \$100
<i>Jan qualifies with a minimum of three active personal team members in the month her new personal team members' qualifying orders are received in February or March. Because the Team-Building Bonus begins with the fourth personal team member, Jan's \$50 Team-Building Bonus is doubled to \$100.</i>				
<b>Meg</b>	Yes	3	1 Active*	No
<i>Although Meg has four active personal team members, she does not have a new personal team member whose qualifying order is received in February or March. Therefore, she does not qualify for the Team-Building Bonus.</i>				
<b>Julie</b>	Yes	2	1 Qualified**	No
<i>Julie has three active personal team members, one whose qualifying order is received in February or March. However, since the Team-Building Bonus is paid beginning with the fourth personal team member, she does not qualify for the bonus.</i>				
<b>Melissa</b>	Yes	2	2 Active*	No
<i>Although Melissa has four active personal team members, she does not have a new personal team member whose qualifying order is received in February or March. Therefore, she does not qualify for the Team-Building Bonus.</i>				
<b>Robin</b>	Yes	0	2 Active* / 1 Qualified**	No
<i>Robin has three active personal team members, one whose qualifying order is received in February or March. However, since the Team-Building Bonus is paid beginning with the fourth personal team member, she does not qualify for the bonus.</i>				

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

\*\*A qualified team member is one whose initial order with the Company is \$600 or more in wholesale Section 1 products, and it is received and accepted by the Company in the same or following calendar month that her Independent Beauty Consultant Agreement is received and accepted by the Company.

In order to count toward the Double Team-Building Bonus in February, Independent Beauty Consultant Agreements may be received and accepted by the Company in January or February as long as the qualifying order is placed in February. In order to count toward the Double Team-Building Bonus in March, Independent Beauty Consultant Agreements may be received and accepted by the Company in February or March as long as the qualifying order is placed in March. Qualifying orders placed in April will not count toward the Double Team-Building Bonus.

MARY KAY