

Hanna's Heartseekers

ANYTHING CAN CHANGE AND YOU CAN CHANGE ANYTHING!

Hanna Deberlegand



Happy Thanksgiving

Happy November Heartseekers!!

I am SO Excited for everything that is going on in Mary Kay! SO MANY Promotions to take advantage of. Plus is getting closer to Christmas when EVERYONE will be shopping in your store. Checkout ALL the New Company & Unit Promotions

1. New DIQ Promotion
2. NEW Winter Products are in!! PCP enrollees can order Nov 10th...all other consultants ordering Nov 15th!
3. Star Consultant Deadline 12/15 Cadillac Mug Prize
4. Starter Kit Promotions-2 Mask included for free \$46 value
5. Unit Promotions-Free Bio-Cellular Mask for Recruiter and New Recruits from Nov 1-Nov 10th!
6. Unit Promotion-Seminar Cash
7. New November Bracelet- Sales
8. New Company recruiting promotion-Coasters

November Unit Goals:

- 12 New Unit Members
- \$12,000 Wholesale orders
- 3 New Red Jackets
- 90 Unit Members by 11/30
- 22 Consultants ordering in Nov

HEARTSEEKER'S STAR CONSULTANT CHALLENGE



EARN THIS "EXCLUSIVE" CADILLAC MUG FOR BEING A STAR ON OR BEFORE DEC 15TH

3 New DIQs by Dec 1st

I am looking for 3 New DIQs by Dec 1st. It could be you! It only takes 8 active team members and you are in! I am only a phone call away!

Love and Belief in YOU!

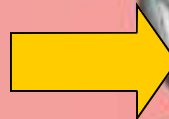
Hanna



EXTENDED THRU NOVEMBER

Unmask a New Opportunity!
EXTENDED! New IBCs can get two FREE* masks when they start their businesses in October or NOVEMBER!

\$46 FREE



OFFER EXTENDED

Happy Anniversary!

We Celebrate You!



Happy Birthday



Consultant Name	Birthday
Felicia Cooke	November 1
Maria Barrientos	November 4
Tammy A. Corley	November 7
Terry Lynn Craig	November 17
Shirley McWilliams	November 26

Happy Anniversary

Consultant Name	Anniversary	Year
Lucy Garcia	November 30	1st
Jackie Rayburn	November 5	14th



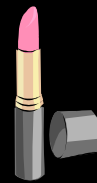
**Congratulations!! PCP Enrollees
You can order the New Winter
Products Early—Nov 10th!!**

**Maria Barrientos, Shirley
McWilliams, Dalila Favela,
Tracey Dean, Helen Castilaw,
Ereka Humphrey-McGinty,
Tamara Garrett & Perth Petersen**



New Consultant	From	Recruiter
Dana Biersdorfer	Katy, TX	H. Deckerlegand
Sandra Javalers	The Woodlands, TX	G. Luna
Marisol Mendoza	Houston, TX	H. Deckerlegand

**Consultants that placed a whole-
sale product order last month.**



Career Builders

November Bracelet Unit Goal=6 Bracelet Winners

NEW FACES *take you* PLACES

**NOVEMBER CHARM
BRACELET**

Nothing happens until somebody **Sells** something.

Place \$600 in cumulative wholesale orders Nov. 1-30th and get this stunning bracelet!

Shirley McWilliams
Dalila Favela
Vanessa Radomski
Victoria Deckerlegand
Tracey Dean
Gale Munro
Maria Barrientos
Kathy Jones
Kenda Wilson
Heather Haberman
Rachael Johnson
Marison Mendoza
Beverly Roberts
Kristi Panahi
Vicki Haberman
Jaime Franklin
Emily Franklin
Jennifer Taylor
Kristen Hill



Early Winter Ordering Form

Winter 2017

EARLY ORDERING FORM

Sales Director Early Offer
Effective Oct. 26 – Nov. 15, 2017

Preferred Customer ProgramSM
and Star Consultant Early Offer
Nov. 10 – 15, 2017

For participants who enrolled customers to receive the Winter 2017 issue of *The Look* and for participants who qualified as Star Consultants in the previous contest quarter.

Beauty Consultant Early Offer
Effective Nov. 15, 2017

Beauty Consultant Name

Beauty Consultant Number

Preferred Customer ProgramSM participants:

Check here if you enrolled Sept. 16 – Oct. 18, 2017, for customers to receive the Winter 2017 issue of *The Look*.

Star Consultant participants:

Check here if you qualified as a Star Consultant during the June 16 – Sept. 15, 2017, contest quarter.

Ordering Guidelines

- The new promotional products are available **Oct. 26 – Nov. 15, 2017**, to all Independent Sales Directors.
- The new promotional products are available **Nov. 10 – 15, 2017**, to Independent Beauty Consultants who enrolled in *The Look* for Winter 2017 via the **Preferred Customer ProgramSM** and for Beauty Consultants who qualified as Star Consultants in the previous contest quarter (June 16 – Sept. 15, 2017).
- The new promotional products are available **Nov. 15, 2017**, 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 2017* promotion to qualify for a 50% discount.
- Early offer orders also will count toward the Quarter 2 Star Consultant quarterly contest ending Nov. 15, 2017.

Placing Your Order

BY INTERNET: Go to 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 (Oct. 31, 2017). A \$5 service charge will be added to all telephone orders. On Oct. 31, 2017, 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 Contact Center, Option 1.**

BY MAIL:

- Sales Directors' orders must be postmarked Oct. 26 – Nov. 15, 2017.
- Preferred Customer ProgramSM** and Star Consultant Early Offer participants' orders must be postmarked Nov. 10 – 15, 2017.
- All other orders must be postmarked on Nov. 15, 2017.

Section 1 – Products

NEW! Regular Line		PKT. NO.	QTY.	INDV. RETAIL	TOTAL
NEW! TimeWise Repair® Lifting Bio-Cellulose Mask, pk./4		107547		70.00	
NEW! TimeWise Repair® Volu-Firm® The Go Set™ <small>(Includes trial sized Volu-Firm® Foaming Cleanser, Volu-Firm® Lifting Serum, Volu-Firm® Day Cream Sunscreen Broad Spectrum SPF 20, Volu-Firm® Night Treatment With Retinol and Volu-Firm® Eye Renewal Cream)</small>		125201		35.00	
NEW! Mary Kay® Gel Semi-Shine Lipstick:					
Apple Berry	094640	Raspberry Ice	094615	18.00	
Berry Couture	094641	Red Smolder	094614	18.00	
Haute Pink	094636	Rosewood	094610	18.00	
Love Me Pink	094611	Scarlet Red	094638	18.00	
Luminous Lilac	094639	Spiced Ginger	094634	18.00	
Naturally Buff	094608	Sunset Peach	094637	18.00	

TOTAL FALL 2017 ORDER AT SUGGESTED RETAIL \$

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

LTD. ED./1+ Purchase With Purchase (while supplies last)

With the purchase of a qualifying¹ Mary Kay® skin care regimen, you can purchase the NEW! limited-edition¹¹ Mary Kay® Beauty That CountsSM Blanket for just \$10 (excluding tax)

118510 10.00

FIXED WHOLESALE TOTAL \$

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

¹Over-the-counter drug product

¹¹Available with a qualifying purchase through participating Independent Beauty Consultants only and while supplies last. No limits apply.

¹²Qualifying purchase: TimeWise Repair® Volu-Firm® Set, TimeWise® Miracle Ser®, TimeWise® Ultimate Miracle Ser®, Clear Proof® Acne System or Botanical Effects® Skin Care, The Clear Proof® The Go Set™ and the TimeWise Repair® Volu-Firm® The Go Set™ do not count as qualifying sets.

¹³In the United States, from Oct. 26 to Dec. 31, 2017, Mary Kay Inc. will donate \$5 from each sale of the limited-edition¹¹ Mary Kay® Beauty That CountsSM Blanket to benefit The Mary Kay Foundation™. 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		PKT. NO.	QTY.	INDV. RETAIL	TOTAL
NEW! Mary Kay® Gel Semi-Shine Lipstick Sample, strip of 8:					
Berry Couture	105481	Red Smolder	094876	1.50	
Naturally Buff	105466	Sunset Peach	105475	1.50	
Raspberry Ice	105465	—	—	1.50	
LTD ED! Mary Kay® Gel Semi-Shine Lipstick Sample, strip of 8:					
Apple Berry	105480	Rosewood	105468	1.50	
Love Me Pink	105469	Scarlet Red	105477	1.50	
Luminous Lilac	105471	Spiced Ginger	105472	1.50	
Haute Pink	105474	—	—	1.50	
NEW! Doe-Foot Applicators, pk./15		124547		1.00	
NEW! The Look (Winter 2017), pk./10		105892		3.50	
¡NUEVO! La imagen (de invierno 2017), paq./10		105893		3.50	
NEW! Hostess Brochure, pk/10		128625		1.50	
¡NUEVO! Folleto de anfitriona, paq./10		128624		1.50	
REVISED! Laminated Place Mat Set, pk./4		132069		2.00	
¡REVISADO! Juego de manteles individuales laminados, paq./4		132070		2.00	
For Independent Sales Directors Only					
REVISED! Consultant Order Form (11/16/17 – 2/15/18)		000263		NC	

Total Section 2 at Cost \$

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

MARY KAY®

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Winter 2017 Products

You & Improved!
Winter 2017

**NEW! TimeWise
Repair Lifting
Bio-Cellulose Mask** **\$70,
pk./4**



Experience the luxuriously innovative, Korean beauty-inspired mask that leaves skin looking lifted and firmed.

**NEW! Gel Semi-Shine
Lipstick** **\$18**



The gel semi-shine finish delivers soft light reflection and radiant color with luminous shine. 12 vibrant shades.

**NEW! TimeWise Repair
Volu-Firm The Go Set** **\$35**



Ready, set, go! This age-fighting ingredient powerhouse now comes in a travel-sized set.

**Beauty That
Counts Blanket** **\$10**



Purchase with a purchase.
Buy any Mary Kay skin care regimen & get this blanket for \$10. Mary Kay will donate \$5 from the sale of each blanket to The Mary Kay Foundation.

Early Ordering for PCP & Star Consultants: Nov. 10th
All Consultants can order: Nov. 15th

When you step out and introduce new faces to our incredible Mary Kay® skin care, the places it can take you and your Mary Kay business are limitless! New faces at skin care parties can lead to new customers, as well as new hostesses, who can lead to more new customers, who can lead to new team members! When you introduce women to the incredible Mary Kay opportunity, a new level of success can be set in motion, and you might find you're going places!



NEW FACES *take you* PLACES CHALLENGE

NOVEMBER



Each month when you place a cumulative \$600* or more wholesale order, you will earn an exclusive designer charm bracelet that features a different power word to FOCUS your business on for that month!

SELL



When you earn your bracelet each month of the Seminar year AND achieve Star all 4 Quarters, you will receive an EXTRA 2,400 points towards your Kate Spade Selection!



team building CHALLENGE

The Consultant in each Unit with the highest number of new personal team members (minimum of two), will receive a prize from MK! In November, the achiever will receive these coasters!



These bracelets have been designed by R.J. Graziano and can be worn together as bangles. R.J. has designed jewelry for many celebrities such as Taylor Swift, Beyonce, and Oprah. You can find his designs in stores like Nordstroms, Saks, and Neiman Marcus. Many of his designs have been featured in Vogue, InStyle, and ELLE Magazines.

consistency CHALLENGE

July - December

Earn your bracelet each month from July - December and earn the bonus GROW consistency bracelet!



GROW



The Top 5 Consultants in each Seminar with the highest number of new Qualified Personal Team Members (\$600 initial order) will each receive a \$5,000 Trip Voucher! (Minimum of 6 Qualified Personal Team Members)

