

Hanna's Heartseekers

Hanna Dekerlegand



ANYTHING CAN CHANGE AND YOU CAN CHANGE ANYTHING!



Countdown to Cadillac &
100 unit members!

January Unit Goals:

\$8,500 Wholesale orders

12 New Unit Members & 2 New Red Jackets

Happy New Year Heartseekers!



I LOVE that we get another new start! The next 6 months in Mary Kay can be your BEST 6 months in the business.

A BIG "Thank You" for another recording breaking month! We are up 106% over last December and 59% increase over last year! It's because of your investment into your business!

Take some time and REALLY think about what you want from your Mary Kay Business. Mary Kay has the NEW "Spring into Red" Promotion from Dec 1st- Feb29th. It's a perfect time to move up into your RED Jacket!

Check our Unit Promotions

1. Sweet 16 Dry Bar Promotion
2. Earn your Beauty Coat
3. \$100 CASH Promotion

I am here to help and only a phone call away!

Love and Belief in YOU!

Hanna



Congratulations 2nd Quarter Stars



Dalila Favela
Sapphire Star



Hanna Dekerlegand
Ruby Star

Happy Anniversary!

We Celebrate You!



Happy Birthday



Happy Anniversary

Consultant Name	Birthday
Kelly Holter	January 10
Paula J. Jenkins	January 16
Vanessa F. Radomski	January 17
Laura Singleton	January 25

Consultant Name	Anniversary
Deborah Hernandez	January 4
Rachael Stewart	January 19
Ereka Humphrey-McGinty	January 28
Penny Garner	January 30
Heather Lynn Haberman	January 31



Consultants that placed a wholesale product order last month.

Career Builders

New Consultant (November)	From	Recruiter
Adriana Alvarez	Houston, TX	H. Dekerlegand
Frances Baldrige	Katy, TX	H. Dekerlegand
Daisy Barragan	Houston, TX	H. Dekerlegand
Virginia Fisher	Baytown, TX	H. Dekerlegand
Samantha McAteer	Katy, TX	H. Dekerlegand

Dalila Favela- Queen



- Helen Castilaw
- Kathy Langlinlais
- Tracey Dean
- Norine Lanman
- Kenda Wilson
- Brenda Munro
- Vanessa Radomski
- Wanda Watts
- Kathy Jones
- Silvia Pham
- Paula Jenkins
- Vanessa Rivas
- Shirley Williams
- Tamara Garrett
- Hanna Dekerlegand



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.

Earn Your Beautiful Beauty Coat by January 10th

“Jumpstart your 2016 in January”



EARN YOUR BEAUTIFUL BEAUTY COAT

By Doing ALL Three by January 10th

1. Sell \$30 to 25 people
2. Hold 3 Practice Interviews with me
3. Place a minimum combined \$600 wholesale order by Jan 10th!

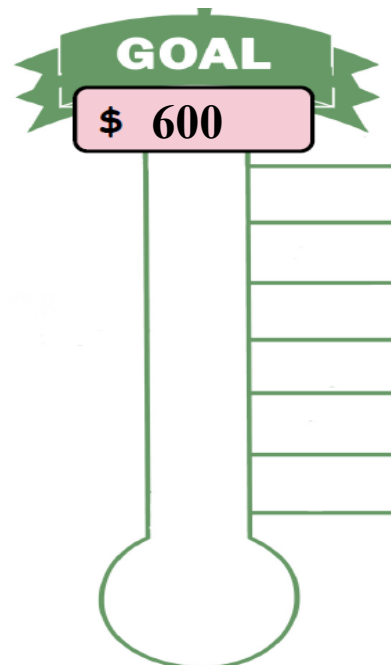


If you already have a Beauty Coat.... Choose another Business Tool from MK Connections. (up to \$45)



1	2	3	4	5
6	7	8	9	10
11	12	13	14	15
16	17	18	19	20
21	22	23	24	25

Name	Date Interviewed	Follow up
1		
2		
3		



NAME:

NEW-PCP Spring 2016 Dec 16th-Jan 15th Enrollment



SPRING PCP PROGRAM

Just **\$.70 cents**

Send your clients the **NEW Spring Look Book and Exclusive Spring Samples**

Visit marykayintouch.com to enroll!
Business Tools>Preferred Customer Program>Enroll Customers

Important Dates

- Enrollment is NOW Open!!!
Closes January 15th
- Mails
February 15th
- Early Ordering Privileges
February 10th

DID YOU KNOW:
That 62 percent of Independent Beauty Consultants who use the PCP program are contacted by their customers, and 40 percent receive orders from their customers after The Look arrives in the mail.

Offer the FREE*

Deluxe Serum +C.

Consider offering your customers a fabulous mini gift FREE* with the purchase of \$40 suggested retail (excluding tax) or more of Mary Kay® products: Deluxe Mini TimeWise® Microdermabrasion Set, Mary Kay® Oil-Free Eye Makeup Remover or Mini Lash Love® Mascara & Mini Lipglosses & Serum +C



3 EASY STEPS TO ENROLL CUSTOMERS:

1. Log in to MK Intouch and click on "Business Tools" >>> Preferred Customer Program.

2. Choose to update your customer list or enroll your customers.

Quick Note: You'll want to be sure all of your customers are saved into your "My Customers" list database so that when PCP deadlines approach, they are already entered and all you'll have to do is "enroll" them. Once you enter it, your customer information stays there.

3. Be sure to request a customer follow-up list, so that you can follow-up with them about a week after they receive their NEW Look Book. You will also receive a Look from the Company.

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