



make
MAY
count!

May Unit Goals:
\$36,000 Wholesale orders
30 New Unit Members & 3 New Red Jackets
3 On Target Car Drivers



*Countdown to Cadillac &
100 unit members!*

Happy May Heartseekers!!

I am SO EXCITED!! We are getting closer to Cadillac each month!

We have 2 months to finish and each month we need \$36,000 wholesale production!

That is a BIG number but it can be done! I am looking for 3 New Car Drivers + 1 New Sales Director by July 1st! Who will it be? It could be YOU!!

The NEW Summer Products are available to Preferred Customer Enrolees on May10th and all other Consultants on May 15th. The NEW Mascara– Lash Intensity Mascara has been a HUGE HIT! Over 193,000 sold in only 9 hours!! Plus NEW Correcting Concealers, an Eye Color Corrector for dark circles and Tone Correcting Serum are ALL New Products!! The flyer of new products are included in the newsletter! PLUS...4 Promotions for YOU to WIN this month! Pick one or ALL Four and have the BEST May Ever!

Let's get some interviews for you...

You could be driving a New FREE Car by July 1st!!

Love and Belief in YOU!

Hanna



Happy Anniversary!

We Celebrate You!



Happy Birthday



Consultant Name	Birthday
Jackie Louise Rayburn	May 7
Lucy Garcia	May 22
Sharon Lynne Macon	May 31



Happy Anniversary

Consultant Name	Anniversary	Year
Kathleen Langlinais	May 10	12th
Meagan Tait	May 11	12th
Alex Marie Cuellar	May 12	2nd
Nanette Ford	May 16	2nd
Brenda Gale Munro	May 17	13th
Katy Worden	May 27	6th
Norine J. Lanman	May 28	20th

New Consultant	From	Recruiter
Francisca Bojorquez	Baytown, TX	Maria Barrientos
Penny Garner	Orange, TX	Hanna Dekerlegand
Penny Wheelless	LaPorte, TX	Hanna Dekerlegand
Debra Sweeney	Houston, TX	Hanna Dekerlegand

Career Builders



Consultants that placed a wholesale product order last month.

Congratulations!

PCP Enrolees...WOW!! YOU can order the NEW Summer Products Early- May 10th!

Maria Barrientos, Helen Castilaw, Tammy Corley, Tracey Dean, Dalila Favela, Tamara Garrett, Vicki Haberman, Heather Haberman, Erika Humphrey-McGinty, Kathy Langlinais, Norine Lanman, Shirley McWilliams, Perth Petersen and Carrie St. Cyr!

Maria Barrientos Won the Summer Pkg of Look Books!



Dalila Favela-Queen
 Shirley McWilliams
 Penny Wheelless
 Penny Garner
 Tracey Dean
 Kathy Jones
 Maria Barrientos
 Kristin Hill
 Beverly Roberts
 Gale Munro
 TimAyn Stafford
 Suzanne Craig
 Erika Humphrey-McGinty
 Paula Jenkins
 Perth Petersen
 Veronica Fidone
 Tamara Garrett
 Norine Lanman
 Jennifer Taylor
 Heather Haberman
 Karen Wade
 Hanna Dekerlegand



What will it take to be a Cadillac Unit?



Qualifications—6 Months \$102,000 in wholesale production & Average of 130 Unit members

We currently have \$31,134 in wholesale orders & 85 Unit Members

**We need \$70,866 remaining and 51 New Unit members
2 months of \$35,433 in wholesale orders**

**May \$35,433—22 New Unit Members
June \$35,433—23 New Unit Members**

Did you know??

- There are ONLY 1200 Pink Cadillac Units in the USA?
- There are on average less than 25 Pink Cadillac Units in each state?
- Pink Cadillac Units don't come together just because the Sales Director leads an amazing unit? But because women are promoting themselves up the career path by sharing the business with others! This means we are debuting Red Jackets, FREE Car Drivers & offspring Directors!
- They are selling machines! Units are made up of women who are holding appointments & Sharing this AMAZING products with others!
- They get to strut their stuff ON STAGE every year at Career Conference for being a Pink Cadillac Unit!
- They get an EXTRA Bling Badge at Career Conference & Seminar!
- They get SPECIAL Pink Cadillac DINING at Seminar! All the National Sales Director dine in this room and you get to rub elbows with the TOP of the TOP in Mary
- They get to tell people they are a party of a Mary Kay and they undoubtedly ask you "Do you have a pink car? Now they can say "I'm party of one of only 1200 Pink Cadillac Units in the country & I help earn it in a BIG Way!

How can you help?

- Sell some Mary Kay Products— Hold appointments...Skin Care Classes, Facials, Catalog Parties! When you sell the products it creates CASH in your pocket and orders to the company!
- Invest in your business! Get some inventory to have on hand. The more you have to sell...the more you sell!
- Move up in your business! Share the Mary Kay Opportunity with EVERYONE. People are waiting for you to ask them? Waiting for a way out of the financial situation or just want to building their self confidence and contribute to their family budget
- Earn a FREE Car or help someone earn a free car! If it's not for you..it may be for someone else!
We are all part of a team! Be a team player
- Become a Sales Director—Financial Security is at the Director Position. Or recruit someone that wants to be a Sales Director
- Pray for our unit! This is a BIG GOAL! Bigger than me and you for sure! And...I cannot do it alone. I need your support, prayers and work to make this happen! I am so grateful to be your Sales Director and EXCITED to be a P

You deserve to be a Cadillac Unit!

Month 2 Completed!

Get invited to this Super fun prize party at Gilley's in Dallas! Pick up your prize(s) and receive this Super cute Bling Button on your badge! →



- Race for Red: Summer of Reds consistency achievers
- All-Star Consistency achievers
- Class of 2016 ISDS who debut from Feb. 1 to July 1, 2016, and their SSDS



RACE FOR RED

Summer of REDS
March 1 – May 31, 2016

How It Works

Who ▶		Star Team Builders* (3 to 4 active ¹ team members)	Team Leaders* (5 to 7 active ¹ team members)	Future Independent Sales Directors* (8 or more active ¹ team members)
Do This ▶		\$1,200 cumulative team production**	\$1,800 cumulative team production**	\$2,400 cumulative team production**
PERIOD March 1 – May 31	Any One Month Receive ▶	Crystal Bracelet	Crystal Bracelet	Crystal Bracelet
	Any Two Months Receive ▶	Ruby Bracelet	Ruby Bracelet	Ruby Bracelet
	All Three Months Receive ▶	Onyx Bracelet	Onyx Bracelet	Onyx Bracelet



Earn this fabulous tote when you achieve all three months of the contest. It's waiting for you at Seminar 2016 at the prize party. Check *Mary Kay InTouch*® for contest prizes and details.



May Unit Promotions

\$400 Challenge

Your Name
is written all over this!

Earn your
FREE digital
business
card with
\$400
wholesale
total orders
this month



6 Sharing Interview Challenge

Earn your **BELIEVED**
bracelet with 6 sharing
appointments this month
with your director



*Must be 21 yrs or older without
having a MK Beauty Consultant

Wholesale Ordering Challenge

\$300 ws order
MK Pom Pom
Key Chain



\$600 w order
MK Infinity
Scarf



\$800 ws order
MK Wake up for
Makeup Mug



Team Building Challenge

Gold Medal in May
5 New Team Members
In May
Earn a Seminar
Lunch Kit



NEW PRODUCTS

to brighten up your look!

\$15 Ltd. Edition Beauty that Counts

Mary Kay Creme Lipstick, Hearts Together

\$1 will be donated from each sale of this item through Aug. 15th, 2016! Your purchase benefits the MK Foundation!



TimeWise Tone-Correcting Serum

\$45

Dramatically evens the appearance of skin tone. Clinically shown to significantly improve skin brightness. 95% of women experienced the look of dark spots reduced after 12 weeks.



Mary Kay Undereye Corrector

\$16

Neutralizes dark circles beneath the eyes. The peach shade is specially formulated to color-correct bluish purple shadows beneath the eyes.



Lash Intensity Mascara

\$18

Magnify. Maximize. Multiply the look of your lashes!



\$16

Mary Kay Perfecting Concealer

Conceals blemishes, age spots & minor skin imperfections. Helps blur the appearance of skin redness. Choose the shade best for you!



Limited-Edition Mary Kay Rose Gold Compact Mini (unfilled)

\$17

In honor of Mary Kay Ash's May 12th Birthday, you can get this one-of-a-kind rose gold compact!

