

Active Status 2020 Transition

As of June 27, 2020, the amount of personal retail sales (PRS) needed to remain an active Sales Force Members is decreasing to \$600 within a rolling 4-month period. Any Sales Force Members who do not have \$600 in personal retail sales within a rolling 4-month period will go inactive and have 8 months to regain active status by submitting \$600 in Personal Sales (cumulative since going inactive). If they do not achieve this amount within the 8 months of this “inactive open” period, during which they can still submit sales, they will then become “inactive closed,” have their account completely closed and will need to completely restart their Tupperware business.

Transition Information

Active Sales Force Members (effective February 2020):

As part of this transition, all active Sales Force members (as of the February 2020 sales month) will need to submit \$600 in cumulative personal retail sales March–June 2020 to remain active.

Those Sales Force Members who become inactive at the end of the June sales month will have 8 months to regain their active status by submitting \$600 in personal sales (cumulative since going inactive at the end of June, so submitted during July 2020–February 2021).

| Mar | Apr | May | Jun |
|---------------------------------------|------------------------------------|---------------------------------------|--|
| Active Status: Stays active | Active Status: Stays active | Active Status: Stays active | Active Status: Must achieve \$600 in rolling 4 month period (Mar–Jun) |

New Independent Reps:

Starting in February 2020, all current New Independent Reps will activate immediately and will have 4 months plus their recruit month to put in \$600 in cumulative personal retail sales before going inactive. So, those joining in February 2020 will have until the end of June sales month to submit the sales needed to remain active.

Once a new Independent Rep submits the \$600, they start immediately on the rolling 4-month period, even if it is during their recruit month.

Regaining Active Status

As of February 1, 2020, and onward, a Sales Force Member will have 8 months to regain active status by submitting \$600 in personal retail sales (cumulative since going inactive).

Transition Information

Inactive Sales Force Members (effective February 2020 or before):

If a Sales Force Member becomes inactive by the close of the January 2020 sales month (or were already inactive open before this time), based on not achieving \$700 within a rolling 6-month period, they will now have 8 months to regain active status by submitting \$600 in cumulative personal retail sales. Their 8-month period will be adjusted based on their inactive date.

Those currently inactive who, as of February 10, have achieved the \$600 in cumulative personal retail sales since going inactive will be made active in the system on February 11. Then each Tuesday in February (February 18 and February 25) we will activate those who achieve the \$600 since going inactive throughout the previous week. For the March sales month and going forward, they will immediately activate upon achieving the \$600 since going inactive.

Example:

If the Sales Force Member went inactive as of January 2020, they have 8 months to regain active status. So, to reactivate, they will need to submit \$600 in cumulative personal retail sales (cumulative since going inactive) by the end of August 2020.

| Jan 2020 | Feb 2020 | Mar 2020 | Apr 2020 | May 2020 | Jun 2020 | Jul 2020 | Aug 2020 |
|--------------------------------|--|--------------------------------|--------------------------------|--------------------------------|--------------------------------|--|--|
| 1 st Month Inactive | New requirements go into effect. 2 nd Month Inactive | 3 rd Month Inactive | 4 th Month Inactive | 5 th Month Inactive | 6 th Month Inactive | 7 th Month Inactive – Submits \$500 in Personal Sales | 8 th Month Must submit an additional \$100 by the end of Aug or account is closed. |

Example:

If the Sales Force Member went inactive as of November 2019 and had \$600 in sales in December. They would become active in February 2020 and then will have to put in \$600 in sales between March and June 2020 to avoid going inactive at the end of the June sales month.

| Nov 2019 | Dec 2019 | Jan 2020 | Feb 2020 | Mar 2020 | Apr 2020 | May 2020 | Jun 2020 |
|--------------------------------|--------------------------------------|--------------------------------|---|----------|----------|----------|---|
| 1 st Month Inactive | 2 nd Month Inactive \$600 | 3 rd Month Inactive | New requirements go into effect. Regains active status | Active | Active | Active | Active Submits \$600 in personal sales to retain active status |