

# START COUNTING

Start your business strong and earn rewards along the way

As a New Consultant, when you get into personal selling and recruiting activity, you increase your income and also become eligible to earn product credit, cash bonuses, and exclusive Beautycounter merchandise, all of which can help you continue to grow your business.

**START COUNTING BONUS**  
**ACHIEVE**  
**500 Qualifying Volume (QV)**  
 in the calendar month you enroll and receive  
**\$100 PRODUCT CREDIT**



Month	Selling Goal	Recruiting Goal	Consultant Reward	Mentor Reward
<i>One</i> *	1,250 BV	RECRUIT a LEVEL ONE New Consultant who reaches 500 QV in their calendar month	\$50 PRODUCT CREDIT & TWO Five-Packs of Samples: Rejuvenating and Nourishing	\$50
<i>Two</i>	2,500 BV	RECRUIT a LEVEL ONE New Consultant who reaches 500 QV in their calendar month	\$100 & Exclusive Beautycounter Tote Bag	\$100
<i>Three</i>	3,500 BV	RECRUIT a LEVEL ONE New Consultant who reaches 500 QV in their calendar month	\$200 & Exclusive S'well Bottle OR Complimentary Leadership Summit Registration	\$200

\*Month 1 consists of a Consultant's first calendar month and the following month, or what we have deemed "start month." For example, if a Consultant starts on June 15, he or she has until July 30 to complete the Month 1 goal. However, if the Consultant reaches the Month 1 goal within June, then June is deemed Month 1, and the Consultant begins Month 2 in July.

Program Terms and Conditions: 1) "Start month" is defined as the first calendar month in which a Consultant joins plus the following month. Month 1 is based on start month. Month 2 and Month 3 are both based on calendar months. 2) If Consultants complete both parts of Month 1 within their first calendar month, they will start Month 2 the second month and will not have to wait for their start month to be complete. 3) The 500 QV for new recruits must be completed during the calendar month in which the New Consultant enrolled. 4) The program is for all New Consultants. 5) Members are not eligible to participate. However, Members who upgrade to Independent Consultant status become eligible to earn the awards. 6) The purchase of business supplies does not count toward the monthly selling goals (QV or BV), nor does it count toward the 500 QV requirement for newly recruited Consultants. 7) Consultants must complete both the sales and recruiting qualifications each month to earn that month's award. 8) Monthly program awards can be earned independently of each other. A Consultant does not need to earn Month 1 in order to earn Month 2 or Month 3. 9) Program achievers will be determined at the end of each calendar month, and awards will ship the following month. 10) Program awards are not transferable, and no substitutions apply. 11) Program qualifications, specifications, awards, and details are all subject to change at the discretion of Beautycounter. 12) Beautycounter reserves the right to audit any information applicable to qualification, sales, 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.