

Hanna's Heartseekers

Hanna Deberlegand



ANYTHING CAN CHANGE AND YOU CAN CHANGE ANYTHING!

DOUBLE CREDIT NOVEMBER!

November Unit Goals:

- 14 New Unit Members
- \$14,000 Wholesale orders
- 4 Red Jackets + 4 RIQs
- 100 Unit Members by Nov 30th

Happy November Heartseekers!

Wow! 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 to save 50% off? Buy Christmas Gifts at their own discount? November is the BEST month to build a team. It's our Unit's 14th Anniversary!! Not only for the 50% savings but the MAJOR TAX ADVANTAGES of having a home based business. The New Fall Products are available on Nov 10th for PCP Enrolees and Nov 15th for everyone else.

Be sure to do your own shopping in your own store!
I'm here to help...only a phone call away!

Thanks for being on our Winning Team!
Love and Belief in YOUR Success!

Hanna



MK Early Bird Special

Place your \$300 wholesale order by Nov 15th

Earn this Wildest Dreams Business Card Holders

Nov 25th BLACK FRIDAY 2016



November

place a cumulative \$600* or more wholesale Section 1 order, you can receive this gorgeous bracelet with a quote that reflects Mary Kay Ash's legacy of love.

embrace
YOUR DREAMS



Happy Anniversary!

We Celebrate You!

Happy Birthday



Happy Birthday



Happy Anniversary

Consultant Name	Birthday
Felicia Cooke	November 1
Vanessa Rivas	November 2
Maria Barrientos	November 4
Tammy A. Corley	November 7
Penny Garner	November 16
Terry Lynn Wright	November 17
Shirley McWilliams	November 26

Consultant Name	Anniversary	Year
Shanna Ferro	November 5	1st
Veronica Roxanne Fidone	November 8	1st
Jackie Louise Rayburn	November 5	13th

Congratulations

October Bracelet
 "Look for the silver lining"
 Order \$600
 wholesale in
 October and get
 this beautiful
 bracelet.



**Embrace Your Dreams
 Bracelet Winner in
 October!**
**Dalila Favela,
 Tracey Dean
 Hanna Dekerlegand**



New Consultant	From	Recruiter
Anel Losoya	Houston, TX	H Dekerlegand

Awesome Achiever!!

4 Month Bracelet Winners
**Dalila Favela
 Hanna Dekerlegand**

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



Tracey Dean-Queen of Sales

- Dalila Favela
- Kathy Jones
- Helen Castilaw
- Kenda Wilson
- Beverly Roberts
- Brenda Munro
- Earline Gore
- Virginia Fisher
- Angie Chappell
- Maria Barrientos
- Claudia Price
- Rachael Johnson
- Felicia Cooke
- Heather Haberman
- Kristi Panahi
- Hanna Dekerlegand



**Congratulations...PCP ENROLEES!!
 You can order New Winter Products
 early on Nov 10th!**

Dalila Favela, Helen Castilaw,
 Shirley McWilliams, Norine Lanman, Tracey Dean,
 Tamara Garrett, Heather Haberman, Maria DeLaRosa,



November Challenge

- N** **Add a New Team member**
Add at least 1 New Team Member in Nov
- O** **Offer the Opportunity**
Hold at least 5 Sharing Appts with Director
- V** **Victories**
Have at least 14 Sales Tickets of \$25 or more
- E** **Embrace your Dreams**
Earn the Oct Embrace Your Dreams Bracelet
- M** **Unit Meetings**
Attend at least 3 unit meetings in November
- B** **Guests to meeting**
Have 3 Guests attend meeting/guest event
- E** **Every Face Counts**
Facial 15 people in November
- R** **Reach for the Stars (**counts for 2)**
Become a STAR Consultant by Nov 30th

Complete 4
Wildest Dreams Key
Key Chain



Complete 6
Wildest Dreams Tablet
Holder + Key Chain



Complete 8
Wildest Dreams
3 Piece Collection



IT'S TIME TO **ESCAPE**



Satin Lips® Set
White Tea & Citrus



Beauty That Counts® Sleeping Eye Mask

\$1 when you purchase one of the three products below.

- Volu-Firm® Eye Renewal Cream, \$42
- Firming Eye Cream, \$32
- Indulge® Soothing Eye Gel, \$16



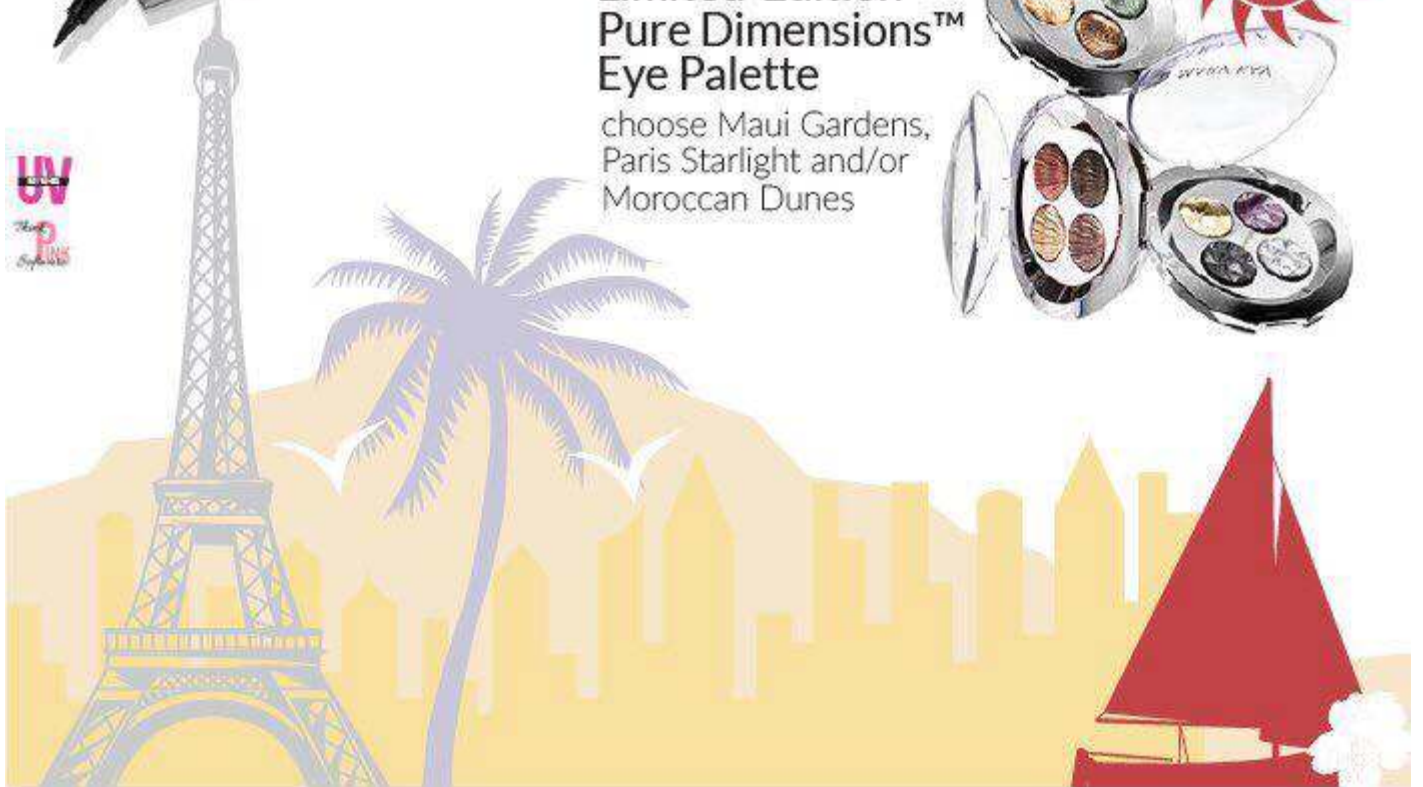
Liquid Eyeliner Pen



Limited-Edition Pure Dimensions™ Eye Palette

choose Maui Gardens,
Paris Starlight and/or
Moroccan Dunes

UV
SPF 15
Sun Protection
System



Winter 2016

EARLY ORDERING FORM

Sales Director Early Offer
Effective Oct. 26 – Nov. 15, 2016

**Preferred Customer ProgramSM
and Star Consultant Early Offer**
Nov. 10 – 15, 2016

For participants who enrolled customers to receive the Winter 2016 issue of *The Look* and for participants who qualified as Star Consultants in the previous contest quarter.

Beauty Consultant Early Offer
Effective Nov. 15, 2016

Beauty Consultant Name

Beauty Consultant Number

Preferred Customer ProgramSM participants:

Check here if you enrolled Sept. 16 – Oct. 15, 2016, for customers to receive the Winter 2016 issue of *The Look*.

Star Consultant participants:

Check here if you qualified as a Star Consultant during the June 16 – Sept. 15, 2016, contest quarter.

Ordering Guidelines

- The new promotional products are available **Oct. 26 – Nov. 15, 2016**, to all Independent Sales Directors.
- The new promotional products are available **Nov. 10 – 15, 2016**, to Independent Beauty Consultants who enrolled in *The Look* for Winter 2016 via the *Preferred Customer ProgramSM* and for Beauty Consultants who qualified as Star Consultants in the previous contest quarter (June 16 – Sept. 15, 2016).
- The new promotional products are available **Nov. 15, 2016**, 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 2016* promotion to qualify for a 50% discount.
- Early offer orders also will count toward the Quarter 2 Star Consultant quarterly contest ending Dec. 15, 2016.

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. 31, 2016). A \$5 service charge will be added to all telephone orders. On Oct. 31, 2016, 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, 2016.
- *Preferred Customer ProgramSM* and Star Consultant Early Offer participants' orders must be postmarked Nov. 10 – 15, 2016.
- All other orders must be postmarked on Nov. 15, 2016.

Section 1 – Products

NEW! Regular Line	PART NO.	QTY.	REG. RETAIL	TOTAL
Compact Powder Brush	015262		4.00	
Mary Kay [®] Liquid Eyeliner Pen: MK Black	095856		16.00	
NEW FORMULA! Satin Lips [®] Shea Sugar Scrub	094712		12.00	
NEW FORMULA! Satin Lips [®] Shea Butter Balm	094714		12.00	
NEW FORMULA! Satin Lips [®] Set (Includes Shea Sugar Scrub, Shea Butter Balm and free cello gift bag)	• 098324		22.00	

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

Pure Dimensions[®] Eye Palette:				
Mai Gardens	094544		44.00	
Moroccan Dunes	094545		44.00	
Paris Starlight	094546		44.00	

TOTAL WINTER 2016 ORDER AT SUGGESTED RETAIL \$

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

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

With the purchase of any one of the following products, you can purchase the limited-edition[†] Mary Kay[®] Beauty That Counts[®] Sleeping Eye Mask for \$1.^{††}

TimeWise [®] Firming Eye Cream (082650)				
TimeWise Repair [®] Volu-Firm [®] Eye Renewal Cream (047376)				
Indulge [®] Soothing Eye Gel (029739)	098320		1.00	

FIXED WHOLESALE TOTAL \$

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

^{††}In the United States, from Oct. 26 to Dec. 31, 2016, Mary Kay Inc. will donate \$1 from each sale of the limited-edition[†] Beauty That Counts[®] Sleeping Eye Mask to benefit the *The Mary Kay FoundationSM*. Mary Kay is committed to ending domestic violence. Your purchase supports *The Mary Kay FoundationSM* 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.	REG. RETAIL	TOTAL
REVISED! Beauty Book (Version 8/16) and Set Sheet Inserts (Version 11/16), pk./10 (Skin Care Party Guide not included)	107961		2.25	
¡REVISADO! Libro de belleza y Hoja de juego de productos (Versión 11/16), paq./10 (No incluye Guía de fiestas del cuidado de la piel)	107962		2.25	
NEW! <i>The Look</i> (Winter 2016), pk./10	097645		3.50	
¡NUEVO! <i>La imagen</i> (de invierno 2016), paq./10	097646		3.50	
For Independent Sales Directors Only				
REVISED! Consultant Order Form (11/16/16 – 2/15/17)	000263		NC	

Total Section 2 at Cost \$

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

^{*}Over-the-counter drug product
[†]Available while supplies last

MARY KAY[®]

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DOUBLE CREDIT NOVEMBER!

Court of Sales:

MAX OUT!

\$2,000 Wholesale = \$8,000 Retail



Court of Sharing:

MAX OUT!

6 Qualified counts as 12 Qualified

Circle of Achievement:

MAX OUT!

\$20,000 unit wholesale = \$80,000 Retail

