

Rules

Contest Dates : July 1, 2010 - June 30, 2011*

Seminar Dates

Emerald	Pearl	Diamond	Ruby	Sapphire
July 17-20	July 21-23	July 24-27	July 27-30	July 31-Aug. 3

Sales Director and Consultant Queens' Courts of Personal Sales

Court members must have a total of \$36,000 or more in personal estimated retail production[†] received during the contest period (July 1, 2010 – June 30, 2011). Ranking of the top 20, including the Queen and runners-up in each court, will be determined by personal estimated retail production. Although the suggested retail value of the orders placed in a calendar month may be higher, no more than \$13,000 personal estimated retail production per month will count toward your total contest credit. Ties will be broken by the wholesale amount of Section 1 orders placed during the Seminar contest period.

Queen's Court of Sharing

Court members in the Queen's Court of Sharing must achieve 24 or more qualified new team members during the contest period (July 1, 2010 – June 30, 2011). For a new team member to be qualified, her Independent Beauty Consultant Agreement and minimum of \$600 in wholesale Section 1 orders must be received and accepted by the Company during the Seminar contest period. A maximum of 13 new actual team members may count toward the 24 required in any calendar month. A new team member who becomes qualified will count toward the monthly maximum of 13 in the month her signed Independent Beauty Consultant Agreement is received and accepted by the Company, not the month she becomes qualified. If more than 13 new team members' Agreements are processed in a calendar month during the contest period, the 13 with the highest commissions earned by the recruiter will count toward the maximum. Ranking of the top 20, including the Queen and runners-up, will be determined by personal team commissions earned on the 24 or more qualified new team members. Please note that a qualified new team member who returns product to the Company for repurchase during the contest period, resulting in net wholesale Section 1 production below \$600 at the end of the contest period, will not count toward the Queen's Court of Sharing.

Double Star Achievement Award

Independent Beauty Consultants qualify for this award by achieving both the Consultant Queen's Court of Personal Sales and the Queen's Court of Sharing. Independent Sales Directors can earn this award by achieving two of the three following categories: Sales Director Queen's Court of Personal Sales, Queen's Court of Sharing, the Circle of Achievement or Circle of Excellence.

Triple Star Achievement Award

Independent Sales Directors who achieve the Sales Director Queen's Court of Personal Sales, the Queen's Court of Sharing AND the Circle of Achievement or Circle of Excellence qualify for this award.

Circle of Achievement

Recognition begins at the \$300,000 level of unit estimated retail production[†] and continues in \$50,000 increments thereafter. Diamond bar pins are awarded to Independent Sales Directors who exceed all previous years' production starting at the \$300,000 unit estimated retail production level and every \$50,000 increment thereafter.

Circle of Excellence

Recognition begins at the \$650,000 level of unit estimated retail production[†] and Prestige recognition begins at the \$800,000 level of unit estimated retail production[†].

Top 10 Sales Directors

Ranking of the Top 10 Sales Directors for each Seminar area and nationwide, including the Queens and runners-up, will be determined by unit estimated retail production.[†] Ties will be broken based upon the wholesale amount of Section 1 orders placed during the Seminar contest period.

*Orders and Independent Beauty Consultant Agreements must be received and accepted by the Company between July 1, 2010, through June 30, 2011, to count toward Seminar 2011 contest credit. To receive an award, a Beauty Consultant must be in good standing with the Company at the time the award is presented.

†"Estimated retail production" equals estimated retail sales, calculated based on wholesale purchases of Section 1 products, the retail value of Section 1 product bonuses, plus Preferred Customer Program gifts purchased at cost.