

Hanna's Heartseekers

Hanna Deckerlegand



ANYTHING CAN CHANGE AND YOU CAN CHANGE ANYTHING!

Club 100

Happy August Heartseekers!!

It's the 2nd month of the Seminar Year! AND there are BIG THINGS THIS MONTH!!

Company and Unit Promotions below...it's a TEAM Effort in our Unit Wins and your Personal Wins for August

NEW MIRACLE SET 3D is available this NOW!! WE DID IT!! WE SOLD 1MIL Miracle Sets!!!

Here are the Company & Unit Promotions for August

1. Goal-Getter Key Necklace-with a combined \$600 wholesale in August, you'll earn this stunning necklace
2. Unit Wholesale and Team Building Promotion (see inside newsletters)
3. NEW FALL PRODUCTS available Aug 10th for PCP enrollees and August 15th for everyone else
4. NEW CAREER CARS...New Mini Cooper & Chevy Traverse!!

Love and Belief in YOU!

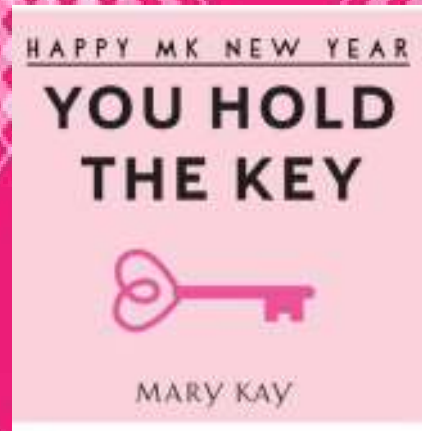
Hanna



We're in Cadillac Qualifications!

August 2018 Unit Goals:

- 10 New Unit Members
- \$16,000 Wholesale orders
- 25 Consultants ordering
- 5 Hold the Key Winners



August Goal-Getter Key Necklace



MK Bracelet w/a \$600 combined ws order by June 30th!

Happy Anniversary!

We Celebrate You!



Happy Birthday

Consultant	Birthday
Madilyn Blakely	August 1
Sherrie E Deets	August 8
Victoria Dekerlegand	August 2
Amy Duncan	August 2
Julie Franks	August 14
Hanna Dekerlegand	August 16
Tamara Garrett	August 29
Jo Lois King	August 10
Brenda Gale Munro	August 31

Happy Anniversary

Suzanne Craig	7th
Rupertha Petersen	15th
Wanda Watts	16th
Judy Rickstrew	17th
Tamara Garrett	17th
Tammy A. Corley	18th



New Consultant	From	Recruiter
Arlene Coco	Moreauville, La	H. Dekerlegand
Andrea Bryan	Groves, TX	H. Dekerlegand
Romeisha Lowery	Baytown, TX	H. Dekerlegand
Gloria Tijerina	Deer Park, TX	H. Dekerlegand

July You Hold the Key Winners



Dalila Favela



Hanna Dekerlegand

Consultants that placed a wholesale product order last month.



Career Builders

Dalila Favela-Queen



Norine Lanman
 Perth Petersen
 Tammy Corley
 Kenda Wilson
 Maria Barrientos
 Tracey Dean
 Christy Hawthorne
 Celeste Garner
 Dana Biersdorfer
 Tamara Garrett
 Perla Sifuentes
 Hanna Dekerlegand



August Promotions

August 1– 31st Combined Wholesale Orders

\$300 ws ****order by August 15th**** = MK Trinket Tray

\$600 ws order = Company You Hold the Key Necklace

\$800 ws order = MK Follow Your Heart Wallet

Add 5 Team Members in August = MK Connections

Mini Insulated Carrier Case

****BONUS**** \$1800 ws order = EARN ALL PRIZES!!

\$300
wholesale
by August 15th



MK Trinket Tray

\$600
wholesale
by Aug 31st



Company Key Necklace

\$800
wholesale
by Aug 31st



NEW MK Connection Tote

5 Personal Team Members

New MK Connections Mini Insulated Carrier Case



NEW MINI INSULATED CARRIER CASE

Place a combined \$1800 ws order and EARN ALL PRIZES!

Discover the Beauty of Fall

Mary Kay® Collection Bag for \$5 when you purchase \$56 suggested retail (excluding tax) in Mary Kay® Fall 2018 Collection products



NEW! Botanical Effects® Skin Care

Regimen includes Cleansing Gel, Refreshing Toner and Moisturizing Gel. Invigorating Scrub is available separately. **\$54**

Botanical Effects® Cleansing Gel, \$18
Botanical Effects® Refreshing Toner, \$18
Botanical Effects® Moisturizing Gel, \$18
Botanical Effects® Invigorating Scrub, \$18

NEW! Mary Kay® Precision Brow Liner

Outlines, defines and fills. Available in Blonde, Dark Blonde, Brunette, Dark Brunette and Black Brown. **\$14**



NEW! Mary Kay® Volumizing Brow Tint

Tints, tames and adds Volume. Available in Blonde, Dark Blonde, Brunette and Dark Brunette. **\$14**



Limited-Edition† Mary Kay Reviving Facial Spray™ by Skindinävia

Boost hydration again and again! **\$20**



Limited-Edition† Mary Kay® Gel Eyeliner

Foolproof and easy to apply, this versatile eyeliner lets you create fine lines for a daytime look or intensify with ease for more drama.

Available in Ornate Orchid and Espresso Ink **\$20**



Fall 2018

EARLY ORDERING FORM

Sales Director Early Offer
Effective July 26 – Aug. 15, 2018

**Preferred Customer ProgramSM
and Star Consultant Early Offer**
Aug. 10 – 15, 2018

For participants who enrolled customers to receive the Fall 2018 issue of *The Look* and for participants who qualified as Star Consultants in the previous contest quarter.

Beauty Consultant Early Offer
Effective Aug. 15, 2018

Beauty Consultant Name

Beauty Consultant Number

Preferred Customer ProgramSM participants:

Check here if you enrolled June 16 – July 17, 2018, for customers to receive the Fall 2018 issue of *The Look*.

Star Consultant participants:

Check here if you qualified as a Star Consultant during the March 16 – June 15, 2018, contest quarter.

Ordering Guidelines

- The new promotional products are available **July 26 – Aug. 15, 2018**, to all Independent Sales Directors.
- The new promotional products are available **Aug. 10 – 15, 2018**, to Independent Beauty Consultants who enrolled in *The Look* for Fall 2018 via the *Preferred Customer ProgramSM* and for Beauty Consultants who qualified as Star Consultants in the previous contest quarter (March 16 – June 15, 2018).
- The new promotional products are available **Aug. 15, 2018**, to all Beauty Consultants.
- **This early offer can be ordered separately or combined with a regular Section 1 order.**
- Your early offer discount will be determined by:
(1) Your Earned Discount Privilege if you are active, **OR**
(2) Your total Section 1 order.
- Early offer orders **will count** toward the \$450 suggested retail needed during the *Summer 2018* promotion to qualify for a 50% discount.
- Early offer orders also will count toward the Quarter 1 Star Consultant quarterly contest ending Sept. 15, 2018.

Placing Your Order

BY INTERNET: Go to marykayintouch.com.

BY TELEPHONE: 7:30 a.m. to 7:30 p.m. Central time, M – F, except holidays and the last business day of the month (July 31, 2018). A \$5 service charge will be added to all telephone orders. On July 31, 2018, Sales Directors may order from 7:30 a.m. to 7:30 p.m. Central time for a \$15 service charge. **Beauty Consultants call 800-272-9333, Option 1. Sales Directors call the Sales Director Contact Center, Option 1.**

BY MAIL:

- Sales Directors' orders must be postmarked July 26 – Aug. 15, 2018.
- *Preferred Customer ProgramSM* and Star Consultant Early Offer participants' orders must be postmarked Aug. 10 – 15, 2018.
- All other orders must be postmarked on Aug. 15, 2018.

MARY KAY[®]

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Section 1 – Products

	PART NO.	QTY.	REG. RETAIL	TOTAL	
NEW!	Botanical Effects[®] Skin Care:				
	Botanical Effects[®] Regimen (Includes Cleansing Gel, Refreshing Toner and Moisturizing Gel)	134681		54.00	
	Botanical Effects[®] Cleansing Gel	134365		18.00	
	Botanical Effects[®] Refreshing Toner	134368		18.00	
	Botanical Effects[®] Moisturizing Gel	134366		18.00	
	Botanical Effects[®] Invigorating Scrub	134367		18.00	
	Mary Kay[®] Volumizing Brow Tint:				
	Blonde	125032	Dark Blonde	125033	14.00
	Brunette	125034	Dark Brunette	125035	14.00
	Mary Kay[®] Precision Brow Liner:				
Black Brown	127615	Dark Blonde	127612	14.00	
Blonde	127611	Dark Brunette	127614	14.00	
Brunette	127613	—	—	14.00	
NEW! LIMITED EDITION!	Mary Kay[®] Fall 2018 Collection* (while supplies last):				
	Mary Kay Reviving Facial Spray[™] by Skindinavia	129959		20.00	
	Mary Kay[®] Gel Eyeliner With Expandable Brush Applicator:				
	Espresso Ink	129961		18.00	
	Ornate Orchid	129962		18.00	
	TOTAL SUMMER 2018 ORDER AT SUGGESTED RETAIL \$				
	Add total to Page 1, PAGE 1 TOTAL, of the May 16, 2018, Consultant order form.				
	Purchase With Purchase (while supplies last):				
	Collection Bag: Purchase the limited-edition* Mary Kay [®] Collection Bag for \$5 when you purchase \$56 suggested retail (excluding tax) in Mary Kay [®] Fall 2018 Collection products.	136976		5.00	
	FIXED WHOLESALE TOTAL \$				
Add total to Page 10, PURCHASE-WITH-PURCHASE TOTAL, of the May 16, 2018, Consultant order form.					

Section 2 – Sales Aids

	PART NO.	QTY.	CONS. COST	TOTAL
PROMOTIONAL ITEMS	REVISED! Beauty Book and Set Sheet Inserts (Version 8/18), pk./10			
	¡REVISADO! Libro de belleza y Hoja de juego de productos (Versión 8/18), paq./10	141203		2.25
		141204		2.25
	REVISED! Flip Chart Binder With Pages (Version 8/18)	142746		5.00
	¡REVISADO! Carpeta del rotafolios con páginas (Versión 8/18)	142747		5.00
	REVISED! Flip Chart Pages (Version 8/18)	139246		3.00
	¡REVISADO! Páginas del rotafolios (Versión 8/18)	139247		3.00
	REVISED! Laminated Place Mat Set (Version 8/18), pk./4	140977		2.00
	¡REVISADO! Juego de manteles individuales laminados (Versión 8/18), paq./4	141282		2.00
	REVISED! Customer Profile (Version 8/18), pk./30	141601		1.25
	¡REVISADO! Perfil de la cliente (Versión 8/18), paq./30	141602		1.25
	NEW! Great Start Brochures, pk./5 (Includes 5 <i>Great Start: Ready, Set, Sell!</i> brochures, 5 <i>Great Start: Ready, Set, Keep Selling!</i> brochures and 10 <i>Great Start: Team-Building Rewards</i> inserts)	143574		4.00
	¡NUEVO! Folletos Comienzo Grandioso, paq./5 (Incluye 5 folletos <i>Comienzo Grandioso: En sus marcas, listas, ¡y a vender!</i> , 5 folletos <i>Comienzo Grandioso: En sus marcas, listas, ¡sigan vendiendo!</i> ; y 10 encartes <i>Comienzo Grandioso: Recompensas por desarrollo de equipo.</i>)	143575		4.00
	NEW! <i>The Look</i> (Fall 2018), pk./10	132087		3.50
	¡NUEVO! <i>La imagen</i> (otoño 2018), paq./10	132088		3.50
For Independent Sales Directors Only				
REVISED! Consultant Order Form (8/16/18 – 11/15/18)	000263		NC	
Total Section 2 at Cost \$				
Add total to Page 12, PAGES 11 & 12 TOTAL, of the May 16, 2018, Consultant order form.				

*Available while supplies last

†Available with qualifying purchase through participating Independent Beauty Consultants only and while supplies last. No limits apply.

ALL-STAR

CONSULTANT CONSISTENCY PRIZES

GET IT ALL! THE TOP
10 ALL-STAR
ACHEIVERS WITH THE
MOST YEAR-END
ALL-STAR CONTEST
CREDITS IN EACH
SEMINAR WILL
RECEIVE THE ENTIRE
COLLECTION!



BE A CONSISTENT STAR CONSULTANT FOR ALL 4 QUARTERS STARTING JUNE 16, 2018-JUNE 15, 2019 AND YOU'LL BE ELIGIBLE TO PICK UP ONE OF THESE BEAUTIFUL PRIZES FROM THE KATE SPADE NEW YORK® COLLECTION WHEN YOU ATTEND SEMINAR 2019! PLUS, YOU'LL GET STANDING RECOGNITION AND BE INVITED TO A PRIZE PARTY AT SEMINAR!



kate spade new york® backpack purse
Pearl Level 19,200+
Total year-end Star Consultant contest credits



kate spade new york® crossbody
Emerald Level 14,400-19,199
Total year-end Star Consultant contest credits



kate spade new york® wallet
Diamond Level 12,000-14,399
Total year-end Star Consultant contest credits



kate spade new york® wristlet
Ruby Level 9,600-11,999
Total year-end Star Consultant contest credits



kate spade new york® makeup bag
Sapphire Level 7,200-9,599
Total year-end Star Consultant contest credits

ALL-STAR BOOSTER: RECEIVE AN ADDITIONAL 2,400
CONTEST CREDITS WHEN YOU ACHIEVE AS FOUR
QUARTERS AND ACHIEVE THE "YOU HOLD THE KEY"
CHALLENGE ALL 12 MONTHS.