

What is an “Active” Consultant?

Active—Month 1, Month 2, Month 3

Inactive—Month 1, Month 2, Month 3

Terminated—Month 1-6

Active			Inactive			Terminated	
A-1	A-2	A-3	I-1	I-2	I-3	T-1	T
Place at least a \$225 wholesale order and receive the Earned Discount Privilege of 50% . Additional orders of any size this month are also 50% off.	Earned Discount Privilege of 50% on any size order. A cumulative wholesale order of \$225 or more in either of these 2 months will reinstate your A-1 Status.	Earned Discount Privilege of 50% on any size order.	Inactive — No product discount. (Must place at least a \$225wholesale order to reactivate and receive the Earned Discount Privilege of 50%.)	Inactive— No product discount.	Inactive— No product discount.	Terminated — Will permanently lose all Team Members if no minimum \$225 w/s order is placed this month.	Terminated — No product discount.
Has Earned Discount Privilege (EDP) Can use Customer Delivery Service (CDS) Receive Commissions on Team Members Orders Counts as an ACTIVE Unit/Team Member Receive Applause Magazine			Can NOT use Earned Discount Privilege (EDP) Can NOT use Customer Delivery Service (CDS) Accrued Biz Builder Bucks Expire Forfeits Recruiting Commissions Earned You DO count as a member of the Unit/Team Considered “Inactive” Receive Applause Magazine			Can NOT use EDP Can NOT use CDS Can NOT Recruit Do NOT count as Unit/Team Mbr Can NOT attend Company Events Do NOT receive Applause Mag If recruiter, lose ALL recruits	
						After 12 months of not ordering you are no longer a Mary Kay Consultant and must re-sign a New Consultant Agreement to re-join.	

Example #1

Order \$225 w/s in January A-1	No order February A-2	No order March A-3	No order April I-1	No order May I-2	No order June I-3	No order July-December - Terminated If no order by next Jan. must submit new agreement
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Example #2

Order \$225 w/s in January A-1	Order \$100 w/s in February A-2	Order \$225 w/s in March A-1	No order April A-2	No order May A-3	Order \$225 w/s in June A-1	Order \$50 w/s in July A-2	Order \$175 w/s in August A-3
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