

# START SOMETHING

*beautiful!*



*starter kit bag*

~~\$468~~

~~START~~

*retail value*  
**ONLY**

**\$100!**



## FULL-SIZE PRODUCT

- TimeWise 3D 4-in-1 Cleanser - N/D & C/O
- TimeWise 3D Day Cream SPF 30 - N/D & C/O
- TimeWise 3D Night Cream - N/D & C/O
- TimeWise 3D Eye Cream
- Translucent Loose Powder
- Oil-Free Eye Makeup Remover
- Ultimate Mascara - Black
- 5 CC Creams
- White Tea & Citrus Satin Hands Set



## MATERIALS

- Welcome Card
- Date Book
- Flip Chart Pages With Binder
- Four Laminated Place Mats
- Four Laminated Name Cards
- Laminated Satin Hands Directions



## SAMPLES & SUPPLIES

- Four Dry-Erase Markers
- Four Face Cases
- 30 Disposable Trays
- 30 Disposable Facial Cloths
- 30 Sales Tickets
- 30 Customer Profile Cards
- 30 Mascara Sample Wands
- 30 Sponge-Tip Applicators
- 10 Blue Eyes Look Cards
- 10 Hazel/Green Look Cards
- 10 Brown Eyes Look Cards

- "Start Something Beautiful" DVD
- "Start Something Beautiful" Magazine
- Miracles Happen Ready, Set, Sell!
- Steps to Success Brochure
- 10 Current Issues of The Look

*SMALL INVESTMENT... big rewards!*

B3

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# be an *All-Star!*<sup>†</sup>

## Achieve the *All-Star* Star Consultant Program.

June 16, 2019 – June 15, 2020

The secret to being a star is dreaming big, setting goals, creating a plan of action and going for it, girl! As you build your Mary Kay business and achieve consistent Star Consultant status for the 2019 – 2020 Seminar year,<sup>†</sup> you also can earn prizes from the *All-Star* Collection – sophisticated accessories from Ted Baker London\*.

Go to *Mary Kay In Touch*<sup>®</sup> for complete program rules and prize details.

Sapphire 7,200 – 9,599  
program credits  
Ted Baker London\*  
Wallet

Ruby 9,600 – 11,999  
program credits  
Ted Baker London\*  
Clutch/Cross Body Bag

Diamond 12,000 – 14,399  
program credits  
Ted Baker London\*  
Weekender Tote Bag

Emerald 14,400 – 19,199  
program credits  
Ted Baker London\*  
Circle Bag

Pearl 19,200+  
program credits  
Ted Baker London\*  
Leather Satchel



<sup>†</sup> New Independent Beauty Consultants are eligible to participate according to the revised guidelines provided on the *Mary Kay In Touch*<sup>®</sup> website.

Ted Baker London<sup>®</sup> is a registered trademark of No Ordinary Designer Label LTD.

# 2020 New Director Prizes

## Dress *UP!* YOU'RE GOING PLACES.

### New Independent Sales Director Class Feb. 1, 2019 - Jan. 1, 2020

You're achieving your goals and making your dreams come true!

And when you debut as a New Independent Sales Director from Feb. 1, 2019 through Jan. 1, 2020, some of these prizes\* can be yours!

- Costume Pearl Jewelry Set
- Ted Baker Bow Tote Bag

#### PLUS:

**New Independent Sales Directors** who debut a **new first-line** offspring Independent Sales Director of their own during the promotion period will receive a gorgeous Ted Baker Bow Cross Body Bag.

**A Senior Independent Sales Director** who debuts an **offspring** Independent Sales Director during this promotion will receive the Costume Pearl Jewelry Set and Ted Baker Bow Tote Bag, PLUS:

**Independent Sales Directors** who debut a **second new first-line** offspring during the promotion period will receive a gorgeous Ted Baker Bow Cross Body Bag.

**Independent Sales Directors who debut Feb. 1 - July 1, 2019,** will pick up their prizes at Seminar 2019 and **Independent Sales Directors who debut Aug. 1, 2019 - Jan. 1, 2020,** will pick up their prizes at Leadership Conference 2020.

One of each prize per achiever per promotion period

\*For complete promotion rules and details, go to *Mary Kay In Touch*.



# Bring Your Besties!

Now that you're all in with Mary Kay, it's time for you - and your besties - to start enjoying the perks of this amazing opportunity!

Here's how you can bring your friends in on the fun:



When you become a new Independent Beauty Consultant from March 1 through Dec. 31, 2019, your first three new personal team members who become Mary Kay Independent Beauty Consultants during your *Great Start*\* time frame can receive a **\$25 discount on their Starter Kits**.



**GREAT** *Start*

To learn more, refer to your *Great Start* literature!

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\*Your Great Start time frame is the month your Independent Beauty Consultant Agreement is received and accepted by the Company and the following three calendar months.



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## Bring Your Besties!

**\$25 off the purchase of your own Starter Kit**  
I'm enjoying the perks of my Mary Kay business. Come and join me!



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\_\_\_\_\_  
*New Team Member Name*

This coupon does not retain any value and is non-transferable. The discount is automatically applied to the first three new team members whose Agreements are received and accepted by the Company during the recruiter's Great Start time frame. See the Great Start Promotion Brochure for details.

## Bring Your Besties!

**\$25 off the purchase of your own Starter Kit**  
I'm enjoying the perks of my Mary Kay business. Come and join me!



MARY KAY

\_\_\_\_\_  
*New Team Member Name*

This coupon does not retain any value and is non-transferable. The discount is automatically applied to the first three new team members whose Agreements are received and accepted by the Company during the recruiter's Great Start time frame. See the Great Start Promotion Brochure for details.

## Bring Your Besties!

**\$25 off the purchase of your own Starter Kit**  
I'm enjoying the perks of my Mary Kay business. Come and join me!



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\_\_\_\_\_  
*New Team Member Name*

This coupon does not retain any value and is non-transferable. The discount is automatically applied to the first three new team members whose Agreements are received and accepted by the Company during the recruiter's Great Start time frame. See the Great Start Promotion Brochure for details.

# Here's What's in It for You:



## \$50 Team-Building Cash Bonus

for each *Great Start*-qualified\* new personal team member during your *Great Start*\* time frame



## FREE Team-Building Product Bonus Bundles\*\*



## \$100 Red Jacket Bonus\*\*

Add three besties, and you're a first-time Star Team Builder!



All this could add up to  
perks worth an estimated \$910!

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\*\*See the Team-Building Product Bonus Bundles tab for full details about the free limited-time product bonus bundles. Sales tax is required on the suggested retail value of the wholesale Section 1 products included in the product bonus bundle(s).

\*A *Great Start*-qualified new personal team member is one whose initial order or cumulative orders with the Company are \$600 or more in wholesale Section 1 products, and the order(s) are received and accepted by the Company in the same or following three calendar months that her/his Independent Beauty Consultant Agreement is received and accepted by the Company.

\*\*The \$100 Red Jacket Bonus will only be paid the first time the bonus requirements are met. To earn the \$100 Red Jacket Bonus, an Independent Beauty Consultant or Senior Beauty Consultant must be active and have at least three active personal team members at the end of any month during the promotional period. This bonus only applies to Independent Beauty Consultants and Senior Beauty Consultants who have never achieved red jacket status before. An Independent Beauty Consultant is considered active in the month a minimum \$225 wholesale Section 1 product order is received and accepted by the Company and in the following two calendar months.

†Estimated amount combines a \$50 Team-Building Cash Bonus and two Team-Building Product Bonus Bundles (\$220 suggested retail value) for each of the three new personal team members plus the \$100 Red Jacket Bonus.



**NOW STARRING  
RED JACKETS!**



# Sr. Consultants

Jo Lois King– NEW  
Christy Hawthorne



Dalila Favela  
\*Ereka Humphrey-McGinty  
Samantha Villalon  
Natali Vargus-New

Gale Munro  
Kristin Hill  
Sharon Macon  
Pertha Petersen



Maria Barrientos  
Perla Sifuentes  
\*Julie Franks  
\*Joseline Brrientos

Tammy Corley  
Kenda Wilson

Norine Lanman  
Gail Stanart

Shirley McWilliams  
Kathy Jones

Tammy Corley  
Kenda Wilson

**\*To become  
ACTIVE you must  
place a \$225  
wholesale order**



## Star Team Builder



Helen Castilaw  
Shirley McWilliams  
Katy Worden  
Christy Hawthorne  
Earline Gore  
\* Wanda Watts  
\*Paula Jenkins  
\*Carrie St.Cyr

## Looking for 4 More Red Jackets in October





**Independent Sales Director**

910 Shillington Drive  
Katy, TX 77450  
832-731-2428  
h21bdd@aol.com  
www.hannasheartseekers.com



**OCTOBER 1ST-31ST**  
**UNIT GOAL=DOUBLE UNIT SIZE**

EACH ONE  REACH ONE



**64 NEW UNIT MEMBERS IN OCTOBER**

**CLASSIFIED**

*New!*

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

**HUNT FOR RED OCTOBER**

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




An RJC is considered "active" in the month a minimum \$200 wholesale function is produced prior to approval 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

Thank you for being on our **WINNING TEAM!!**  
**YOU are the reason for our SUCCESS!**