

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 \$225 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 several 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 available after that month.

ACTIVE

INACTIVE

**Example:**

JAN	FEB	MARCH	APRIL	MAY
	\$225 wholesale			
	1 <sup>st</sup> month Active			

**Example:**

JAN	FEB	MARCH	APRIL	MAY	JUNE
	\$225 wholesale	\$85 wholesale		\$50 wholesale	
	1 <sup>st</sup> month Active	1 <sup>st</sup> month Active again			
		\$140 wholesale			

**Example:**

JAN	FEB	MARCH	APRIL	MAY
\$225 wholesale	\$75 wholesale	\$100 wholesale		
1 <sup>st</sup> month Active		\$125 wholesale		
		1 <sup>st</sup> month Active again		

**Inactive Status:** If you have not placed a minimum \$225 wholesale order by the first day of the third month, you are considered "Inactive." In that case, in order to receive a 50% discount on your next order and reinstate your Earned Discount Privilege, your next order would need to be a minimum \$225 wholesale order once you are ready to order again.

**How far away from the minimum \$225 w/s are you?** Always reach for *at least* \$225 cumulative in a month! So often I see a Consultant place \$200 or \$215 in wholesale orders during the month...when only a few dollars more in wholesale would have made that month their first month of Active status again.

**Try to avoid smaller orders!** Did you realize that when you place a \$35 wholesale order, you lose much of your sales commission in shipping costs? That is another great reason for holding a good inventory, so that you will only need to place one order a month to restock what you have sold during the month instead of placing small "emergency" orders.

## **THINGS TO REMEMBER:**

**Always Active!** Throughout my career I have always maintained Active status. I have never been InActive. Make that a standard in your career. In fact, I have made it a practice to always be a Star Consultant, nothing less!

**Never Think Minimums:** If you are moving up the Career Ladder, ***NEVER think minimums!*** You can do so much more than minimum! "Minimum" in the dictionary is defined as the *lowest* point allowable. ***Always think in terms of your highest potential.*** "Potential" in the dictionary is defined as having possibility, capability, and power!

**BizBuilder Bucks** is an exciting way to earn INSTANT REBATES beginning with a \$450 wholesale order. See the BizBuilders program available on Mary Kay Intouch or call your Director for more information. That's Smart Business!