

Hanna's Heartseekers

Hanna Deckerlegand



ANYTHING CAN CHANGE AND YOU CAN CHANGE ANYTHING!

10 Star Consultants \$16,000 Wholesale Orders

Happy New Year Heartseeker's
WE ARE UP 158 % OVER LAST DECEMBER!!!!
 Check out the ENTIRE Newsletter!! It's all SO EXCITING!
 So much in our Newsletter this month!!

1. New Monthly Spark Jewelry with a combined \$600 wholesale order in Jan
2. Pre-Spark Promotion Jan 1st-15th
3. NEW Virtual Starter Kit for only \$30! -EXTENDED
4. New Clinical Solutions Retinol
5. NEW -Discounted CDS Shipping!! \$4.95 & \$7.95 shipping!
 Besties Program-New Recruit gets 3-\$25 coupons to give to her first 3 New Team Members-their starter kits only \$75!!
 Love and Belief!



Hanna

Jan Unit Goals:

- 15 New Heartseekers
- 10 Spark Achievers
- 5 New Red Jackets
- 3 New Elite Team Leaders
- \$16,000 in wholesale orders

Earn your Reignite your Passion Earrings with a \$600 combined ws order by Jan 31st



Star Consultants Qtr 2

Hanna Emerald
 Dalila Sapphire
 Anna Sapphire
 Tracey Ruby
 Tanya Sapphire

Q2 Star Consultants

Happy Anniversary!

We Celebrate You!

Happy Birthday!



Happy Birthday



Happy Anniversary

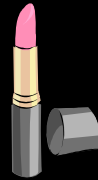


Stay Tuned...

New Pearls of Sharing



Career Builders



Consultants that placed a wholesale product order

- Tanya Marshall-Queen
- Anna Spears
- Tracey Dean
- Dalila Favela
- Helen Castilaw
- Felicia Cooke
- Ereka Humphrey-Ginty
- Courtney Scott
- Claudia Price
- Canace Morton
- Melissa Knight
- Vanessa Radomski
- Elisa Wildfong
- Rachel Ross
- Kathleen Langlinais
- Vicki Blanton
- Romeisha Lowery



- Christy Hawthorne
- Maria Barrientos
- Hanna Dekerlegand



JANUARY JUMPSTART

JAN1ST-15TH

\$850 Wholesale Club
New Product Duo
#nextlevelskincare



\$600 Wholesale Club



10
Pink Pampering
Packets

Pre-Spark
\$300 wholesale
by 15th



Microfiber Hair Towel

December Spark Achievers

LOOK AT YOU!
CELEBRATING
YOUR WINS!
DECEMBER 2020



Tanya Marshall



Tracey Dean



Hanna Dekerlegand



Anna Spears



Dalila Favela



Mary Kay

CONGRATULATIONS!

NEW-Clinical Solutions

MARY KAY CLINICAL SOLUTIONS™

READ ME FIRST!

Explore the amazing benefits of this dermocosmetic treatment, and follow the journeys of others who have experienced visible changes. Once you've familiarized yourself with these videos and supporting materials, you'll be more prepared to share the *Mary Kay Clinical Solutions™ Retinol 0.5 Set* with your customers when it launches on Feb. 16. **Find these videos and supporting materials on *Mary Kay InTouch®* > Products > *Mary Kay Clinical Solutions™*.**

VIDEOS

MARY KAY CLINICAL SOLUTIONS™ EARLY ANNOUNCEMENT VIDEO

WATCH THIS FIRST! This can't-miss video features Mary Kay experts discussing why dermocosmetics is where we want to be and how the *Mary Kay Clinical Solutions™ Retinol 0.5 Set* can take you and your customers into the new realm of skin care!

ADDITIONAL VIDEOS:

- *Mary Kay Clinical Solutions™ Expert Video*
- *Mary Kay Clinical Solutions™ Promo Video*
- *myCustomers+™ Retinization Functionality Tutorial Video*
- *Mary Kay Clinical Solutions™ Retinization Testimonials*
- *Independent Sales Director Retinization Journey Videos*



MARKETING AND EDUCATION MATERIALS

READ BEFORE YOU START

- **Fact Sheet:** Take an in-depth look at this dermocosmetic set.
- **Products to Avoid While Retinizing Chart:** Familiarize yourself with the products that should be avoided during the retinization process.
- **FAQs:** Learn answers to questions you may have about this new set, including product and ingredient compatibility.
- **Science Behind the Results Flier:** See a brief overview of the ingredients and set development.

DURING YOUR JOURNEY

- **Retinization Tracker:** Track your journey through the first eight weeks.
- **Retinization Journey Flier:** Take detailed notes and learn how to take before-and-after photos to share with your customers later.

ADDITIONAL SUPPORT

- **Before-and-After Flier:** See visible results in before-and-after photos from a study conducted with Independent Beauty Consultants.
- **myCustomers+™ App Discussion Guide:** A guide to help with check-in discussions with your customers throughout the retinization process.
- **At-a-Glance Flier:** What you need to know about the *Mary Kay Clinical Solutions™ Retinol 0.5 Set*.
- **Product Flier:** Get a top-line look at the set benefits.

EARN YOUR NEW BLING BUTTON!

You can now complete the new *Mary Kay Clinical Solutions™* module on *Skin Care Confident* and earn a new Bling Button! This comprehensive module will help fully prepare you with the product knowledge you need to help your customers experience this new set.



SPARK YOUR BELIEF!

Earn your Spark each month January - March to earn your Earrings which will coordinate with the next consistency prizes!



SPARK A CHAIN REACTION



TEAM 2000

WINNER

JOIN OUR NEW TEAM 2000 CLUB WITH 1 PERSONAL TEAM MEMBER & \$2000 IN COMBINED WHOLESALE ORDERS IN DECEMBER

Earn the Mary Kay Sun Shade




*Recruiter must place an active order to qualify

CONGRATULATIONS

BACK IN RED! **RED JACKET!**

Tracey Dean
Team Leader




Team Leader

CONGRATULATIONS

BACK IN RED! **RED JACKET!**

Dalila Favela
Star Team Builder




Team Leader

MARY KAY

SPARK YOUR BELIEF!

SPRING CONSISTENCY CHALLENGE

Jan. 1 – March 31, 2021

As Mary Kay Ash herself said, "If you believe it, you can achieve it." And now is the perfect time to recommit to your goals by believing in your ability to book more parties, sell more product and help more teammates to be their best. It's time to spark your passion for action!

And when you believe in your sales goals and achieve them, you could earn these **Spark a Chain Reaction!** Spring Consistency Challenge earrings by **R.J. Graziano!**

Independent Beauty Consultants and Independent Sales Directors who achieve the **Spark a Chain Reaction!** Challenge each month* **from Jan. 1 through March 31** will receive these fashionable earrings, which coordinate with additional consistency challenge pieces this Seminar year!

Go to **Mary Kay InTouch®** for complete challenge rules and details.

SPARK A CHAIN REACTION!

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*The \$600 or more wholesale Section 1 order requirement per month can be placed in one single order or placed in cumulative orders, as long as the orders are placed in the same calendar month. Customer Delivery Service, Guest Checkout and EZ Ship order amounts also will count toward your \$600 or more wholesale Section 1 requirement. You'll receive your jewelry piece inside your qualifying order. One jewelry piece per contest achiever each month.

New Qtr 3 Prizes-Ending March 15th

star consultant program

Dec. 14, 2025 - March 14, 2026

<p style="background-color: #e91e63; color: white; padding: 2px; font-weight: bold;">pearl 9600</p>  <p style="font-size: x-small;">Apple Watch Series 5 GPS, 45mm in Black</p> <p style="background-color: #e91e63; color: white; padding: 2px; font-weight: bold;">\$999 Premium SuperCertificate</p>	 <p style="font-size: x-small;">Apple 11.3-inch iPad Mini (5th Gen) in Silver with 'X' Exclusively for Mary Kay Engineering</p> <p style="background-color: #e91e63; color: white; padding: 2px; font-weight: bold;">Premium SuperCertificate</p>	<p style="background-color: #e91e63; color: white; padding: 2px; font-weight: bold;">pearl 7100</p>  <p style="font-size: x-small;">Supersaver 43-inch 4K Ultra-High-Definition Smart LED TV</p>  <p style="font-size: x-small;">Coleman Tenaya Lake Tent with 8-Person Cabin, Wind Channel and Wheeled Carry Bag</p> <p style="background-color: #e91e63; color: white; padding: 2px; font-weight: bold;">Premium SuperCertificate</p>
<p style="background-color: #e91e63; color: white; padding: 2px; font-weight: bold;">pearl 6000</p>  <p style="font-size: x-small;">Well-Traveled Living Room Recliner Set</p>  <p style="font-size: x-small;">Cuisinart Smartmatic Supreme Diner 11-Piece Cookware Set</p> <p style="background-color: #e91e63; color: white; padding: 2px; font-weight: bold;">Premium SuperCertificate</p>	<p style="background-color: #e91e63; color: white; padding: 2px; font-weight: bold;">pearl 4800</p>  <p style="font-size: x-small;">Evo Spin-It Curl Ceramic Rotating Curler in Red</p>  <p style="font-size: x-small;">Zohra Luxury Towel Warmer in White</p> <p style="background-color: #e91e63; color: white; padding: 2px; font-weight: bold;">Premium SuperCertificate</p>	
<p style="background-color: #e91e63; color: white; padding: 2px; font-weight: bold;">emerald 3600</p>  <p style="font-size: x-small;">Natural High-Heat Stone Pizza Oven in Red</p>  <p style="font-size: x-small;">Handmade Ceramic Macadamia County Check Star Plate</p> <p style="background-color: #e91e63; color: white; padding: 2px; font-weight: bold;">MKConnections® Voucher OR Premium SuperCertificate</p>	<p style="background-color: #e91e63; color: white; padding: 2px; font-weight: bold;">diamond 3000</p>  <p style="font-size: x-small;">Home Harmony® Full Length® Meditative Sound Therapy</p>  <p style="font-size: x-small;">Hemlock UV-C LED Portable Sanitizer in Black</p> <p style="background-color: #e91e63; color: white; padding: 2px; font-weight: bold;">MKConnections® Voucher OR Premium SuperCertificate</p>	
<p style="background-color: #e91e63; color: white; padding: 2px; font-weight: bold;">ruby 2400</p>  <p style="font-size: x-small;">Strawhat® and Buttons Beach Towel in Pink</p>  <p style="font-size: x-small;">Cuisinart High-Capacity Citrus Juicer</p> <p style="background-color: #e91e63; color: white; padding: 2px; font-weight: bold;">Premium Tier Wireless Crystal Charging Pad in Pink</p>	<p style="background-color: #e91e63; color: white; padding: 2px; font-weight: bold;">sapphire 1800</p>  <p style="font-size: x-small;">Handmade South African Jewelry: Necklace and Earrings</p>  <p style="font-size: x-small;">Strawhat® and Buttons Beach Towel in Pink</p>  <p style="font-size: x-small;">Cuisinart High-Capacity Citrus Juicer</p> <p style="background-color: #e91e63; color: white; padding: 2px; font-weight: bold;">Wireless Charge in Resizable Tote in Black or Yellow</p>	