

# Start Counting. Built for you. Made to reward.



Designed to get you and your business off to a strong start, this rewards-based program focuses on helping you achieve 3 key Milestones within your first few months.

MILESTONE	SELLING GOAL	RECRUITING GOAL	REWARD	MENTOR REWARD
① Establish Your Client & Member Base	1250 QV	—	Earn \$50 Cash & \$100 Product Credit	\$25 Cash
② Begin Building Your Team	750 QV 1500 BV	1 'Qualified' Recruit in either Milestone 1 or 2	Earn \$150 Cash & \$100 Product Credit	\$75 Cash
③ Advance to Manager	500 QV 2500 BV 250 NV	2 'Qualified' Recruits in Milestone 1, 2, and/or 3	Earn \$250 Cash & \$100 Product Credit	\$125 Cash
Ⓜ Completion Bonus	Hit all 3 Milestones (during original milestone period)		Earn \$250 Cash	\$125 Cash
Grand Total			\$700 Cash \$300 Product Credit	\$350 Cash (per Consultant)

It pays to start NOW.

# BEAUTYCOUNTER®

**To help familiarize yourself with the Start Counting program, take a look at our list of key definitions:**

## QV

**Qualifying Volume** – generated by sales to Clients and Members, as well as your personal orders

## NV

**New Volume** – QV contributed by new Clients, Members and personally sponsored Consultants when a new account is created and an order is placed within the same calendar month

## BV

**Business Volume** – QV generated by your entire downline + your own QV

## Downline

The entire organization of Consultants on your team

## Enrollment Month

The calendar month in which a New Consultant enrolls

## Qualified Recruit

Recruit a new, personally sponsored Level-1 Consultant who earns 500 QV in their enrollment month

Start Counting Terms and Conditions: 1) The Start Counting program begins June 1, 2018. 2) Start Counting is for New Consultants in the US and Canada. However, Clients and Members who enroll as a New Consultant will be eligible to participate. 3) Milestone periods are defined as the period of time that a New Consultant has to meet the requirements for a Milestone. A Milestone Period is one calendar month. 4) Milestone Period 1 is variable based, and dependent on the day within a month a New Consultant enrolls. If a Consultant enrolls on or before the 7th in any month, their Milestone 1 period would close at the end of their calendar month of enrollment. If a New Consultant enrolls after the 7th in any month, their Milestone 1 period would close the following calendar month, unless Milestone 1 is completed within their enrollment month. 5) Milestone Periods 2 and 3 are the following calendar months following a New Consultant's Milestone 1 period. 6) The 500 Qualifying Volume (QV) for new Level-1 recruits must be completed within their calendar month of enrollment. 7) The purchase of business aids, Consultant and Member Enrollment fees, tax and shipping do not count toward the monthly selling goals (Qualifying Volume or Business Volume), nor does it count toward the 500 QV requirement for new Level-1 Consultants. 8) Milestone program rewards are earned independently of each other. A Consultant does not need to earn Milestone 1 to earn Milestone 2 or Milestone 3. 9) Recruiting requirements are cumulative and can roll-over towards future Milestones. Recruiting is not retroactive towards past Milestones. 10) A New Consultant must earn all 3 Milestones rewards to earn the Completion Bonus. 11) Milestone achievers will be determined at the end of each calendar month, and rewards will be granted the following month. 12) Program subject to cancellation by Beautycounter at any time. 13) Rewards are not transferable, and no substitutions apply. 14) Incentive qualifications, specifications, awards, and details are all subject to change at the sole discretion of Beautycounter. 15) Beautycounter reserves the right to audit any information applicable to qualification, sale, and incentives and has the right to disqualify any Consultant at any time for any violation of these Terms and Conditions and the Beautycounter Policies and Procedures.