

Understanding Activity Status

Activity Status is based on Calendar Months!

Active (A1, A2, A3)

When you place a minimum order of \$200 wholesale with the company, you are considered active for that month and the following 2 calendar months. It does not matter what day of the month you place your order. This means, you can place an order on January 1st or January 31st and you will be considered Active through March 31st.

A1 – the first month of Active Status

A2 – the second month of Active Status

A3 – the third month of Active Status

To remain an active consultant you will need to place a minimum \$200 wholesale order by the end of month 3. Active consultants have the 50% Earned Discount Privilege.

Inactive (i1, i2, i3)

If you do not place a minimum \$200 wholesale order during the month you are A3, you become an Inactive consultant in month 1 of inactivity or I1. There are 3 months of Inactivity I1, I2, and I3.

Terminated (T1-T12)

After 6 consecutive months of not ordering, you will become a Terminated consultant. If you do not place an activating order during this month, your Applause Subscription will end, you will not be able to enroll your customers in the Preferred Customer Program, and if you have any team members, their commissions will be disconnected from you. If you do not place an activating order during your 12th month of termination, you will lose all privileges as a Mary Kay Consultant. To regain your 50% Earned Discount Privilege you will be required to purchase a new starter kit.

☆ At any time you can place a minimum \$200 wholesale order and become active again and regain the 50% Earned Discount Privilege.