

# Red Jacket Pay Raise

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

# Extended Dec 31st

Red Jacket Bonus

Red Jacket Consultants with 3 active team members  
by June 30, 2019 will receive

## \$100 Cash Bonus

&  
50% off  
Red Jacket



# Build a Red \$100

New Company Promotion!!  
Did you know when you  
become a first time Red Jacket,  
you get \$100 cash??  
And!!! Did you know when you build a  
Red Jacket on your personal team..  
YOU get a \$100 for each one !!  
 SOOOO..become a 1st time Red  
Jacket & have a New Red Jacket on  
your team & EARN \$200 from MK!!

♥♥♥

**BUILD YOUR  
TEAM FOR  
EXTRA BONUS!**

EARN \$200 FOR EVERY FIRST-TIME RED JACKET  
WHO JOINS YOUR PERSONAL TEAM



**Red Jacket Team-Building Bonus**  
From Aug. 1 through Dec. 31, 2019,  
when an active\* Independent Beauty  
Consultant through Independent Elite  
Executive Senior Sales Director adds a  
first-time Red Jacket (Star Team  
Builder, Team Leader or Future  
Independent Sales Director) to her  
personal team, she will earn a one-  
time \$100 Red Jacket Team-Building  
Bonus for each first-time Red Jacket!

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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!



MARY KAY

\_\_\_\_\_  
*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!



MARY KAY

\_\_\_\_\_  
*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!

# MARY KAY

\*\*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!**



# Sr. Consultants

Jo Lois King– NEW  
Christy Hawthorne



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

Gale Munro  
Kristin Hill  
Pertha Petersen  
\*Sharon Macon



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**



## Star Team Builder



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

## Looking for 4 More

## Red Jackets in November





**Independent Sales Director**

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



**FILL THE BAG**

**FOR EACH CONSULTANT WHO PLACES AN ORDER THIS MONTH, I'LL PLACE AN ITEM IN THE BAG!**

**AT THE END OF THE MONTH I'LL DRAW ONE LUCKY CONSULTANT TO WIN THE BAG AND EVERYTHING IN IT!**

**The Metallic Mini Gift Tote**  
Silver Metallic body with open main compartment

*Earn this tote by Dec 15  
With your 300  
Wholesale order  
400 Wholesale or more  
personalized*

**STYLISH EYELET ACCENTS!**

AVENUE No5

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