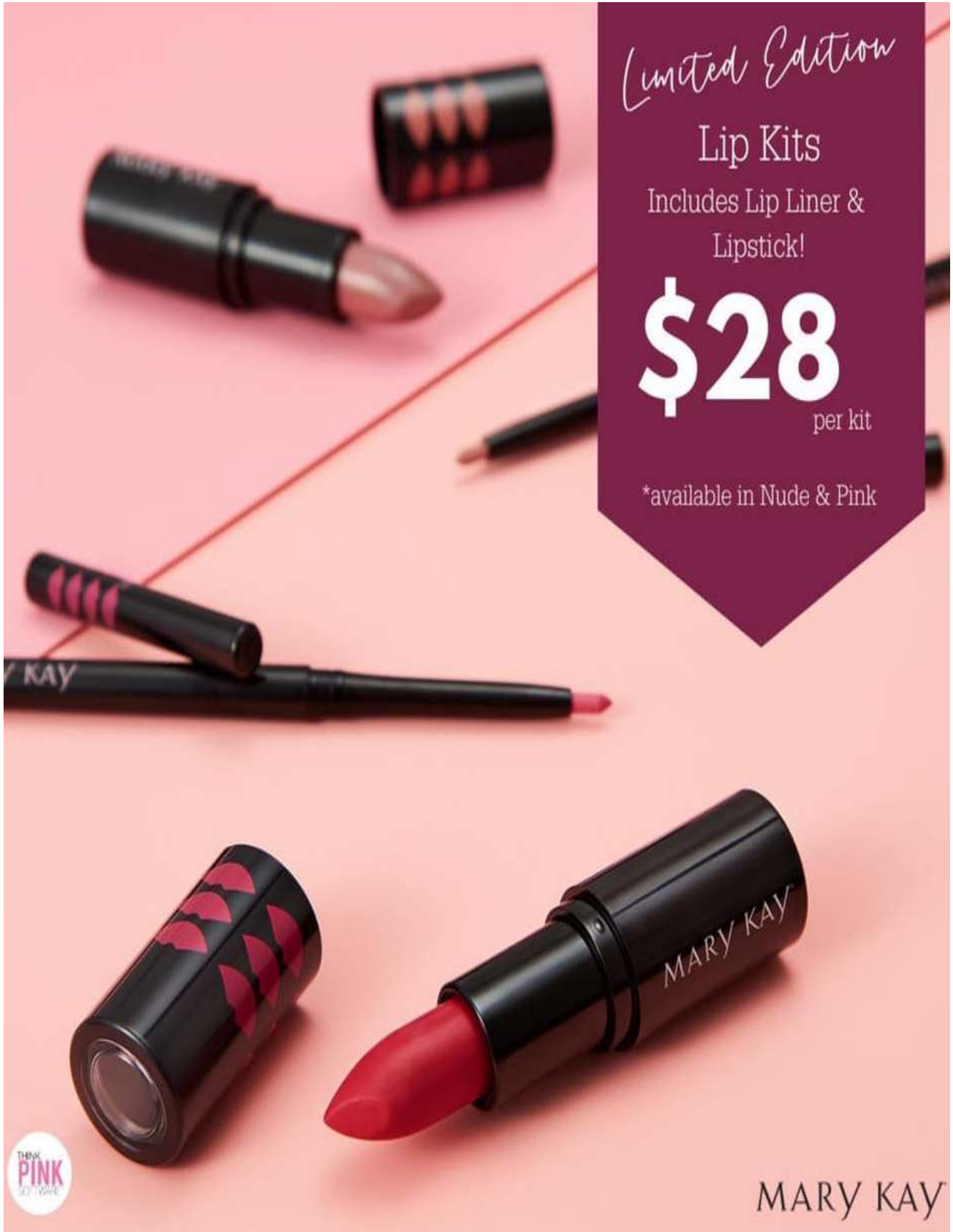


# New Lip Kits

## Available Now for Ordering



*Limited Edition*

Lip Kits

Includes Lip Liner &  
Lipstick!

**\$28**  
per kit

\*available in Nude & Pink

THINK  
**PINK**  
30% OFF

MARY KAY

# 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.



# 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  
MKTG





# Building my hive!

**TO 24 QUALIFIED RECRUITS**

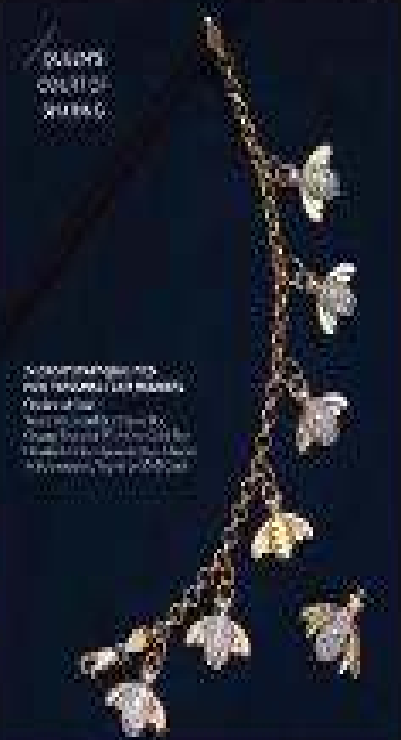
JULY 1, 2020 - JUNE 30, 2021

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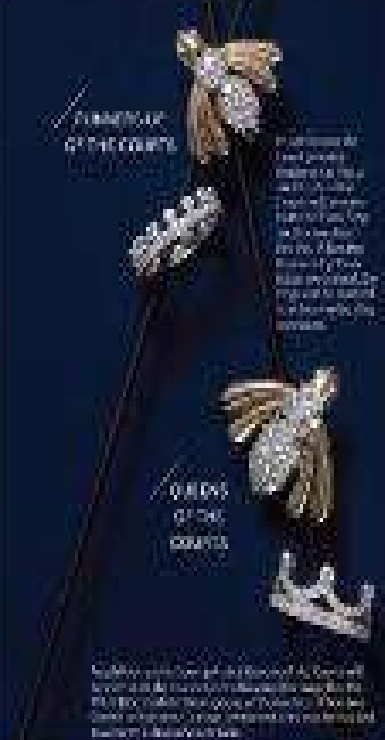
**QUEEN OF THE COURTS**  
PERSONAL  
SMILE

**MISS PERSONAL FASHION FROM MISS MARY**  
Miss Personal Fashion from Miss Mary is the most beautiful jewelry you can wear.



**QUEEN OF THE COURTS**

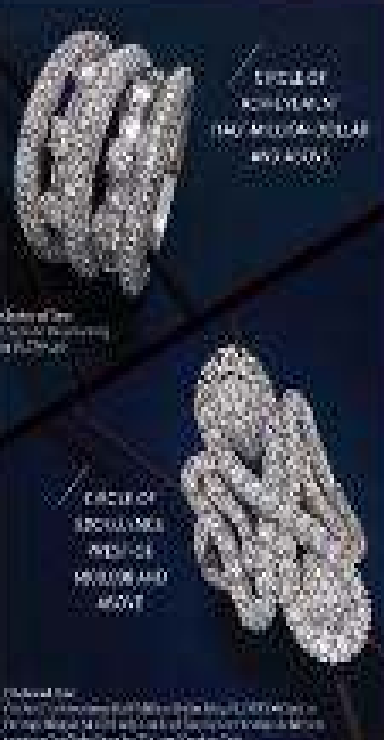
**ACCOMPLISHING THE IMPOSSIBLE**  
The Mary Kay Diamond Flower necklace is a beautiful piece of jewelry that is perfect for any occasion.



**FRAMING UP OF THE COURTS**

**QUEEN OF THE COURTS**


**MISS PERSONAL FASHION FROM MISS MARY**  
Miss Personal Fashion from Miss Mary is the most beautiful jewelry you can wear.



**TRIPLE OF ROMANCE**  
THE MARY KAY DIAMOND AND MORE

**CIRCLE OF BEAUTY**  
THE MARY KAY DIAMOND AND MORE

**MISS PERSONAL FASHION FROM MISS MARY**  
Miss Personal Fashion from Miss Mary is the most beautiful jewelry you can wear.



**NEW**  
THE MARY KAY DIAMOND AND MORE

**MISS PERSONAL FASHION FROM MISS MARY**  
Miss Personal Fashion from Miss Mary is the most beautiful jewelry you can wear.



**TRIPLE YOUR ACCOMPLISHMENT**

**MISS PERSONAL FASHION FROM MISS MARY**  
Miss Personal Fashion from Miss Mary is the most beautiful jewelry you can wear.

MARY KAY

For more information, visit [www.marykay.com](http://www.marykay.com) or call 1-800-451-7623. ©2021 Mary Kay Inc. All rights reserved.

# tracking

## TO \$40,000

JULY 1, 2020 - JUNE 30, 2021



\$600 w/s	\$600 w/s	\$600 w/s	\$600 w/s	\$600 w/s	\$600 w/s
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\$600 w/s	\$600 w/s	\$600 w/s	\$600 w/s	\$600 w/s	\$600 w/s







**NOW STARRING  
RED JACKETS!**



## Team Leader



Tracey Dean  
Rachel Ross  
Claudia Price  
Felicia Cooke  
Lisa Callan  
\*Julie Craig  
\*Suzanne Crawford  
\*Carol Miles  
\*Machelle McKissick

## Star Team Builder



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

## Sr. Beauty Consultant



Anna Spears  
Linda Vasquez  
Melissa Knight

Linda Vasquez  
Carol Conway  
Canace Morton  
\*Alicia Vasquez  
\*Rosalba Quintana

Tanya Marshal-NEW  
Christie Nieberding  
Mara Kemp-New

Helen Castilaw  
Norma Galloway

\*Earline Gore  
\*Carrie St. Cyr  
\*Shirley McWilliams  
\*Paula Jenkins  
\*Katy Worden

Romeisha Lowery-New  
Yvonne George-New  
Penny King



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





Independent Sales Director

**Hanna Dekerlegand**

131 Buckeye Dr.

Katy, TX 77450

832-731-2428

h21bdd@aol.com

www.hannasheartseekers.com



**MARCH 1ST-7TH**

**MARCH MADNESS**

**\$7 MK EKIT!!** I ♥ FREE STUFF

\$23 Reimbursement With your active order in March

for only \$30

Creating Choices & Cash Flow

**LIGHTS GLAMOUR ACTION**

STAR CONSULTANT VIRTUAL WORKSHOP

Featuring International Makeup Artist *Lori Hogg*

SATURDAY MARCH 27TH 8PM CST 9PM EST

**MARCH 1ST-23RD**

**MARCH MADNESS**

GOAL=23 NEW HEARTSEEKERS

Insulated Product Carrier

1 Entry For each New Consultant & Recruiter

Rolling Tote

Thank you for being on our WINNING TEAM!!

**YOU are the reason for our SUCCESS!**