

CONSULTANT STATUS SHEET

DESCRIPTION	CODE
NEW FIRST MONTH	N1
NEW SECOND MONTH	N2
NEW THIRD MONTH	N3
ACTIVE FIRST MONTH	A1
ACTIVE SECOND MONTH	A2
ACTIVE THIRD MONTH	A3
INACTIVE FIRST MONTH	I1
INACTIVE SECOND MONTH	I2
INACTIVE THIRD MONTH	I3
TERMINATION FIRST MONTH	T1
TERMINATION SECOND MONTH	T2
TERMINATION THIRD MONTH	T3
TERMINATION FOURTH MONTH	T4
TERMINATION FIFTH MONTH	T5
TERMINATION SIXTH MONTH	T6
TERMINATION SEVENTH MONTH	T7

When an Independent Beauty Consultant reaches Termination First Month Status, she will loose all of her team members.

ACTIVITY DATE CHART

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 (without regard to the actual day of the month in which the order is received).

WHEN YOU PLACE A \$225 ORDER IN:	YOU WILL BE CONSIDERED ACTIVE IN:
JANUARY	JAN./FEB. / MAR.
FEBRUARY	FEB. / MAR. / APR.
MARCH	MAR. / APR. / MAY
APRIL	APR. / MAY / JUNE
MAY	MAY / JUNE / JULY
JUNE	JUNE / JULY / AUG.
JULY	JULY / AUG. / SEPT.
AUGUST	AUG. / SEPT. / OCT.
SEPTEMBER	SEPT. / OCT. / NOV.
OCTOBER	OCT. / NOV. / DEC.
NOVEMBER	NOV. / DEC. / JAN.
DECEMBER	DEC. / JAN. / FEB.

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CONSULTANT CODE SHEET

CAREER PATH DESCRIPTION	CODE
BEAUTY CONSULTANT	C
SENIOR CONSULTANT	SC
STAR TEAM BUILDER (RED JACKET)	TB
TEAM LEADER	TL
ELITE TEAM LEADER	ETL
DIRECTOR-IN-QUALIFICATION	DIQ
SALES DIRECTOR	DIR
SENIOR SALES DIRECTOR	SD

CAREER PATH REQUIREMENTS & COMMISSION

SENIOR CONSULTANT

- 1 to 2 active personal team members
- 4% personal team commission

STAR TEAM BUILDER (RED JACKET)

- 3 to 4 active personal team members
- 4%, 6% or 8% personal team commission

TEAM LEADER

- 5 to 7 active personal team members
- 9% or 13% personal team commission

ELITE TEAM LEADER

- 8 or more active personal team members or 5 Team Members with 1 Red Jacket
- 9% or 13% personal team commission
- 5% Commission on Second-Tier

DIRECTOR-IN-QUALIFICATION

- 8 or more active personal team members.
- 4%, 9% or 13% personal team commission
- A DIQ may qualify as a Sales Director in 1, 2, or 3 months, based on when she achieves the following:
 - \$13,500 cumulative unit wholesale production
 - 30 total active unit members (she counts as 1)

TEAM-BUILDING BONUS

An ACTIVE Independent Beauty Consultant, Senior Beauty Consultant, Star Team Builder, Team Leader, Elite Team Leader or DIQ will receive a \$50 Team-Building bonus for each Great Start-qualified new personal team member during the Great Start Promotion period.

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