

**NEW! Limited-Edition<sup>†</sup>**  
**Lash Love Fanorama<sup>†</sup>**  
**Mascara in I love black,**  
**\$16**



**NEW! Limited-Edition<sup>†</sup>** Mary Kay  
**At Play<sup>†</sup> Color Correcting Stick,**  
**\$14**



**NEW! Limited-Edition<sup>†</sup>**  
**Mary Kay<sup>†</sup> Intuitive pH Lip Balm,**  
**\$18**



**NEW! White Tea &**  
**Citrus Satin Body**  
**Whipped Shea Crème,**  
**\$22**



**Limited-Edition<sup>†</sup>**  
**Mary Kay<sup>†</sup> Eyelash**  
**Curler, \$12**

# SUMMER 2020

**Special-Edition<sup>†</sup>** Mary Kay<sup>†</sup>  
**Sun Care Subtle Tanning**  
**Lotion,\*\* \$18**



**Special-Edition<sup>†</sup>**  
**Mary Kay<sup>†</sup> Sun**  
**Care After-Sun**  
**Replenishing**  
**Gel, \$15**



**NEW! Limited-Edition<sup>†</sup>**  
**Mary Kay<sup>†</sup> Masking**  
**Towel Gift With**  
**Purchase**



*Pink*

# Summer 2020

## EARLY ORDERING FORM

**Sales Director Early Offer**  
Effective April 26 – May 15, 2020  
**Preferred Customer Program<sup>SM</sup>**  
**and Star Consultant Early Offer**  
May 10 – 15, 2020

For participants who enrolled customers to receive the Summer 2020 and/or the Spring 2020 issue of *The Look* and for participants who qualified as Star Consultants in the previous program quarter.

**Beauty Consultant Early Offer**  
Effective May 15, 2020

Beauty Consultant Name

Beauty Consultant Number

**Preferred Customer Program<sup>SM</sup>** participants:

Check here if you enrolled for customers to receive the Summer 2020 and/or Spring 2020 issue of *The Look*.

**Star Consultant** participants:

Check here if you qualified as a Star Consultant during the Dec. 16, 2019 – March 15, 2020, program quarter.

## Ordering Guidelines

- The new promotional products are available **April 26 – May 15, 2020**, to all Independent Sales Directors.
- The new promotional products are available **May 10 – 15, 2020**, to Independent Beauty Consultants who enrolled in *The Look* for Summer 2020 and/or Spring 2020 via the *Preferred Customer Program<sup>SM</sup>* and for Beauty Consultants who qualified as Star Consultants in the previous program quarter (Dec. 16, 2019 – March 15, 2020).
- The new promotional products are available **May 15, 2020**, to all Beauty Consultants.
- **This early offer can be ordered separately or combined with a regular Section 1 order.**
- Your early offer discount will be determined by:
  - (1) Your Earned Discount Privilege if you are active, **OR**
  - (2) Your total Section 1 order.
- Early offer orders **will count** toward the \$450 suggested retail needed during the *Spring 2020* Promotion to qualify for a 50% discount.
- Early offer orders also will count toward Star Consultant Program Quarter 4, ending June 15, 2020.

## Placing Your Order

**BY INTERNET:** Go to [marykayintouch.com](http://marykayintouch.com).

**BY TELEPHONE:** 7:30 a.m. to 7:30 p.m. Central time, M – F, except holidays and the last business day of the month (April 30, 2020). A \$5 service charge will be added to all telephone orders. On April 30, 2020, Sales Directors may order from 7:30 a.m. to 7:30 p.m. Central time for a \$15 service charge. **Beauty Consultants call 800-272-9333, Option 1. Sales Directors call the Sales Director Service Center, Option 1.**

**BY MAIL:**

- Sales Directors' orders must be postmarked April 26 – May 15, 2020.
- *Preferred Customer Program<sup>SM</sup>* and Star Consultant Early Offer participants' orders must be postmarked May 10 – 15, 2020.
- All other orders must be postmarked on May 15, 2020.

# Section 1 – Products

PART NO. QTY. SUGG. RETAIL TOTAL

## NEW! REGULAR LINE:

Satin Body <sup>®</sup> Whipped Shea Crème	091507	22.00		
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## NEW! LIMITED EDITION:<sup>†</sup>

<b>Mary Kay At Play<sup>®</sup> Color Correcting Stick:</b>				
Wipe Out Redness	121197	14.00		
<b>Lash Love Fanorama<sup>™</sup> Mascara:</b>				
I ♥ black	142038	16.00		
<b>Mary Kay<sup>®</sup> Intuitive pH Lip Balm:<sup>*</sup></b>				
Pink	156263	18.00		
<b>Mary Kay<sup>®</sup> Eyelash Curler</b>	114893	12.00		

## SPECIAL EDITION:<sup>†</sup>

<b>Mary Kay<sup>®</sup> Sun Care After-Sun Replenishing Gel</b> (2/16/20 – 8/15/20)	050165	15.00		
<b>Mary Kay<sup>®</sup> Sun Care Subtle Tanning Lotion</b> (2/16/20 – 8/15/20)	153545	18.00		

**TOTAL SUMMER 2020 ORDER AT SUGGESTED RETAIL \$**

Add total to Page 1, PAGE 1 TOTAL, of the Feb. 16, 2020, Consultant order form.

## Gift With Purchase (while supplies last):

<b>LTD. ED.<sup>†</sup> Mary Kay<sup>®</sup> Masking Towel:</b>				
Get a FREE <sup>†</sup> limited-edition <sup>†</sup> Mary Kay <sup>®</sup> Masking Towel when you purchase the Clear Proof <sup>®</sup> Deep-Cleansing Charcoal Mask	094148	24.00		

**FIXED WHOLESALE TOTAL \$**

Add total to Page 10, (D) GIFT-WITH-PURCHASE AND/OR PURCHASE-WITH-PURCHASE TOTAL, of the Feb. 16, 2020, Consultant order form.

# Section 2 – Sales Aids

PART NO. QTY. CONS. COST TOTAL

<b>REVISED!</b> July 2020 – Dec. 2021 Date Book (bilingual) / <b>¡REVISADO!</b> Agenda julio 2020 – diciembre 2021 (bilingüe)	163677	3.50		
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**TOTAL SECTION 2 AT COST \$**

Add total to Page 12, PAGES 11 & 12 TOTAL, of the Feb. 16, 2020, Consultant order form.

<sup>†</sup>Available while supplies last

\*According to UN Women, crises like COVID-19 can be especially difficult for those experiencing domestic violence. You can join Mary Kay's global *Pink Changing Lives<sup>®</sup>* cause empowerment program and help change the lives of women and their families affected by the pandemic. In the United States, from **April 26 through Aug. 15, 2020**, \$1 will be donated from each sale of the limited-edition<sup>†</sup> *Mary Kay<sup>®</sup> Intuitive pH Lip Balm*. Mary Kay is committed to supporting *The Mary Kay Foundation<sup>™</sup>* efforts to end violence against women in the United States.

<sup>†</sup>Available from participating independent Beauty Consultants only and while supplies last

MARY KAY<sup>®</sup>

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**NEW! LIMITED-EDITION  
MARY KAY AT PLAY  
COLOR CORRECTING STICK**



**\$14 RETAIL**



Wipe Out Redness!  
Use this green stick  
to neutralize  
redness fast for a  
quick confidence  
boost and a more  
even-looking  
complexion.



**NEW! LIMITED-EDITION  
LASH LOVE PANORAMA MASCARA IN  
I ♥ BLACK**

**\$16 RETAIL**



Features the fan-favorite  
Lash Love® formula with an  
innovative NEW brush with  
three unique application  
zones! The brush works from  
corner to corner and root to  
tip to bring even the  
smallest lashes out of  
hiding. Rows of super soft  
silicone bristles, stabilized  
by an inner core, power the  
brush's three unique  
application zones.



**NEW! LIMITED-EDITION  
MARY KAY  
INTUITIVE PH LIP BALM**

**\$18 RETAIL**



This pink lip balm not  
only changes color, it  
shows how the power  
of pink can change  
lives. See it transform  
hue once applied,  
adjusting to your  
unique pH chemistry  
for a perfectly  
flattering finish. It  
provides a subtle flush  
of one-of-a-kind color.



*Intuitive pH Lip Balm*



# BUILD YOUR TEAM ON THE DOUBLE.

January 2020 Double Team-Building Bonus



Find all the details on *Mary Kay InTouch\** 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 \$600 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\* 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

# NEW RED JACKETS!!



## Sr. Consultants

Helen Castilaw  
Shirley McWilliams  
Earline Gore

Dalla Favela  
Ereka Humphrey-McGinty  
Samantha Viallon

# Looking for 3 More Red Jackets in May

Anna Spears  
Melissa Nicholas  
Linda Vasquez -New

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

Tracey Dean  
Lisa Calan-New  
Claudia Prize-New



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





**Independent Sales Director**

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



**May Pre Bee**  
**May 1st-15th**

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

A New Way with  
**MARY KAY**  
Enriching Women's Lives<sup>SM</sup>

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

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