

# Hanna's Heartseekers

Hanna Dekerlegand



ANYTHING CAN CHANGE AND YOU CAN CHANGE ANYTHING!



*Countdown to Cadillac & 100 unit members!*

**May Unit Goals:**  
\$10,000 Wholesale orders  
20 New Unit Members

Happy May Heartseekers!

This is one of my favorite months of the year! Mother's Day, Teacher Appreciation Week, Nurses Week and Graduation! So many opportunities to work your Mary Kay Business! Who can you bless this month? How can your family benefit from your business? The sky is the limit...as much or as little is waiting for you! What can you do in the last 60 days of our Seminar Year that will make this your best year ever!

Also, Congratulation to our New April Beauty Consultants joining and those recruiters...YOU get to extend the \$75 Starter Kit for May too!



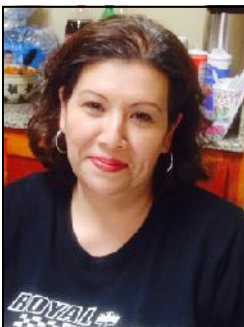
*Hanna*

## Recruiters in April!

**Congratulations! You can continue to team build in MAY with the \$75 Starter Kit!**

### \$75 Starter Kit!

Maria Barrientos



Hanna Dekerlegand



Dalila Favela



**Happy Anniversary!**

*We Celebrate You!*

**Happy Birthday**



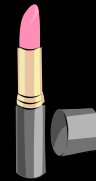
**Happy Birthday**



**Happy Anniversary**

Jackie Rayburn	May 7
Melissa Boyett	May 8
Andrea Bryan	May 8
Lisa Johnson	May 14
Lucy Garcia	May 22
Sheba Singleton	May 28
Sharon Lynne Macon	May 31

Consultant Name	Anniversary	Year
Dalia Ibarra	May 6	NEW
Anna Schuldt	May 1	1st
Meagan Tait	May 11	10th
Gale Munro	May 17	11th



Consultants that placed a wholesale product order last month.

**Career Builders**

New Unit Member	From	Recruiter
Andrea Bryan	Port Neches, TX	H. Dekerlegand
Lee Ann Ehlig	Baytown, TX	Dalila Favela
Jean Fravel	Pearland, TX	H. Dekerlegand
Relinda Landry	Richmond, TX	H. Dekerlegand
Rachael Mendieta	Baytown, TX	H. Dekerlegand
Isabel Salaiz	Crosby, TX	Maria Barrientos

- Hanna Dekerlegand
- Pertha Petersen
- Maria Barrientos
- Rachael Mendieta
- Brenda Reilly
- Gale Munro
- Sheba Singleton
- TimAyn Stafford
- Vicki Haberman
- Heather Lewis
- Tamara Garrett
- Tammy Corley



The Preferred Customer Program<sup>SM</sup>

**Congratulations!**

You get to order the **NEW Summer Products Early!**  
 Maria Barrientos, Dalila Favela  
 Tamara Garrett, Vicki Haberman  
 Heather Lewis, Hanna Dekerlegand



KEEP CALM AND LOVE MARY KAY

I love my mary kay

# Share the Love



\$350 combined wholesale order earn a Pkg 3 MK Pink Pens



\$450 combined wholesale order Earn the Lipstick Trio Case



\$650 combined wholesale order Earn the Seminar Mug



\$1000 combined wholesale order All Prizes

## Interview Promotion

Complete 6 Practice Interviews with me and earn this "I Love Mary Kay" Umbrella. Get a "Medal" in May and earn the Pink Ice Ring!



Gold Medal = 5 Team Members  
Silver Medal = 4 Team Members  
Bronze Medal = 3 Team Members

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_
6. \_\_\_\_\_



# There's at least 1,000 reasons to have a **GRAND WEEK** in May!

Celebrate *Mary Kay's* Birthday (May 12)

**PROFITS** **STAR CONSULTANT** fun **Recognition** **NEW CUSTOMERS**  
**prizes** Lead by Example **BUILD INVENTORY** inspire others  
**MEET POTENTIAL NEW TEAM MEMBERS**

**WIN A \$1,000.00 GIFT CARD**  
**From Mary Kay Inc.**

Simply submit your tips on our "Let's Talk" blog post, sharing how you plan on achieving the Have a GRAND Week sales challenge, or share your success stories (also on the "Let's Talk" blog post) once you've completed the challenge! When you do so, you will have your name entered into a drawing of all eligible posts submitted that week for a chance at winning \$1,000 in American Express gift cards! There will be three winners each week, and the winners' posts will be featured on the Company's "Let's Talk" blog. Go to [www.marykayintouch.com](http://www.marykayintouch.com)

## Unit **GRAND WEEK GRAND PRIZE!**

**Goal: 5 Consultants having a \$1000 week in May**  
**Backed up by a \$500 wholesale order in May**

**Entries into the drawing for the Vera Bradley Wristlet**

- 1. Entry for each time you have a \$100 Day**
  - 2. Must place a \$500 or more wholesale order**
  - 3. 1 extra ticket for each new team member in May**
- Winner drawn on June 5th!**



# HOW TO HAVE A GRAND WEEK IN MAY!

Mary Kay's birthday is May 12. And no one loved a challenge more than Mary Kay Ash! So to honor the Founder, sell \$1,000 in suggested retail sales in a week!



To help you do that, here are some great tips from **Independent Future Executive Senior Sales Director Lisa Stengel**, who also wants you to know that there's always a grand reason to have a grand week: May is the perfect time to honor Mary Kay Ash. June is ideal to help finish the Seminar year strong. And July can help you kick off the new Seminar year with a bang! *Lisa Stengel believes that if you follow all of these tips, you're sure to have a week that's Grand!*

## GRAND TIPS FROM THE TOP

- 1. Skin Care Parties.** Skin care will always be the foundation of our business, so you've got to hold skin care parties. Consider holding three of them this week.
- 2. The Look Party.** Ask an existing customer to bring a copy of *The Look* to a gathering and pass it around. It's a casual way to create interest in the *Mary Kay*® products. And don't forget to attach your Company-approved business card to *The Look* so people can reach you to place an order or to ask for your advice!
- 3. Virtual Makeover Party.** Invite customers to use the Virtual Makeover tool on your *Mary Kay*® Personal Web Site. Once they order and receive the products they love, you can follow up by encouraging them to post selfies of their new looks on Facebook®.
- 4. Time of Day Party.** You can pick a day during your Grand Week in May to offer incentives to your customers via text or email. And here's the kicker – you choose a different incentive for different times of the day. For example, from 7 to 9 a.m., your customers could get a discount on their purchases. From 9 to 10 a.m., you could offer a bonus with purchase. From 10 a.m. to noon, there's a different discount offer, and so on. The time frames and the incentives are totally up to you.
- 5. Facebook® Party.** You can post the challenge on your Facebook® page for your *Mary Kay* business. Then send a link to your *Mary Kay*® Personal Web Site to 10 people. Ask them to place an order and then to share the link with 10 more people.

## WIN A GRAND!

Simply submit your tips\* on our "Let's Talk" blog post, sharing how you plan on achieving the *Have a GRAND Week* sales challenge, or share your success stories (also on the "Let's Talk" blog post) once you've completed the challenge!

When you do so, you will have your name entered into a drawing\* of all eligible posts submitted that week for a chance at winning \$1,000 in American Express gift cards! There will be three winners each week, and the winners' posts will be featured on the Company's "Let's Talk" blog.

MARY KAY®  
discover what you LOVE™

\*Read the official contest rules on *Mary Kay InTouch*® for more information.  
Facebook® is a registered trademark of Facebook Inc.

MK® / MARY KAY® / ©2014 Mary Kay Inc. All rights reserved. WN351009 5/14

