

|                                          |                                                                   |                      |                                       |                         |
|------------------------------------------|-------------------------------------------------------------------|----------------------|---------------------------------------|-------------------------|
| <b>B</b>                                 | <b>I</b>                                                          | <b>N</b>             | <b>G</b>                              | <b>O</b>                |
| close your party by the end of the month | \$1000 Party                                                      | \$400 Party          | Have 3 or more people use the special | 10 orders               |
| \$200 Party                              | Spend ALL your hostess credit                                     | 5 orders             | \$1100 Party                          | Buy a hostess exclusive |
| Spend 1/2 your hostess credit            | get an order from someone who has never ordered Thirty-One before | Thirty-One           | \$1200 Party                          | \$700 Party             |
| \$800 Party                              | Have at least 2 people use the special                            | \$900 Party          | \$600 Party                           | 15 orders               |
| \$500 Party                              | \$1300 Party                                                      | Buy a 1/2 price item | have one person order on-line         | \$300 Party             |

| <b>B</b>                                                          | <b>I</b>                      | <b>N</b>                                 | <b>G</b>                      | <b>O</b>                               |
|-------------------------------------------------------------------|-------------------------------|------------------------------------------|-------------------------------|----------------------------------------|
| get an order from someone who has never ordered Thirty-One before | <b>\$1100 Party</b>           | Have 3 or more people use the special    | <b>\$200 Party</b>            | <b>5 orders</b>                        |
| <b>\$400 Party</b>                                                | have one person order on-line | <b>10 orders</b>                         | <b>\$1300 Party</b>           | Buy a hostess exclusive                |
| <b>\$800 Party</b>                                                | <b>\$1200 Party</b>           | Thirty-One                               | <b>\$700 Party</b>            | <b>\$1000 Party</b>                    |
| <b>\$600 Party</b>                                                | Buy a 1/2 price item          | close your party by the end of the month | <b>\$300 Party</b>            | Have at least 2 people use the special |
| <b>\$900 Party</b>                                                | <b>15 orders</b>              | Spend 1/2 your hostess credit            | Spend ALL your hostess credit | <b>\$500 Party</b>                     |

|                                                                                  |                               |                                                |                                                 |                 |
|----------------------------------------------------------------------------------|-------------------------------|------------------------------------------------|-------------------------------------------------|-----------------|
| <b>B</b>                                                                         | <b>I</b>                      | <b>N</b>                                       | <b>G</b>                                        | <b>O</b>        |
| \$1300<br>Party                                                                  | Buy a<br>1/2 price<br>item    | \$1100<br>Party                                | 15<br>orders                                    | \$1200<br>Party |
| close your<br>party by<br>the end of<br>the month                                | \$800<br>Party                | \$900<br>Party                                 | Spend<br>ALL your<br>hostess<br>credit          | 10<br>orders    |
| Spend 1/2<br>your<br>hostess<br>credit                                           | \$300<br>Party                | Thirty-One                                     | Have at<br>least 2<br>people use<br>the special | \$600<br>Party  |
| get an order<br>from someone<br>who has never<br>ordered<br>Thirty-One<br>before | Buy a<br>hostess<br>exclusive | Have 3 or<br>more<br>people use<br>the special | have one<br>person<br>order<br>on-line          | \$400<br>Party  |
| \$700<br>Party                                                                   | \$1000<br>Party               | 5 orders                                       | \$200<br>Party                                  | \$500<br>Party  |