

# New Lip Kits

## Available Now for Ordering



# NEW-Clinical Solutions

## MARY KAY CLINICAL SOLUTIONS™

READ ME FIRST!

Explore the amazing benefits of this dermocosmetic treatment, and follow the journeys of others who have experienced visible changes. Once you've familiarized yourself with these videos and supporting materials, you'll be more prepared to share the *Mary Kay Clinical Solutions™ Retinol 0.5 Set* with your customers when it launches on Feb. 16. **Find these videos and supporting materials on *Mary Kay InTouch®* > Products > *Mary Kay Clinical Solutions™*.**

### VIDEOS

#### MARY KAY CLINICAL SOLUTIONS™ EARLY ANNOUNCEMENT VIDEO

**WATCH THIS FIRST!** This can't-miss video features Mary Kay experts discussing why dermocosmetics is where we want to be and how the *Mary Kay Clinical Solutions™ Retinol 0.5 Set* can take you and your customers into the new realm of skin care!

#### ADDITIONAL VIDEOS:

- *Mary Kay Clinical Solutions™ Expert Video*
- *Mary Kay Clinical Solutions™ Promo Video*
- *myCustomers+™ Retinization Functionality Tutorial Video*
- *Mary Kay Clinical Solutions™ Retinization Testimonials*
- *Independent Sales Director Retinization Journey Videos*



### MARKETING AND EDUCATION MATERIALS

#### READ BEFORE YOU START

- **Fact Sheet:** Take an in-depth look at this dermocosmetic set.
- **Products to Avoid While Retinizing Chart:** Familiarize yourself with the products that should be avoided during the retinization process.
- **FAQs:** Learn answers to questions you may have about this new set, including product and ingredient compatibility.
- **Science Behind the Results Flier:** See a brief overview of the ingredients and set development.

#### DURING YOUR JOURNEY

- **Retinization Tracker:** Track your journey through the first eight weeks.
- **Retinization Journey Flier:** Take detailed notes and learn how to take before-and-after photos to share with your customers later.

#### ADDITIONAL SUPPORT

- **Before-and-After Flier:** See visible results in before-and-after photos from a study conducted with Independent Beauty Consultants.
- **myCustomers+™ App Discussion Guide:** A guide to help with check-in discussions with your customers throughout the retinization process.
- **At-a-Glance Flier:** What you need to know about the *Mary Kay Clinical Solutions™ Retinol 0.5 Set*.
- **Product Flier:** Get a top-line look at the set benefits.

#### EARN YOUR NEW BLING BUTTON!

You can now complete the new *Mary Kay Clinical Solutions™* module on *Skin Care Confident* and earn a new Bling Button! This comprehensive module will help fully prepare you with the product knowledge you need to help your customers experience this new set.



# NEW POSITION...YOU JUST GOT A RAISE!

## ELITE TEAM LEADER

Become an  
**Elite Team Leader**  
when you have 8+  
active team members

Earn **9%** or **13%** personal  
team commission

**NEW COMPENSATION =**

Develop 1 Red Jacket on your team  
and earn 5% 2nd TIER COMMISSION!



For more details, visit [Mary Kay InTouch](#)

Do  
Beautiful  
MKTG



# Building my hive!

**TO 24 QUALIFIED RECRUITS**

JULY 1, 2020 - JUNE 30, 2021

Name _____ Qual. Date _____					
Name _____ Qual. Date _____	Name _____ Qual. Date _____	Name _____ Qual. Date _____	Name _____ Qual. Date _____	Name _____ Qual. Date _____	
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OF THE  
PERSONAL  
SMA

Miss Personal SMA 2021  
Elizabeth Taylor

QUEEN  
OF THE  
WORLD

Accompanying  
the Personal SMA  
Crown of  
the World  
SMA 2021  
Elizabeth Taylor



FRONTIER  
OF THE  
CROWN

Elizabeth Taylor  
Crown of the World  
SMA 2021  
Elizabeth Taylor

QUEEN  
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CROWN

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Elizabeth Taylor

# tracking

## TO \$40,000



JULY 1, 2020 - JUNE 30, 2021



\$600 w/s	\$600 w/s	\$600 w/s	\$600 w/s	\$600 w/s	\$600 w/s
\$600 w/s	\$600 w/s	\$600 w/s	\$600 w/s	\$600 w/s	\$600 w/s
\$600 w/s	\$600 w/s	\$600 w/s	\$600 w/s	\$600 w/s	\$600 w/s
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\$600 w/s	\$600 w/s	\$600 w/s	\$600 w/s	\$600 w/s	\$600 w/s





**NOW STARRING  
RED JACKETS!**



## Star Team Builder



Tracey Dean  
Rachel Ross  
Tanya Marshall  
Lisa Callan  
\*Julie Craig  
\*Claudia Price  
\*Felicia Cooke  
\*Suzanne Crawford  
\*Carol Miles  
\*Machelle McKissick

## Star Team Builder



Dalila Favela  
Anna Spears  
Kim Wood  
Elisa Wildfong  
\*Ereka Humphrey-McGinty  
\*Aurelia Yznaga  
\*Brittnee Duncan  
\*Tiffany Meisner  
\*Samantha Villalon  
\*Angela Shepherd  
\*Natali Vargas

## Star Team Builder



Romeisha Lowery  
Yvonne George-NEW  
Penny King  
Desti Patton  
Ronda Salazar  
\*Orlia DePau  
\*Samantha Nino  
\*Ro'Kette Simpson

## Star Team Builder



Helen Castilaw  
Janie Hopkins  
Norma Galloway  
Earline Gore  
Katy Worden  
\*Carrie St. Cyr  
\*Shirley McWilliams  
\*Paula Jenkins

## Sr. Beauty Consultant



Anna Spears  
Linda Vasquez  
Melissa Knight

Tanya Marshal-NEW  
Christie Nieberding  
Mara Kemp-New

Linda Vasquez  
Carol Conway  
Canace Morton  
\*Alicia Vasquez  
\*Rosalba Quintana



\*To become  
**ACTIVE** you must  
place a \$225  
wholesale order





**Independent Sales Director**

**Hanna Dekerlegand**

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Katy, TX 77450

832-731-2428

h21bdd@aol.com

www.hannasheartseekers.com



**100 SALES TICKETS IN APRIL!**  
#APRILSALESTICKETCHALLENGE

Post your sale tickets on the Unit Facebook Wall with the #aprilsalesticketchallenge in the caption.  
(Posts without the # will not count)



Snap a picture of your Sales Tickets, cover your customer's personal information & don't forget to # when you post!

We'll giveaway Two \$25 Amazon gift cards when we reach 100 in the month of April!



HEARTS...KERS UNIT

**HEARTS...KERS UNIT CADILLAC COUNTDOWN**



We are tracking EACH \$50 WHOLE SALE ORDER UNTIL WE REACH 500 ORDERS APRIL 1-30!

**\$500 CASH DRAWING WHEN WE REACH OUR GOAL!**



Each \$50 whole sale order counts as 1 tick!

**April PROMOTION**

**\$300 WS** By April 30th  
Stainless Steel Jewelry

**\$600 WS** By April 30th  
Diamond Jewelry

**\$800 WS** By April 30th  
Stainless Steel Jewelry

**\$1,200 WS** By April 30th  
Diamond Jewelry



HEARTS...KERS UNIT

Thank you for being on our **WINNING TEAM!!**  
**YOU are the reason for our SUCCESS!**