**UNDERSTANDING ACTIVE / INACTIVE STATUS IN MARY KAY**

As a Mary Kay Beauty Consultant there are different “active”, “inactive” or “terminated” status terms that you may hear referenced on a monthly or quarterly basis within different communications. These terms are sometimes confusing for a new Beauty Consultant, especially if you receive an email or notice stating that you are in “A3” or “I3” status, or that you are “close to reactivating yourself to A1 status”. This document should clear up some of the common confusion about these terms and “status” levels.

**BEING AND STAYING “ACTIVE”** – A Beauty Consultant is considered **ACTIVE** when she has placed a minimum order of at least $225 wholesale ($450 retail) in a month’s time. This ACTIVE status allows the consultant to enjoy the Mary Kay preferred discount of 50% for THREE MONTHS, the month the order is placed plus the two following months. In addition, an ACTIVE consultant is eligible to receive commission checks for team members and, of course, it means she is ACTIVELY building her business and offering Golden Rule Service to her customers!

Every time a consultant places a full $225 wholesale order in a month the THREE MONTH ACTIVE cycle starts over. So if a consultant places a $225 wholesale order (or more) in January (no matter what the day), she will be in “ACTIVE” status (and will receive her 50% discount) for January, February and March. If she then places ANOTHER $225 wholesale order (or more) in February, she will then “RE-ACTIVATE” her ACTIVE status to receive her 50% discount for February, March and **April**.

The FIRST month a consultant places her $225 wholesale order she is termed to be an **A1** consultant (i.e. FIRST month of active status). In the second month, the consultant will be termed an **A2** consultant (i.e. SECOND month of active status) until she places another order (or orders) totaling $225 wholesale. The third month, the consultant will be termed an **A3** consultant (i.e. THIRD month of active status) until she places another order (or orders) totaling $225 wholesale.

By the end of the THIRD month of ACTIVE status (i.e. **A3** status), IF the consultant has NOT placed an order (or orders) totally $225 wholesale, the consultant will then move into
**I1** status (INACTIVE FIRST MONTH). Why INACTIVE status? Because Mary Kay products are typically used up within a 3 month cycle, so after 3 months a customer should need to re-order. If a Beauty Consultant is “doing her job”, she should be (at a minimum!) ordering at least every 3 months to provide her customers with Golden Rule Service!

When an **I1** (INACTIVE FIRST MONTH) consultant DOES place a full order of $225 wholesale, she will be RE-ACTIVATED to **A1** status and will once again receive her 50% discount for that month and the next two months (three months total). HOWEVER, if the consultant DOES NOT place a full $225 order, any smaller orders placed will be charged FULL PRICE since she has not earned her 50% discount for being ACTIVE.

If the consultant goes another month without a full $225 wholesale order, she will move into **I2** status (INACTIVE SECOND MONTH) and likewise if she goes another month, she will move into **I3** status (INACTIVE THIRD MONTH) status.

At any time when the consultant places a full $225 wholesale order, she will be RE-ACTIVATED to **A1** status and will once again get her 50% discount, as well as any commission checks from team members, etc.

If a Beauty Consultant goes SIX months WITHOUT placing a $225 wholesale order, she will be identified (in the Mary Kay InTouch system) as a **T status** consultant (i.e. TERMINATED status). This DOES NOT MEAN she is TERMINATED! It means since she is obviously not working her business consistently, servicing current customers and earning new customers’ business, etc.) the company is going to STOP (i.e. terminate) sending her “working consultant” literature, such as the monthly APPLAUSE magazine, and other business related emails and communication. Again, at any time, when she chooses to place a full $225 wholesale order, she will RE-ACTIVATE her status to **A1**.

Finally, if a consultant goes 12 months without placing a full $225 wholesale order, her Beauty Consultant agreement will be officially **TERMINATED**, and she will no longer be a Mary Kay Beauty Consultant, or part of her Mary Kay unit, since she has chosen to NOT work her business (even at the very minimum for purchasing her own products and gifts for 505 off!). Therefore, at the end of the 12 month non-ordering cycle, the Beauty Consultant’s Mary Kay “consultant number” will EXPIRE and will no longer be active for any future purchases. IF the consultant does decide at a later date to “rejoin” Mary Kay, she will need to complete a new agreement and will receive a new Beauty Consultant number with Mary Kay.

As always, if you have any questions about this information (or ANYTHING ELSE!) in this New Consultant Guide, please don’t hesitate to reach out to me!