

# Hanna's Heartseekers

Hanna DeKerlegand



ANYTHING CAN CHANGE AND YOU CAN CHANGE ANYTHING!

## 20 New Unit Members \$20,000 Wholesale Orders

Happy May Heartseeker's

Thank you for a GREAT MARCH!!

So much in our Newsletter this month!!

1. New Monthly Bee Jewelry with a combined \$600 wholesale order in May 31st
  2. Pre-Bee Promotion May 1st-15th
  3. NEW Virtual Starter Kit for only \$30!
  4. Great Starts Promotion-EXTENDED
  5. New Summer Products Available May 10th & 15th
  6. Double Team Bonus in May \$100 for each qualified team members
  7. Discounted CDS Shipping!! \$3.50 & \$7 shipping!
  8. Twice as Nice Promotion-What you do this month counts for May and July too!!
  9. Besties Program-New Recruit gets 3-\$25 coupons to give to her first 3 New Team Members-their starter kits only \$75!!
  10. NEW RED Jacket Promotion -NEW RED JACKETS
  11. New Red Jacket \$100 BONUS Promotion EXTENDED till Jan 31st!
  12. NEW Build a RED on your team..get \$100 each for EACH New Red Jacket on your Team!
  13. Unit Pacesetter's Program
- AND...SO Much more!!

Hanna



discover what you  
**LOVE**

### May 2020 Unit Goals:

- 20 New Heartseekers
- 10 Necklace Winners
- 3 New Red Jackets
- \$20,000 in wholesale orders
- 32 Consultants Ordering



**MK Bee Earrings**  
With a \$600 combined ws  
order by May 31st

**eKit**



### Pre-Bee Prizes



**Happy Anniversary!**

*We Celebrate You!*



## Happy Birthday

Consultant	Day
Jackie Rayburn	May 7th
Melissa Boyett	May 8th
Andrea Bryan	May 8th
Claudia Price	May 18th
Penny King	May 27th
Melissa Nicholas	May 14th
Sharon Macon	May 31st

## Happy Anniversary

Consultant	Year
Norine Lanman	24 yrs
Gale Munro	17 yrs
Kathleen Langlinais	16yrs
Meagan Tait	16 yrs
Jo King	3 yrs
Jennifer Gibson	2 yrs



New Consultant	From	Recruiter
Lisa Callan	Cary, NC	T. Dean
Dee A. Trevino	Pasadena, TX	H. Dekerlegand
Tiffanye McDonley	Manvel, TX	H. Dekerlegand
Desti Patton	Baytown, TX	R. Lowery
Penny King	Palm Coast, FL	R. Lowery
Claudia Price	Houston, TX	T. Dean
Linda Vasquez	Baytown, TX	A. Spears
Ro"Kette Simpson	Baytown, TX	R. Lowery

## April Earring Winners



## Career Builders



Consultants that placed a wholesale product order

- Romeisha Lowery-Queen
- Anna Spears
- Tracey Dean
- Dalila Favela
- Maria Barrientos
- Lisa Callan
- Katy Worden
- Jackie Rayburn
- Tamara Garrett
- Natali Vargas
- Gale Munro
- Helen Castilaw
- Vicki Haberman
- Melissa Nicholas
- Hanna Dekerlegand



## Seminar On-Target Consistency-Month 2

# May Pre Bee

May 1st-15th



**Place a \$300 combined  
wholesale order by May 15th  
Earn a Diamond Ink Pen +  
Intuitive Lip Balm**

# 12 BY THE 12TH

CHALLENGE 12 CLIENTS TO DOWNLOAD AND TRY THE  
NEW SKIN ANALYZER APP BEFORE MAY 12TH  
AND GIVE YOU THEIR RESULTS AND EARN  
A FREE FANORAMA MASCARA!



*Download Today!*





# 12 BY THE 12TH



Download Today!



SEND TO YOUR  
DIRECTOR BY MIDNIGHT  
ON MAY 12TH

**NAME**

**PH #**

**RESULTS**

- 1.
- 2.
- 3.
- 4.
- 5.
- 6.
- 7.
- 8.
- 9.
- 10.
- 11.
- 12.

# 3 Ways to Join Mary Kay

Now is the *perfect* time to start your very own  
**MARY KAY** *business!*

A Mary Kay business is set up to work perfectly in this new environment. It has been all along! NOW is the perfect time for YOU to jump-start a Mary Kay business!

**3 options available!**

**New eStart!**

**\$30**  
*A value of \$69.95!*

Includes:

- Access to a **Mary Kay® Personal Web Site** for one year.
- Access to **ProPay®\*\*** for one year to securely process credit card and debit card orders.
- Access to **all the digital resources Mary Kay offers**, like apps to help you sell, social media posts, product videos, eCatalogs, selling tips and more!

**Traditional Start!**

Includes :

- **Retail-Sized Products!**
- **Samplers**
- **Tools**
- **Literature and Educational Materials!**

**\$100**  
*A value of \$394*

**Best Value!**

**Both!**  
**\$130**  
*A value of over \$460!*

Includes **EVERYTHING!**

Just choose the eStart as an **add on** during checkout for your **Traditional Starter Kit!**

*Available for a limited time only! 4/20 - 5/31*

*\*Plus applicable shipping and taxes*

**BOSS**

A New Way with

**MARY KAY®**  
 Enriching Women's Lives™

**Become a eStart Virtual Beauty Consultant**

YOU CAN BECOME A CONSULTANT & GET A WEBSITE ALONG WITH EVERYTHING YOU NEED TO RUN YOUR BUSINESS VIRTUALLY

*for only \$30*

**Creating Choices & Cash Flow**

**START SOMETHING BEAUTIFUL**

*Starter Kit Options*

<p><b>FULL STARTER KIT</b>  <b>\$100</b></p> <ul style="list-style-type: none"> <li>• Retail-sized products and samples (valued at \$400)</li> <li>• Digital marketing tools</li> <li>• Literature &amp; educational materials</li> <li>• Access to your back office</li> <li>• Customer Support</li> <li>• Online step-by-step education to grow as you go</li> </ul>	<p><b>ESTART</b>  <b>\$30</b>  <i>April 30 - May 31, 2020</i></p> <ul style="list-style-type: none"> <li>• Personalized website &amp; credit card processing for 1 year (valued at \$30)</li> <li>• Access to your back office</li> <li>• Free apps to help you sell anytime, anywhere</li> <li>• Digital marketing tools</li> <li>• Customer Support</li> <li>• Online step-by-step education to grow as you go</li> </ul>	<p><b>FULL STARTER KIT + ESTART</b>  <b>\$130</b></p> <p><b>GET IT ALL!</b></p>
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**CONTACT ME TODAY TO GET STARTED!**

CHOICE OF STARTER KIT OPTION MUST BE MADE AT THE TIME THE AGREEMENT IS SUBMITTED. CHANGES CANNOT BE MADE LATER.

# Twice As Nice

Give yourself a boost for Seminar 2021!  
 Make May count this year and earn Seminar 2021 additional credit toward:

What you do this month, spills over to next Seminar year

<p><b>Queen's Court of Sharing</b></p> <p>Earn additional credit toward Seminar 2021 with up to six new personal team members who become Great Start-qualified from May 1-31, 2020.</p>	<p><b>Queen's Courts of Personal Sales</b></p> <p>Earn up to \$4,000 additional retail credit toward Seminar 2021 for each \$1 in personal estimated retail production on orders received and accepted by the Company May 1-31, 2020.</p>	<p><b>Circle of Achievement &amp; Excellence</b></p> <p>Independent Sales Directors can earn up to \$40,000 in additional unit retail credit for Seminar 2021 for each \$1 in unit estimated retail production on orders received and accepted by the Company May 1-31, 2020.</p>
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See InTouch for details.

## Double Team Building Bonus

START SEEING

# Double!!



In May 2020, the Team-Building Cash Bonus will be **DOUBLED!** Instead of \$50 for each Great Start-qualified\* new personal team member, you will now receive **\$100!!**

\* See InTouch for more details.

**BOSS**

## CDS Shipping Discount

MARY KAY JUST EXTENDED THIS!

### DISCOUNTED SHIPPING FOR MAY CDS!!!

**EXTENDED!**



USPS SHIPPING RATES DISCOUNTED FROM:  
 \$6.95 to \$3.50 and \$10.95 to \$7.00

Must be active and have a ProPay account to use the Customer Delivery Service. See InTouch® for details. Available through May 31st, 2020.

**BOSS**

# Seminar Consistency

**be**  
*focused.*

Earn your BEE in  
March, April, May, & June  
PLUS Add 1 Great-Start  
Qualified New Team  
Member PLUS Attend  
Seminar!

*Yay, you!*  
We knew you could do it!

**be**  
*focused.*

SEMINAR CONSISTENCY  
CHALLENGE

PINK







### Enter the *My Mary Kay Moment* Contest.

The Mary Kay opportunity is paved with beautiful moments. And we'd like to see yours! Whether it's the first time you spoke in front of a group, the day you drove your newborn home in your Mary Kay Cadillac or that dream trip – share your memories by submitting a photograph with a caption.

#### **Twenty (20) Grand Prize winners will receive:**

- Seminar 2020 registration fee.
- \$1,000 spending money.
- An assortment of *Mary Kay*® products.
- A *Mary Kay*® makeover and photo shoot for the opportunity to be featured in a national advertisement.

We want to see your awe-inspiring moments. Laugh-inducing learning experience moments. And life-changing aha moments.

**To enter and for official contest rules, go to: [marykay.com/mymkmomentcontest](http://marykay.com/mymkmomentcontest)**

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# MARY KAY

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