

# Understanding your Active Status and Earned Discount Privileges

## Active Beauty Consultant Benefits:

- 50% Earned Discount Privilege (EDP) for inventory orders of any size
- 50% profit potential on My Shop orders of any size
- Team Member Commissions
- Being counted as an ACTIVE Unit/Team Member

## How to become Active:

Reach **\$450 in retail sales within one month** to unlock your **Active benefits**. You will remain **Active for the following two calendar months**.

\*You must become active at least once per year to maintain your status as a Consultant.

| A1<br>(active month 1)                                                                                                                                                           | A2<br>(active month 2)                                                                                                                                                                                                                                | A3<br>(active month 3) | I1<br>(inactive month 1)                                                                                                                                                                                                                                                                                                                                                                          | I2<br>(inactive month 2) | I3<br>(inactive month 3) | T1<br>(terminated month 1)                                                                                                                                                                                                                                                                                                                                                                        | T2 - T6<br>(remaining months)                                     |
|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------|--------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------|
| Place a single minimum <b>\$450 retail order in one month</b> and receive <b>50% perks on online inventory orders</b> and/or <b>50% profit potential on all My Shop orders</b> . | Place any size orders and receive a <b>50% discount</b> on online inventory orders and/or <b>50% profit potential</b> on all My Shop orders.<br><br>Cumulative <b>retail orders of \$450 in either of these months</b> will reinstate your A1 status. |                        | You will receive <b>30% profit potential</b> on <b>My Shop orders</b> while you remain inactive.<br><br>You will receive a 30% discount on <b>inventory orders above \$100 retail</b> while you remain inactive.<br><br>If you reach <b>\$450 retail within one month</b> , you will <b>automatically reinstate your Active status</b> and enjoy the <b>50% perks beginning with next order</b> . |                          |                          | You will receive <b>30% profit potential</b> on <b>My Shop orders</b> while you remain inactive.<br><br>You will receive a 30% discount on <b>inventory orders above \$100 retail</b> while you remain inactive.<br><br>If you reach <b>\$450 retail within one month</b> , you will <b>automatically reinstate your active status</b> and enjoy the <b>50% perks beginning with next order</b> . |                                                                   |
| 50% Earned Discount Privilege (EDP)<br>Use of Customer Delivery Service (CDS)<br>Receive Commissions on Team Members Orders<br>Count as an ACTIVE Unit/Team Member               |                                                                                                                                                                                                                                                       |                        | Ineligible to receive Team Member Commissions while you remain inactive<br><br>Do not count as an ACTIVE Unit/Team Member                                                                                                                                                                                                                                                                         |                          |                          | Cannot Recruit<br>Not an ACTIVE Unit/Team Member.<br>Will lose all Team Members if an active order isn't placed                                                                                                                                                                                                                                                                                   | No Longer considered a Consultant if an Active order isn't placed |

## ACTIVE/INACTIVE EXAMPLES

| JAN                         | FEB                         | MAR                         | APR                         | MAY                         |
|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|
| \$0<br>INACTIVE             | \$450 Retail<br>ACTIVE MO 1 | \$0<br>ACTIVE MO 2          | \$0<br>ACTIVE MO 3          | \$0<br>INACTIVE             |
| \$450 Retail<br>ACTIVE MO 1 | \$450 Retail<br>ACTIVE MO 1 | \$0<br>ACTIVE MO 2          | \$0<br>ACTIVE MO 3          | \$0<br>INACTIVE             |
| \$450 Retail<br>ACTIVE MO 1 | \$0<br>ACTIVE MO 2          | \$450 Retail<br>ACTIVE MO 1 | \$360 Retail<br>ACTIVE MO 2 | \$450 Retail<br>ACTIVE MO 1 |

Examples shown are for illustration purposes and assume no additional qualifying orders.



Kari's  
Epic Legacy Team  
2020 - 2021