

Program: 2020 Annual Recognition Program

When: January 1, 2020 - December 31, 2020

Who: Recognition will be awarded to Top Achievers in the Nation by title group, by title or as a top achiever as specified by each category. Regional recognition is awarded to the Top in each region.

What: Become a top achiever in the ranking specified by the category you are working towards and you will receive the specific award for that category. There is a total of 16 categories.

Regional Recognition Categories

- You're A Star Award
- You're A Gem Award

National Recognition Categories

- Sharing Award
- Sharing and Shining Award
- Sparkling Star Awards
- Brilliant Seller Award
- Diamond Goddess Seller Award
- JAFRA Royalty Award
- The Key to Abundance Awards
- Developing Leaders Awards
- Growing Leaders Awards
- Inspiring Passionate Leaders Awards
- Years of Partnership
- Founder's Club
- Million Dollar Club
- Jan & Frank Day Award

FAQs:

Q. What is the 2020 Annual Recognition Program?

A. The Annual Recognition Program rewards the best of the best on each of the listed categories. Awards will be presented at 2021 National Conference.

Q. Will I receive my gifts if I do not attend 2020 National Conference and I am one of the Achievers on a specific category?

A. Yes, those top achievers who earn a category and are unable to attend 2020 National Conference will receive their gifts by mail within 2-3 weeks after National Conference. The only exception to this rule is the Jan & Frank Day Award. This person must be present in order to earn the Jan & Frank trophy.

Q. What is the qualification period for this Recognition Program?

A. The qualification period is January 1, 2020 – December 31, 2020.

Q. What happens if there is a tie between 2 or more top achievers?

A. Each category has a tiebreaker that would be applicable if there were to be a tie. Please see the Rules Section of the Recognition Brochure for the details.

Q. Who can participate?

A. All Consultants and Leaders are eligible to participate in the program. However, some categories are exclusive for Leaders and you will find this information specified in the category page.

Q. Can the same person be a top achiever in more than one category?

A. Yes, a person can be recognized for multiple categories if she is a top achiever on several of them.

Q. Who am I competing with to earn a category?

A. Each category specifies how it is being measured. Some are competing with *everyone (all titles combined)*, others are competing in group titles and others with those in their same title.

Q. If I promote will I be competing using my new title?

A. No, titles are based on the Consultant's paid title as of January 1, 2020.

Q. The Key to Abundance Awards mention a base to measure, how do I know if this base is applicable to me?

A. The Key to Abundance Awards are measuring Central District Paid Retail Sales Growth. Therefore, the growth base is used when a Leader did not meet the base amount during January 1, 2019 – December 31, 2019. If the actual sales of the Leader are less than the minimum base, she must generate the minimum amount of sales and consequently, her growth will be measured from there.

Q. For categories including a factor of personally moving up for the first time, having new direct leaders move up in title for the first time or promoting new branches, do I need to maintain them up until the end of the qualification period?

A. Yes, personally moving up for the first time, having new direct leaders move up in title for the first time or promoting new branches as well as keeping the same number of branches with which you started, must be maintained through January 1, 2021.

Q. For the category Inspiring Passionate Leaders, does my new District Director need to maintain her new title until the end of the qualification period?

A. Yes, the new District Directors need to maintain their new title up until January 1, 2021.

Q. I have a new direct group that promoted during the qualification period and received a grace period the following month, but she maintained her title until the end of the qualification period. Will she count as a new group?

JAFRA

FAQ'S

A. Yes, if she maintained her new title and never demoted, she will still count as a new group.

JAFRA reserves the right to substitute these incentives and awards with items of greater or equal value.