

# BUILD YOUR TEAM ON THE DOUBLE.

January 2020 Double Team-Building Bonus



Find all the details on *Mary Kay InTouch*<sup>®</sup> today!

You read that right! Active\* Independent Beauty Consultants, Senior Beauty Consultants, Star Team Builders, Team Leaders or Future Independent Sales Directors will receive a \$50 team-building bonus for each *Great Start*-qualified\*\* new personal team member. The bonus will be received in the month the new personal team member's *Great Start*-qualifying\*\* order is received. **In January 2020, the team-building bonus will be doubled.** That means instead of receiving \$50, you will receive \$100! It's a great time to share the Mary Kay opportunity with potential new team members.

You **Can Do It!**

\*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.

\*\*A *Great Start*-qualified new personal team member is one whose initial order or cumulative orders with the Company are \$500 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.

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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*™.





**NOW STARRING  
RED JACKETS!**



# Sr. Consultants

Anna Spears—NEW  
Melissa Nicholas

Jo Lois King—  
Christy Hawthorne

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

## Star Team Builder



Dalila Favela  
Ereka Humphrey-McGinty  
Ann Spears  
Samantha Villalon

# Looking for 3 More Red Jackets in February





**Independent Sales Director**

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



**JOIN MARY KAY MARCH 1ST-17TH**



**LUCKY 7 Promotion**

**\$100 for \$402 in Products • Free Bonuses**

**BONUS!** \$77 Extra FREE Products



Satin Lips      Microdermabrasion Set

**MARCH IS Double Credit!** 

**COURT OF SALES**

max bonus \$4,000 in addition to \$13,000 cap

Personal WS	Personal Retail	Bonus	Total
\$6,500	\$13,000	\$4,000	\$17,000
\$4,000	\$8,000	\$4,000	\$12,000
\$2,000	\$4,000	\$4,000	\$8,000
\$1,000	\$2,000	\$2,000	\$4,000
\$600	\$1,200	\$1,200	\$2,400
\$400	\$800	\$800	\$1,600
\$225	\$450	\$450	\$900

*This is like 3 months in 1*

**COURT OF SHARING**

max bonus 6 in addition to 13 cap

GS Qual.	Bonus	Total
3	3	6
6	6	12
13	6	19
15	6	19



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