



2012 Incentive Trip

Scentsy's 2012 incentive trip, Rockin' the Republic, will take place in the "playground of the Caribbean"—Punta Cana in the Dominican Republic! This will be our biggest incentive trip ever! Start earning now for your chance to play in Punta Cana!

As a Scentsy Consultant, you are eligible to earn an all-expense paid trip to the Hard Rock Hotel and Casino in the Dominican Republic. Just imagine... YOU, dancing the méringue on a sandy, white beach, rockin' to the "tropical vibe" of the Caribbean. Or YOU, being royally pampered in a world-class spa under the Caribbean's crystal blue sky! Known to European vacationers for years as THE place to relax and play in the sun, the Dominican Republic is a resort destination that promises something very special just for YOU.

Incentive Trip Details:

When:

Because this incentive trip will be the biggest ever, we've booked two separate weeks to accommodate up to a total of 2,400 incentive earners and their guests:

Week 1: June 11-16, 2012 (up to 1,200 Consultants and guests)

Week 2: June 18-23, 2012 (up to 1,200 Consultants and guests)

Where:

Punta Cana itself is one part untouched jungle, one part quaint coastal town filled with sandy beaches, shops, restaurants, art galleries, and plenty of exciting things to do—like swimming with dolphins, scuba bicycling or golfing at the "number one course" in the Caribbean.

About the Hard Rock Hotel and Casino Punta Cana Resort:

The Hard Rock Hotel and Casino at Punta Cana is an island unto itself! You can find a wealth of things to do at this first-class resort. From relaxing in your spacious, decadent, rock star room (or suite) that you will call home for five full days, to diving into your choice of twelve expansive pools (each with a different vibe to meet your mood), to pampering yourself in our Rock Spa® (undeniably the finest spa in the Dominican Republic), to enjoying the finest dining you'll experience anywhere, you will be amazed by the adventures you'll have in this refreshing oasis!

Check out all the amenities of the Hard Rock Hotel at <http://www.hardrockhotelpunta.com>.

What:

This trip is ALL about FUN! On top of all the amazing activities available to you at the resort and in Punta Cana itself, there will be events and activities that Scentsy has planned for you. There will be a Mayan cultural event one evening, featuring Mayan food and musical entertainment—along with a list of several fun, optional activities. And because we always contribute more than we take, Scentsy will be conducting a humanitarian project to benefit schools in the Punta Cana community. You won't want to miss one of these Scentsy experiences. Start earning now so you can be a part of this rockin' trip to the Dominican Republic.





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More about the Dominican Republic:

The Dominican Republic is the second largest Caribbean nation with 10 million people occupying the island of Hispaniola, located southeast of Cuba and west of Puerto Rico. After Christopher Columbus reached the Dominican Republic in 1492, it became the site of the first permanent European settlement in the Americas. Santo Domingo became the country's capital and Spain's first capital in the New World. Santo Domingo is home to several "firsts" in the Americas: the first university (University of Thomas Aquinas), first cathedral (Cathedral de Santa Maria la Menor) and the first castle (Ozama Fortress).

The Dominican Republic has the second largest economy in the Caribbean and Central American region. Though long known for sugar production, the economy is now driven by tourism services. It is currently the Caribbean's largest tourist destination. The year-round golf courses are among the country's top attractions. Dominicans love baseball; the nation's favorite sport. The region's folk music features instruments such as the maracas, tambora, accordion and the guirra (a percussion instrument). The national dance is the méringue.



More about Things to Do in Punta Cana:

If you run out of things to do at the Hard Rock Hotel and Casino, there are all kinds of "free time" activities you can pursue in Punta Cana. Here are just a few possibilities:

For the Adventurous Spirit

Helidosa (Helicopter Rides)

If you want to get above it all, take a helicopter tour. Helidosa's fleet of 15 helicopters offers 10- to 40-minute air tours. Much of Punta Cana remains untouched jungle to this day, and is unreachable by roads, so the best way to really see it is soaring above it all in your own helicopter. Don't forget your camera!

Punta Cana Segway Tours

Why walk when you can take a Segway? Explore the beach, weave through multi-million dollar estates, see who's playing on the championship golf courses, or ride to the Ecological Reserve with 15 natural spring water lagoons.

FunBuggy

If you like to be behind the wheel, rent your very own FunBuggy, a cartoon-like vehicle with tremendous personality. All-day tours are from 8:00 a.m. to 5:00 p.m.



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Kiteboarding Punta Cana

If you're a thrill-seeker and want to try kiteboarding at Kite Club Punta Cana, you can take private or group kiteboarding lessons from IKO-certified instructors. The more experienced adventure-seekers can simply rent the equipment and go, with or without a "refresher" lesson. You may even rent equipment (and take lessons) for Stand Up Paddle (SUP) Surfing.

Scuba Caribe

You won't believe it's possible, but you can ride a scuba bicycle to explore the Caribbean's underwater world. The scuba scooter/bike is a fantastic invention. The tank and diving weights are attached to the bike and not you, and this makes the entire scuba process much easier. Feed the fish underwater or explore the ocean floor. It's a blast!

Manati Park

Manati Park is a family-friendly, nature-themed amusement park very close to Punta Cana where you can swim with dolphins and see exciting live shows with sea lions, dancing horses, parrots and other animals. The guaguas (local minibuses) will take you there from the resort for free.

For the History Buff

House Museum of Ponce de Leon

A short drive from Punta Cana is San Rafael de Yuma, where you'll find the House Museum of Ponce de León, sixteenth century Spanish explorer. This palatial plantation-turned-museum was the home of de León and his family. The architecture is intriguingly beautiful.

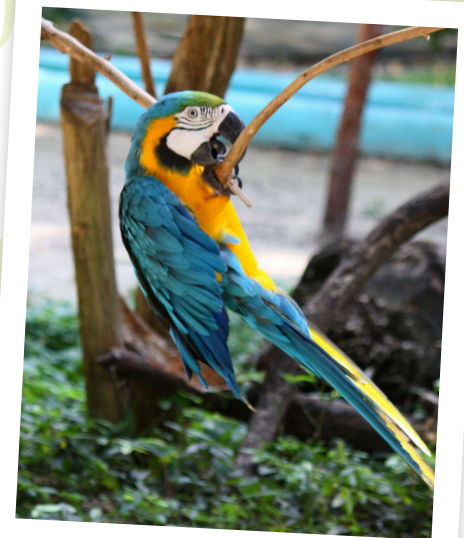
Shop 'Til You Drop

Mercado Publico de Higüey

This market will give you some of the "local color" of the area. It's a great place to take pictures and for getting a sample of real Dominican life. This open-air market of meats, fish and produce is always bustling with locals.

Plaza Bavaro

Plaza Bavaro consists of restaurants, banks, an Internet center and about 50 souvenir gift shops. If you've ever wanted to hone your negotiation skills, now's your chance! Shopkeepers will call out to you and no prices are set in stone, so haggle away.





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Fore!

Punta Cana is home to several exceptional golf courses, sure to thrill hard-core golf enthusiasts.

La Cana Golf Course

La Cana is an 18-hole, 72-par golf course and is one of the most sought-after courses in the entire Dominican Republic. It has been called the “number one course in the Caribbean.”

Punta Espada Golf Club

Whether you go for the world-class golf, or for the unbeatable ocean views, it is worth a trek to this 72-par golf course, Jack Nicklaus-designed, championship golf course at Cap Cana in Punta Cana. The design guarantees that golfers of all levels are accommodated, including those playing at world championship level. Enjoy spectacular sea views and close-up encounters with nature while you tackle this breathtaking course.

Cana Bay Palace Golf Club

Just adjacent to the Hard Rock Hotel and Casino is the Cana Bay Palace Golf Club which hosts 18 holes of championship golf—also designed by Jack Nicklaus. This par-72 course provides challenging yet accommodating golf for all players, regardless of skill level or experience. It meanders through spectacular Dominican landscape features full of native flora and fauna.

The Local Scene

El Macao and Playa Uvero Alto

El Macao, north of Bávaro, has calm beaches and quiet spots for surfing and relaxing without commercialism. Continue north to Playa Uvero Alto, and you'll encounter a beach village with small boutique beach hotels for visitors seeking privacy and not much else.

Bávaro

Bávaro is where a number of Punta Cana's all-inclusive mega-resorts are located. The area is full of fun activities catering to adventure-seekers, and includes the renowned Dolphin Island, where you can swim with dolphins and sea lions, Manati Park, a nature-themed amusement park, a small fishing village, El Cortecito, and local artisans.

Higüey

The area west of Punta Cana is called Higüey, and you can only get there by car. People visit Higüey to see the Basílica de Nuestra Señora de la Altagracia. You can purchase religious souvenirs in front of the Basílica or head into one of the two open-air markets, Mercado Publico de Higüey and Plaza Higüeyana, to seek other treasures.





Qualifications

Total Points to Qualify

Trip for One (Current Consultant)	28,000 points
Trip for Two (Consultant plus a guest*)	36,000 points
Trip for Two with spa day (Consultant plus a guest*)	48,000 points
Top 100** earn upgrade to a suite	65,000 points

The qualification period begins August 1, 2011 and ends January 31, 2012. All orders, new Consultant enrollments, and "qualifying" orders to certify a new Consultant must be received no later than 11:59 p.m. (PST) on Tuesday, January 31, 2012.

Any recruits personally enrolled in the month of July 2011 will be applied toward your trip points if those recruits become Certified Consultants before the qualification period ends on January 31, 2012 (see the Recruiting section, below).

The information below outlines the various ways incentive trip points can be earned:

Point System based on Personal Retail Volume (PRV)

PRV is not point for point, as it has been in prior qualifications. Your PRV points will be determined based on the chart below according to the total PRV you accumulate for the month.

Monthly PRV Points:

Minimum PRV	Maximum PRV	Points Earned
0	149	0
150	499	150
500	749	500
750	999	1,000
1,000	1,499	2,000
1,500	1,999	3,000
2,000	2,499	5,000
2,500 +		7,000

Recruiting

Recruiting points are awarded for personally enrolled Consultants based on the month the new Consultant becomes Certified. The Consultant must join Scentsy and become Certified within the trip qualification period, July 1, 2011–January 31, 2012. The following points will be awarded to the enroller:

If one Consultant becomes Certified during the month:	1,000 points each
If two Consultants become Certified during the month:	1,500 points each
If three or more Consultants become Certified during the month:	2,000 points each

Bonus: If the newly Certified Consultant joined in July 2011, an additional 250 points will be applied.





Qualifications

Advancement/Promotions

Points for promotions are awarded throughout the month based on projected titles, but are subject to change until commissions and titles are finalized after the end of the month.

Personal Promotions

When a Consultant personally promotes for the first time to the titles listed below, the following points will be awarded:

Title Achieved	Points per level, per promotion
Promotion to Certified Consultant	1,000 points
Promotion to Lead Consultant	500 points
Promotion to Star Consultant	750 points
Promotion to SuperStar Consultant	1,000 points
Promotion to Director	2,000 points
Promotion to Star Director	4,000 points
Promotion to SuperStar Director	8,000 points

Note: Consultants who enroll July 1-July 31, 2011, and promote to Certified or higher in July 2011 are eligible to earn personal promotion points (see chart above).

Double Promotion Points for Director or above!

For the month of August 2011 only:

Promote to Director title or above for the first time in August 2011, and receive double promotion points. For example, if a Director personally promotes to a Star Director in the month of August, then the Consultant would get $4,000 \times 2 = 8,000$ points.

Frontline Promotions

When a frontline Consultant promotes for the first time to the titles listed below, the following points will be awarded to the Sponsor:

Title Achieved	Points per level, per promotion
Promotion to Lead Consultant	500 points
Promotion to Star Consultant	750 points
Promotion to SuperStar Consultant	1,000 points
Promotion to Director	2,000 points
Promotion to Star Director	4,000 points
Promotion to SuperStar Director	8,000 points





Qualifications

Double Promotion Points when you promote a new Director or above!

For the month of August 2011 only:

Promote a Frontline Consultant to Director title or above for the first time in August 2011, and the direct upline Consultant receives double promotion points. For example, if a SuperStar Consultant promotes to a Director in the month of August, then the upline Consultant would get 2,000 x 2 = 4,000 points.

Directors & Above Only

Additional points are available to Directors and above if their frontline Consultants earn the trip. The Directors will receive 1,000 points for each Consultant that earns the trip (up to a maximum of ten Consultants).

New Consultants Only

Consultants that join during the qualification period will earn "start-up" points to give them a jump start in earning the trip:

Join in August	1,000 points
Join in September	3,000 points
Join in October or later	5,000 points



**Your guest must be 18 years or older and may not be a Scentsy Consultant. If you are buying-in a guest, you may only buy-in an adult. Exception: infants under 12 months who are nursing will be allowed on the incentive trip.*

***Scentsy has been able to reserve a limited number of suites for the trip for our most elite earners. We will have 50 suites per week. In order to qualify for a suite, the Consultant must have at least 65,000 points to earn the upgrade to a suite plus be in the top 100 in overall point earners. Achieving 65,000 points does not guarantee you will receive a suite.*



Guests

- Q.** Who am I allowed to bring to Punta Cana as my guest?
- A.** Guests can be anyone who is 18 or older and is not a Scentsy Consultant.
- Q.** Can I bring my children on the trip?
- A.** This is an adult only trip and children under the age of 18 are not permitted to come this time. The only exception is infants 12 months or younger who are still nursing.
- Q.** Will we be allowed to buy-in a guest if we didn't earn enough points to bring someone with us?
- A.** Scentsy will allow buy-in guests if there is space. These spaces will be based on a first come, first served basis. Additional buy-ins will not be allowed if a guest spot is earned.
- Q.** How much is the buy-in for an additional guest if I don't earn enough points for two?
- A.** The final costs for buy-in guests will be posted in February 2012. We will do our best to keep the cost as low as possible to accommodate buy-in guests.

- Q.** Can I bring more than one guest?
- A.** No. Each Consultant will have the opportunity to earn one additional guest. If we have enough space, those who didn't earn the additional guest will be allowed to buy-in one guest. No one will be allowed to bring more than one guest.

Calculating Points

- Q.** If I achieve a rank, but I don't retain it, and I move back up to that rank again during the qualification period, do I get points for the advancement?
- A.** No. The advancement points are calculated based upon title, not rank. For example, if you achieve the title of Director, you will keep that title, though your rank (the level at which you are paid each month) can change month to month, based on your sales.
- Q.** Can a new recruit earn the trip?
- A.** Yes, a new Consultant can earn the trip as long as they are at least a Certified Consultant at the time the trip is taken and have achieved enough points. New Consultants who join between August and January will be given starter points to help give them a jump start (see qualifications listed in the trip tracker).
- Q.** Can points be transferred from one Consultant to another?
- A.** Although this is a wonderful gesture, we cannot allow Consultants to share points.
- Q.** Do I get points for attending Convention 2011?
- A.** No. Points for Convention attendance are not included in this incentive.
- Q.** Do I get points for attending Leadership 2012?
- A.** No. Points for Leadership attendance are not included in this incentive.
- Q.** Is there a Consistency Bonus for this incentive trip?
- A.** No. There is no Consistency Bonus for this incentive trip.
- Q.** I qualified for the Disney trip, but was unable to go. Can I use the points I earned for the Disney trip for the Punta Cana incentive trip?
- A.** As listed in the terms and conditions for the Disney incentive, if you earned the trip before bonus points were awarded and could not attend, you were required to pick either \$500 in product credit OR 20% of your points to



roll over. For those who chose the 20% of their points to roll over, they will be automatically added to your point total for the Punta Cana trip. For those who chose \$500 in product credit, earned the trip after bonus points and did not attend or signed up for the trip and then cancelled due to conflict, you are not eligible to use any of your points from the Disney trip.

- Q.** If I help a team member who is not in my frontline promote to a higher title, will it still count toward my points?
- A.** No. To earn points for promotion, the Consultant must be in your frontline. See trip qualifications for specific points based on the title which your frontline achieves.
- Q.** If a frontline Consultant leaves Scentsy, and her Consultants roll-up to my frontline, do I get the points when they promote up to a new title?
- A.** Yes, so long as the promotions happen after the original frontline cancels. In this case, you would receive points when the Consultant promotes in title.

Recruiting

- Q.** To get the points for a new recruit, does my recruit have to promote to the title of Certified Consultant in the month I recruited them?
- A.** No. To get points for a new recruit, the recruit must join and promote to the title of Certified Consultant within the qualification period, from July 1, 2011–January 31, 2012.
- Q.** If I sign up three new Consultants in August, and they become Certified Consultants during the qualification period, do I get 6,000 points?
- A.** Not necessarily. While your recruits must become Certified within the qualification period, the points you receive are based on the month they become Certified, not the month you recruited them.
- Q.** How do I calculate points for recruiting?
- A.** If you have one Consultant who joined during the qualification period and becomes Certified in a month, you get 1,000 points. If you have two Consultants become Certified in a month, you get 3,000 points (1,500 each).

If you have three Consultants become Certified in a month, you get 6,000 points (2,000 each). If you have ten Consultants become Certified in a month, you get 20,000 points (2,000 each). *For example*, if you recruit three new Consultants in August and they all become Certified in September, you receive 6,000 recruiting points for September. If you recruit three new Consultants in August and they become Certified in different months—one in September, one in October, and one in November, you will receive 1,000 points for each recruit, or 3,000 points total.

- Q.** Will Consultants receive monthly updates to track their progress during the incentive qualification period?
- A.** No. Your point totals will show on your automated trip tracker on your Workstation. Keep in mind, points for promotions will not show until the next commissions are run.



Terms and Conditions

- The trip dates are June 11-16, 2012, or June 18-23, 2012.
- Week selection will be based on a first come, first served registration. Once one week fills, it will be closed and you may choose to sign up for the other week or opt out. No exceptions will be made.
- The prize awarded is for one (Consultant) or two (Consultant plus one guest, 18 years or older, who is not a Scentsy Consultant), based on total points achieved for a six-day, five-night stay at Hard Rock Hotel & Casino in Punta Cana. Air transportation to and from Punta Cana, and transfers to and from the resort will be included.
- If a Consultant achieves the trip qualifications but either, a) cannot attend the group trip on the specified dates, or b) does not return the Trip Registration Form by the announced close date for registration, then the "consolation prize" is \$500 product credit for Scentsy products, based on the retail price, of the Consultant's choice, OR 20% of earned points to roll over to the next incentive trip. (If bonus points are awarded, they will not count in the 20% for the Consultant's roll over points).
- Consultants who qualify for the incentive trip will be notified in February 2012. Registrations are due by the announced close date for registration.
- The Consultant must be current at the time of the trip or when the consolation prize is awarded.
- Once a Consultant has registered for the trip, ANY cancellation for ANY reason before flights are purchased, will result in the Consultant being allowed to choose \$500 product credit OR the 20% roll over points as their consolation.
- Once a Consultant has registered for the trip, ANY cancellation for ANY reason after flights are purchased, will result in the Consultant receiving a flight credit to use through the travel agency through which Scentsy has booked your airline tickets at their discretion (terms and conditions on flight credit is the responsibility of the Consultant to get from travel agency).
- A Consultant who earns at Level One only may choose to buy-in a guest so long as space is available. The buy-in cost will include airfare, accommodations, all meals, all activities and gifts.
- Scentsy will be providing a payment plan for those who need to split up the guest buy-in payment. You will have three equal payments in March, April and May (exact dates will be listed on the registration). All payments must be completed in time or your trip may be cancelled due to missed payments.
- If a Consultant registers and pays for a guest buy-in, ANY cancellation for ANY reason after airline tickets have been purchased will result in a refund of all guest monies EXCEPT the cost of the airline ticket and a \$50 cancellation fee. The guest will receive an airline ticket credit that will be under set restrictions from the ticketing airline. If the paid guest cancels before the airline tickets are purchased, they will receive a full refund of all monies paid, minus a \$50 cancellation fee.
- The individual costs for all buy-in guests will be announced as soon as they are available, but no later than February 2012.

Eligibility

- The trip is open to current Consultants in the United States, Canada, and U.S. Territories.
- The contest qualification period is from August 1, 2011, through January 31, 2012. The deadline for orders to count toward your Personal Retail Volume is 11:59 p.m. (PST) on January 31, 2012. The qualification period for recruiting is from July 1, 2011, to January 31, 2012. Promotion points will be finalized when commissions are run and are subject to change until that time. No exceptions will be made.
- Scentsy, Inc. reserves the right, at its sole discretion, to change these incentive trip program details or to modify the qualification period and qualifications for any reason Scentsy, Inc. deems reasonably necessary to carry out the legitimate operation of this incentive trip program. Scentsy, Inc. further reserves the right, at its sole discretion, to substitute a prize of equal or greater value.

Travel

- Travel arrangements will be made by Scentsy's travel service and will be booked based upon your trip registration information. Airfare will be provided for you and your guests (earned guests or buy-in guests, if applicable) from the closest major airport or an alternative airport within a reasonable distance. You will be contacted if an alternative airport is the chosen option.
- Travel expenses incurred from your home to the airport are your responsibility.
- Scentsy will provide reimbursement for one airline baggage charge per attendee (including buy-in guests) within the weight limits set by the airline. Reimbursement will be given to attendees upon check in with Scentsy at the destination.
- Scentsy reserves the right to offer a buy-in guest option, dependent upon the total number of achievers and the capacity availability.
- Rooms are based on double occupancy. Single travelers will be placed with another trip earner.
- All personal expenses are the responsibility of the incentive achiever.
- In the event the number of trip winners exceeds the company's projections, and thus exceeds the block of rooms reserved at the selected hotels, the company reserves the



Terms and Conditions

- right to find comparable accommodations for some trip winners.
- This contest is void where prohibited by law. Fraud constitutes disqualification. The company reserves the sole right to determine the winners.
- No compensations will be made for any unused portion of the trip.
- Consultants who achieve 65,000 points or more but are not in the top 100 point earners will be a Level Three earner. Consequently, this means they will not receive additional compensation or the upgraded suite.
- The incentive trip is not transferable, and no earned or unused points can be transferred to another Scentsy Consultant.
- If there are six or more qualified hearing-impaired earners registered to attend the trip, Scentsy will provide an ASL interpreter at any meeting where company members speak.
- If there are six or more qualified Spanish-speaking earners registered to attend the trip, Scentsy will provide a Spanish interpreter at any meeting where company members speak.

Other Incentive Terms

- Scentsy, Inc. reserves the right to substitute another trip of equal or higher value than any announced information or printed collateral.
- Scentsy, Inc. reserves the right to audit any information applicable to personal sales, sponsoring, team sales, and promotions and has the right to disqualify the Consultant from the incentive if tampering, fraud, significant compliance issues, or bonus buying has occurred.
- All incentive qualifications, specification, prizes, and details are subject to change at the discretion of Scentsy, Inc.
- All qualification decisions are final and will be made by Scentsy, Inc.
- The value of the award will be included on tax forms for the year in which you receive the award and will reflect the fair market value of the award.
- The purchase of business supplies does not count toward this incentive.
- All outstanding balances with Scentsy must be completely paid prior to incentive trip being honored.
- You must be in current standing at the time the trip is taken.
- If you earn a trip for two and choose not to bring an adult guest, you will have a private room, but no other consideration will be given.
- If a Scentsy business entity earns the trip for one person, they may purchase a business entity guest option for the additional business entity partner.

Definitions

Certified Personal Recruit: a new recruit with an enrollment date from July 1, 2011, through January 31, 2012, who is personally enrolled by you during the qualification period, and who achieves 1,000 or more points in Personal Retail Volume (PRV) by January 31, 2012. A cancelled Consultant who reactivates with Scentsy, Inc. more than six months after their cancellation date (buys a kit and has a reactivation date from July 1, 2011, through January 31, 2012), and who also achieves 1,000 points or more in Personal Retail Volume (PRV) by January 31, 2012, will also count toward personal recruiting. A new recruit who is sponsored by someone else, but rolls up to you due to a cancellation of an upline, does not count toward personal recruiting points.

Active Consultant: a Consultant who produces at least 150 points in PRV in one calendar month is considered Active.

Current: a Consultant who has 150 or more in PRV in one month during a three-consecutive-month period.

Difference Between Rank and Title

Promotion points are calculated based upon title, not rank. For example, if you achieve the title of Director, you will keep that title, though your rank (the level at which you are paid each month) can change month to month based on your orders. Promoting from Director (Q) back to Director does not qualify for promotion points.