



MIND,
BODY,
OJAI

OCTOBER 20-23, 2019 • OJAI, CALIFORNIA

*START COUNTING—
A ONE-OF-A-KIND
EXPERIENCE
IS WITHIN REACH.*

BEAUTYCOUNTER[®]

MIND, BODY, OJAI

RECHARGE, RENEW, REINVIGORATE YOUR SPIRIT

Earn a magical getaway where you'll be able to slow down, unwind, and soak up all the positive energy that Ojai has to offer.



OJAI VALLEY INN
Ojai, California



BEAUTYCOUNTER®



WANT TO EXPERIENCE OJAI?

HOW TO EARN

To qualify for Mind, Body, Ojai, a Consultant must achieve 150 points between May 1, 2019 and July 31, 2019. Points will be rewarded based on achieving the outlined activities.

START COUNTING MENTOR POINTS

Consultants can earn points by mentoring their Level-1 Consultants and helping them achieve Start Counting Milestones.

For every Level-1 Consultant that completes Milestone #1	10 Points
For every Level-1 Consultant that completes Milestone #2	15 Points
For every Level-1 Consultant that completes Milestone #3	20 Points
For every Level-1 Consultant that completes the Completion Bonus	5 Points

Level-1 Consultants must achieve the Milestones within the incentive trip qualification period (May 1, 2019–July 31, 2019). Points will not be awarded for Milestones achieved before or after the qualification period. However, any Mentor whose Level-1 Consultant joined in April 2019 and achieved Milestone 1 will be honored 10 points.

START COUNTING NEW CONSULTANT POINTS

New Consultants are eligible to earn points for achieving Start Counting Milestones in May, June, and July.

Milestone	Points
Milestone #1	10 Points
Milestone #2	15 Points
Milestone #3	20 Points
Completion Bonus	5 Points

New Consultants who enrolled prior to May 2019 are eligible to earn Start Counting points for any milestone achieved during the qualification period (May 1, 2019–July 31, 2019).

New Consultants who enrolled in April 2019 and achieved Milestone 1 in April will be honored 10 points.

Need a Start Counting refresher? [READ THIS](#) [WATCH THIS](#)

SELLING POINTS

Earn points by continuing to get safer products into the hands of everyone.

QV Threshold	Points
1500-2999	5 Points
3000+	10 Points

Maximum of 30 points total.
10-point maximum per month.

Qualifying Volume (QV) is generated by sales to Clients and Members, as well as your Personal Orders.



INTRODUCING CHOOSE YOUR REWARDS

Aim high, earn these curated gifts. *More reward details to come—stay tuned.*

TIER 1 150+ POINTS*

*Mind, Body, Ojai INCENTIVE TRIP
PELOTON BIKE & six-month subscription
Personalized, GOLD CUFF by Alicia Fox*



TIER 2 125-149 POINTS*

*Complete HOLIDAY 2019 COLLECTION & custom tote
IPAD AIR (256GB) & Beautycounter case
Beautycounter TUKTUK RENTAL (step up your next event)*

TIER 3 100-124 POINTS

*Fall COUNTER TRAINING Pack (5 tickets & merch bundle)
CORROON BAG—custom design & personalized
DONATION OF \$500 to our ingredient research program
(with leading academic institutions)*



TIER 4 50-99 POINTS

*Fall COUNTER TRAINING Pack (2 tickets & merch bundle)
CLARE V. COIN PURSE—custom print
ONE TREE PLANTED in your name with One
Tree Planted organization
HEAD SPACE, three-month subscription*



**Only ONE reward may be selected from this tier.*

BEAUTYCOUNTER®

WAYS TO EARN

	If you are a <u>New Consultant</u>		If you are a <u>Super Seller</u>		If you are a <u>Top Recruiter</u>	
START COUNTING MENTOR POINTS	Three Level-1 Consultants achieve Milestone #1 Two Level-1 Consultants achieve Milestone #2 One Level-1 Consultant achieves Milestone #3	80 points	Four Level-1 Consultants achieve Milestone #1 One Level-1 Consultant achieves Milestone #2 Two Level-1 Consultants achieve Milestone #3 One Level-1 Consultant achieves Completion Bonus	100 points	Five Level-1 Consultants achieve Milestone #1 Two Level-1 Consultants achieve Milestone #2 One Level-1 Consultant achieves Milestone #3 One Level-1 Consultant achieves Completion Bonus	105 points
START COUNTING NEW CONSULTANT POINTS	Achieve all three Start Counting Milestones and Completion Bonus	50 points				
SELLING POINTS	1500 QV in May, 1500 QV in June, and 3000 QV in July	20 points	3000 QV in May, 3000 QV in June, and 3000 QV in July	30 points	1500 QV in May, 3000 QV in June, and 1500 QV in July	20 points
BONUS POINTS			Recruited two qualified Level-1 Consultants in April	20 points	Recruited three qualified Level-1 Consultants in April	30 points
TOTALS	150 Points		150 Points		155 Points	

TRIP TRACKER

	MAY	JUNE	JULY	TOTAL
START COUNTING MENTOR POINTS				
START COUNTING NEW CONSULTANT POINTS				
SELLING POINTS				
BONUS POINTS				
				GRAND TOTAL

MIND, BODY, OJAI

FAQS

BEAUTYCOUNTER®

FAQ · GENERAL

WHAT ARE THE TRIP DATES AND WHAT IS INCLUDED IN THE TRIP?

October 20-23, 2019. Select meals, lodging, training, entertainment, team activities and giveaways are included. Resort credit will be provided to each earner that can be applied towards meals outside of those provided by Beautycounter.

AM I RESPONSIBLE FOR MY TRAVEL ARRANGEMENTS?

Yes. Once you have been notified that you've earned the trip, you should make the necessary arrangements to/from the trip destination. Trip insurance is at the discretion of the traveling Consultant.

IS THIS TRIP TAX DEDUCTIBLE?

Yes. Please contact your accountant for a full understanding of your individual taxes and how to deduct this trip.

WHERE IS THE TRIP?

Ojai Valley Inn in Ojai, California.

IS THIS TRIP FOR U.S. AND CANADIAN CONSULTANTS?

Yes. Canadian Consultants are responsible for obtaining a valid passport or other documents for travel.

HOW DO I EARN POINTS AND HOW MANY POINTS DO I NEED TO ATTEND THE TRIP?

Consultants earn points based on the business-building activities outlined in the qualifications. Consultants must achieve 150 points.

CAN NEW CONSULTANTS PARTICIPATE IF THEY ENROLL AFTER THE INCENTIVE QUALIFICATION PERIOD BEGINS?

Yes. Those who enroll during the qualification period are eligible to participate in this incentive.

CAN SIGNIFICANT OTHERS ATTEND THE TRIP?

No. This trip is for Consultants only.

WHAT IS THE ROOMING SITUATION?

All Consultants will be required to share a room with two beds. This may include a room with two double beds or a room with a king bed and a pullout couch.

AM I ABLE TO EXTEND MY STAY AT A SPECIAL RATE?

No. The hotel is not able to provide a discounted room rate outside of our room block and program dates.

HOW WILL ADDITIONAL CHARGES BE COVERED THAT ARE NOT INCLUDED IN THE TRIP?

You will be required to put down a credit card at check-in to cover any incidentals. The hotel will place a hold on your card for \$100 per day which will be released upon checkout if no room charges are made.

WILL TRANSPORTATION BE PROVIDED TO AND FROM THE AIRPORT?

Yes. Details will be provided to incentive trip earners.

IF I AM UNABLE TO ATTEND THE TRIP CAN I TRANSFER THE TRIP TO ANOTHER CONSULTANT?

No. If you are unable to travel, you will be able to select an alternative tiered reward from the 150+ tiered award assortment. Please note, Consultants who are unable or choose not to attend the trip will not receive any gifts given to trip attendees.

CAN I BRING A BABY ON THE TRIP?

Contact events@beautycounter.com and we will discuss your options.

FAQ · QUALIFICATIONS

START COUNTING POINTS

WHAT IS START COUNTING?

Start Counting is a new Consultant program designed to get a new Consultant's business off to a strong start. This rewards-based program focuses on helping new Consultants achieve three key Milestones within their first few months.

MENTOR POINTS

HOW DO MENTORS EARN POINTS FROM START COUNTING?

To earn points from Start Counting, you must help your Level-1 Consultants achieve Start Counting Milestones. Each Milestone of Start Counting has a different point value:

- Milestone 1: 10 points
- Milestone 2: 15 points
- Milestone 3: 20 points
- Completion Bonus: 5 points

To earn points, Level-1 Consultants must achieve the Milestones within the incentive trip qualification period. Points will not be awarded for Milestones achieved before or after the qualification period. However, points will be honored for any new Level-1 Consultants who enrolled and achieved Milestone 1 in April 2019.

IF MY LEVEL-1 CONSULTANT ACHIEVED MILESTONE 1 IN MARCH, MISSED MILESTONE 2 IN APRIL, BUT ACHIEVES MILESTONE 3 IN MAY, WILL I RECEIVE POINTS?

Yes. Points will be awarded for any Level-1 Consultants who achieves a Start Counting Milestone(s) during the qualification period.

IF MY LEVEL-1 CONSULTANT ACHIEVED MILESTONE 1 IN MARCH, MILESTONE 2 IN APRIL, AND ACHIEVES MILESTONE 3 IN MAY, WILL I RECEIVE MILESTONE 3 AND COMPLETION BONUS POINTS?

Yes. If a Level-1 Consultant achieved Milestone 1 in March, Milestone 2 in April, and achieves Milestone 3 in May you will receive a total of 25 points (20 points for Milestone 3 and 5 points for the Completion Bonus).

IF MY LEVEL-1 CONSULTANT JOINS ON MAY 8, 2019 AND ACHIEVES MILESTONE 1 IN JUNE, MILESTONE 2 IN JULY, AND MILESTONE 3 IN AUGUST, WILL I RECEIVE POINTS FOR MILESTONE 3 AND THE COMPLETION BONUS?

No. You will only receive points for Milestones achieved within the qualification period.

IF A LEVEL-1 CONSULTANT JOINED IN APRIL 2019, AND ACHIEVED MILESTONE 1 IN APRIL, WILL I RECEIVE 10 POINTS?

Yes. Points will be honored for any new Level-1 Consultant who enrolled and achieved Milestone 1 in April 2019.

NEW CONSULTANT POINTS

AS A NEW CONSULTANT, CAN I EARN POINTS FOR MILESTONES ACHIEVED DURING THE INCENTIVE QUALIFICATION PERIOD?

Yes. New Consultants who are currently participating in Start Counting are eligible to earn points for Milestones achieved during the incentive qualification period (May 2019–July 2019).

FAQ · QUALIFICATIONS

WHAT IS THE MAXIMUM NUMBER OF POINTS I CAN EARN FOR ACHIEVING START COUNTING?

The maximum number of points a New Consultant can earn from achieving Start Counting is 50 points. In order to earn all 50 points, a New Consultant would need to achieve all three Start Counting Milestones during the three-month qualification period.

IF I ENROLL AS A NEW CONSULTANT IN MAY, JUNE, OR JULY, AM I ABLE TO RECEIVE POINTS FOR MILESTONES 1, 2, AND 3 OF START COUNTING?

Yes. New Consultants who enroll in May, June, or July are eligible to receive points for Start Counting Milestones achieved during the qualification period.

For example, if a New Consultant enrolls in June and achieves Milestone 1 in their calendar month of June and achieves Milestone 2 in July, they would earn a total of 25 points (10 for Milestone 1 and 15 for Milestone 2). However, due to their Milestone 3 period falling outside of the qualification period, they would not be eligible to receive points for achieving Milestone 3 in August.

IF I ENROLLED IN APRIL AND AM CURRENTLY STILL IN MILESTONE 1 DURING THE MONTH OF MAY, CAN I EARN MILESTONE 1 POINTS?

Yes, you will be eligible to earn 10 points for achieving Milestone 1 in May. Additionally, if you complete all three Milestones by July 2019 you will receive 5 Completion Bonus points, totaling 50 points (10 for Milestone 1, 15 for Milestone 2, 20 for Milestone 3, and 5 for the Completion Bonus).

IF I ENROLLED AS A NEW CONSULTANT PRIOR TO MAY 2019, AM I ELIGIBLE TO RECEIVE START COUNTING POINTS?

Yes. If you enrolled in February, March, or April 2019 you are eligible to receive Start Counting points for any Milestone achieved during the qualification period, including the Completion Bonus. However, if you enrolled in April and achieved Milestone 1, 10 points will be honored.

SELLING POINTS

WHAT IS QUALIFYING VOLUME (QV)?

Qualifying Volume (QV) is generated by sales to Clients and Members, as well as your personal orders.

HOW DO I EARN POINTS FOR SELLING?

You can earn points through selling by achieving one of the two QV thresholds. For example, if you reach 3000 QV in May and June, and 1500 QV in July, you will receive 25 points for selling (20 points for May and June, and 5 for July).

HOW MANY POINTS CAN I EARN THROUGH SELLING?

The maximum number points you can earn through selling is 30 points. This is if you meet the 3,000 QV threshold in May, June, and July (10 points for each month).

FAQ · QUALIFICATIONS

TIERED REWARDS

WHAT DO I EARN IF I QUALIFY FOR A TIERED REWARD?

If you qualify for a tiered reward, you will be eligible to select reward(s) from the tier you qualify for or below.

WHAT ARE THE DIFFERENT TIERS?

Below are the 4 tiers:

- Tier 1: 150+ points
- Tier 2: 125-149 points
- Tier 3: 100-124 points
- Tier 4: 50-99 points

IF I EARN 150+ POINTS AND DO NOT OR CANNOT ATTEND THE TRIP, CAN I SELECT AN ALTERNATIVE REWARD?

Yes. If you earn 150+ points and do not or cannot attend the trip, you can select one alternative reward.

For example, if earn 450 points, you can select to attend the trip for 150 points and apply the remaining 300 towards additional rewards from the lower Tiers. Only one reward can be selected from Tiers 1 and 2. So with this example, you could attend the trip, plus select the Tuk Tuk from Tier 2 (125 points), Counter Training and Merch Bundle (100 points) from Tier 3, and One Tree Planted from Tier 4 (50 points).

AM I ABLE TO SELECT A REWARD FROM A LOWER TIER THAN THE TIER FOR WHICH I QUALIFY?

Yes, Consultants can select a reward for a lower tier than the tier for which they qualify for.

For example, if you earned 100 points you could choose to redeem two rewards from Tier 4, rather than one reward from Tier 3.

IF I EARN OVER 150 POINTS DURING THE QUALIFICATION PERIOD, AM I ABLE TO APPLY THE REMAINING POINTS TOWARDS ADDITIONAL REWARDS?

Yes. Consultants who achieve over 150 points are able to select additional rewards with their remaining points from the lower tiers.

For example, if earn 450 points, you can select to attend the trip for 150 points and apply the remaining 300 towards additional rewards from the lower Tiers. Only one reward can be selected from Tiers 1 and 2. So with this example, you could attend the trip, plus select the Tuk Tuk from Tier 2 (125 points), Counter Training and Merch Bundle (100 points) from Tier 3, and One Tree Planted from Tier 4 (50 points).

WHEN WILL I RECEIVE MY SELECTED TIERED REWARD?

Rewards shipments will depend on the reward selected. Consultants will receive communication on shipment timing for their reward(s) selected.

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MIND, BODY, OJAI TERMS & CONDITIONS:

1) The trip incentive qualification period is from May 1, 2019 at 12:01 AM PDT to July 31, 2019 at 11:59 PM PDT. 2) The trip incentive is for Consultants in the U.S. and Canada only. However, Clients and Members who upgrade to Consultant status during the qualification period are eligible to qualify and earn the incentive trip. 3) Start Counting points will be awarded to Consultants for every Level-1 Consultant who achieves Milestone 1, 2, 3, and/or Completion Bonus during the qualification period. 4) Points will be awarded for any new Level-1 Consultants recruited in April 2019 who achieved Milestone 1 in April 2019. 5) Sell points will be awarded based on Qualifying Volume (QV) achieved each month; May, June, and July 2019. 6) New Consultants who join within the qualification period and achieve Start Counting Milestones 1, 2, 3, and/or Completion Bonus will be awarded points. 7) New Consultants who joined prior to May 2019 will be eligible to earn points for Start Counting Milestones achieved within the qualification period. 8) New Consultants who joined in April 2019 and achieved Milestone 1 in April, as well as their Mentors, will receive 10 points. 9) Minimum of 150 points are required to earn the trip. 10) Incentive earners will be determined at the end of the three-month qualification and notified in August 2019. 11) If a Consultant earns the trip and is unable to attend the trip, they will be eligible to select an alternative reward from the tiered reward assortment. 12) Incentive awards are not transferable. 13) Beautycounter is not responsible for transportation to and from the incentive trip. It is the Consultant's responsibility to obtain a valid ID or passport or other documents for travel. Trip insurance is at the discretion of the traveling Consultant. 14) Incentive trip will include Beautycounter-hosted meals, lodging, training, activities and giveaways. 15) Consultants qualified for any of the tiers will be eligible to select a reward(s) at the tier they've qualified for or a lower tier. 16) Beautycounter reserves the right to modify or replace any part of these terms and conditions, including without limitation incentive qualifications and awards, without notice. 17) Offer subject to cancellation or change, including dates, at Beautycounter's sole discretion. 18) Beautycounter reserves the right to audit any information applicable to the qualification, sales, and incentives and has the right to disqualify any Consultant at any time for submitting fraudulent qualification information or violation of these Terms and Conditions and the Beautycounter Policies and Procedures.



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