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BizBuilder Monthly Bonus Program

Enhanced as of July 1, 2011!

For All Independent Sales Force Members!

New! Now Independent Beauty Consultants can qualify to receive a BizBuilders bonus with their initial order!

How does this work?

- Place a BizBuilder qualified order (minimum \$400 Section 1 wholesale/\$800 suggested retail)
- Receive BizBuilder Bucks (credit) to use on your next* BizBuilder qualifying order. The amount of BizBuilders Bucks awarded will be based on the total suggested retail amount of the order.
- Receive Seminar credit at the time BizBuilder Bucks are earned (the first order).
- Think about which Section 1 or 2 products you'd like to spend your BizBuilder Bucks on, and select those products on your next order.
- It's that simple!

Wholesale credit will be rewarded as follows:

Retail Order Amount	Earned BizBuilder Bucks (wholesale credit)	Earned Seminar Credit
\$800 (\$400 - \$599 wholesale)	\$10	\$20
\$1,200 (\$600 - \$799 wholesale)	\$15	\$30
\$1,600 (\$800 - \$1,199 wholesale)	\$25	\$50
\$2,400 (\$1,200 - \$1,799 wholesale)	\$35	\$70
\$3,600 (\$1,800 - \$2,399 wholesale)	\$50	\$100
\$4,800 (\$2,400 - 2,999 wholesale)	\$80	\$160
\$6,000 (\$3,000 - \$3,599 wholesale)	\$100	\$200
\$7,200 (\$3,600 + wholesale)	\$125	\$250

* The BizBuilder Bucks credit will be applied toward the next order of at least \$400 wholesale (\$800 suggested retail) as long as the order is placed while the Independent Beauty Consultant ("IBC") is still in active status. An IBC is considered "active" in the month a minimum \$200 wholesale Section 1 product order is received and accepted by the Company and in the following two calendar months. The credit will expire upon the expiration of the IBC's active status.

****Seminar credit** will be given when the credit is rewarded, regardless if it is redeemed. Commissions will be paid on the wholesale credit amount when BizBuilders Bucks are redeemed.

Important Things to Know About BizBuilder Bucks

BizBuilder Bucks must be used before the end of the Independent Beauty Consultant's A3 month, when the Independent Beauty Consultant becomes inactive. An IBC is considered "active" in the month a minimum \$200 wholesale Section 1 product order is received and accepted by the Company (considered her A1 month) and in the following two calendar months (considered her A2 and A3 months).

Example 1 – credit (BizBuilder Bucks) is redeemed

- An IBC places an \$800 retail order on August 1 and receives \$10 wholesale credit (BizBuilder Bucks) to be used on her next order of \$800+ retail placed while in active status. At this point, the end of her active status (A3) status would be October 31.
- She places her next order of \$1,200 retail on September 16, and her \$10 wholesale credit (BizBuilder Bucks issued on Aug. 1) is applied toward the purchase of this order.
- She earns \$15 wholesale credit (BizBuilder Bucks) to be used on her next order of \$800+ retail placed by the end of her active (A3) status, November 30.
- Her Independent Sales Director receives \$20 Seminar credit (the retail value of the \$10 credit) on August 1 and \$30 Seminar credit (the retail value of the \$15 credit) on September 16.

Example 2 – credit (BizBuilder Bucks) expires

- An IBC places an \$800 retail order on August 1 and receives \$10 wholesale credit (BizBuilder Bucks). At this point, the end of her active status (A3) status would be October 31.
- She places her next order of \$400 retail on Sept. 16. She is unable to use her \$10 wholesale credit (BizBuilder Bucks issued on Aug. 1) because her order is less than \$800 retail. However, this order has now extended her active status; the end of her active status (A3) status is now November 30.
- The credit (BizBuilder Bucks) is still available for her to use on an order of \$800+ retail placed by November 30.
- She does not place a minimum \$200 wholesale Section 1 order (\$400 suggested retail) nor an \$800+ retail order by November 30 (end of her A3 status) and is now at inactive status; therefore her credit (BizBuilder Bucks) expires.
- She receives \$20 Seminar credit (the retail value of the \$10 BizBuilders credit) on August 1.

The Company will send an email to an Independent Beauty Consultant when she earns her BizBuilder Bucks and then another email when those BizBuilder Bucks are about to expire.

A "**BizBuilders Report**" in myBusiness® will allow all sales force to access their BizBuilder Bucks credit amounts and when they

expire.

Why Buy in July? All BizBuilder qualified orders from July 1, 2011, to July 31, 2011, will earn not only the new BizBuilder Bucks credit, but the current BizBuilders Product Bonus as well! The Company will extend the Month 1 BizBuilders Product Bonus, which began on June 16, 2011, through July 31, 2011! That's right, double BizBuilder Bonus in July – even for a new Independent Beauty Consultant who starts her business in July AND places a BizBuilder qualified initial order in July!