

Independent Beauty Consultant **6 Most Important Things Game**

Frequently Asked Questions

Apr. 3 – June 30, 2024

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GENERAL FAQs

1. Who can play the Independent Beauty Consultant *6 Most Important Things Game*?

This game is for Independent Beauty Consultants through Independent Sales Directors-in-Qualification.

2. What is the game time frame?

The Independent Beauty Consultant *6 Most Important Things Game* begins Apr. 3 and ends June 30, 2024.

3. What are the goals for the Independent Beauty Consultant *6 Most Important Things Game*?

There are two overall goals for the Independent Beauty Consultant *6 Most Important Things Game* that are broken into six game squares. To achieve the game, you must have personal retail sales of \$600 or more in wholesale Section 1 products in each of the following months: April, May and June **and** have three or more *Great Start*[®]-qualified new personal team members over the challenge time frame.

4. What are the rewards for the Independent Beauty Consultant *6 Most Important Things Game*?

If an Independent Beauty Consultant achieves all six squares on the gameboard, they can earn a red jacket that they can pick up at Seminar 2024!

5. When do I receive my reward?

You will receive your red jacket at Seminar 2024. If you do not attend Seminar, you will receive instructions after all Seminars have ended, letting you know how to place your order.

6. How can I track these goals?

There are two ways to track your goals. The simplest way to track your progress is on the gameboard. Each square will tell you what the goal is and your current number toward achieving that goal. There is also a detailed *myBusiness*SM report that includes all the goals and the monthly counts toward achieving your goals.

7. How can I get to the *myBusiness*SM report that tracks my goals?

Click the *myBusiness*SM report button on your gameboard to open a new tab with the detailed *myBusiness*SM report.

8. I have a square that is covered and says, “YOU DID IT!”. What does this mean?

When you have achieved the minimum requirements for the goal and have achieved that square, the square will be partially covered and say, “YOU DID IT!”. Use the toggle button on the top right of the gameboard to uncover your square and show your achievements.

9. I have a square that is greyed out. What does this mean?

If you have a square that is greyed out, this means you have not met the minimum requirements for this square. Remember, you must achieve all six goals to earn your red jacket.

10. I am a brand-new Independent Beauty Consultant who started their business in April 2024; can I still play?

Yes. You will need to accomplish all six goals by June 30, 2024, to achieve the rewards.

11. I am a brand-new Independent Beauty Consultant who started their business in May 2024; can I still play?

Yes. If you started your business in May 2024 and want to earn the rewards of this game, you will need to have a \$600 wholesale Section 1 order in May and June and have at least three *Great Start*[®]-qualified new personal team members over the challenge time frame. Please note that your April \$600 wholesale Section 1 order goal will be greyed out while the gameboard is live. If you achieve all five other goals, the April \$600 wholesale Section 1 order total goal will be counted at the end of the challenge time frame.

12. I am a brand-new Independent Beauty Consultant who started their business in June 2024; can I still play?

Unfortunately, no, but please check out this gameboard and get a feel for the fun promotions we run! We hope you participate in the next Independent Beauty Consultant challenge or promotion we launch.

13. What if I debut as an Independent Sales Director during the Independent Beauty Consultant 6 Most Important Things Game?

If you debut as an Independent Sales Director during the challenge time frame, you will then be playing in the Independent Sales Director 6 Most Important Things Game. If you earn your red jacket while playing in the Independent Beauty Consultant 6 Most Important Things Game, and you do NOT earn a reward in the Independent Sales Director 6 Most Important Things Game, you will be able to pick up your red jacket at Seminar 2024. If you earn your red jacket in the Independent Beauty Consultant 6 Most Important Things Game and you DO earn a reward in the Sales Director game, you will pick up your earned Independent Sales Director reward at Seminar 2024.

INDEPENDENT BEAUTY CONSULTANT 6 MOST IMPORTANT THINGS GAME GOALS FAQs

GOAL 1: *Great Start*[®]-Qualified New Personal Team Members

- GOAL: 3
- TIME FRAME: Apr. 3 – June 30, 2024
- QUALIFICATION: Independent Beauty Consultants must develop three or more *Great Start*[®]-qualified new personal team members from Apr. 3 through June 30, 2024.

1. What is the goal to achieve this square?

The goal is for Independent Beauty Consultants to develop three or more *Great Start*[®]-qualified new personal team members from Apr. 3 through June 30, 2024.

2. What does it mean to be *Great Start*[®]-qualified?

A *Great Start*[®]-qualified new personal team member is one who has personal retail sales of \$600 or more in wholesale Section 1 products within the *Great Start*[®] time frame. The wholesale Section 1 order(s) to support this retail sales amount can be a single order or cumulative orders. The *Great Start*[®] time frame is the month her/his Agreement is received and accepted by the Company plus the following three calendar months.

3. Do the new personal team members need to submit their Agreements and become *Great Start*[®]-qualified during the game time frame?

No. The *Great Start*[®]-qualified new personal team members do not need to submit their Agreements in April 2024 or after to count for the purposes of this game. They can be in their *Great Start*[®] time frame, so they could have started their businesses in January, February or March 2024. As long as they become *Great Start*[®]-qualified from Apr. 3 through June 30, 2024, they count toward this goal.

4. Do the *Great Start*[®]-qualified new personal team members need to be active by the end of the game time frame?

No. As long as they become *Great Start*[®]-qualified from Apr. 3 through June 30, 2024, they count for the purposes of this goal.

5. Do I need to have one *Great Start*[®]-qualified new personal team member each month during the challenge time frame?

No. The goal for developing three or more *Great Start*[®]-qualified new team members can be done in any month and does not need to be one per month.

6. What if I play the Independent Beauty Consultant 6 *Most Important Things Game* and become *Great Start*[®]-qualified during that time; do I count as one of my three toward my goals?

No. You must have 3 *Great Start*[®]-qualified new personal team members to count toward this goal.

Visit the [Great Start[®] Program](#) for more information.

GOAL 2: Monthly \$600 Wholesale Section 1 Order(s)

- GOAL: \$600 wholesale Section 1 order(s) in April, May and June.
- TIME FRAME: Apr. 3 – June 30, 2024.
- QUALIFICATION: Independent Beauty Consultants must have personal retail sales of \$600 or more in wholesale Section 1 products in each of the following months: April, May and June.

1. What is the goal to achieve this square?

The goal is for Independent Beauty Consultants to have personal retail sales of \$600 or more in wholesale Section 1 products every month during the challenge time frame, Apr. 3 through June 30, 2024. This means they must have personal retail sales of \$600 or more in wholesale Section 1 products in April, May, and June 2024 for the purposes of this challenge.

Please note: Your three \$600 wholesale Section 1 goals will not be covered and say, “YOU DID IT!” until the end of the month. You will see that you have hit the \$600 goal in the square’s “You Have” section, but the square will not be covered until the month end has run. This means that once the month has ended and we have closed out all orders, you will see your square covered with “YOU DID IT!” if achieved or greyed out if you did not.

2. Do my \$600 wholesale Section 1 orders have to be one order, or is it cumulative?

Your \$600 wholesale Section 1 order(s) can be single or cumulative wholesale Section 1 orders. The \$600 wholesale Section 1 monthly orders follow the same

rules as the *Soar Like Never Before* monthly challenges. Please see those FAQs [here](#).