

# Hanna's Heartseekers

ANYTHING CAN CHANGE AND YOU CAN CHANGE ANYTHING!

Hanna Deberlegend



Happy October 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. NSDs and Directors adopting our unit
3. Star Consultant Deadline 12/15 Cadillac Mug Prize
4. Starter Kit Promotions-2 Mask included for free \$46 value
5. Unit Promotions-Pearls of Sharing + Power Pearls Promo
6. Unit Promotion-Temptation Basket Promotion
7. Unit Promotion-New Consultant Ordering Promotion
8. Unit Promotion-Seminar Cash
9. New October Bracelet- Courage
10. New Company recruiting promotion -Courage Necklace

I am looking for 4 New DIQs by Nov 1st. It could be you! It only takes 8 active team members and you are in! I am only a phone call away!

**3 New DIQs by Nov 1st**

### October Unit Goals:

- 25 New Unit Members
- \$10,000 Wholesale orders
- 3 New Red Jackets
- 90 Unit Members by 10/31
- 25 Consultants ordering in Oct



Love and Belief in YOU!

Hanna



## October Starter Kit Product Bonus

New IBCs can get two FREE\* masks when they start their businesses this month!

**\$46 FREE**





**Happy Birthday**



Consultant Name	Birthday
Earline Gore	October 5
Carrie Plaunty-St.Cyr	October 7
Kristin Renae Hill	October 9
Suzanne Gay Craig	October 13
Katy Worden	October 19
Jeanette Ann Gassett	October 21

**Happy Anniversary**

Consultant Name	Anniversary	Year
Carrie St.Cyr	October 8	20th
Terry Lynn Craig	October 16	13th
Kenda Wilson	October 2	9th
Julie Franks	October 5	8th
Vicki Haberman	October 22	8th
Anel Losoya	October 31	1st



New Consultant	From	Recruiter
Dee Trevino	Pasadena, TX	H. Dekerlegand
Janie Odom	Buna, TX	H. Castilaw
Jaime Franklin	Cypress, TX	E. Franklin

**October Bracelet**

Earn your October Bracelet with a combine \$600 wholesale order in the month of October + get into a drawing for (100) \$100 gift cards and/diamond watch given away by Mary Kay

**COURAGE**



October

**SURPRISE & DELIGHT**



October

IF COURAGE bracelet or SURPRISE & DELIGHT watch is ordered into a drawing for these items. Maximum 100 drawings. \$100 gift cards. \*Amounts without tax. Terms and conditions apply. 1 winner for each. 100 winners for all items!

**Career Builders**

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



- Norine Lanman
- Emily Franklin
- Janie Odom
- Pertha Petersen
- Tamara Garrett
- Lee Ann Ehlig
- Gracie Luna
- Angie Chappel
- Helen Castilaw
- Christy Hawthorne
- Suzanne Craig
- Tammy Corley
- Tracey Dean
- Dalila Favela
- Kristi Favela
- Hanna Dekerlegand





# ALL IN WITH 8! DIQ PROMOTION

October 1 - December 1, 2017

## Pre-Qualification

- ~~Star Consultant previous or current quarter~~
- Must be active
- ~~1~~ **8** active\* personal team members

## Qualification

- Qualify in 1, 2, or 3 months ~~or 4 months~~
- 24 total active\* DIQ unit members
- ~~X~~ **NO** qualified\*\* personal team members
- ~~\$18,000~~ **\$13,500** total DIQ unit wholesale production
- ~~\$4,000~~ **\$3,000** maximum personal wholesale production
- \$4,000 monthly DIQ unit wholesale production minimum to remain in DIQ.

Step Up to the Suit!  
Leadership 2018

# PCP Winter Enrollment Deadline Oct 17th



Enrollment Sept 16-Oct 17th

\*Only .70 per customer

\*NO minimum # to enroll

\*Mails Nov 10th

\*Early ordering privileges

\*New Think of Love Perfume sampler

## Temptation Basket

**Pink October Promotion**

The Cutest *Stefany* Your Pink Elf

**GET YOUR PERSONALIZED TEMPTATION BASKET WITH A COMBINED \$1000 WHOLESALE ORDER OR 5 NEW TEAM MEMBERS IN OCTOBER**

## New Consultant Ordering Promo

**Hunt for Red October Promotion**

**ALL NEW BEAUTY CONSULTANT JOINING IN OCTOBER & PLACING A QUALIFIED OR MORE WS ORDER**

**RECEIVES A BEAUTY BONUS KIT-\$100 VALUE**

**2-LIQUID FOUNDATION BRUSHES  
A TIMEWISE REPAIR DELUXE MINI  
FOUNDATION PRIMER  
TRANSLUCENT POWDER  
FINISHING SPRAY**



# Power Pearls Promo

*Earn Your Pearls!*

Hold 3 Career Chats and earn MK Pearl Earrings  
 Hold 3 more Career Chats and earn the MK Pearl Bracelet  
 Hold 9 total Career Chats and earn matching MK Pearl Necklace

**EARN ALL YOUR PEARLS OF SHARING FROM OCT 5TH-15TH**

**9 PRACTICE INTERVIEWS WITH ME**

**\*3 WAY CALL**  
**\*LISTEN TO A MARKETING HOTLINE**  
**\*FACE TO FACE INTERVIEW (ALL W/FOLLOW UP WITH ME)**

**FINISH YOUR PEARLS & EARN ONE OF THESE GIFTS + PEARL SET**

Cell Phone Wallets

Logic Tumbler

Pink Cell Phone Wallet

## Hot New Silver Chevy Cruze

Oct Starter Kit Bonus

Within the Starter Kit is everything they need to connect with their first hostesses and customers! For only \$100, they'll receive products and literature that can put them on the road to success, plus they'll get two FREE\* masks as a limited-time bonus.



# UNMASK A NEW OPPORTUNITY!

OCTOBER OFFER: Get **TWO FREE\*** MASKS when you start your Mary Kay business this month!

**Hurry!**  
Product bonus offer ends  
**OCT. 31.**

**2 Free Masks with the New Starter Kit!**

Within this Starter Kit is everything you'll need to connect with your first hostesses and customers, and discover a business opportunity with no boundaries! For only \$100,<sup>†</sup> you'll receive products and literature that can help you on the path to success in your Mary Kay business. Plus, you'll get **TWO FREE\* MASKS** as a limited-time bonus.

Ask me, your Independent Beauty Consultant, how to get started today!

MARY KAY®

\*Limit one each of retail-sized TimeWise® Moisture Renewing Gel Mask and Clear Pro® Deep-Cleansing Charcoal Mask per Independent Beauty Consultant. Retail-sized product in the Starter Kit is not intended to be purchased from the Company for resale and is for demonstration purposes only. As an Independent Beauty Consultant, your relationship with the Company is that of an independent contractor. The Company grants all Mary Kay Independent Beauty Consultants a limited license to duplicate this page in connection with their Mary Kay businesses.

†Plus shipping, handling and tax

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## Heartseekers Unit



# Earn Seminar CA\$H

Earn \$25 in Seminar CA\$H for each New Qualified Team Member you add (NO LIMIT)

Earn \$25 in Seminar CA\$H for each Quarter you are a STAR Consultant (4 qtrs = \$100 Seminar CA\$H)

Seminar CA\$H will be awarded when you arrive in Dallas on Day 0 Of Seminar 2018

Year Long Promotion



Mary Kay's Team Building Promotion..recruit at least 2 New Team Members in October . Unit with the most recruited within her unit earns this COURAGE Double Drop Necklace from MK Corp

### HEARTSEEKER'S STAR CONSULTANT CHALLENGE



*Cadillac*



EARN THIS "EXCLUSIVE" CADILLAC MUG FOR BEING A STAR BY SEPT 15TH