

Hanna's Heartseekers

Hanna DeKerlegand



ANYTHING CAN CHANGE AND YOU CAN CHANGE ANYTHING!

12 Star Consultants by March 15th \$16,000 Wholesale Orders

Happy February Heartseeker's

WE ARE UP 168% OVER LAST January!!!!

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 February
2. Pre-Spark Promotion Feb 1st-15th
3. New Clinical Solutions Retinol
4. \$1000 CASH Drawing Feb 1-15th
5. Kendra Scott Necklace & Earring Prize - New Team members
6. Travel Bag Giveaway for Consultants Feb 1st-15th
7. NEW -Discounted CDS Shipping!! \$4.95 & \$7.95 shipping!
Besties Program-New Recruit gets 3-\$25 coupons to give to her first 3 New Team Members-their starter kits only \$75!!

Love and Belief!

Cadillac Unit by March 31st



Hanna

February Unit Goals:

- 16 New Heartseekers
- 16 Spark Achievers
- 5 New Red Jackets
- 3 New Elite Team Leaders
- \$16,000 in wholesale orders

Earn your Strike Up New Friendships Necklace with a \$600 combined ws order by Feb 28th



Cadillac Unit by March 31st

GUESTS ONLY
\$1000 CASH GIVEAWAY

GLITTER IS ALWAYS
Share the love Share the love

Feb 1st-15th
MULTIPLE DRAWINGS

1-ENTRY = PRACTICE INTERVIEW
5-ENTRIES = JOIN US BY 2/15

CONSULTANT
INTERVIEW CHALLENGE

1 ENTRY = 1 INTERVIEW
5-ENTRIES = NEW TEAM MEMBER

FEB 1ST-15TH

****MINIMUM OF 5 INTERVIEWS TO QUALIFY**



discover what you
LOVE

Happy Anniversary!

We Celebrate You!



Happy Birthday

HAPPY BIRTHDAY

Elisa Wildfong-Feb 2nd
 Rhonda Layton-Feb 4th
 Ro'Kette Simpson-Feb 6th
 Kathy Jones-Feb 9th
 Judy Rickstrow-Feb 9th
 Virginia Fisher-Feb 13th
 Sandra Javalera-Feb 21st
 Helen Castilaw-Feb 27th

Elisa, Ro'Kette, Rhonda, Kathy, Judy, Virginia, Sandra, Helen

Welcome New SuperStar Consultants!

Happy Anniversary

Happy Anniversary

Jackie Rayburn -2nd
 Sandra Javalera-1st

Jackie, Sandra

Career Builders

Consultants that placed a wholesale product order

New Consultant	From	Recruiter
Janie Hopkins	Silsbee, TX	H. Castilaw
Christie Nieberding	Houston, TX	T. Marshall
Kimberly Wood	Baytown, TX	D. Favela

Janie Hopkins-Queen
 Christie Nieberding
 Helen Castilaw
 Dalila Favela
 Tracey Dean
 Romeisha Lowery
 Maria Barrientos
 Tanya Marshall
 Anna Spears
 Linda Vasquez
 Rachel Ross
 Virginia Fisher
 Elisa Wildfong
 Tammy Corley
 Kathleen Langlinais
 Tiffanye McDonley
 Tamara Garrett
 Hanna Dekerlegand

QUEEN
 Of Unit Sales
 January

Janie Hopkins

Lisa Callan
 Christy Hawthorne
 Carol Conway
 Felicia Cooke
 Laurie Hayes
 Vicki Blanton
 Melissa Knight

January Working Consultants

HEARTS & KERS UNIT

HELEN CASTILAW	DALILA FAVELA	TAMARA GARRETT	CHRISTIE NIEBERDING	LINDA VASQUEZ
ROMEISHA LOWERY	CAROL CONWAY	LISSA DENISE	MARIA BARRIENTOS	
HANNA DEKERLEGAND	LAURIE HAYES	FELICIA COOKE	JANIE HOPKINS	
TRACEY DEAN	KATHLEEN LANGLINAIS	CHRISTY HAWTHORNE	TIFFANYE MCDONLEY	
TAMMY CORLEY	VIRGINIA FISHER	RACHEL ROSS	VICKI BLANTON	
TANYA MARSHALL	LISA CALLAN	ANNA SPEARS	MELISSA MICHOLOS	

February Pre-Spark

\$300 WHOLESALE INTO THE COMPANY BY
FEBRUARY 15TH!



**Earn your MK Glamour Stickers for Gifts,
Compacts, Packages & More!**

Cadillac Unit by March 31st

January Spark Achievers

ON Target for Consistency Earrings

JANUARY ACHIEVERS



Dalila Favela

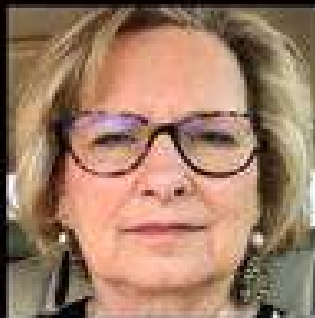


Janie Hopkins

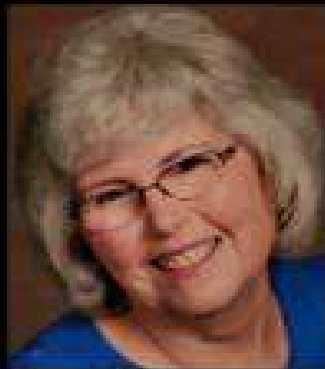


Christie Neiberding

Tracey Dean



Romeisha Lowery



Helen Castilaw



Hanna Dekerlegand

GUESTS ONLY

\$1000 CASH GIVEAWAY



Share the Love Share the Love

Feb 1st-15th

MULTIPLE DRAWINGS

1-ENTRY = PRACTICE INTERVIEW
5-ENTRIES = JOIN US BY 2/15

CONSULTANT

INTERVIEW CHALLENGE

1 ENTRY = 1 INTERVIEW
5-ENTRIES = NEW TEAM MEMBER

FEB 1ST-15TH



****MINIMUM OF 5 INTERVIEWS TO QUALIFY**

SPARK YOUR BELIEF!

Earn your Spark each month January - March to earn your Earrings which will coordinate with the next consistency prizes!



SPARK A CHAIN REACTION

Congratulations On Target!!
Dalila Favela, Christie Neiberding,
Tracey Dean, Janie Hopkins, Helen
Castilaw and Hanna Dekerlegand

Free Kendra in February!

MARCHING EARRINGS WITH 6 NEW ACTIVE



ADD 3 NEW TEAMIES TO EARN YOURS!

new team members must activate by the 20th!!

NEW-Clinical Solutions

MARY KAY CLINICAL SOLUTIONS™

READ ME FIRST!

Explore the amazing benefits of this dermocosmetic treatment, and follow the journeys of others who have experienced visible changes. Once you've familiarized yourself with these videos and supporting materials, you'll be more prepared to share the *Mary Kay Clinical Solutions™ Retinol 0.5 Set* with your customers when it launches on Feb. 16. **Find these videos and supporting materials on *Mary Kay InTouch®* > Products > *Mary Kay Clinical Solutions™*.**

VIDEOS

MARY KAY CLINICAL SOLUTIONS™ EARLY ANNOUNCEMENT VIDEO

WATCH THIS FIRST! This can't-miss video features Mary Kay experts discussing why dermocosmetics is where we want to be and how the *Mary Kay Clinical Solutions™ Retinol 0.5 Set* can take you and your customers into the new realm of skin care!

ADDITIONAL VIDEOS:

- *Mary Kay Clinical Solutions™ Expert Video*
- *Mary Kay Clinical Solutions™ Promo Video*
- *myCustomers+™ Retinization Functionality Tutorial Video*
- *Mary Kay Clinical Solutions™ Retinization Testimonials*
- *Independent Sales Director Retinization Journey Videos*



MARKETING AND EDUCATION MATERIALS

READ BEFORE YOU START

- **Fact Sheet:** Take an in-depth look at this dermocosmetic set.
- **Products to Avoid While Retinizing Chart:** Familiarize yourself with the products that should be avoided during the retinization process.
- **FAQs:** Learn answers to questions you may have about this new set, including product and ingredient compatibility.
- **Science Behind the Results Flier:** See a brief overview of the ingredients and set development.

DURING YOUR JOURNEY

- **Retinization Tracker:** Track your journey through the first eight weeks.
- **Retinization Journey Flier:** Take detailed notes and learn how to take before-and-after photos to share with your customers later.

ADDITIONAL SUPPORT

- **Before-and-After Flier:** See visible results in before-and-after photos from a study conducted with Independent Beauty Consultants.
- **myCustomers+™ App Discussion Guide:** A guide to help with check-in discussions with your customers throughout the retinization process.
- **At-a-Glance Flier:** What you need to know about the *Mary Kay Clinical Solutions™ Retinol 0.5 Set*.
- **Product Flier:** Get a top-line look at the set benefits.

EARN YOUR NEW BLING BUTTON!

You can now complete the new *Mary Kay Clinical Solutions™* module on *Skin Care Confident* and earn a new Bling Button! This comprehensive module will help fully prepare you with the product knowledge you need to help your customers experience this new set.

MARY KAY

SPARK YOUR BELIEF!

SPRING CONSISTENCY CHALLENGE

Jan. 1 – March 31, 2021

As Mary Kay Ash herself said, "If you believe it, you can achieve it." And now is the perfect time to recommit to your goals by believing in your ability to book more parties, sell more product and help more teammates to be their best. It's time to spark your passion for action!

And when you believe in your sales goals and achieve them, you could earn these ***Spark a Chain Reaction!*** Spring Consistency Challenge earrings by **R.J. Graziano!**

Independent Beauty Consultants and Independent Sales Directors who achieve the ***Spark a Chain Reaction!*** Challenge each month* **from Jan. 1 through March 31** will receive these fashionable earrings, which coordinate with additional consistency challenge pieces this Seminar year!

Go to **Mary Kay InTouch®** for complete challenge rules and details.

SPARK A CHAIN REACTION!

The Company grants all Mary Kay Independent Beauty Consultants a limited license to duplicate this page in connection with their Mary Kay businesses in print form only. This page should not be altered from its original form nor incorporated into other materials.

MKB / MARY KAY® / © 2021 MARY KAY INC. J2002540 1/21 PRINTED IN U.S.A.

*The \$600 or more wholesale Section 1 order requirement per month can be placed in one single order or placed in cumulative orders, as long as the orders are placed in the same calendar month. Customer Delivery Service, Guest Checkout and EZ Ship order amounts also will count toward your \$600 or more wholesale Section 1 requirement. You'll receive your jewelry piece inside your qualifying order. One jewelry piece per contest achiever each month.

New Qtr 3 Prizes-Ending March 15th

MARY KAY

star consultant program

Dec. 14, 2025 - March 14, 2026

<p>pearl 9600</p>  <p>Apple Watch Series 5 GPS, 42mm in Black</p> <p>8300 Premium SuperCertificate</p>	 <p>Apple 11.3-inch iPad Mini (5th Gen) in Silver with "X" Exclusively for Mary Kay Engineering</p>	<p>pearl 7100</p>  <p>Supersmart 43-inch 4K Ultra-High Definition Smart LED TV</p> <p>Coleman Tenaya Lake Tent with 8-Person Cabin, Wind Shield and Wheeled Carry Bag</p> <p>Premium SuperCertificate</p>
<p>pearl 6000</p>  <p>Well-Traveled Living Room Recliner Set</p>  <p>Cuisinart SmartZone Stainless Steel 11-Piece Cookware Set</p> <p>Premium SuperCertificate</p>	<p>pearl 4800</p>  <p>Evo Spin-It Curl Ceramic Rotating Curler in Red</p>  <p>Zedra Luxury Towel Warmer in White</p> <p>Premium SuperCertificate</p>	
<p>emerald 3600</p>  <p>Handmade Ceramic Macadamia County Check Star Plate</p>  <p>Koriko High-Heat Stone Pizza Oven in Red</p> <p>MKConnections* Voucher OR Premium SuperCertificate</p>	<p>diamond 3000</p>  <p>Home Harmony Salt Lamp w/ Meditative Sound Therapy</p>  <p>Hemlock UV-C LED Portable Sanitizer in Black</p> <p>MKConnections* Voucher OR Premium SuperCertificate</p>	
<p>ruby 2400</p>  <p>Strawhat-Cara Reversible Tote in Black or Yellow</p>  <p>Koriko South China Navy Goldtone & Silver Necklace and Earrings</p>  <p>Purifier Tree Wireless Crystal Charging Pad in Pine</p>	<p>sapphire 1800</p>  <p>Strawhat-Cara Reversible Tote in Pink</p>  <p>Cuisinart High-Capacity Citrus Juicer</p>	