

when the
lights go down...
the stars come out!



seminar awards 2010

AUGUST 1, 2009 - JULY 31, 2010

MARY KAY[®]

A Star Dances with Her Dreams

Queen

brilliant sparkle zebra ring

14-karat white gold ring with mixed swarovski stones



diamond swirl ring

14-karat gold ring with diamonds

bee amazing

diamond studded gold bee pin



Diamond Swirl Ring and Large Bee Amazing pin: Queens of Court of Unit Sales | **Brilliant Sparkle Zebra Ring and Medium Bee Amazing pin:** Queens of Court of Sharing and Personal Sales (Director and Consultant)

Radiating Confidence

Princess

fabulous star lemon quartz ring
14-karat gold ring with lemon quartz semi precious stone



ribbon diamond ring
14-karat gold ring with diamonds



bee amazing
diamond studded gold bee pin

Fabulous Star Lemon Quartz ring and Small Bee Amazing pin: Princess of Court of Sharing and Personal Sales
(Director and Consultant) | **Ribbon Diamond Ring and Medium Bee Amazing pin:** Princess of Court of Unit Sales

Dazzling With Brilliance

Qualifier



bee dazzled charm bracelet in 14k gold

Court of Personal Sales Director | Court of Personal Sales Consultant | Court of Sharing

court of personal sales - sales directors

- Sales Director who has a total of P 800,000 or more in personal retail section 1 sales during the contest period automatically qualifies as a court member.
- Sales Director must be active and in good standing with the company at the end of the contest period.
- Ranking including the Queen and 2 Princesses will be determined by personal sales production.
- Only a maximum of P200,000 retail sales per month will be credited towards personal production and will be counted towards initially determining the qualifiers.
- Ties will be broken by the total wholesale amount of Section 1 personal orders placed during the contest period.

court of personal sales - consultants

- Court members must have a total of P 800,000 or more in personal retail Section 1 sales during the contest period.
- BC must be active and in good standing with the company at the end of the contest period.
- Ranking including the Queen and 2 Princesses will be determined by personal retail sales production.
- Only a maximum of P200,000 personal retail sales per month will be credited in determining the initial qualifiers.
- Ties will be broken by the total wholesale amount of section 1 personal orders placed during the contest period

court of sharing

- Court members are those who achieve 24 more new active recruits with each producing P48,000
- Personal sales (retail section 1).
- Not more than 10 personal new recruits will be counted each month in determining the initial qualifiers.
- Ranking including the Queen and 2 Princesses will be determined by their total personal team commissions during the contest period.
- Ties will be broken by the total personal team sales of the qualifier during the contest period.

AWARDS. For Court Members-Qualifiers' Bee charm bracelet | For Princess 1& 2 -Sash, Bee Amazing Diamond pin - small, Fabulous Star Lemon Quartz Ring, | For the Queen-Sash -Bee Amazing Diamond pin - medium | Brilliant Sparkle Zebra Ring | Spouse receives a signature watch | The Queen will be honored to speak at the event of awarding.

court of unit sales

circle of achievement unit club

starts at P6 million to P8.9 million total retail section 1 unit sales during the contest period.

Award | a gold Mary Kay pin with diamond stud for every level achieved in increments of P1 million

P6 - 6.9 million - with 1 diamond stud

P7 - 7.9 million - with 2 diamond studs

P8 - 8.9 million - with 3 diamond studs

circle of excellence unit club

starts at P9 million total retail section 1 unit sales during the contest period.

Award | a gold Mary Kay pin with diamonds for every level achieved. In increments of P1 million a corresponding gold bar pin is awarded:

P9 - P9.9 million - P9 million gold bar pin with diamonds

P10 - P10.9 million - P10 million gold bar pin with diamonds

P11 - P11.9 million - P11 million gold bar pin with diamonds

P12 - P12.9 million - P12 million gold bar pin with diamonds

P13 - P13.9 million - P13 million gold bar pin with diamonds

P14 million & above - P14 million gold bar pin with diamonds

The TOP 3
SALES DIRECTORS
OF THE NATION
who are in the
Circle of Excellence
Unit Clubs
for Seminar Year are
automatically crowned
as Queen and
2 Princesses
respectively.

For Court of Unit Sales- any ties will be broken by the wholesale amount of section 1 orders placed by the unit during the contest period.

For all the awards in the Court of Unit Sales, Sales Directors must be active and in good standing with the Company at the end of the contest period.

COURT OF UNIT SALES AWARDS. For Princess 1 & 2 : Sash, Bee Amazing Diamond pin - medium, Ribbon Diamond Ring | **For the Queen :** Sash, Bee Amazing Diamond pin - large, Diamond Swirl Ring | Spouse receives a signature watch | The Queen will be honored to speak at the event of awarding.

go-give awards

SALES DIRECTORS who possess the Go-Give spirit are the heart of the Company and the shining hope for the future. This is the highest award that a Sales Director can receive. With this, she exemplifies the highest professional standards of integrity, honesty and responsibility. The Quarterly and Annual Go-Give awards will be honed from the nominations sent by Sales Directors. However, the quantity of votes is not the basis for selection but the quality of influence and inspiration the nominee has exemplified.

quarterly go-give

- A quarterly pin will be awarded at the nearest major event (General Assembly, SD Meeting, Guest Event, etc.)
- Quarters for Seminar Year 2010 will now include the following dates:
 - August 2009 – October 2009
 - November 2009 – January 2010
 - February 2010 – April 2010
 - May 2010 – July 2010

annual go-give

- The Annual Go-Give pin in 14k gold will be awarded at Philippine Seminar 2010

*Annual Go-Give awardee will be honored to speak at the event of awarding.



the royal club

Members of the Royal Club are the top achievers during the Seminar year from August 2009-July 2010.

Awardees will receive special privileges such as:

1. Special invitation to attend the exclusive Royal Reception with their spouse
2. Receive a special Royal Club souvenir

The following will attend the Royal Reception with special seating with their spouses:

1. All National Sales Directors
2. All Queens Court achievers 2010
3. Circle of Achievement and Excellence Unit Clubs awardees
4. Annual Go Give awardee
5. Quarterly Go Give awardees
6. Consistent Star Consultant Ladder of Success (Diamond and Emerald)
7. Consistent Star Director Ladder of Success (Diamond and Emerald)

Visit our website at www.marykay.com.ph



Top Director Trip 2010

Sales Directors who achieve at least 14 million retail unit sales will be awarded this incentive trip with their spouse.



MKP will give bonus credit for the following:

- For every personal recruit with P16,000 single order each = 1000 points*
- For every DIQ = 10,000 points *
- For every offspring = 100,000 points*

****Bonus credit does not apply for regular commissions and other on-going promotions***

Seminar Award Reminders

1. *The Company reserves the right to replace the gifts with items of equal or higher value in case of unavailability.*

2. *All jewelries are subject to 20% final tax as required by law and are inclusive in the cost of the promotion.*

TRIP GUIDELINES:

1. In case qualifiers are unable to go for whatever reason, the trip is neither bankable for future trips nor convertible to cash.
2. Passport and other documentation such as photos, marriage and birth certificate expenses will be shouldered by the Sales Director. Visa expenses

will be shouldered by the company-one time only.

3. Free trip will only include cost of airfare, hotel accommodation, meals and any tours the company will provide from Manila to destinations and back to Manila.
4. Upon written notification of the Company, awardees must confirm in writing their

participation on or before August 5, 2010.

5. Cancellations of trips after tickets and hotel reservations have been purchased will be charged to the Sales Directors account.
6. No side trips will be arranged by the Company.