

# Winter 2021 Products

Beauty in the details

Special-Edition Mary Kay® Scents Collection, \$36 each

Limited-Edition Mary Kay® Intuitive pH Lip Balm, \$18 each

Available in Pink and Berry

special gift

Receive a FREE\* limited-edition\* rose quartz roller with the purchase of a qualifying serum.

Available in Velvet Scent Eau de Parfum and Blush Scent Eau de Parfum

new!

Mary Kay® Silky Setting Powder, \$20 each

Available in a range of 12 natural-looking shades

Product Spotlight

Indulge® Soothing Eye Gel, \$16

MARY KAY

BeTV

# Star Consultant

## DOUBLE CREDIT

Power Up your Star Level in November!

Earn double-credit for each qualified new team member in November - that's 1200 program credits! No Limits!

\*counts for any qualified who signed their agreement on or after Sept 16, 2021 and becomes qualified by Nov 30, 2021



POWER UP YOUR SUCCESS!

### SALES DIRECTOR

- 30+ unit Members
- Earn profit based on retail sales
- 9-23% Unit commission
- 9-13% Personal Team Commission
- One-time \$200-\$500 Bonus when you debut with 2+ active Red Jackets

#### Eligible for:

- Personal Team Building Bonus \$100 or more
- Unit Development Bonus of \$400 - \$1,000
- Star Consultant Bonus of \$300 or more
- Wellness Award Bonus Program of \$800, \$1,300, or \$2,000
- Cadillac Bonus, New Independent Sales Director Program Bonus
- Independent Senior Sales Director Bonus
- Earn the use of a Sales Director Career Car or Cash Compensation option
- Quarterly Star Sales Director recognition and year long consistency prizes
- Attend Leadership Conference
- Qualify for Top Sales Director Trip

### DIRECTOR IN QUALIFICATION

- 10 or more active personal team members
- Earn profit based on retail sales
- 9% or 13% personal team commission
- 5% Second-Tier Team Commissions
- \$50 Team-building bonus for each qualified personal team member
- Eligible to go on-target for Grand Achiever status (Grand Achiever Career Car or Cash Compensation option)
- One-time \$200 Bonus when you enter with 1+ active Red Jackets

### ELITE TEAM LEADER

- 8 or more active personal team members or 5 Active with 1 Red Jacket
- Earn profit based on retail sales
- 9% or 13% personal team commission
- 5% Second-Tier Team Commissions
- \$50 Team-building bonus for each qualified personal team member
- Eligible to go on-target for Grand Achiever status (Grand Achiever Career Car or Cash Compensation option)

### TEAM LEADER

- 5 to 7 active personal team members
- Earn profit based on retail sales
- 9% or 13% personal team commission
- \$50 Team-building bonus for each qualified personal team member
- Eligible to go on-target for Grand Achiever status (Grand Achiever Career Car or Cash Compensation option)

### STAR TEAM BUILDER

- 3 to 4 active personal team members
- Earn profit based on retail sales
- 4%, 6%, or 8% personal team commission
- 1st-Time Reds receive one-time \$100 bonus
- \$50 Team-building bonus for each qualified personal team member
- 50% Discount on your initial red jacket order

### SENIOR CONSULTANT

- 1 to 2 active personal team members
- Earn profit based on retail sales
- 4% personal team commission
- \$50 Team-building bonus for each qualified personal team member

### CONSULTANT

- Star Consultant, Company & Unit Prizes, Bonus Products
- 50% Discount on all Section 1 product
- 50% Profit with each customer purchase





**NOW STARRING  
RED JACKETS!**



# AUG ACHIEVEMENTS

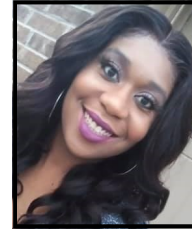
## Star Team Builder



Tracey Dean  
Rachel Ross  
Tanya Marshall  
Christy McBride  
\*Claudia Price  
\*Felicia Cooke  
\*Lisa Callan  
\*Julie Craig  
\*Suzanne Crawford



Dalila Favela  
Anna Spears  
Kim Wood  
Angela Shepherd  
\*Elisa Wildfong  
\*Ereka Humphrey-McGinty



Romeisha Lowery  
Yvonne George  
Julie Josey  
Elisha Riley  
\*Desti Patton  
\*Penny King  
\*Ronda Salazar  
\*Ro'Kette Simpson



Tanya Marshall-NEW  
Christie Nieberding  
Moha Yepuri  
\*Mara Kemp



## Sr. Beauty Consultant



Linda Vasquez  
Rosalba Quintana  
\*Canace Morton  
\*Carol Conway

Kim Wood-NEW  
Amy Sustaine

Norine Lanman  
Gail Stanart

Anna Spears-NEW  
Linda Vasquez  
Susan Clements  
\*Melissa Knight



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











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**Pearls**  
*of Sharing*

Earn Mary Kay's exclusive collection of  
 Rose Gold Pearls of Sharing™

		
EARRINGS WITH 3 SHARES	BRACELET WITH 6 SHARES	NECKLACE WITH 9 SHARES

*Bring on the Bling*

		
PINK ICE RING WITH 1ST QUALIFIER TEAM MEMBERS	PINK ICE NECKLACE WITH 2ND QUALIFIER TEAM MEMBERS	PINK ICE EARRING WITH 3RD QUALIFIER TEAM MEMBERS

NOVEMBER 1ST-30TH

**NOVEMBER PROMOTIONS**  
 HEARTS♥KERS UNIT

**\$600 WS**  
 By the 30th  
 Powered by Pink®  
 Baguette Necklace

**\$300 WS**  
 by the 15th  
 Scratch Off Cards

**\$800 WS**  
 Dreaming of a Pink  
 Christmas Tee

**\$1200 WS**  
 by the 30th  
 Waterproof  
 Deskpad

**\$1800 WS**  
 by the 30th  
 Hanging  
 Organizer

*Pin Beautiful*  
 MERIK

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