

Hanna's Heartseekers

Hanna Deckerlegand



ANYTHING CAN CHANGE AND YOU CAN CHANGE ANYTHING!



Happy October! Read the ENTIRE Newsletter for all the promotions! **NEW FALL AND HOLIDAY PRODUCTS ARE AVAILABLE TOO!!** They will sell out!!

1. NEW FALL PRODUCTS!! NEW NATURALLY SKIN CARE AND FALL COLOR PRODUCTS!!
2. NEW HOLIDAY PRODUCTS!! 56th ANNIVERSARY CHALLENGES!! CHECK THEM OUT!!
3. New Be Fearless Company promotion! New Monthly Bee Jewelry with a combined \$600 wholesale order in October
4. EACH ONE REACH ONE PROMOTION-64 NEW Unit Members! AND...FREE BONUS PRODUCT sample of New Top Secret product for EVERY New Team member you add
5. Early Bird Promotion Oct 1st-15th
6. Great Starts Promotion-EXTENDED to Dec 31st
7. Besties Program-New Recruit gets 3-\$25 coupons to give to her first 3 New Team Members-their starter kits only \$75!!
8. NEW RED Jacket Promotion
9. Fall Consistency You Can Do It Promotion
10. New Red Jacket \$100 BONUS Promotion EXTENDED till Dec 31st!
11. NEW Build a RED on your team..get \$100 each for EACH New Red Jacket on your Team!

Love and Belief!

Hanna



October 2019 Unit Goals:

- 64 New Heartseekers
- 6 Necklace Winners
- 5 New Red Jackets
- \$19,000 in wholesale orders
- 35 Consultants Ordering



MK September Bee Bracelet w/a \$600 combined ws order by Oct 31st



Join My Team in October and receive a FREE Bio-Cellulose Mask in your Starter Kit!

Happy Anniversary!

We Celebrate You!

Happy Birthday



Happy Birthday



Consultant	Birthday
Earline Gore	5th
Romeisha Lowery	6th
Carrie St. Cyr	7th
Kristin Hill	9th
Suzanne Craig	13th
Katy Worden	19th

Happy Anniversary

Consultant	Years
Dana Biersdorfer	2
Sandra Javalera	2
Julie Franks Howard	10
Vicki Haberman	10
Kenda Wilson	11
Carrie St. Cyr	22

September Bracelet Winners



New Consultant	From	Recruiter
Christy Hawthorne	Silsbee, TX	Jo Lois King
Anna Spears	Baytown, TX	Dalila Favela



Dalila Favela



Anna Spears



Christy Hawthorne



Hanna Dekerlegand

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

Dalila Favela-Queen



- Anna Spears
- Christy Hawthorne
- Carrie St-Cyr
- Kathleen Langlinais
- Angie Chapell
- Tiffany Renee
- Tracey Dean
- Tamara Garrett
- Norine Lanman
- Hanna Dekerlegand



OCTOBER 1ST-31ST

UNIT GOAL=DOUBLE UNIT SIZE

EACH ONE  REACH ONE



64 NEW UNIT MEMBERS IN OCTOBER



All Recruiters in
October Will Earn
a Free Secret
Bonus Product for
each New Team
Member in
October!!!

October Early Bird Challenge

Ordering Dates –October 1st-15th Combined Wholesale Orders
\$300 combined wholesale order = Bohemian Tortoise Earrings
\$600 ws order = Bohemian Necklace + Earrings + MK Bee Bracelet



\$300 combined wholesale
Oct 1st-15th
Bohemian Tortoise Earrings



\$600 combined wholesale
Sept 1st-15th
Earring & Necklace Set + Bee Bracelet

Preferred Customer ProgramSM

Keep Boosting
Your Business
Each Quarter!

Winter 2019 edition of *The Look*

ENROLL NOW ▶

**Winter
Enrollment
Deadline
Oct. 17!**



Did you know that 60 percent of Independent Beauty Consultants who use the program are contacted by their customers, and 42 percent receive orders from their customers after *The Look* arrives in the mail?*

It's Time for "Me" Time!

Get ready for the Winter 2019 edition of *The Look*. Enrolled customers can experience an exclusive free sample inside.

Enroll Sept. 16 - Oct. 17, 2019.
Mails Nov. 10. Arrives in 7 to 10 business days.
Only 70¢ per name.**

HUNT FOR

Step up in style in a trendy
Red Jacket that means
YOU GO GIRL!

RED

OCTOBER



An IGO is considered "active"
in the month a minimum
\$225 wholesale Section 1
product order is received
by the Company and in
the following two
calendar months.

Add 2 New Active Team
Members in October and earn
a pair of Red Earrings!

**BECOME A NEW
TEAM LEADER IN
OCTOBER WITH 5
PERSONAL ACTIVE
TEAM MEMBERS.
EARN THE RED BEE
CLUTCH!**



**prize and style may change based on availability*

Red Jacket Pay Raise

New Pay Raise
When Team Production
Is
Less than \$1000= 4%
\$1000-\$1800 = 6%
\$1800 or more = 8%

Red Jacket Bonus Extended Dec 31st



Build a Red \$100

New Company Promotion!!
Did you know when you
become a first time Red Jacket,
you get \$100 cash??
And!!! Did you know when you build a
Red Jacket on your personal team..
YOU get a \$100 for each one !!
 SOOOO..become a 1st time Red
Jacket & have a New Red Jacket on
your team & EARN \$200 from MK!!

♥♥♥

BUILD YOUR TEAM FOR EXTRA BONUSSES!

EARN \$100 FOR EVERY FIRST-TIME RED JACKET WHO JOINS YOUR PERSONAL TEAM

Red Jacket Team-Building Bonus
From Aug. 1 through Dec. 31, 2019, when an active* Independent Beauty Consultant through Independent Elite Executive Senior Sales Director adds a first-time Red Jacket (Star Team Builder, Team Leader or Future Independent Sales Director) to her personal team, she will earn a one-time \$100 Red Jacket Team-Building Bonus for each first-time Red Jacket!

Holiday 2019 Products

Sold out

New! Holiday exclusives

Cherry
Plum
Rose

Qty **Limited-Edition* Mary Kay Ultra Stay™ Lip Lacquer Kit, \$39**
 Innovative, two-step, color-locking technology for outstanding color in a single quick-drying swipe. Kit includes lip lacquer (in the shade of your choice), lip lacquer sealer and lip lacquer eraser.

- Cherry PART NO. 143194
- Plum PART NO. 143196
- Rose PART NO. 143197

Qty **Limited-Edition* Mary Kay Masking™ Mask Kit, \$25, 0.74**
 Enjoy four playful facial masks for very merry masking experiences! Includes Miss Flare-Fect™, Energy Queen™, Lady Serenity™ and Dewy Gal™ single-use mask pods.

PART NO. 138559

Qty **Mary Kay® Mask Applicator, \$12**
 Maximize your masking sessions with mess-free application and less product waste.

PART NO. 135951

Gift with purchase!

Qty **Aloe Bliss™ Energizing Lotion for Feet & Legs, \$11**
 Rock these socks for FREE* with the purchase of Aloe Bliss™ Energizing Lotion for Feet & Legs.

PART NO. 125872

Qty **Limited-Edition* Mary Kay® Fragrance Travel Spray, \$22 each**
 Includes your choice of eau de parfum fragrances:

- Cityscape® PART NO. 143127
- Live Fearlessly® PART NO. 143128
- Forever Diamonds® PART NO. 143129

Qty **Limited-Edition* Holiday Gift Box Set, \$6, 0.73**
 Three blissfully branded Mary Kay® boxes come in different shapes and sizes to make unwrapping gifts a joyful experience.

PART NO. 154911

Qty **Limited-Edition* Cityscape® Silkening Dry Oil, \$20**
 Leave your skin soft and glowing, rejuvenating the senses and giving skin a hydrated, luxurious feel.

PART NO. 143281

Qty **Limited-Edition* Be Delighted® Body Mousse, \$16**
 Nourish your skin, leaving it feeling soft and velvety smooth.

PART NO. 142954

More Mary Kay® Products to LOVE

LET ME KNOW WHAT YOU CAN'T LIVE WITHOUT!

PRODUCT	PRICE	QUANTITY
name _____	email _____	
phone _____	birthday _____	

*Available while supplies last. *Available from participating independent Beauty Consultants only. While supplies last. All prices are suggested retail.

Fall 2019 Products

Let Me Be Your ONE-STOP BEAUTY SHOP!

From the latest in skin care to colors that are crushing it, there are so many gorgeous reasons to one-stop beauty shop with me!

New! MARYKAY NATURALLY™ Skin Care
Meet our first natural-certified skin care using quality ingredients derived from nature.*

Tenacious Taupe



Spice of Life

NEW! Limited-Edition* Mary Kay® Matte Lipstick in Spice of Life or Tenacious Taupe, \$18 each

LIMITED-EDITION* MARYKAY® FALL 2019 COLLECTION CONFIDENTLY HUE

The season's hottest trend pairs pops of color with timeless, easy-to-wear neutrals.



Feel Fierce

Radiate Confidence

NEW! Limited-Edition* Mary Kay Chromafusion® Eye Shadow + Mary Kay Petite Palette™ Bundle in Feel Fierce or Radiate Confidence, \$36 each

LIMITED-EDITION** MARYKAY® COLLECTION BAG, \$5

YOURS for only \$5 when you purchase \$55 suggested retail (excluding tax) in limited-edition* Mary Kay® Fall 2019 Collection products.



MEET YOUR SKIN'S NEW BEST FRIEND.

Pair this all-new device with your favorite cleanser to lift away pore-clogging impurities in seconds. An attachable facial massage head** relaxes facial tension and works together with your favorite serums*** to help them better absorb.



Skinvigorate Sonic™ Skin Care System, \$75

Skinvigorate Sonic™ Facial Massage Head, \$25



Mary Kay Naturally™ Purifying Cleanser, \$26



Mary Kay Naturally™ Exfoliating Powder, \$34



Mary Kay Naturally™ Nourishing Oil, \$48



Mary Kay Naturally™ Moisturizing Stick, \$28

*At least 90% of ingredients are derived from natural sources processed in accordance with third-party standards – currently the COSMOS standard. Visit marykay.com/naturally to learn more. To learn more about the COSMOS standard, see cosmos-standard.org/the-cosmos-standard

All prices are suggested retail.

**Available while supplies last

***Sold separately

†††Available with qualifying purchase from participating independent Beauty Consultants only and while supplies last.

††††The device was not designed to be paired with acne or sunscreen products.

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Personalize Your Approach TO SKIN CARE.

Use the device with your favorite cleanser* or serum* to gently cleanse or massage. This maximizes your daily skin care regimen. Sonic smart technology offers multiple benefits to your skin in seconds for a consistently superior experience every time.

- More than 200 oscillations per second remove four times more dirt, oil, impurities, makeup and pollutants than hand-cleansing alone.
- Three speed settings + an automatic one-minute shutoff – a customizable, consistent clean every time.

New! *Skinvigorate Sonic*™ Skin Care System, \$75

TRY THE SKINVIGORATE SONIC™ SKIN CARE SYSTEM WITH THESE EFFECTIVE MARY KAY® CLEANSERS.



TimeWise Repair™
Volu-Firm™ Foaming
Cleanser, \$28



TimeWise™
Age Minimize 3D™
4-in-1 Cleanser,
\$24



Botanical Effects™
Cleansing Gel, \$18



MKMen® Daily
Facial Wash, \$16



New!
Mary Kay Naturally™
Purifying Cleanser, \$26

Buy a facial cleansing brush head for him, and share the device!

SONIC-POWERED MASSAGE MEETS AGE-DEFYING RESULTS.

- The facial massage head, sold separately, can deliver more than 24,000 sonic-powered micromassages to your face and neck in just two minutes.
- A spa-like experience relaxes facial tension and helps serums absorb better.
- With daily use, skin appears younger-looking and more radiant.

New! *Skinvigorate Sonic*™ Facial Massage Head, \$25

USE THE SKINVIGORATE SONIC™ SKIN CARE SYSTEM + FACIAL MASSAGE HEAD WITH THESE POWERHOUSE MARY KAY® SERUMS.*



New!
TimeWise Repair™
Volu-Firm™
Advanced Lifting Serum,
\$70



TimeWise Replenishing Serum+C™, \$56



TimeWise™
Pore Minimizer,
\$27



TimeWise™
Tone-Correcting Serum, \$45



New!
Mary Kay Naturally™
Nourishing Oil, \$48

All prices are suggested retail.

*The device was not designed to be paired with acne or sunscreen products.

Contact me to upgrade your skin care routine!

MARY KAY