



# GLOBAL BUSINESS GUIDE

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2018

Younique Presenter guidelines for operating your business in a global marketplace and conducting cross-border sales transactions.

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Among its open markets,  
Younique is a “global-seamless” direct sales company.

## The three basics of Younique’s global market strategy:

1

Younique Presenters may transact cross-border sponsorships and e-commerce orders.

2

Your customers may purchase product in their local currency and ship to their local address, regardless of your own home country.

3

Cross-border transactions are conducted in essentially the same manner as domestic transactions.



Younique presently operates in  
**twelve markets:**

USA



CANADA



MEXICO



GERMANY



AUSTRALIA



NEW ZEALAND



UNITED KINGDOM



FRANCE



SPAIN



HONG KONG



ITALY



IRELAND



# Market-Specific Policies

## **New Zealand**

New Zealand order limits are “per importation.” Younique allows orders up to the New Zealand maximums (\$280 NZD) to be purchased each day. Younique’s freight forwarder ships multiple times per week (but not necessarily daily) based on market volume. If you place multiple large orders within a 72-hour period, one or more shipments may be delayed in order to remain in compliance with NFR regulations. Products sold into New Zealand are currently sold on a Not for Resale (NFR) basis. As a Younique Presenter you are allowed to sell product in these countries by way of your own personal e-commerce website. Based on market performance and company strategy, products may eventually be registered for resale in these markets. Younique typically begins the resale registration process once the monthly revenue reaches \$1 million (USD).

## **Canada**

Some Canadian provinces may require a direct sellers license. For more information or questions about this license, contact Younique’s Compliance Department at [compliance@youniqueproducts.com](mailto:compliance@youniqueproducts.com).

## **Germany**

Most local German jurisdictions require direct seller registration by filling out a business application form (Gewerbe-Anmeldung) and delivering it to the local administrative office for a small fee. Submission of this form is not required at registration but is expected to take place within the first several months of direct seller activity. The Gewerbe-Anmeldung form can be found in the following link: <http://www.direktvertrieb.de/Gewerbeanmeldung110.0.html>.

## **Mexico**

Mexican law requires Younique to withhold income taxes from all Younique Presenter commissions and remit to the Mexican Tax Authority on the Younique Presenter’s behalf. Thus, new Younique Presenters in Mexico must submit a copy of their passport or voter ID card (IFE), CURP card, RFC number, and a proof of address to Younique. After Younique’s Compliance Department has verified these documents, commissions will be paid. Note that no commissions can be paid to Mexico Younique Presenters until Younique has received and verified these documents. A list of the tax percentages that are withheld from commissions can be found [here](#). For more information contact Younique’s Compliance Department at [compliance@youniqueproducts.com](mailto:compliance@youniqueproducts.com).

## **France**

Younique Presenters in France can enroll under two general statuses, VDI or RCS. Most Younique Presenters choose VDI because of its simplicity and lower social contribution withholdings. However, some people, including civil servants, are not eligible for VDI. Consult the “Doing Business in France Guide” as well as an accountant if you have questions. Younique Presenters electing a VDI status must declare the commencement of their VDI activity with Unions de Recouvrement des Cotisations de Sécurité Social et d’Allocations Familiales (“URSSAF”) by filling out a form here [https://www.cfe.urssafr/saisiepl/unsecure\\_index.jsp](https://www.cfe.urssafr/saisiepl/unsecure_index.jsp). URSSAF recommends making this declaration within 15 days of registering as a Younique Presenter. After making the declaration, the Younique Presenter will receive a siret/ siret number, which they must submit to Younique along with a scanned copy of their carte vitale in order to begin receiving commissions. Younique Presenters who select RCS as their status must submit a scanned copy of their KBIS card to begin receiving commissions.

## **Spain**

Younique withholds 7% or 15%, as applicable, of month-end commissions for income tax (IPRF) purposes from Younique Presenters operating in Spain and remits

# Market-Specific Policies

such amounts to Spanish tax authorities on the Younique Presenter's behalf. New Spain Younique Presenters should answer the questions on the "My Taxes" page in their Back Office to see which withholding rate applies. Additionally, Younique Presenters who begin receiving month-end commissions may need to register for VAT and will be treated by Younique as VAT-registered. Also, Younique Presenters whose businesses grow may be required to make social security payments. We recommend checking with an advisor should you have questions.

## **Hong Kong**

Please note that if you are a foreign national living in Hong Kong subject to certain VISA restrictions, you may not be authorized to operate a Younique business in Hong Kong. Please check your Hong Kong Identity card. If you have any questions regarding your eligibility to register as a Hong Kong Younique Presenter, please contact Younique's Compliance Department at [compliance@youniqueproducts.com](mailto:compliance@youniqueproducts.com).

## **Italy**

New Younique Presenters in Italy will be directed to upload a photo or scanned copy of their signature on the last page of the Italy Younique Presenter Investiture. After Younique's Compliance Department verifies this submission, PayQuicker will send a registration email requesting the documentation set forth below. Once the documentation has been verified by PayQuicker and Younique, the Younique Presenter can begin earning commissions. Note that a PayQuicker card won't be issued until the Younique Presenter hits 50 Euro of earned commission.

- 1) Health Card;
- 2) Headshot (which will be used for Tesserino card); and
- 3) (a) Government issued ID or (b) passport and residence permit

Italian law requires Younique to withhold income tax and social contributions from Younique Presenters operating in Italy and to remit such amounts to the Italian government on behalf of Younique Presenters in Italy. Income taxes are withheld starting with the first Euro earned in commissions, and, once a Younique Presenter has reached (6,410 Euro) in annual earned commissions, Younique will begin withholding for social contributions. The income tax withholding percentages depend on whether or not the new Younique Presenter indicates that direct selling is their primary or secondary occupation. Note that new Younique Presenters will be asked whether their activity is primary or secondary when they log into their websites for the first time. Younique provides a monthly commission statement in the Younique Presenter's Back Office showing the amounts of commissions withheld.

## **Australia**

It is optional upon registering as a Younique Presenter to provide Younique with an Australian Business Number (or ABN). If a Younique Presenter has earned (\$15,000 AUD) in any 12-month period and not provided Younique with their ABN, Younique will withhold, for income tax purposes, the current top marginal tax rate (currently 47%) of all future commissions earned until such Younique Presenter provides an ABN to Younique. Younique Presenters must also become GST registered prior to earning commissions equal to \$75,000 AUD (pre GST), or Younique will stop paying commissions in excess of \$75,000 AUD. Commission payments will resume once Younique has verified that the Younique Presenter is GST registered. Once a Younique Presenter has been verified by Younique as being GST registered, Younique will pay an additional 10% GST on all commissions earned, for which the Presenter will be responsible for remitting to the tax authorities.

## RETAIL ROYALTY RULES

**Yunique provides an online resource called “Retail Royalty Rules” to help you understand your local and cross-border retail commissions.** Royalty Rules vary based on whether the order originated from your home market or was shipped to a destination outside of your home market.

To help you further understand international commission calculations, you may log into your website and visit the link below in your Back Office. Your order history page will also specify orders placed from outside of your market and display a link that takes you to this page.

<https://www.yuniqueproducts.com/account/royaltyrules>

### **Getting Paid Your Commissions**

Commissions are paid to you in your local currency.

### **Party Points & Royalty Points**

Party Points and Royalty Points are the same for everyone in every country. Point values for all products are listed on the Master Price & Points List toward the end of this document.

# Home Market Retail Royalties (by Country)

## “Home Market Retail Royalties”

refers to commissions earned on sales within your home market.

The following table demonstrates how commissions are calculated in each geographic market (using the sale of one single MOODSTRUCK 3D FIBER LASHES+™ lash enhancer as an example); the example commissions are calculated for White Status (20%) and for Yellow Status and above (25%).

Presenter's Market	Retail Price	Royalty Points	White Royalty 20%	Yellow & Up Royalty 25%	Currency
USA	\$29	29	\$5.80	\$7.25	USD
Canada	\$35	29	\$7	\$8.75	CAD
Australia	\$38 (\$34.55 Net)	29	\$6.91	\$8.64	AUD
New Zealand	\$40	29	\$8	\$10	NZD
United Kingdom	£23* (£19.17 Net)	29	£3.83	£4.79	GBP
Germany	31,50 €* (26,47 € Net)	29	5,29 €	6,62 €	EUR
France	31,50 €* (26,25 € Net)	29	5,25 €	6,56 €	EUR
Spain	31,50 €* (26,03 € Net)	29	5,21 €	6,51 €	EUR
Mexico	\$495* (\$426.72 Net)	29	\$85.34	\$106.68	MXN
Hong Kong	HK\$225	29	HK\$45	HK\$56.25	HKD
Italy	31,50 €* (25,82 € Net)	29	5,16 €	6,45 €	EUR
Ireland	31,50 €* (25,61 € Net)	29	5,12 €	6,40 €	EUR

**\* Please Note:** Retail prices in the UK, France, Germany, Mexico, Italy, Spain, and Ireland include a cost associated with the relevant VAT rate for such market (rates are 20%, 20%, 19%, 16%, 22%, 21% and 23%, respectively). As such, Younique Presenters in these markets earn their Retail Royalties percentage on the net value of each product.

### A Note about Y-CASH Credit and Half-price Items:

When Y-CASH credit is applied to any purchase, points are earned (and thus commissions paid) only for the remainder of the sales price paid for in legal tender (i.e., not Y-CASH credit).



# Cross-currency Retail Policies

## “Cross-currency Retail Royalties”

refers to commissions earned from a customer from outside of your home market.

The following table demonstrates how commissions are calculated for cross-currency sales, based on a Younique Presenter’s home market.

The table uses a cross-currency sale of one single MOODSTRUCK 3D FIBER LASHES+™ lash enhancer as an example. The example commissions are calculated for White Status (20%) and for Yellow Status and above (25%).

Younique Presenter’s Home Market	Customer’s Market	Retail Price for Customer	Royalty Points	Peg Rate (by Younique Presenter’s Home Market)	White Commissions 20%	Yellow & Up Commissions 25%
USA	United Kingdom	£23 GBP	29	1	\$5.80 USD	\$7.25 USD
Canada	New Zealand	\$40 NZD	29	1.15	\$6.67 CAD	\$8.34 CAD
Australia	Canada	\$35 CAD	29	1.15	\$6.67 AUD	\$8.34 AUD
New Zealand	Australia	\$38 AUD	29	1.30	\$7.54 NZD	\$9.43 NZD
United Kingdom	USA	\$29 USD	29	.65	£3.77 GBP	£4.71 GBP
EU*	Mexico	\$495 MXN	29	.85	4.93 € EUR	6.16 € EUR
Mexico	EU	31,50 € EUR	29	13	\$75.40 MXN	\$94.25 MXN
Hong Kong	USA	\$29 USD	29	7.4	HK\$42.92	HK\$53.65
USA	Hong Kong	HK\$225	29	1	\$5.80 USD	\$7.25 USD

\*EU = France, Germany, Ireland, Italy, and Spain

### Retail Commissions from “cross-currency sales” are calculated against Royalty Points, not the Retail Price:

Commissions from “cross-currency sales” are calculated against Royalty Points, not the retail price: “Retail Price for Customer” refers to the price a person from another country purchasing a product from you pays in their own currency. As shown in the above examples, it doesn’t matter what the customer paid for the product (with the exception of the EU markets using the Euro). When someone from outside of your home market purchases something from you, your commissions are calculated against Royalty Points earned from the sale, not the retail price that the customer paid. For example: a Canada customer buying the MOODSTRUCK 3D FIBER LASHES+™ lash enhancer from a Younique Presenter in Australia would pay \$35 CAD. The Australia Younique

Presenter’s commissions from that purchase would then be the product of Royalty Points earned from the sale and her market’s peg rate, multiplied by her respective commission percentage. For example, for a White Status Younique Presenter, this would be 29 (Royalty Points) x 1.15 (Peg Rate) x .20 (Commission Percentage). For a Yellow Status and up Younique Presenter, this would be 29 (Royalty Points) x 1.15 (Peg Rate) x .25 (Commission Percentage). A peg rate is used to convert between currencies.

### A Note about Y-CASH Credit:

When Y-CASH credit is applied to any purchase, points are earned (and thus commissions paid) only for the remainder of the sales price paid for in legal tender (i.e., not Y-CASH credit).

# Month-end Commissions

Month-end commissions are calculated based on the Royalty Points of the orders. Such point values are universal across all markets.

## The Benefit of Universal Points

This universal Royalty Point value approach is the primary factor that allows cross-border sponsoring within a Younique Presenter's downline, while maintaining the ability to seamlessly calculate downline commissions such as Circle, First Generation, Second Generation, and Third Generation.

After month-end commissions are calculated using the Royalty Point values, the final payments are adjusted to the Younique Presenter's local currency using the market-specific peg rate found on this page.

## For example, the formula for month-end commissions derived from Circle sales is:

Circle Wholesale Points x Royalty % (e.g., 5% for Green Status) x Peg Rate = commission Amount

Younique Presenter's Market	Peg Rate
United States (US)	1
Canada (CAN)	1.15
Australia (AU)	1.15
New Zealand (NZ)	1.30
United Kingdom (UK)	.65
Mexico (MEX)	13
European Union (EU)* (France, Germany, Ireland, Italy, and Spain)	.85
Hong Kong	7.4

\* Note that commissions earned from sales between Younique Presenters and customers located within EU countries using the Euro, are calculated as though occurring in the same market.

# Shipping

The chart on this page displays shipping charges. Shipping totals are based on the order subtotals only. Taxes and shipping fees do not apply toward NFR shipping maximums. In addition, there are three types of items which do not apply to the subtotal used to calculate shipping fees:

1. Business Supplies

2. Y-CASH credit

3. Half-price Items

(The entire amount of the items is non-commissionable and does not apply)

## Shipping Tables

U.S. Domestic	
Order Amount (USD)	Shipping Charge (USD)
Less than \$100	\$5.50
\$100 or more	FREE

United Kingdom	
Order Amount (GBP)	Shipping Charge (GBP)
Less than £75	£6.95*
£75 or more	FREE

France	
Order Amount (EUR)	Shipping* Charge (EUR)
Less than 110 €	4,95 €*
111 € or more	FREE

Canada	
Order Amount (CAD)	Shipping Charge (CAD)
Less than \$130	\$6.50
\$130 or more	FREE

Mexico	
Order Amount (MXN)	Shipping Charge (MXN)
Less than \$2,500	\$75*
\$2,500 or more	FREE

Germany	
Order Amount (EUR)	Shipping Charge (EUR)
Less than 110 €	4,95 €*
111 € or more	FREE

Australia	
Order Amount (AUD)	Shipping Charge (AUD)
Less than \$150	\$10*
\$150 or more	FREE

New Zealand	
Order Amount (NZD)	Shipping Charge (NZD)
Less than \$150	\$10
\$150 or more	FREE

Spain	
Order Amount (EUR)	Shipping Charge (EUR)
Less than 110 €	4,95 €*
111 € or more	FREE

Ireland	
Order Amount (EUR)	Shipping Charge (EUR)
Less than 110 €	4,95 €*
111 or more €	Free

Hong Kong	
Order Amount (HKD)	Shipping Charge (HKD)
Less than \$800	\$25
\$800 or more	FREE

Italy	
Order Amount (EUR)	Shipping Charge (EUR)
Less than 110 €	4,95 €*
111 € or more	Free

# Master Price & Points List

## Individual Items

Younique Presenters receive a 20-25 percent commission on PRS associated with each price. Prices shown are VAT inclusive.

Item Name	USA	Canada	Australia	New Zealand	United Kingdom*	Mexico*	Germany*	France*	Spain*	Hong Kong	Italy	Ireland	Party Points	Royalty Points
<b>SKIN</b>														
YOUNIQUE ROYALTY™ divine daily moisturizer	\$39	\$47	\$49.99	\$55	£30	\$680	42 €	42 €	42 €	\$303	42 €	42 €	39	39
YOUNIQUE ROYALTY™ rose water toning spritz	\$29	\$35	\$42	\$40	£23	\$495	31,50 €	31,50 €	31,50 €	\$225	31.50 €	31.50 €	29	29
YOUNIQUE ROYALTY™ shine cleansing cloths	\$20	\$24	\$29	\$28	£16	\$350	21,50 €	21,50 €	21,50 €	\$155	21.50 €	21.50 €	20	20
YOUNIQUE ROYALTY™ UPLIFT® beauty serum	\$65	\$78	\$94	\$90	£50	\$1,135	70 €	70 €	70 €	\$504	70 €	70 €	65	65
YOUNIQUE ROYALTY™ moisture boosting gentle cleanser	\$39	\$47	\$55	\$55	£30	\$680	42 €	42 €	42 €	\$303	42 €	42 €	39	39
YOUNIQUE ROYALTY™ pore purifying cleanser	\$39	\$47	\$55	\$55	£30	\$680	42 €	42 €	42 €	\$303	42 €	42 €	39	39
YOUNIQUE ROYALTY™ oil control mask	\$49	\$59	\$70	\$68	£38	\$855	53 €	53 €	53 €	\$380	53 €	53 €	49	49
YOUNIQUE ROYALTY™ detoxifying mask	\$49	\$59	\$70	\$68	£38	\$855	53 €	53 €	53 €	\$380	53 €	53 €	49	49
YOUNIQUE ROYALTY™ exfoliating mask	\$49	\$59	\$70	\$68	£38	\$855	53 €	53 €	53 €	\$380	53 €	53 €	49	49
YOUNIQUE ROYALTY™ instant lift serum	\$65	\$78	\$94	\$90	£50	\$1,135	70 €	70 €	70 €	\$504	70 €	70 €	65	65
YOUNIQUE ROYALTY™ hydrating day cream	\$42	\$50	\$61	\$58	£33	\$730	45 €	45 €	45 €	\$326	45 €	45 €	42	42
YOUNIQUE ROYALTY™ renewing day cream	\$42	\$50	\$61	\$58	£33	\$730	45 €	45 €	45 €	\$326	45 €	45 €	42	42
YOUNIQUE ROYALTY™ time correcting night cream	\$49	\$59	\$70	\$68	£38	\$855	53 €	53 €	53 €	\$380	53 €	53 €	49	49
<b>FACE</b>														
BEACHFRONT™ bronzer	\$32	\$38	\$46	\$44	£25	\$560	34,50 €	34,50 €	34,50 €	\$248	34.50 €	34.50 €	32	32
BB FLAWLESS complexion enhancer	\$39	\$47	\$50	\$50	£30	\$680	42 €	42 €	42 €	\$303	42 €	42 €	39	39
MOODSTRUCK MINERALS® pressed blusher	\$29	\$35	\$42	\$40	£23	\$495	31,50 €	31,50 €	31,50 €	\$225	31.50 €	31.50 €	29	29
TOUCH GLORIOUS™ face primer	\$39	\$47	\$50	\$50	£30	\$680	42 €	42 €	42 €	\$303	42 €	42 €	39	39
TOUCH MINERAL liquid foundation	\$39	\$47	\$50	\$50	£30	\$680	42 €	42 €	42 €	\$303	42 €	42 €	39	39
TOUCH MINERAL cream foundation	\$32	\$39	\$46	\$45	£25	\$560	34,50 €	34,50 €	34,50 €	\$248	34.50 €	34.50 €	32	32

# Master Price & Points List

Item Name	USA	Canada	Australia	New Zealand	United Kingdom*	Mexico*	Germany*	France*	Spain*	Hong Kong	Italy	Ireland	Party Points	Royalty Points
TOUCH MINERAL powder foundation	\$32	\$39	\$46	\$45	£25	\$560	34,50 €	34,50 €	34,50 €	\$248	34,50 €	34,50 €	32	32
YOUNIQUE TOUCH skin perfecting concealer	\$29	\$35	\$42	\$40	£23	\$495	31 €	31 €	31 €	\$225	31 €	31 €	29	29
TOUCH À LA MODE™ cream to powder luminizer	\$39	\$47	\$55	\$55	£30	\$680	42 €	42 €	42 €	\$303	42 €	42 €	39	39
TOUCH À LA MODE™ powder luminizer	\$39	\$47	\$55	\$55	£30	\$680	42 €	42 €	42 €	\$303	42 €	42 €	39	39
TOUCH BEHOLD® setting spray	\$39	\$47	\$55	\$55	£30	\$680	42 €	42 €	42 €	\$303	42 €	42 €	39	39
TOUCH BEHOLD® translucent setting powder	\$39	\$47	\$55	\$55	£30	\$680	42 €	42 €	42 €	\$303	42 €	42 €	39	39
<b>EYES</b>														
MOODSTRUCK 3D FIBER LASHES+™ lash enhancer	\$29	\$35	\$38	\$40	£23	\$495	31,50 €	31,50 €	31,50 €	\$225	31,50 €	31,50 €	29	29
MOODSTRUCK® eye primer	\$24	\$29	\$35	\$34	£19	\$420	26 €	26 €	26 €	\$186	26 €	26 €	24	24
MOODSTRUCK® pressed shadow single compact	\$18	\$22	\$25	\$25	£14	\$315	19,50 €	19,50 €	19,50 €	\$140	19,50 €	19,50 €	18	18
MOODSTRUCK® pressed shadow refill	\$14	\$17	\$21	\$20	£11	\$244	16 €	16 €	16 €	\$109	16 €	16 €	14	14
MOODSTRUCK® pressed shadow quad	\$52	\$63	\$75	\$72	£41	\$905	57 €	57 €	57 €	\$403	57 €	57 €	52	52
MOODSTRUCK EPIC™ mascara	\$24	\$29	\$35	\$34	£19	\$420	26 €	26 €	26 €	\$186	26 €	26 €	24	24
MOODSTRUCK ESTEEM™ lash serum	\$42	\$50	\$60	\$58	£33	\$730	46 €	46 €	46 €	\$326	46 €	46 €	42	42
MOODSTRUCK ADDICTION® shadow palette	\$49	\$59	\$70	\$68	£38	\$855	53 €	53 €	53 €	\$380	53 €	53 €	49	49
DIP AND DRAW™ eyeliner	\$21	\$25	\$30	\$29	£16.50	\$365	23 €	23 €	23 €	\$163	23 €	23 €	21	21
MOODSTRUCK PRECISION™ brow liner	\$19	\$23	\$27.50	\$26	£15	\$330	20 €	20 €	20 €	\$148	20 €	20 €	19	19
MOODSTRUCK SPLURGE cream shadow	\$26	\$31	\$37.50	\$36	£21	\$455	28 €	28 €	28 €	\$202	28 €	28 €	26	26
MOODSTRUCK PRECISION™ pencil eyeliner	\$15	\$18	\$22	\$21	£12	\$265	16 €	16 €	16 €	\$117	16 €	16 €	15	15
YOUNIQUE™ eyebrow stencils	\$9.50	\$11.50	\$12.50	\$13	£7.50	\$165	10 €	10 €	10 €	\$74	10 €	10 €	9.5	9.5
MOODSTRUCK PRECISION™ brow obsession palette	\$39	\$47	\$55	\$55	£30	\$680	42 €	42 €	42 €	\$303	42 €	42 €	39	39

# Master Price & Points List

<b>LIPS</b>														
LUCRATIVE LIP GLOSS®	\$15	\$18	\$22	\$21	£12	\$265	16 €	16 €	16 €	\$117	16 €	16 €	15	15
MOODSTRUCK OPULENCE® lipstick	\$19	\$23	\$27.50	\$26	£15	\$330	20 €	20 €	20 €	\$148	20 €	20 €	19	19
MOODSTRUCK PRECISION™ pencil lip liner	\$15	\$18	\$22	\$21	£12	\$265	16 €	16 €	16 €	\$117	16 €	16 €	15	15
STIFF UPPER LIP® lip stain	\$22	\$26	\$32	\$30	£18	\$385	24 €	24 €	24 €	\$171	24 €	24 €	22	22
LIPBONBONS tinted lip balm	\$22	\$26	\$32	\$30	£18	\$385	24 €	24 €	24 €	\$171	24 €	24 €	22	22
MOODSTRUCK SPLASH® liquid lipstick	\$27	\$32	\$39	\$37	£21	\$470	29 €	29 €	29 €	\$210	29 €	29 €	27	27
MOODSTRUCK® lip exfoliator	\$21	\$25	\$30	\$29	£16.50	\$365	23 €	23 €	23 €	\$163	23 €	23 €	21	21
Item Name	USA	Canada	Australia	New Zealand	United Kingdom*	Mexico*	Germany*	France*	Spain*	Hong Kong	Italy	Ireland	Party Points	Royalty Points
<b>TOOLS</b>														
YOUNIQUE™ angled shadow/sponge brush	\$15	\$18	\$22	\$21	£12	\$265	16 €	16 €	16 €	\$117	16 €	16 €	15	15
YOUNIQUE™ blending brush	\$18	\$22	\$25.50	\$25	£14	\$315	19,50 €	19,50 €	19,50 €	\$140	19,50 €	19,50 €	18	18
YOUNIQUE™ blending buds	\$17	\$21	\$25.50	\$24	£13	\$295	18,50 €	18,50 €	18,50 €	\$132	18,50 €	18,50 €	17	17
YOUNIQUE™ blusher brush	\$25	\$30	\$36	\$35	£20	\$435	27 €	27 €	27 €	\$194	27 €	27 €	25	25
YOUNIQUE™ concealer brush	\$12	\$14	\$16.50	\$17	£9	\$210	13 €	13 €	13 €	\$93	13 €	13 €	12	12
YOUNIQUE™ cream shadow brush	\$15	\$18	\$22	\$21	£12	\$265	16 €	16 €	16 €	\$117	16 €	16 €	15	15
YOUNIQUE™ crease brush	\$15	\$18	\$22	\$21	£12	\$265	16 €	16 €	16 €	\$117	16 €	16 €	15	15
YOUNIQUE™ deluxe eye brush	\$17	\$21	\$25.50	\$24	£13	\$295	18,50 €	18,50 €	18,50 €	\$132	18,50 €	18,50 €	17	17
YOUNIQUE™ foundation brush	\$20	\$24	\$29	\$28	£16	\$350	21,50 €	21,50 €	21,50 €	\$155	21,50 €	21,50 €	20	20
YOUNIQUE™ lash comb/brow brush	\$20	\$24	\$29	\$28	£16	\$350	21,50 €	21,50 €	21,50 €	\$155	21,50 €	21,50 €	20	20
YOUNIQUE™ liner/shader brush	\$18	\$22	\$25.50	\$25	£14	\$315	19,50 €	19,50 €	19,50 €	\$140	19,50 €	19,50 €	18	18
YOUNIQUE™ lip brush	\$25	\$30	\$36	\$35	£20	\$435	27 €	27 €	27 €	\$194	27 €	27 €	25	25
YOUNIQUE™ powder puff brush	\$32	\$38	\$45	\$45	£25	\$560	34,50 €	34,50 €	34,50 €	\$248	34,50 €	34,50 €	32	32
YOUNIQUE™ liquid foundation brush	\$32	\$38	\$45	\$45	£25	\$560	34,50 €	34,50 €	34,50 €	\$248	34,50 €	34,50 €	32	32
YOUNIQUE PRECISION™ pencil sharpener	\$7.50	\$9	\$11	\$10.50	£4.95	\$130	8 €	8 €	8 €	\$59	8 €	8 €	7.5	7.5

# Master Price & Points List

YOUNIQUE PRECISION™ tweezers	\$9.50	\$11.50	\$14	\$13	£7.50	\$165	10 €	10 €	10 €	\$74	10 €	10 €	9.5	9.5
YOUNIQUE™ beachfront body applicator	\$20	\$24	\$29	\$28	£16	\$350	21,50 €	21,50 €	21,50 €	\$155	21,50 €	21,50 €	20	20
YOUNIQUE™ powder/concealer brush	\$42	\$50	\$61	\$58	£33	\$730	45 €	45 €	45 €	\$326	45 €	45 €	42	42
YOUNIQUE™ fan brush	\$25	\$30	\$36	\$34.50	£19.50	\$435	27 €	27 €	27 €	\$194	27 €	27 €	25	25
YOUNIQUE™ brow artist brush	\$19	\$23	\$27.50	\$26	£15	\$330	20 €	20 €	20 €	\$148	20 €	20 €	19	19

## Sets

Item Name	USA	Canada	Australia	New Zealand	United Kingdom*	Mexico*	Germany*	France*	Spain*	Hong Kong	Italy	Ireland	Party Points	Royalty Points
MOODSTRUCK ADDICTION® shadow palette set of 3	\$130	\$156	\$186	\$179.50	£101.50	\$2,260	140 €	140 €	140 €	\$1008	140 €	140 €	130	130
YOUNIQUE™ complete brush set	\$365	\$440	\$525	N/A	£285	\$6,400	395 €	395 €	395 €	\$2,850	395 €	395 €	365	365
YOUNIQUE™ eye brush set	\$145	\$175	\$207	\$200	£113	\$2,525	157 €	157 €	157 €	\$1,120	157 €	157 €	145	145
YOUNIQUE™ face brush set	\$175	\$209	\$249	\$245	£138	\$3,065	189 €	189 €	189 €	\$1,360	189 €	189 €	175	175
BB FLAWLESS set	\$82	\$99	\$110	\$108	£64	\$1,427	89 €	89 €	89 €	\$636	89 €	89 €	82	82
LUCRATIVE LIP GLOSS® set of 3	\$40	\$48	\$57	\$56	£31	\$700	43 €	43 €	43 €	\$310	43 €	43 €	40	40
MOODSTRUCK OPULENCE® lipstick set of 3	\$50	\$60	\$71.50	\$69	£39	\$870	54 €	54 €	54 €	\$388	54 €	54 €	50	50
MOODSTRUCK PRECISION™ brow liner set of 2	\$34	\$41	\$44	\$47	£27	\$590	37 €	37 €	37 €	\$264	37 €	37 €	34	34
MOODSTRUCK PRECISION™ pencil set of 3	\$40	\$48	\$57	\$55	£31	\$700	43 €	43 €	43 €	\$310	43 €	43 €	40	40
MOODSTRUCK PRECISION™ pencil set of 10	\$125	\$150	\$178	\$174	£98	\$2,175	135 €	135 €	135 €	\$696	135 €	135 €	125	125

# Master Price & Points List

MOODSTRUCK PRECISION™ pencil set of 21	\$235	\$285	\$346	\$330	£189	\$4,170	250 €	250 €	250 €	\$1822	250 €	250 €	235	235
MOODSTRUCK SPLURGE cream shadow set of 3	\$70	\$84	\$100	\$96	£54	\$1,215	75 €	75 €	75 €	\$543	75 €	75 €	70	70
STIFF UPPER LIP® lip stain set of 3	\$60	\$72	\$86	\$83	£48	\$1,045	65 €	65 €	65 €	\$465	65 €	65 €	60	60
YOUNIQUE TOUCH foundation set of 2	\$60	\$72	\$86	\$83	£47	\$1,045	65 €	65 €	65 €	\$465	65 €	65 €	60	60
LIPBONBONS tinted lip balm set of 5	\$99	\$119	\$142	\$135	£79	\$1,720	105 €	105 €	105 €	\$768	105 €	105 €	99	99
MOODSTRUCK SPLASH® liquid lipstick set of 3	\$73	\$86	\$103	\$99	£57	\$1,265	78 €	78 €	78 €	\$566	78 €	78 €	73	73

## Presenter Kit

Item Name	USA	Canada	Australia	New Zealand	United Kingdom	Mexico	EU	Hong Kong	Party Points	Royalty Points
Presenter Kit	\$99	\$119	\$129	\$139	£69	\$1,725	107 €	\$775	0	0



# Royalties Worksheet

You can use this worksheet to calculate what your month-end commission payments will be every month.

$$\begin{array}{cccccc} \underline{\hspace{2cm}} & \times & \underline{\hspace{2cm}} & \times & \underline{\hspace{2cm}} & = & \underline{\hspace{2cm}} \\ \text{Circle Wholesale} & & \text{Circle Royalty} & & \text{Market Peg} & & \text{Commission Payment} \\ \text{Points} & & \text{Percentage} & & \text{Rate} & & \text{Amount} \end{array}$$

$$\begin{array}{cccccc} \underline{\hspace{2cm}} & \times & \underline{\hspace{2cm}} & \times & \underline{\hspace{2cm}} & = & \underline{\hspace{2cm}} \\ \text{Circle Wholesale} & & \text{Circle Royalty} & & \text{Market Peg} & & \text{Commission Payment} \\ \text{Points} & & \text{Percentage} & & \text{Rate} & & \text{Amount} \end{array}$$

$$\begin{array}{cccccc} \underline{\hspace{2cm}} & \times & \underline{\hspace{2cm}} & \times & \underline{\hspace{2cm}} & = & \underline{\hspace{2cm}} \\ \text{Circle Wholesale} & & \text{Circle Royalty} & & \text{Market Peg} & & \text{Commission Payment} \\ \text{Points} & & \text{Percentage} & & \text{Rate} & & \text{Amount} \end{array}$$

$$\begin{array}{cccccc} \underline{\hspace{2cm}} & \times & \underline{\hspace{2cm}} & \times & \underline{\hspace{2cm}} & = & \underline{\hspace{2cm}} \\ \text{Circle Wholesale} & & \text{Circle Royalty} & & \text{Market Peg} & & \text{Commission Payment} \\ \text{Points} & & \text{Percentage} & & \text{Rate} & & \text{Amount} \end{array}$$