

# Top Sales Director Trip and Top Sales Director Prestige Trip

## Frequently Asked Questions

July 1, 2023 – June 30, 2024

**1. What are the qualifications to earn the 2024 Top Sales Director Trip and the Top Sales Director Prestige Trip?**

- An Independent Sales Director must achieve the Seminar Awards 2024 \$650,000 Circle of Excellence or more in unit retail sales volume<sup>†</sup> by June 30, 2024, to be eligible to earn the Top Sales Director Trip.
- An Independent Sales Director must achieve the Seminar Awards 2024 \$800,000 Circle of Excellence or more in unit retail sales volume<sup>†</sup> by June 30, 2024, to be eligible to earn the Top Sales Director Prestige Trip.

For all Circle of Excellence qualification details, visit the Seminar Awards 2024 page on *Mary Kay InTouch*®.

**2. Who is eligible to receive the on-target Top Sales Director Trip rewards?**

Independent Sales Directors who are on-target for the \$650,000 Circle of Excellence or above the month before the reward is awarded are eligible to receive the on-target reward.

**3. I received a reward, but it broke or is defective, can it be replaced?**

A defective or broken reward may be replaced within three months from the time the reward was awarded, providing there is remaining inventory. Rewards past the three-month time frame will not be replaced. To replace a reward within the three-month time frame, please contact the Consultant Success Center at 800-272-9333 – Option 2, then Option 3.

**4. I am a first-time Top Sales Director Trip achiever. When should I expect to receive my trip bracelet and trip charm?**

If you attend Seminar 2024, all first-time trip achievers can pick-up their trip bracelet and charm from the Hall F booth during the Awards Show on Day 2. If you do not attend Seminar, all rewards will be shipped by the end of September.

**5. I am a Top Sales Director Trip achiever. When should I expect to receive my trip charm?**

If you attend Seminar 2024, all trip achievers can pick-up their trip charm(s) from the Hall F booth during the Awards Show on Day 2. If you do not attend Seminar, all rewards will be shipped by the end of September.

**6. What if I lose my trip charm bracelet or any of the charms, can I have it replaced?**

Yes. You may purchase a replacement if inventory is available at the time of your request. For more information, please contact the Consultant Success Center at 800-272-9333 – Option 2, then Option 3.

**7. If I qualify for the Top Sales Director Trip but choose not to attend, will I be eligible to select a cash reward? If so, when will I receive it?**

Yes. The Top Sales Director Trip cash reward is \$5,000. You will receive the cash reward via direct deposit the week of the Top Sales Director Trip.

**8. If I qualify for the Prestige portion of the trip but only attend the main portion, is there a modified cash reward amount?**

Yes. The Top Sales Director Prestige Trip cash reward is \$2,500. If you do not attend either portion of the trip, you will receive a total cash reward of \$7,500.

**9. I am unable to attend this year's Top Sales Director Trip due to an extenuating circumstance. Will I be allowed to attend next year's trip?**

No. You may only attend a Top Sales Director Trip in the year you qualify. However, you are eligible to select a cash reward if you do not attend the trip.

**10. If I qualify for the Top Sales Director Trip but choose not to attend, am I eligible to receive any of the rewards given to those who attend the trip?**

No. Rewards distributed to Independent Sales Directors who attend the Top Sales Director Trip are considered perks of the trip. A perk is a small token to enhance your experience while attending the trip.

**11. May I bring my spouse or a guest on the trip?**

Sales Director may invite one "Guest" on the Trip. See Guest Eligibility Guidelines below:

- Guest must be at least 18 years old at the time of the trip.
- Guest must be able to navigate the trip and travel to and from the trip independently or with minimal assistance. Any such assistance must be provided by hosting Sales Director throughout the trip.
- By signing the Trip Agreement, participants agree to abide by the Agreement and Mary Kay rules and regulations.
- Both the guest and Sales Director must sign the Agreement to be eligible to attend the trip.
- Guests may not have performed work for, including as an employee, contractor or business owner, any current or former vendors or for any company that has had a contractual relationship with Mary Kay Inc.
- Guests (with the exception of your spouse) who were former members of the independent sales force are allowed to attend only if their Independent Beauty Consultant Agreement terminated due to non-ordering at least one year prior to the month in which registration for the trip opens.
- Guests (with the exception of your spouse) may not be a current Mary Kay Inc. Independent Beauty Consultant, National Sales Director, NSD

Emeritus or employee.

- Participants acknowledge and agree that the Company reserves the right to deny guests eligibility to attend the Trip, in its sole discretion, at any time and for any lawful reason.

For additional questions email [mktincentives@mkcorp.com](mailto:mktincentives@mkcorp.com).

**12. May I bring my child on the trip?**

No. These luxury trips are designed to reward top independent sales force leaders. The exclusive experiences created for these trips are geared toward more mature tastes and preferences. Mary Kay Ash wanted each of you to be able to come to these events with your energy spent on learning, sharing and enjoying the rewards you worked to earn. That is why she firmly believed that children should not be a part of Company-sponsored events and business meetings. Therefore, we have a strict rule that children and babies are not allowed at Mary Kay events.

**13. If I debut as an Independent National Sales Director within the year, am I still eligible to attend the trip?**

If you achieve the Seminar Awards 2024 \$650,000 Circle of Excellence or more in unit retail sales volume<sup>†</sup> before you debut as a National Sales Director, you are eligible to attend the Top Sales Director Trip or select the cash reward if you choose not to attend.

An Independent Beauty Consultant must be in good standing with the Company at the time the reward is presented.

**14. Will I receive a Form 1099-NEC for the cash reward I selected in lieu of this trip or for attending the Top Sales Director Trip?**

Yes. As an independent business owner, you are required to report your Mary Kay business activities to the IRS, including rewards and gifts received from Mary Kay. Per the IRS, Mary Kay will issue a Form 1099-NEC for Independent Beauty Consultants and Independent Sales Directors who receive commissions, rewards or gifts in excess of \$600 in a calendar year. You will also receive a Form 1099-NEC if your wholesale purchases total \$5,000 or more in a calendar year.

<sup>†</sup>Retail Sales are calculated on wholesale purchases of Section 1 products and the suggested retail value of Section 1 product bonuses.