

Hanna's Heartseekers

Hanna Deckerlegand



ANYTHING CAN CHANGE AND YOU CAN CHANGE ANYTHING!

CADILLAC BY JUNE 30TH \$29,000 Wholesale Orders

Happy May Heartseeker's

WE ARE UP 122% OVER LAST April !!!

Check out the ENTIRE Newsletter!! It's all SO EXCITING!

So much in our Newsletter this month!!

1. New Monthly Spark Jewelry with a combined \$600 wholesale order in May
2. Team 3000 Promotion
3. Sell 12 items by May 12th Mary Kay's Birthday
4. May Wholesale Order Promotion May 1st-31st
5. EXTENDED-Double Commissions with qualified team members = \$100!
6. NEW Summer Products available May 10th and May 15th
7. \$1000 Sales Week— May 10th –17th!
8. 25 Unit Parties—Hostess Contest 2-\$100 Amazon Gift Cards
9. New 1st Time Red Jackets earn \$100 CASH Promotion



Hanna

CADILLAC COUNTDOWN-CADILLAC UNIT BY JUNE 30TH!!

May 2021 Unit Goals:

- 15 New Heartseekers
- 15 Spark Achievers
- 3 New Red Jackets
- 4 On Target Car Drivers
- 2 New DIQS
- 3 New Reds
- 35 Working Consultants
- \$29,000 in wholesale orders

Earn your Friendships Necklace with a \$600 combined ws order by May 30th



APRIL Spark a Chain Achievers

Emily Marshall	Hanna Deckerlegand	Debbie Fritts	Anna Sprays	Tracey Dean
	YOU	YOU	YOU	YOU
Kimberly Wood	Achiever	Achiever	Achiever	Achiever

Cadillac Unit by June 30th



discover what you
LOVE

Happy Anniversary!

We Celebrate You!

Happy Birthday!



Happy Birthday

Happy Anniversary

HAPPY BIRTHDAY!

Jackie Bayburn-May 7th
 Melissa Boyett-May 8th
 Melissa Knight-May 14th
 Reyna Bustos -May 18th
 Claudia Price -May 18th
 Penny King-May 27th
 Sharon Macon-May 31st

Happy Anniversary!

Norine
 Gale
 Kathleen
 Holly

Norine Lanman-25 yrs
 Gale Munro-18 yrs
 Kathleen Langlinais-17 yrs
 Katy Worden-11 yrs
 Angela Shepard -1 yr
 Carlo Miles-1 yr
 Rachel Ross-1 yr
 Julie Craig-1 yr
 Suzanne Craig-1 yr
 Start Joy-1 yr

Rachel
 Angela

Carol
 Julie
 Suzanne
 Starty

Welcome New SuperStar Consultants!

New Consultant	From	Recruiter
Moha Yepuri	Dallas, TX	T. Marshall

Career Builders
 Consultants that placed a wholesale product order last month.



**Congratulations..
 You Can order New
 Summer Early May 10th!**

Maria Olga Barrientos,
 Dalila Perez Favela,
 Helen Castilaw, Mara Kemp,
 Tracey Dean, Tiffanye McDonley,
 Janie Hopkins, Tanya Marshall,
 Anna Spears, Kimberly Wood,
 Tammy Corley, Tammy Garrett,
 Melissa Knight,
 Christie Nieberding, Romeisha Lowery,
 Ra Ross, Vicki Blanton,
 Linda Vasquez & Lisa Callan!!

Tanya Marshall– Queen of Sales
 Dalila Favela
 Anna Spears
 Tracey Dean
 Kim Wood
 Gale Munro
 Tamara Garrett
 Rachel Ross
 Vicki Blanton
 Kathy Langlinais
 Yvonne George
 Norine Lanman
 Moha Yepuri
 Christie Nieberding
 Romeisha Lowery

QUEEN Of Unit Sales April

Tanya Marshall

Linda Vasquez
 Ronda Salazar
 Mara Kemp
 Janie Hopkins
 Helen Castilaw
 Hanna Dekerlegand

Now Available for Ordering-No Limits

NEVER SKIP CLEAN SKIN

With this Power-Packed Bestie Bundle!

NEW! Mary Kay® Micellar Water, \$17

Never miss a fresh face again with a quick and versatile way to cleanse skin. Whether you're in a rush, on the go, post-workout or at home, Mary Kay® Micellar Water works as a quick cleanse on its own or before your favorite Mary Kay® cleanser.

- Attracts impurities.
- Helps break down **face** makeup.
- Cleanses skin gently.
- Leaves skin hydrated.
- No need to rinse!

Mary Kay® Oil-Free Eye Makeup Remover, \$17

- Gently removes all types of eye makeup, including waterproof
- Does not leave skin feeling greasy



Limited-Edition Mary Kay® Makeup Remover Rounds Bundle, \$34

Receive a FREE pack of five reusable limited-edition Mary Kay® Makeup Remover Rounds when you purchase this limited-edition bundle that includes the NEW Mary Kay® Micellar Water and Mary Kay® Oil-Free Eye Makeup Remover. Includes a washable mesh bag.

BOSS

\$2000 Club
2000
 APRIL & MARCH ACHIEVERS

 Dalila Favela
 2 month Achiever
 April \$2171.18
 March \$2580.75

 Tracey Dean
 March
 \$2348.75

 Tanya Marshall
 March
 \$2220.75

 Helen Castilaw
 March
 \$2056

TEAM 3000

WINNER
 JOIN OUR NEW TEAM 3000 CLUB
 WITH 2 PERSONAL TEAM MEMBERS
 & \$3000 IN COMBINED WHOLESALE
 ORDERS IN MAY

EARN THE PINK CADILLAC
 TUMBLER + KEY CHAIN

 

*Recruiter must place an active order to qualify

Heartseekers Unit

 **MAY 1ST-31ST**

HOSTESS Promotion
 NO experience NECESSARY
 MUST ENJOY free STUFF

2 -\$100 Amazon Gift Card Giveaways
 When we have 25 Parties in May



(* hostess & guests must 18 yrs or older)

May Promotions



TEAM 3000

WINNER

JOIN OUR NEW TEAM 3000 CLUB
WITH 2 PERSONAL TEAM MEMBERS
& \$3000 IN COMBINED WHOLESALE
ORDERS IN MAY

EARN THE PINK CADILLAC
TUMBLER + KEY CHAIN



*Recruiter must place an active order to qualify

Cadillac Unit by June 30th

May Promotions

May PROMOTION



\$300 WS
BY MAY 15th
Sponge Holder



\$600 WS
BY MAY 31st
Spark a Chain Necklace



\$800 WS
BY MAY 31st
Monitor Message Board



\$1200 WS
BY MAY 31st
Rose Gold Desk Organizer & Stationary Set



\$1,500 WS
BY MAY 31st
Rose Gold Desk Lamp

Pin Beautiful MEDIA

MOVE 12 ITEMS BY THE 12TH FOR MARY KAY ASH'S BIRTHDAY!



Mary Kay

**LET'S TRACK THIS IN
THE COMMENTS**

When you sell 12 items by the 12th, post this below: "12 Items for Mary Kay!"
Remember, each bottle counts as 1 item.
Ex: Satin Hands counts as 3 items.

Pin Beautiful MEDIA

Multituse Must-Haves

Summer 2021

NEW! LIMITED-EDITION MARY KAY® BODY CARE SET IN SPARKLING CHERRY

\$30



A blend of bold and bright sparkling cherry, soft cream florals and warm vanilla musk. Love this body lotion and fragrance mist for a sweet escape.

SPECIAL-EDITION MARY KAY SUN CARE AFTER-SUN REPLENISHING GEL

\$5 RETAIL



After a day in the sun, enjoy this cooling, refreshing, hydrating gel. Leaves skin feeling soft and silky, never sticky.

SPECIAL-EDITION MARY KAY SUN CARE SUBTLE TANNING LOTION

\$18 RETAIL



Build up gorgeous color in about a week without unnecessary sun exposure. Comes on evenly and absorbs quickly. No streaks!

NEW! Mary Kay® Micellar Water

Mary Kay® Micellar Water works as a quick cleanse on its own or before your favorite Mary Kay® cleanser as a double cleanse.

\$17



- * Attracts impurities.
- * Helps break down face makeup.
- * Gently cleanses skin.
- * Leaves skin hydrated.
- * No need to rinse!



Free gift with purchase

Receive a FREE pack of 10 reusable cotton rounds* with your purchase of 100 Mary Kay® Micellar Water. *Available while supplies last. ©2021 Mary Kay, Inc.

SPECIAL-EDITION MKMEN BEARD OIL

\$20



The MKMen Beard Oil is a leave-in conditioner formulated specifically for beards and facial hair.

Conditions and softens facial hair. Nourishes and moisturizes beard and face. Adds shine to facial hair. Smells like peppermint clary sage.



LIMITED-EDITION MARY KAY UNLIMITED LIP GLOSS SHADES

\$16



Support The Mary Kay Foundation when you purchase one or both of these beautiful lipglosses.

- Additional benefits:
- * Non-sticky.
 - * Non-toxic.
 - * Ethical, zero-drag globe.
 - * Formulated with vitamins C and E.
 - * Dermatologist tested.
 - * Tested for skin irritation and allergy.
 - * Patent pending high shine and high moisturization technology.



LIMITED-EDITION MARY KAY EYE SHADOW QUAD

\$22 Each

When it comes to choosing up your eye shadow, just think pink! Light shades have been expertly selected in collaboration with Luis Lasso in honor of his 25th anniversary as Mary Kay Global Beauty Ambassador. Two special quads have been designed to deliver wearable and wow-worthy looks. Both the Warm Pinks and Cool Pinks quads include matte and shimmer shades that can complement everyone, allowing beauty lovers to wear subtle or make a statement.



- * Warm Pinks
- * Cool Pinks
- * High pigmentation.
- * Blendable formula.
- * Mix of shimmer and matte shades.

Each quad fits perfectly inside our Mary Kay Perfect Palette® (sold separately).

LIMITED-TIME† OFFER: MARY KAY® BRUSH ORGANIZER BUNDLE

\$22

Includes Brush Organizer and Blending Brush.



Flexible top that adjusts to organize all your brushes, and its removable top makes it easy to clean.

Essential Brush Organizer Not Included

Blending Brush Included

NEW! MARY KAY® EYE BLENDING BRUSH

\$12



Give blending a boost with a luxuriously soft eye color brush that gives your favorite look a seamless finish.

Summer 2021

EARLY ORDERING FORM

Sales Director Early Offer
Effective April 26 – May 15, 2021
Preferred Customer ProgramSM
and Star Consultant Early Offer
May 10 – 15, 2021

For participants who enrolled customers to receive the Summer 2021 issue of *The Look* and for participants who qualified as Star Consultants in the previous program quarter.

Beauty Consultant Early Offer
Effective May 15, 2021

Beauty Consultant Name

Beauty Consultant Number

Preferred Customer ProgramSM participants:

Check here if you enrolled for customers to receive the Summer 2021 issue of *The Look*.

Star Consultant participants:

Check here if you qualified as a Star Consultant during the Dec. 16, 2020 – March 15, 2021, program quarter.

Ordering Guidelines

- The new promotional products are available **April 26 – May 15, 2021**, to all Independent Sales Directors.
- The new promotional products are available **May 10 – 15, 2021**, to Independent Beauty Consultants who enrolled in *The Look* for Summer 2021 via the **Preferred Customer ProgramSM** and for Beauty Consultants who qualified as Star Consultants in the previous program quarter (Dec. 16, 2020 – March 15, 2021).
- The new promotional products are available **May 15, 2021**, 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:
 - Your Earned Discount Privilege if you are active, **OR**
 - Your total Section 1 order.
- Early offer orders **will count** toward the \$450 suggested retail needed during the *Spring 2021* Promotion to qualify for a 50% discount.
- Early offer orders also will count toward Star Consultant Program Quarter 2, ending June 15, 2021.

Placing Your Order

BY INTERNET: Go to marykayintouch.com.

BY TELEPHONE: 9 a.m. to 6 p.m. Central time, M – F, except holidays and the last business day of the month (April 30, 2021). A \$5 service charge will be added to all telephone orders. On April 30, 2021, Sales Directors may order from 9 a.m. to 6 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.**

Section 1 – Products

	PART NO.	QTY.	SUGG. RETAIL	TOTAL
NEW! REGULAR LINE:	Mary Kay[®] Micellar Water	160886	17.00	
	Mary Kay[®] Eye Blending Brush	168938	12.00	
NEW! LIMITED EDITION:[†]	Mary Kay Unlimited[™] Lip Gloss:^{**}			
	Confident Pink 168299 Hopeful Lilac	169301	16.00	
	Mary Kay[®] Eye Shadow Quad:			
	Cool Pinks 170330 Warm Pinks	170331	22.00	
	Mary Kay[®] Body Care Set in Sparkling Cherry	171637	30.00	
	Mary Kay[®] Eye Blending Brush and Mary Kay[®] Brush Organizer^{††} Bundle	178893	22.00	
NEW! LIMITED EDITION/ AND SPECIAL EDITION:[†]	Mary Kay[®] Makeup Remover Rounds Bundle Receive a FREE pack of 6 reusable limited-edition Mary Kay [®] Makeup Remover Rounds when you purchase this limited-edition bundle that includes the NEW Mary Kay [®] Micellar Water and a Mary Kay [®] Oil-Free Eye Makeup Remover. Includes a washable mesh bag.	187929	34.00	
	NEW! SPECIAL EDITION:[†]			
	MKMen[™] Beard Oil^{**}	174572	20.00	
Mary Kay[®] Sun Care After-Sun Replenishing Gel^{***}	050165	15.00		
Mary Kay[®] Sun Care Subtle Tanning Lotion^{***}	153545	18.00		

TOTAL SUMMER 2021 ORDER AT SUGGESTED RETAIL \$

Add total to Page 1, PAGE 1 TOTAL, of the Feb. 16, 2021, Consultant order form.

Section 2 – Sales Aids

	PART NO.	QTY.	SUGG. RETAIL	TOTAL
PROMOTIONAL ITEMS	NEW! Mary Kay[®] Micellar Water Deluxe Mini	163901	2.50	
	NEW! The Look (Summer 2021), pk./10	186109	3.50	
	NUEVO! La Imagen (Verano 2021), pag./10	186108	3.50	
	REVISED! Beauty Book and Set Sheet Inserts (Version 5/21), pk./10	192577	2.50	
	¡REVISADO! Libro de belleza y Hoja de juego de productos (Versión 5/21), pag./10	192578	2.50	
	REVISED! Hostess Brochure (Version 5/21), pk./10	193031	1.50	
	¡REVISADO! Folleto de anfitriona (Versión 5/21), pag./10	193032	1.50	
	REVISED! Second Appointment Laminated Place Mat Set (Version 5/21), pk./4 (Includes one Consultant Guide)	187168	2.00	
	¡REVISADO! Juego de manteles laminados para segunda cita (Versión 5/21), pag./4 (Incluye una Guía de consultora)	187169	2.00	

TOTAL SECTION 2 AT COST \$

Add total to Page 9, PAGE 9 TOTAL, of the Feb. 16, 2021, Consultant order form.

[†] Available while supplies last.

^{††} Brush organizer not available separately.

^{**} You can join Mary Kay's global Pink Changing Lives[™] cause empowerment program and help change the lives of women and their families. In the United States, from **April 26 through Aug. 15, 2021**, Mary Kay Inc. will donate \$1 from each sale of the limited-edition[†] Mary Kay Unlimited[™] Lip Gloss in Confident Pink and Hopeful Lilac shades. Mary Kay is committed to supporting The Mary Kay Foundation'sSM efforts to invest in breakthrough cancer research for women-related cancers and efforts to end domestic violence against women in the United States.

^{***} Available 5/16/21 – 11/15/21

^{***} Available 2/16/21 – 8/15/21

MARY KAY[®]

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EXTENDED THROUGH MAY 31ST

APRIL DOUBLE GREAT START:
INDEPENDENT BEAUTY CONSULTANT
TEAM-BUILDING CASH BONUS

DOUBLE

Your Rewards When You Develop Your Team!



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 and Elite Team Leaders are eligible to earn a \$50 cash 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 April 2021, the bonus will be doubled. That means instead of earning \$50, you can earn \$100! It's a great time to share the Mary Kay opportunity with potential new team members.

*Spark Your Success –
On the **Double!***

*An Independent Beauty Consultant is considered active in the month a new \$25 wholesale Section 2 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 single retail order or cumulative orders with the Company are \$100 or more in wholesale Section 1 product(s) 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.

MARY KAY