

# Red Jacket Pay Raise

New Pay Raise  
When Team Production  
Is  
Less than \$1000= 4%  
\$1000-\$1800 = 6%  
\$1800 or more = 8%

# Red Jacket Bonus Extended Dec 31st

NEW Red jackets with 3 active team members  
by June 30, 2019 will receive

## \$100 Cash Bonus & 50% off Red Jacket

# New 3D Matte & Luminous Foundations

Total of 28 shades...these 14 below are the most popular shades

- Ivory C 110
- Ivory N140
- Ivory W150
- Beige W100
- Beige W150
- Beige W180
- Beige C120
- Beige C170 \*
- Beige N200\*
- Beige C220
- Bronze W140\*
- Bronze W150
- Bronze C180\*



\* Only in Matte Foundation

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# be an *All-Star!*<sup>†</sup>

## Achieve the *All-Star* Star Consultant Program.

June 16, 2019 – June 15, 2020

The secret to being a star is dreaming big, setting goals, creating a plan of action and going for it, girl! As you build your Mary Kay business and achieve consistent Star Consultant status for the 2019 – 2020 Seminar year,<sup>†</sup> you also can earn prizes from the *All-Star* Collection – sophisticated accessories from Ted Baker London\*.

Go to *Mary Kay In Touch*<sup>®</sup> for complete program rules and prize details.

Sapphire 7,200 – 9,599  
program credits  
Ted Baker London\*  
Wallet

Ruby 9,600 – 11,999  
program credits  
Ted Baker London\*  
Clutch/Cross Body Bag

Diamond 12,000 – 14,399  
program credits  
Ted Baker London\*  
Weekender Tote Bag

Emerald 14,400 – 19,199  
program credits  
Ted Baker London\*  
Circle Bag

Pearl 19,200+  
program credits  
Ted Baker London\*  
Leather Satchel



<sup>†</sup> New Independent Beauty Consultants are eligible to participate according to the revised guidelines provided on the *Mary Kay In Touch*<sup>®</sup> website.

Ted Baker London<sup>®</sup> is a registered trademark of No Ordinary Designer Label LTD.

# 2020 New Director Prizes

## Dress *UP!* YOU'RE GOING PLACES.

### New Independent Sales Director Class Feb. 1, 2019 - Jan. 1, 2020

You're achieving your goals and making your dreams come true!

And when you debut as a New Independent Sales Director from Feb. 1, 2019 through Jan. 1, 2020, some of these prizes\* can be yours!

- Costume Pearl Jewelry Set
- Ted Baker Bow Tote Bag

#### PLUS:

**New Independent Sales Directors** who debut a **new first-line** offspring Independent Sales Director of their own during the promotion period will receive a gorgeous Ted Baker Bow Cross Body Bag.

**A Senior Independent Sales Director** who debuts an **offspring** Independent Sales Director during this promotion will receive the Costume Pearl Jewelry Set and Ted Baker Bow Tote Bag, PLUS:

**Independent Sales Directors** who debut a **second new first-line** offspring during the promotion period will receive a gorgeous Ted Baker Bow Cross Body Bag.

**Independent Sales Directors who debut Feb. 1 - July 1, 2019,** will pick up their prizes at Seminar 2019 and **Independent Sales Directors who debut Aug. 1, 2019 - Jan. 1, 2020,** will pick up their prizes at Leadership Conference 2020.

One of each prize per achiever per promotion period

\*For complete promotion rules and details, go to *Mary Kay In Touch*.



# Bring Your Besties!



Now that you're all in with Mary Kay, it's time for you - and your besties - to start enjoying the perks of this amazing opportunity!

Here's how you can bring your friends in on the fun:



When you become a new Independent Beauty Consultant from March 1 through Dec. 31, 2019, your first three new personal team members who become Mary Kay Independent Beauty Consultants during your *Great Start*\* time frame can receive a **\$25 discount** on their Starter Kits.

**GREAT** *Start*

To learn more, refer to your *Great Start* literature!

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\*Your Great Start time frame is the month your Independent Beauty Consultant Agreement is received and accepted by the Company and the following three calendar months.



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## Bring Your Besties!

**\$25 off the purchase of your own Starter Kit**  
I'm enjoying the perks of my Mary Kay business. Come and join me!



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\_\_\_\_\_  
*New Team Member Name*

This coupon does not retain any value and is non-transferable. The discount is automatically applied to the first three new team members whose Agreements are received and accepted by the Company during the recruiter's Great Start time frame. See the Great Start Promotion Brochure for details.

## Bring Your Besties!

**\$25 off the purchase of your own Starter Kit**  
I'm enjoying the perks of my Mary Kay business. Come and join me!



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\_\_\_\_\_  
*New Team Member Name*

This coupon does not retain any value and is non-transferable. The discount is automatically applied to the first three new team members whose Agreements are received and accepted by the Company during the recruiter's Great Start time frame. See the Great Start Promotion Brochure for details.

## Bring Your Besties!

**\$25 off the purchase of your own Starter Kit**  
I'm enjoying the perks of my Mary Kay business. Come and join me!



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\_\_\_\_\_  
*New Team Member Name*

This coupon does not retain any value and is non-transferable. The discount is automatically applied to the first three new team members whose Agreements are received and accepted by the Company during the recruiter's Great Start time frame. See the Great Start Promotion Brochure for details.

# Here's What's in It for You:



## \$50 Team-Building Cash Bonus

for each *Great Start*-qualified\* new personal team member during your *Great Start*\* time frame



## FREE Team-Building Product Bonus Bundles\*\*



## \$100 Red Jacket Bonus\*\*

Add three besties, and you're a first-time Star Team Builder!



All this could add up to  
perks worth an estimated \$910!

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\*\*See the Team-Building Product Bonus Bundles tab for full details about the free limited-time product bonus bundles. Sales tax is required on the suggested retail value of the wholesale Section 1 products included in the product bonus bundle(s).

\*A *Great Start*-qualified new personal team member is one whose initial order or cumulative orders with the Company are \$600 or more in wholesale Section 1 products, and the order(s) are received and accepted by the Company in the same or following three calendar months that her/his Independent Beauty Consultant Agreement is received and accepted by the Company.

\*\*The \$100 Red Jacket Bonus will only be paid the first time the bonus requirements are met. To earn the \$100 Red Jacket Bonus, an Independent Beauty Consultant or Senior Beauty Consultant must be active and have at least three active personal team members at the end of any month during the promotional period. This bonus only applies to Independent Beauty Consultants and Senior Beauty Consultants who have never achieved red jacket status before. An Independent Beauty Consultant is considered active in the month a minimum \$225 wholesale Section 1 product order is received and accepted by the Company and in the following two calendar months.

†Estimated amount combines a \$50 Team-Building Cash Bonus and two Team-Building Product Bonus Bundles (\$220 suggested retail value) for each of the three new personal team members plus the \$100 Red Jacket Bonus.



**NOW STARRING  
RED JACKETS!**



**Team Leader**



- Helen Castilaw
- Shirley McWilliams
- Katy Worden
- Christy Hawthorne
- Earline Gore
- \* Wanda Watts
- Paula Jenkins
- \* Carrie St.Cyr



**Star Team Builder**



- Gale Munro
- Pertha Petersen
- Kristin Hill
- Sharon Macon



**Sr. Consultants**

- Dalila Favela
- \* Ereka Humphrey-McGinty
- Samantha Villalon
- Natali Vargus-New



- Maria Barrientos
- Perla Sifuentes
- \* Julie Franks
- \* Joseline Brrientos

- Tammy Corley
- Kenda Wilson



- Norine Lanman
- Gail Stanart

- Shirley McWilliams
- Kathy Jones

- Tammy Corley
- Kenda Wilson

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





**Independent Sales Director**

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Katy, TX 77450  
832-731-2428  
h21bdd@aol.com  
www.hannasheartseekers.com



**August Early Bird Challenge**

**Ordering Dates –August 1st-15th Combined Wholesale Orders**  
 \$250 combined wholesale order = Bumble Bee Cello Bags  
 \$400 combined wholesale order = Wake up for Make up Cosmetic Bag  
 \$600 ws order = MK You Can Do It Company Bee Earrings  
 \$800 ws order = August Bee Earrings + Hearts Tote + Cosmetic Bag

\$250 wholesale Aug 1st-15th	\$400 wholesale Aug 1st-15th	\$600 wholesale Aug 1st-31st	\$800 wholesale order Aug 1st-15th
Bumble Bee Cello Bags	Wake up for Makeup Cosmetic Bag	August Bee Jewelry	MK Hearts Tote Bag + Cosmetic Bag + Bee Jewelry

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