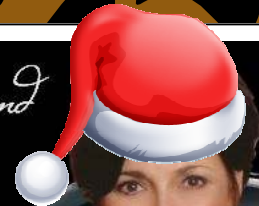


Hanna's Heartseekers

Hanna Dekerlegand



ANYTHING CAN CHANGE AND YOU CAN CHANGE ANYTHING!



Countdown to Cadillac &
100 unit members!

December Unit Goals:

\$8,500 Wholesale orders

10 New Unit Members

Merry Christmas Heartseekers!

Can you believe we only have 21 days till Christmas? It's time to get your lists together and contact all your customers to see if you can be their "Santa's Helper". There are also a TON of promotions with Mary Kay this month! We are going a \$500 Cash Drawing...only \$10 for you to enter unlimited number of customers. 1-\$250 Customer Drawing (5) \$50 Consultants will win (and multiple wins are ok). Mary Kay has a BOGO with cream eye shadows and also a NEW Ready for Red Phase 2 Promotion. And...last but not least..a Welcome Back Promo for Former Consultants..Free Brush Set & \$50 off their 1st order! These are all included in the newsletter so read it ALL! My hope for you is to have the BEST Holiday Season EVER!

Love and Belief in YOU!

Hanna



Holiday Delivery Deadlines

To ensure delivery of your orders before the holidays, your product orders must be received and processed by Friday, Dec. 12.

Please keep in mind that the holiday season is the busiest time of the year for UPS

\$500 Cash Drawing
Dash for Cash

RACE FOR RED

PHASE TWO

CALLING ALL REDS!

by Career Conference 2015 Dec. 1, 2014 - Feb. 28, 2015



Happy Anniversary!

We Celebrate You!



Happy Birthday



Consultant Name	Birthday
Britney Mitchell	December 1
Dee Ann Trevino	December 1
Vicki Lynn Haberman	December 9
Nanette Ford	December 10
Kenda Wilson	December 10
Meagan Tait	December 12

Happy Anniversary

Consultant	Anniversary	Year
Darlene D Olive	December 5	11th
Debra Sweeney	December 31	1st



New Consultant	From	Recruiter
Frances Baldrige	Marksville, La	H. Dekerlegand
Kathy Holloway	LaPorte, TX	H. Dekerlegand



Consultants that placed a wholesale product order last month.

Career Builders

- Frances Baldrige
- Rachael Mendieta
- Kristin Hill
- Dalila Favela
- Tamara Garrett
- Terry Wright
- Gale Munro
- Maria Barrientos
- Heather Haberman
- Jackie Rayburn
- Virginia Fisher
- Tammy Corley
- Hanna Dekerlegand

discover what you
LOVE



Words of Wisdom
by Mary Kay Ash

I must confess that when my children were young, I didn't indulge in certain luxuries that probably would have been good for me. Some of the successful women at Mary Kay Cosmetics recommend these "just for you" activities for working mothers: Take a hot bubble bath at the end of the day. Treat yourself to a good professional massage. Every now and then, go to a spa.

LIFE IS AN ECHO.
WHAT YOU SEND OUT,
COMES BACK.
WHAT YOU SOW,
YOU REAP.
WHAT YOU GIVE,
YOU GET.
WHAT YOU SEE IN OTHERS,
EXISTS IN YOU.

- ZIG ZIGLAR

ZIGLAR.COM

RACE FOR RED

PHASE TWO

CALLING ALL REDS!

by Career Conference 2015 Dec. 1, 2014 – Feb. 28, 2015



Add 1 New Qualified



Add 2 New Qualified
Career Conference
Special Luncheon



Add 3 New Qualified
Career Conference
Special Luncheon

This is your chance to build momentum and take your Mary Kay business to the next level.

IF YOU DO THIS <i>and attend Career Conference 2015</i>	YOU WILL GET THIS	EACH NEW INDEPENDENT BEAUTY CONSULTANT WHO:
 Add 1 QUALIFIED* new personal team member	<ul style="list-style-type: none"> • A ravishing red and black bracelet • A name badge ribbon • Standing recognition at Career Conference 2015 	
 Add 2 QUALIFIED* new personal team members	<ul style="list-style-type: none"> • Everything listed above plus ... • An invitation to the Career Conference Special Luncheon 	
 Add 3+ QUALIFIED* new personal team members	<ul style="list-style-type: none"> • Everything listed above plus ... • A pair of radiant red and black earrings to match your red and black bracelet 	

* A qualified new personal team member is one whose initial order with the Company is \$600 or more in wholesale Section 1 products, and it is received and accepted by the Company in the same or following calendar month that his/her Independent Beauty Consultant Agreement is received and accepted by the Company during the contest period. All qualifiers must register for and attend Career Conference 2015 to receive their prizes.



Who do you know?

\$500 Cash Drawing

Dash for Cash



Contest Dates: December 1-21st
Drawing - December 22nd
\$250 Cash - 1 Guest Drawing
(5) \$50 Cash Drawings for Consultants

Consultant Qualifications

1. One entry for each person completing an interview & Follow up within 48 hrs with your Sales Director
2. Interviews to be considered:
Listen to a hotline
Attend a Success Event/Meeting
Phone interview
Face to Face Interview

Guest Qualifications

1. One entry for completing an interview and follow up within 48hrs with a Sales Director
2. Extra entry for joining Mary Kay during the contest period
3. Must be 18 yrs or older to qualify
And ALL must include follow up by Sales Director

\$10 Entry Fee for Consultants & Directors to participate
Unlimited number of guests can be entered into the drawing



Cash for Christmas



RESTART AND SPARKLE WITH SUCCESS!

FORMER INDEPENDENT BEAUTY CONSULTANTS can restart their businesses in December!

You can help others
celebrate the holiday
season with an opportunity
to sparkle with success!

Former Independent Beauty
Consultants who submit Independent
Beauty Consultant Agreements

Dec. 1-31, 2014, can be
eligible to receive:



One FREE* Mary Kay® Brush Collection (\$55 suggested retail value)
AND a \$50 credit* with their first product order of \$450 wholesale or more
(\$900 suggested retail or more), excluding shipping, handling and tax.

OR

One FREE* Mary Kay® Brush Collection (\$55 suggested retail value)
with their first product order of \$250 to \$449 wholesale
(\$500 to \$898 suggested retail), excluding shipping, handling and tax.

* RESTRICTIONS APPLY. YOU MUST BE ELIGIBLE TO SUBMIT A NEW INDEPENDENT BEAUTY CONSULTANT AGREEMENT TO THE COMPANY. THE INDEPENDENT BEAUTY CONSULTANT AGREEMENT MUST BE RECEIVED AND ACCEPTED BY THE COMPANY DEC. 1-31, 2014. TO QUALIFY TO RECEIVE ONE (1) FREE MARY KAY® BRUSH COLLECTION ON YOUR INITIAL ORDER OF \$250-\$449 IN WHOLESALE SECTION 1 PRODUCTS (\$500 TO \$898 SUGGESTED RETAIL), EXCLUDING SHIPPING, HANDLING AND TAX. THE ORDER MUST BE RECEIVED AND ACCEPTED BY THE COMPANY BY JAN. 31, 2015. TO RECEIVE A \$50 CREDIT AND ONE (1) FREE MARY KAY® BRUSH COLLECTION ON YOUR INITIAL ORDER OF \$450 OR MORE IN WHOLESALE SECTION 1 PRODUCTS (\$900 SUGGESTED RETAIL OR MORE), EXCLUDING SHIPPING, HANDLING AND TAX. THE ORDER MUST BE RECEIVED AND ACCEPTED BY THE COMPANY BY JAN. 31, 2015. SALES TAX IS REQUIRED ON THE SUGGESTED RETAIL VALUE OF THE FREE MARY KAY® BRUSH COLLECTION AND ON ALL SECTION 1 PRODUCTS.

be a star!

The deadline to be a 2nd Quarter Star is December 15th.
Use these sales ideas to help you reach your STAR goal!

Contact husbands/
significant others of your
customers and offer
exclusive holiday gift
giving services.

Hand out 10 samples
EVERY day and follow up
with 2 **NEW** Bookings a
day.
Your Goal? Book 8 to hold
5 selling appointments!

Deliver reorders and up
sell by selling at least one
additional item per
customer.
*Focus on 1 or 2 products
to promote for upselling!

Challenge 3 friends
to sell \$100 **EACH** and
reward them with a lunch
date (on you) when they
complete their \$100 goal!

Demo Satin Hands on 30
people to sell 15 sets!
*Visit schools, nail salons,
medical offices, etc. and
offer them a 5 minute
pampering treat!*

Sell discounted
Gift Certificates:
\$175 for only \$125
\$125 for only \$100
\$75 for only \$50

Contact customers with
December birthdays and
offer a 15% discount on
purchases made **BEFORE**
12/15. Offer 20% off if she
shares her appointment
with 3 friends!

Hand out 30 samples of
TimeWise Repair and offer
a 10% discount on the
purchase of the set.
Make it your goal to sell
5 sets!

Book 5 guests/models
for your meeting and
offer her 1 glamour
item 1/2 off when she
purchases \$50 or more.

Host a Holiday Open
House and showcase
gift sets and the new
products.
*Focus on selling at least
10 sets for \$100 each!

Sell \$24 to 24 people
in 24 hours!
Do this **TWICE** and you'll
have nearly \$1,200 in
sales!

Hold phone lottery and
tell customers one lucky
winner will receive their
order for **FREE!** Sell at least
\$20 to 20 customers for
\$400 in sales.