

## CRITICAL TIMES AND AMOUNTS WHEN ORDERING

Either a single order or cumulative orders during a month of \$200 wholesale Section 1 product will get you your 50% discount on all orders for the rest of that month and the next two months. This is known as A1 status. The second month is A2 status and the third is A3 status. When you are in **A3 status**, this means that you need to order at least \$200 wholesale cumulative Section 1 in **that month in order to continue to get the 50% discount on all orders!!**

All too often, this is what I see (and try to catch and call when I do see it), an **A3** consultant orders \$185 wholesale Section 1 product in June (or any month). For just \$15 more wholesale of Section 1 product, the company will add the two orders together, thus equaling \$200 wholesale Section 1 in the month. The consultant then immediately **“flips” back to A1 status** for the rest of June (or any month). In July (or whatever the next month is), she will be **A2** not **A1**.

If you do not do so, you lose your 50% discount on **all** orders until you place another \$400 Retail (\$200 wholesale) order to receive any discount. However, as soon as you do place your next \$400 Retail (\$200 wholesale) order, you are back on the 50% discount on all orders for that month and the next two months. Keep in mind that when you place a lot of small orders, your shipping costs will eat up most of your profit or, if personal use, then your personal costs are increased.

Status I1 is the first month after A3 and means that the consultant is considered to be inactive. I2 and I3 status follows. Another critical time is when a consultant is in **I3 status**. All consultants with recruits need to place a \$400 Retail (\$200 wholesale) order **that month!!** If an order is not placed when in **I3 status**, on the 1<sup>st</sup> day of the next month she becomes T (terminated) and **loses all recruits that she has at the time!!** Obviously, you want to avoid this.

About **T status**, you can become **A1** again simply by making a \$400 Retail (\$200 wholesale) order of Section 1 product at any time until you reach the 11<sup>th</sup> month after which time, you will need a new contract. You can get a second chance contract for \$20 plus tax by contacting your recruiter or me.

As I now have a lot of consultants from the Krystals and Miracles, I want to make sure that you are aware of the most **CRITICAL** points in ordering, staying active and keeping your recruits!! I try to watch these things, but, unfortunately sometimes, I miss them.

If you ever have any questions about these or other things relative to your Mary Kay business, feel free to email me at [billiechilders@sbcglobal.net](mailto:billiechilders@sbcglobal.net) or call me at home, 361-854-7947, or cell, 361-739-6103. Jim, my husband, also has a lot of valuable information on my website which is [www.billiechilders.com](http://www.billiechilders.com)

The site has been divided into a **Welcome Tab** covering general info, a **Bee-Lievers Tab** which covers Unit info, a **Training Tab**, a **Product Knowledge Tab**, a **Bee-Men Tab** for the Men, a **Model Portfolio Tab**, and a **Travel Tab**. You should be able to find answers to a lot of your questions here, but **always feel free to contact me directly!!!**