

Hanna's Heartseekers

Hanna Dekerlegand



ANYTHING CAN CHANGE AND YOU CAN CHANGE ANYTHING!



Countdown to Cadillac &
100 unit members!

December Unit Goals:

\$17,000 Wholesale orders

17 New Unit Members & 3 New Red Jackets

Happy November Heartseekers!

Wow! Another GREAT Month!! 50% Increase over last November!

I am so thankful to each of you working your Mary Kay Business! 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". Just think if each of your customers purchase only ONE gift from your MK store! How that would effect your business and financial situation in December

There are also a TON of promotions with Mary Kay this month! The NEW Welcome Back Promotion for "Former MK Consultants" . The NEW Spring into Red Promotion for Career Conference Recognition and the Buy 1 Belara Mid-night and get the 2nd for 75% off!! Not to mention the Star Consultant Deadline for this Qtr #2 ends December 15th! EVERYONE still has time to be a STAR! Read through the newsletter and see what's hot!! Get on the phone. Call/text or email your customer and make some CASH!

My hope for you is to have the BEST Holiday Season EVER!

Hanna



Star Consultant Deadline-Dec 15th

Holiday Delivery Deadlines

To ensure delivery of your orders before the holidays, your product orders must be received and processed by **Friday, Dec. 11th**. Please keep in mind that the holiday season is the busiest time of the year for UPS



Happy Anniversary!

We Celebrate You!



Happy Birthday



Consultant Name	Birthday
Brenda Finley	December 3
Samantha M C Villalon	December 6
Vicki Lynn Haberman	December 9
Nanette Ford	December 10
Kenda Wilson	December 10
Meagan Tait	December 12
Priscilla Rodriguez	December 16
Rachael Stewart	December 23

Happy Anniversary

Consultant Name	Year
Kristi Panahi	1st
Laura L Sharp	8th
Darlene D Olive	12th
Paula J. Jenkins	27th



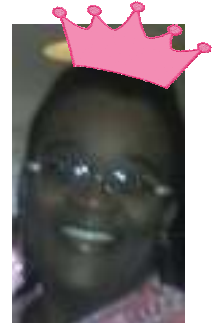
New Consultant (November)	From	Recruiter
Shanna Ferro	Orange, TX	H. Deckerlegand
Veronica Fidone	Houston, TX	H. Deckerlegand



Consultants that placed a wholesale product order last month.

Career Builders

- Ereka Humphrey-McGinty-Queen
- Shirley McWilliams
- Kathy Jones
- Angie Chappell
- Gale Munro
- Norine Lanman
- Jackie Rayburn
- Tamara Garrett
- Kenda Wilson
- Tammy Corley
- Vicki Haberman
- Kristi Panahi
- Helen Castilaw
- Tracey Dean
- Laura Sharp
- Katy Worden
- Kristin Hill
- Maria Barriento
- Laura Singleton
- Hanna Deckerlegand



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

discover what you

LOVE

Looking for 7 Star Consultants

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.

Career Conference Prizes!

RACE FOR RED

PHASE TWO: *Spring Into Red*



Black and White Tote

DATES:
Dec. 1, 2015 –
Feb. 29, 2016

Here's your chance to build momentum and take your Mary Kay business to the next level. Best of all, enjoy the recognition you'll get at Career Conference 2016 for doing what you love!

Who ▶

Independent Beauty Consultants and Independent Sales Directors

Do This ▶

Add 3 active* new personal team members:

Earn This ▶

1 out of the 3 months

Exclusive VIP luncheon at Career Conference 2016

2 out of the 3 months

AND a Black and White Tote

All 3 months of the contest

AND a \$100 Gift Card

See you
in the
Winner's
Circle!

Prize Info

All qualifiers who register and attend Career Conference 2016 will receive their prizes there. You must be registered for Career Conference 2016 on or before Feb. 29, 2016, in order to attend the Career Conference luncheon. Sorry, we are unable to accommodate on-site registrants.

*In order to receive credit, a new team member must submit her Independent Beauty Consultant Agreement during the contest period and whichever month she places her minimum \$225 wholesale Section 1 order, during the contest period, will be the month she is counted as active.

Former MK Consultant Promotion

Discover These Reasons to Restart This Season!

When you restart* your Mary Kay business Dec. 3 through 31, 2015, you can receive **FREE*** products from the **Party? Ready! Look** by Mary Kay Global Makeup Artist Keiko Takagi and so much more when you place a single wholesale Section 1 order* in one of the following amounts by Jan. 31, 2016.**

\$450 - 599 (excluding shipping, handling & tax)

FREE* PRODUCTS:

- Products from the **Party? Ready! Look**
- total suggested retail value: **\$93**

BONUS - \$10 BizBuilder Bucks credit.**

\$600 - 1,799 (excluding shipping, handling & tax)

FREE* PRODUCTS:

- All of the above FREE products
- Mary Kay® Compact‡
- Mary Kay® Makeup Finishing Spray by Skindinåvia
- Mary Kay® Oil-Free Eye Makeup Remover Deluxe Mini (Section 2)
- Mary Kay® Eye Primer
- total suggested retail value: **\$142**

BONUS - Up to \$35 BizBuilder Bucks credit**
- FREE Custom Color Look¹ - retail value of **\$126**
- FREE additional product bonus^{1†} - retail value up to **\$228**

\$1,800+ (excluding shipping, handling & tax)

FREE* PRODUCTS:

- All of the above FREE products
- Mary Kay® Brush Collection
- total suggested retail value: **\$197**

BONUS - Up to \$125 BizBuilder Bucks Credit**
- FREE Custom Color Look¹ - retail value of **\$228**
- FREE additional product bonus^{1†} - retail value up to **\$647**



The Party? Ready! Look

Includes one each of the following:

Mary Kay® Mineral Eye Color in **Moonstone**, Mary Kay® Mineral Eye Color in **Lavender Fog**, Mary Kay® Mineral Eye Color in **Iris**, Mary Kay® Gel Eyeliner With Expandable Brush Applicator in **Jet Black**, Lash Love® Mascara in **I ♥ black**, Mary Kay® Mineral Cheek Color Duo in **Ripe Watermelon** and True Dimensions® Lipstick in **Color Me Coral**



T-Shirts For All Reds when We reach 4 Star Team Builders

STEP UP TO RED!

You are going to look **SO GOOD** in **RED**

BECOME A GOAL DIGGER THIS MONTH AND MOVE UP AS A NEW RED JACKET OR ABOVE & EARN THIS FABULOUS DIRECTOR TEE SHIRT!!

#RedHotExplosion
PicCOLLAGE