

WHICH PLAYER ARE YOU?



Whether you're a sports fan or not most people have been witness to a championship game of some sort in their lifetime. Your Unit is such a team. It competes in the Final Four, Super Bowl, Kentucky Derby, Indy 500 of Mary Kay, it is called Seminar.

I realize that when you joined Mary Kay you may or may not have known that part -but you do.

In all championship teams you will find the following:

1. People who live in the city or college town. They didn't choose to live there because of their championship record but they are proud that they do especially if their team wins. It gives them bragging rights to their friends.
2. People who buy team paraphernalia that shows the world they love the team. That money supports the team.
3. The Fans who catch a few games a year if their schedule permits, they love the atmosphere, the excitement, the popcorn and a cool beverage. This is entertainment. Their presence alone supports and encourages the team. The money they spend contributes to the success of the team.
4. The Season Ticket Holders. They adjust their life around the team's schedule. These people are serious about their team and the players depend on them during the year. They are a big part of the team's success.
5. The Players. They LOVE the game, sometimes they start, sometimes they cheer but they never miss a practice, they never miss a game. They are actively involved and have a big stake in the outcome.
6. The Starting Team they give it all they have got. They get tired, dirty and sweaty. They have their heart broken if they do not win. It is not the trophy, the money, or the stardom--- **IT IS THE WIN THAT MATTERS** to them.

Being a part of our Unit is exactly the same. Whether you chose it or not-- you are in a championship Unit. You are a part of that heritage. You can be the consultant that just happens to be in the unit and has bragging rights, the consultant who just loves the stuff and that money supports the Unit, the consultant that comes to a few things during the year or maybe sells to a few friends or family, the consultant who arranges her schedule around the Unit and Company functions and is serious about the team winning.

However with the close of the seminar year I invite you to be a player, if you are already a player I invite you to be on the starting team. I invite you to get sweaty, to risk getting injured, to throw your heart over the line and risk having it broken, to run with all that you have in you till midnight June 30th.

WHY? BECAUSE WE PLAY TO WIN. If winning did not matter we would not keep score.

No one, I mean no one, should ever have to apologize for excellence and seeing excellence in others. Your birthright in our Unit is that of a Championship Area. The level in which you choose to be involved is your call.

Buckle your seatbelt, tighten your helmet our year is closing out and your team is going for the WIN!

Here's to our 1st PINK CADILLAC...

60% off Skin Care

JUNE SKIN CARE PROMOTION

All month long
increase your earning
potential when you sell
in multiples!

Get 60% OFF
Skin Care Sets
June 1 - 30



ULTIMATE REPAIR

Suggested Retail: \$318.00
June Wholesale Cost: \$127.20
Potential Profit: \$190.80



REPAIR

Suggested Retail: \$250.00
June Wholesale Cost: \$82.00
Potential Profit: \$123.00



ULTIMATE MIRACLE 3D

Suggested Retail: \$165.00
June Wholesale Cost: \$66.00
Potential Profit: \$99.00



MIRACLE 3D

Suggested Retail: \$110.00
June Wholesale Cost: \$44.00
Potential Profit: \$66.00



BOTANICAL EFFECTS

Suggested Retail: \$54.00
June Wholesale Cost: \$21.60
Potential Profit: \$32.40



👑 Princess Court for those with \$20,000 or more in retail sales.

👑 Unit Court for those with \$10,000 or more in retail sales.

Take a look below to see where our TOP 10 closest to Courts are! The number to the right of your name is how much you have in for the contest in retail sales currently:

PRINCESS COURT ON TARGET

- Dalila Perez Favela -17,319
- Tracey Marquardt Dean - 16,452.50
- Anna Lopez Spears - 16,327
- Romeisha Lowery - 14,311.50
- Tanya Marshall - 13,620.85

👑👑👑👑 UNIT COURT ON-TARGETS 👑👑👑👑 (all in retail numbers)

- Linda Vasquez - 8,733.70 >>> 1266.30 away from Unit Court
- Helen Castilaw - 8,386 >>> 1614 away from Unit Court
- Kimberly J Wood- 8041.85 >>> 1958.15 away from Unit Court
- Janie Thomas Hopkins - 7,121 >>> 2879 away from Unit Court
- Lissa Denise - 6,689.50 >>> 3310.50 away from Unit Court
- Melissa Schaefer Knight - 5,177.20 >>> 4822.80 away from Unit Court



👑 Unit Court of Sharing, for those with 6 or more Great Start Qualified recruits. We have so many that are INCHES AWAY!

Romeisha Lowery - 3 >>> 3 away from Unit Court

Tanya Marshall - 3 >>> 3 away from Unit Court

Dalila Perez Favela - 2 >>> 4 away from Unit Court

Linda Vasquez - 2 >>> 4 away from Unit Court

Helen Castilaw - 1 >>> 5 away from Unit Court

Tracey Marquardt Dean - 1 >>> 5 away from Unit Court

Anna Lopez Spears - 1 >>>> 5 away from Unit Court

NEW-Clinical Solutions

MARY KAY CLINICAL SOLUTIONS™

READ ME FIRST!

Explore the amazing benefits of this dermocosmetic treatment, and follow the journeys of others who have experienced visible changes. Once you've familiarized yourself with these videos and supporting materials, you'll be more prepared to share the *Mary Kay Clinical Solutions™ Retinol 0.5 Set* with your customers when it launches on Feb. 16. **Find these videos and supporting materials on *Mary Kay InTouch®* > Products > *Mary Kay Clinical Solutions™*.**

VIDEOS

MARY KAY CLINICAL SOLUTIONS™ EARLY ANNOUNCEMENT VIDEO

WATCH THIS FIRST! This can't-miss video features Mary Kay experts discussing why dermocosmetics is where we want to be and how the *Mary Kay Clinical Solutions™ Retinol 0.5 Set* can take you and your customers into the new realm of skin care!

ADDITIONAL VIDEOS:

- *Mary Kay Clinical Solutions™ Expert Video*
- *Mary Kay Clinical Solutions™ Promo Video*
- *myCustomers+™ Retinization Functionality Tutorial Video*
- *Mary Kay Clinical Solutions™ Retinization Testimonials*
- *Independent Sales Director Retinization Journey Videos*



MARKETING AND EDUCATION MATERIALS

READ BEFORE YOU START

- **Fact Sheet:** Take an in-depth look at this dermocosmetic set.
- **Products to Avoid While Retinizing Chart:** Familiarize yourself with the products that should be avoided during the retinization process.
- **FAQs:** Learn answers to questions you may have about this new set, including product and ingredient compatibility.
- **Science Behind the Results Flier:** See a brief overview of the ingredients and set development.

DURING YOUR JOURNEY

- **Retinization Tracker:** Track your journey through the first eight weeks.
- **Retinization Journey Flier:** Take detailed notes and learn how to take before-and-after photos to share with your customers later.

ADDITIONAL SUPPORT


- **Before-and-After Flier:** See visible results in before-and-after photos from a study conducted with Independent Beauty Consultants.
- **myCustomers+™ App Discussion Guide:** A guide to help with check-in discussions with your customers throughout the retinization process.
- **At-a-Glance Flier:** What you need to know about the *Mary Kay Clinical Solutions™ Retinol 0.5 Set*.
- **Product Flier:** Get a top-line look at the set benefits.

EARN YOUR NEW BLING BUTTON!

You can now complete the new *Mary Kay Clinical Solutions™* module on *Skin Care Confident* and earn a new Bling Button! This comprehensive module will help fully prepare you with the product knowledge you need to help your customers experience this new set.



Clinical Solutions



Feb. 3, 2021

March 3rd

May 3rd.





**Clinical Solutions
Retinol 0.5**





NEW POSITION...YOU JUST GOT A RAISE!

ELITE TEAM LEADER

Become an
Elite Team Leader
when you have 8+
active team members

Earn **9%** or **13%** personal
team commission

NEW COMPENSATION =

Develop 1 Red Jacket on your team
and earn 5% 2nd TIER COMMISSION!



For more details, visit [Mary Kay InTouch](#)

*Be
Beautiful
Every Day*



NOW STARRING RED JACKETS!



Elite Team Leader

Team Leader

- Tracey Dean
- Rachel Ross
- Tanya Marshall
- Christy McBride
- Felicia Cooke
- Lisa Callan
- Julie Craig
- Suzanne Crawford
- *Claudia Price
- *Carol Miles
- *Machelle McKissick



- Helen Castilaw
- Norma Galloway
- Earline Gore
- Janie Hopkins
- Katy Worden
- Kathy Jones
- *Carrie St. Cyr
- *Shirley McWilliams
- *Paula Jenkins



Star Team Builder

- Dalila Favela
- Anna Spears
- Kim Wood
- Elisa Wildfong
- *Ereka Humphrey-McGinty
- *Aurelia Yznaga
- *Brittnee Duncan
- *Tiffany Meisner
- *Samantha Villalon



- Romeisha Lowery
- Desti Patton
- Penny King
- Yvonne George
- Ronda Salazar
- *Ro'Kette Simpson
- *Oralia De Pau



- Tanya Marshall-NEW
- Christie Nieberding
- Mara Kemp
- Moha Yepuri

Sr. Beauty Consultant

- Linda Vasquez
- Rosalba Quintana
- *Canace Morton
- *Carol Conway

- Anna Spears
- Linda Vasquez
- Melissa Knight



*To become
ACTIVE you must
place a \$225
wholesale order





Independent Sales Director

Hanna Dekerlegand

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www.hannasheartseekers.com



June PROMOTION

<p>300 WS BY JUNE 05th</p> <p>Crystal Ball Pen with Rose Gold Zipper Case</p>	<p>600 WS BY JUNE 30th</p> <p>Sparkle Chain Earrings</p>	<p>850 WS BY JUNE 30th</p> <p>Rose Gold Makeup Bag Set</p>
<p>1250 WS BY JUNE 30th</p> <p>Rose Gold Laptop Stand</p>	<p>1,550 WS BY JUNE 30th</p> <p>Lightest Makeup Mirror</p>	

TEAM 3000

JOIN OUR NEW TEAM 3000 CLUB WITH 2 PERSONAL TEAM MEMBERS & \$3000 IN COMBINED WHOLESALE ORDERS IN JUNE

EARN THE BUMBLE BEE EARRINGS + BRACELET

*Recipients must place an active order to qualify

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