

Hanna's Heartseekers

Hanna Dekerlegand



ANYTHING CAN CHANGE AND YOU CAN CHANGE ANYTHING!



Countdown to Cadillac & 100 unit members!

November Unit Goals:

\$9,000 Wholesale orders

12 New Unit Members & 3 New Red Jackets

Happy November Heartseekers!

Wow! Thank you for a GREAT October! We are again up 32% over last year!! Every order counts! I appreciate YOU!!

Only 7 Weeks till Christmas! Time surely does fly by. This is your time to kick your MK Business into HIGH GEAR! Do you want an "All Cash Christmas"? How about holding your own Black Friday Pink Sale? There is really no reason not to have all the cash you want with your Mary Kay Business! Everyone has budgeted Christmas Gifts for family, friends, etc. Also, who do you know that would like Christmas at 50% off? November is the BEST month to team build. Not only for the saving of 50% off but for all the major tax deductions that comes with this business. The NEW Fall Products are available on Nov 10th for PCP enrollees and Nov 15th for all other Consultants! Do your own shopping in your own store! I am here to help with ...only a phone call away!

Thanks for being on our WINNING TEAM!

Love and Belief in YOUR Success!

Hanna



STEP UP TO RED!
You are going to look SO GOOD in RED!
GOAL DIGGER

BECOME A GOAL DIGGER THIS MONTH AND MOVE UP AS A NEW RED JACKET OR ABOVE & EARN THIS FABULOUS DIRECTOR TEE SHIRT!!

#RedHotExplosion
picCOLLAGE

Nov Prize Drawing!

Earn these prizes when we reach \$9000 Wholesale!

1 Entry for each \$300 combined Wholesale order in November!



2 MK Tumbler + 2 MK Cosmetic Bags + 2 Business Kits

Happy Anniversary!

We Celebrate You!



Happy Birthday



Happy Anniversary

Consultant Name	Birthday
Vanessa Rivas	November 2
Maria Barrientos	November 4
Tammy A. Corley	November 7
Courtney McNeil	November 7
Penny Garner	November 16
Terry Wright	November 17
Shirley McWilliams	November 26
Faith Figuero	November 27

Consultant Name	Anniversary	Year
Jackie Rayburn	November 5	12th
Frances Baldrige	November 17th	1st
Kathy Holloway	November 23rd	1st



Consultants that placed a wholesale product order last month.

Career Builders

**You get to order the NEW Fall Products Early!
November 10th!**



Helen Castilaw, Dalila Favela
Hanna Dekerlegand,
Tamara Garrett, Kathy Jones
Heather Haberman
Vicki Haberman
Norine Lanman,
Shirley McWilliams
Pertha Petersen
Carie St.Cyr

Congratulations!

**Smart Phone Wallet
Winners!!**



Tracey Dean,
Helen Castilaw
Dalila Favela,
Pertha Petersen,
Earline Gore,
Norine Lanman,
Kathy Jones,
Amy Jenkins,
Vanessa Grigar

Tracey Dean
Dalila Favela
Pertha Petersen
Helen Castilaw
Earline Gore
Norine Lanman
Kathy Jones
Vanessa Grigar
Amy Jenkins
Julie Groesch
Christina Ehlig
Maria Barrientos
Hanna Dekerlegand



STEP UP TO RED!



You are going
to look

SO GOOD
in **RED**



BECOME A GOAL DIGGER
THIS MONTH AND MOVE UP
AS A NEW RED JACKET OR
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#RedHotExplosion

PICCOLLAGE

10 TO WIN

October-December



Each month that our Heartseeker's Unit adds 10 New Unit Members, the **RECRUITER'S** Names will go into a drawing for a **FABULOUS PRIZE** (value \$100 +) like Kendra Scott gift cards, Designer Handbags, Restaurant Gift Cards, Spa Certificates.... Etc.!!!

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WINTER 2015

discover what you
LOVE



Glow & Tell



TimeWise®: Miracle Set®

Botanical Effects® Skin Care



TimeWise® Microdermabrasion Plus Set



TimeWise Repair®: Volu-Firm® Set



Clear Proof® Acne Skin Care



MKMen® Skin Care

Glow & Give



For a limited time, purchase one Mary Kay® skin care set – and receive this *Discover What You Love® Travel Roll-Up Bag* for only \$10!*

In the United States, from Oct. 26 to Dec. 31, 2015, Mary Kay Inc. will donate \$5 from each sale of the bag. Mary Kay is committed to ending domestic violence. Your purchase supports *The Mary Kay Foundation™* grant program for women's shelters, helping domestic violence survivors begin a life free from abuse.

#GlowAndTell



Want beautiful skin for the holidays?

Ask me how to take the Glow and Tell 21 day Challenge!

Luminous LUXURY

NEW! LTD. ED. | Sheer Dimensions™ Powder \$34

Luxurious-feeling formula delivers sheer, all-over luminosity for a camera-ready complexion. Provides a flawless, high-definition finish. The color is so pure, every shade works beautifully on every skin tone.



Pearls



Lace

DAZZLE

Limited-Edition Mineral Eye Color Quad \$20



Autumn Leaves



Black Ice



Sandstorm



Chai Latte

Fits in the compact & compact mini

SMART for HIM

Your skin's defense against dirt. Visibly reduces excess oil. Helps prep the skin for shaving. Leaves skin feeling refreshed, smooth and energized. Suitable for all skin types and sensitive skin.



Mint Bliss™ Energizing Lotion for Feet Legs and Legs \$11 When you purchase a Mint Bliss, receive a pair of soft, plush socks, for FREE!



FREE

Nov 10th for PCP Enrolees Nov 15th for all other consultants

Winter 2015 EARLY ORDERING FORM

Sales Director Early Offer
Effective Oct. 26 – Nov. 15, 2015

**Preferred Customer ProgramSM
and Star Consultant Early Offer**
Nov. 10 – 15, 2015

For participants who enrolled customers to receive the Winter 2015 issue of *The Look* and for participants who qualified as Star Consultants in the previous contest quarter.

Beauty Consultant Early Offer
Effective Nov. 15, 2015

Beauty Consultant Name

Beauty Consultant Number

Preferred Customer ProgramSM participants:

Check here if you enrolled Sept. 16 – Oct. 15, 2015, for customers to receive the Winter 2015 issue of *The Look*.

Star Consultant participants:

Check here if you qualified as a Star Consultant during the June 16 – Sept. 15, 2015, contest quarter.

Ordering Guidelines

- The new promotional products are available **Oct. 26 – Nov. 15, 2015**, to all Independent Sales Directors.
- The new promotional products are available **Nov. 10 – 15, 2015**, to Independent Beauty Consultants who enrolled in *The Look* for Winter 2015 via the *Preferred Customer ProgramSM* and for Beauty Consultants who qualified as Star Consultants in the previous contest quarter (June 16 – Sept. 15, 2015).
- The new promotional products are available **Nov. 15, 2015**, 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 *Fall 2015* promotion to qualify for a 50% discount.
- Early offer orders also will count toward the Quarter 2 Star Consultant quarterly contest ending Dec. 15, 2015.

Placing Your Order

BY INTERNET: Go to marykayintouch.com.

BY TELEPHONE: 8:30 a.m. to 10 p.m. Central time, M – F, except holidays and the last business day of the month (Oct. 30). A \$5 service charge will be added to all telephone orders. On Oct. 30, Sales Directors may order from 8:30 a.m. to 7 p.m. Central time for a \$15 service charge. **Beauty Consultants call 800-272-9333, Option 1. Sales Directors call the Sales Director Contact Center, Option 1.**

BY MAIL:

- Sales Directors' orders must be postmarked Oct. 26 – Nov. 15, 2015.
- Preferred Customer ProgramSM* and Star Consultant Early Offer participants' orders must be postmarked Nov. 10 – 15, 2015.
- All other orders must be postmarked on Nov. 15, 2015.

Section 1 – Products

NEW! Regular Line	PART NO.	QTY.	SUGG. RETAIL	TOTAL
MKMen [®] Daily Facial Wash	086904		16.00	
MKMen [®] Skin Care Regimen Bundle (Includes MKMen [®] Daily Facial Wash, MKMen [®] Advanced Facial Hydrator Sunscreen Broad Spectrum SPF 30,* MKMen [®] Advanced Eye Cream and MKMen [®] Shave Foam)	093886		78.00	

NEW! LTD. ED.[†] (while supplies last)

Sheer Dimensions[™] Powder: Pearls	088357		34.00	
Lace	088355		34.00	
Mary Kay[®] Mineral Eye Color Quad:				
Autumn Leaves	075233		20.00	
Black Ice	075234		20.00	
Chai Latte	075231		20.00	
Sandstorm	075232		20.00	

LTD. ED.[†] Gift With Purchase (while supplies last)

Purchase one Mint Bliss [™] Energizing Lotion for Feet & Legs and receive one pair of soft, plush socks FREE. [†]	—		—	
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TOTAL WINTER 2015 ORDER AT SUGGESTED RETAIL \$

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

LTD. ED.[†] Purchase With Purchase (while supplies last)

With the purchase of any one of Mary Kay[®] skin care sets, you can purchase the limited-edition [†] Discover What You Love[®] Travel Roll-Up Bag for \$10 [†] (unfilled)				
Qualifying sets are:				
Botanical Effects [®] Skin Care Formula 1 – Dry Skin (061457)				
Botanical Effects [®] Skin Care Formula 2 – Normal Skin (061458)				
Botanical Effects [®] Skin Care Formula 3 – Oily Skin (061459)				
Clear Pro [™] Acne System Set (068977)				
MKMen [®] Skin Care Regimen Bundle (093886)				
TimeWise [®] Microdermatabrasion Plus Set (083588)				
TimeWise [®] Miracle Set [®] – Normal/Dry (072750)				
TimeWise [®] Miracle Set [®] – Combination/Oily (072745)				
TimeWise Repair [®] Volu-Firm [®] Set (064396)	093994		10.00	

FIXED WHOLESALE TOTAL \$

Add total to Page 10, (D) Purchase-With-Purchase Total, of the Aug. 16 Consultant order form.

†In the United States, from Oct. 26 to Dec. 31, 2015, Mary Kay Inc. will donate \$5 from each sale of the bag. Mary Kay is committed to ending domestic violence. Your purchase supports *The Mary Kay Foundation[™]* grant program for women's shelters, helping domestic violence survivors begin a life free from abuse.

Section 2 – Sales Aids

Promotional Items	PART NO.	QTY.	SUGG. RETAIL	TOTAL
NEW! NouriShine Plus[®] Lip Gloss Set Deluxe Mini (Includes Café au Lait, Fancy Nancy, Pink Luster, Rock 'n' Red, Sparkle Berry and Silver Moon) (single; introductory price)	083073		5.00	
NEW! The Look (Winter 2015), pk/10	080747		3.50	
¡NUEVO! La imagen (de invierno 2015), pag/10	080748		3.50	
For Independent Sales Directors Only				
REVISED! Consultant Order Form (1/1/16/15 – 2/15/16)	000263		NC	

Total Section 2 at Cost \$

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

*Over-the-counter drug product
†Available while supplies last.

MARY KAY[®]

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