

MARY KAY

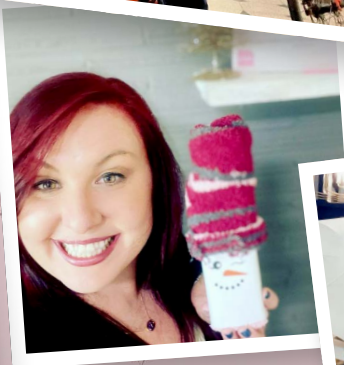
DECEMBER 2021

applause®



APPLAUSE WORTHY!

Don't miss the newest episode of the Applause podcast on Mary Kay® Digital Showcase.



Give the Gift of Mary Kay!

From products to parties to an opportunity for more, Mary Kay has something for everyone during the holidays and all year long!

DECEMBER *Dates*

HOW-TO GUIDE

⊕ TAP HERE

1

Online Independent Sales Director-in-Qualification Commitment Form available beginning 12:01 a.m. CT.

3

Last day to submit online Independent Sales Director-in-Qualification Commitment Form. Commitment Form available until 11:59 p.m. CT.

15

Deadline for orders to be processed for Quarter 2 Star Consultant Program

Deadline to make Quarter 1 Star Consultant prize selections.

16

Quarter 3 Star Consultant quarterly program begins.

Spring 2022 *Preferred Customer Program*SM online enrollment begins for *The Look*, including an exclusive sample (while supplies last).

20

Quarter 2 Star Consultant earned program credits available for prize redemption.

23

Company holiday. All Company offices closed.

24

Christmas Eve. All Company offices closed.

30

Last day of the month for Independent Beauty Consultants to place telephone orders to count toward this month's production.

31

Last day of the month for Independent Beauty Consultants to place online orders to count toward this month's production.

Customer Success representatives will be available 6 p.m. – 10 p.m. CT to assist with online orders, *Mary Kay In Touch*[®] issues, and any month-end questions.

Online Independent Beauty Consultant Agreements accepted until 11:59 p.m. CT.

All Company offices closed.



[Download and share](#) a PDF of this issue.



“

My primary motivation for going into this business was to help women. I wanted to provide opportunities for them to create better lives ... Our organization would supply the quality products, education, encouragement and motivation women need to succeed.

”

Mary Kay

HELPFUL NUMBER: Customer Success Center 800-272-9333

For questions regarding *Mary Kay*[®] product orders, *Mary Kay InTouch*[®], special events, product information, etc.

APPLAUSE[®] magazine is published in recognition of and as information for members of the Mary Kay Inc. independent contractor sales organization, Independent National Sales Directors ("National Sales Directors"), Independent Sales Directors ("Sales Directors") and Independent Beauty Consultants ("Consultants") in the United States, Puerto Rico, U.S. Virgin Islands and Guam by Mary Kay Inc., Dallas, Texas. ©2021 Mary Kay Inc. Member: Direct Selling Association, Personal Care Products Council. Mary Kay Inc., 16251 Dallas Parkway, P.O. Box 799045, Dallas, Texas 75379-9045, marykay.com.

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TRENDING *Now*

NEW! MARY KAY® APP



This exciting app was
**created for your
customers** to shop,

order from you and even create wish lists and more from the convenience of their phones. Think of it as an extra layer of Golden Rule customer service. [Learn more.](#) and be sure to encourage your customers to download the app and connect with you!

MARY KAY® LEADERSHIP 2022

JAN. 16–19 IN ATLANTA, GA.

**GEORGIA WORLD CONGRESS CENTER
ALL SEMINAR AFFILIATIONS**

Registration is now open for all Independent Sales Directors! Get the latest [details](#) and register!

Dec. 31: Recognition qualification, registration, cancellation and special needs requests deadlines are at 11:59 p.m.



The MK5K® My Way virtual challenge was to complete 13 miles in 13 days, Oct. 1–13. Participants were

encouraged to walk, run, bike, swim or even maintain their daily step count. Thanks to everyone who participated! You crushed last year's record-breaking \$285,000 and **RAISED more than \$410,000!** Because of your support, the *Mary Kay Ash Foundation*™ will be able to fund critical programs that further its two-fold mission to eliminate cancers affecting women and end domestic violence.

[Learn more](#) about the *Mary Kay Ash Foundation*™.

Applause® Magazine Team:
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*Within Applause® magazine, you MAY periodically find articles which suggest building your business through referrals and/or by contacting potential guests for upcoming skin care parties or other events. Prior to contacting such individuals via telephone or email, you should consider whether such communication is consistent with state and/or federal "do-not-call" and/or "SPAM" laws and regulations. For more information on this subject, you can go to the *Mary Kay InTouch*® website and click on "Tax and Legal" in the drop-down menu. When in doubt, Mary Kay Inc. recommends face-to-face contact as the best form of communication, which should help you avoid any issues with these types of regulations.

IT'S A WRAP!

From last-minute gifts to winter wonders, you have what your customers need to awaken senses, soothe skin and warm hearts into the new year and beyond!

FRAGRANCES THEY'LL LOVE!

LIMITED-EDITION* MARY KAY® SCENTS COLLECTION, \$36 EACH

Let the light and airy scents swirl around you with two extraordinary, artisanal creations.

- **Blush Scent Eau de Parfum:** Juicy, sparkling Cassis and rich, clean Sandalwood surround its heart of timeless Bulgarian Rose.
- **Velvet Scent Eau de Parfum:** Delicious warmth of Vanilla, while notes of Pear and Jasmine float above.



LIMITED-EDITION* MARY KAY® INTUITIVE pH LIP BALM, \$18 EACH

Love your lips with two feel-good lip balm shades that feature pH-reactive ingredients for a hue that's all you. Each shade transforms based on your unique chemistry and provides a subtle flush of one-of-a-kind color. Contains a moisturizing complex for soft, creamy color and kissable lips. Available in Berry and Pink.



MARY KAY® BODY CARE COLLECTION

- Apple & Almond Scented Body Lotion, \$14
- Apple & Almond Scented Shower Gel, \$14
- Berry & Vanilla Scented Body Lotion, \$14
- Berry & Vanilla Scented Shower Gel, \$14

HANDLE WITH CARE.

- Fragrance-Free *Satin Hands*® Shea Hand Soap, \$10
- Fragrance-Free *Satin Hands*® Shea Hand Sanitizer,*\$8

GIFT WITH PURCHASE

Receive a **FREE*** limited-edition* **rose quartz roller** when you purchase either the ***TimeWise Replenishing Serum C+E™***, \$58, or the ***TimeWise Repair® Volu-Firm® Advanced Lifting Serum***, \$70.

Every day can feel like an ultimate spa day when you use this real rose quartz roller to massage in your favorite serum or facial oil.

- Aids in product application to help make the most of your facial serum or oil.
- Provides a soothing facial massage to help you feel more relaxed.
- Comes in a beautiful organza bag which makes this upscale beauty tool perfect for travel and use on the go.



AN EYE-OPENING TRIO!

- *Lash Love Fanorama®* Mascara, \$16
- *Mary Kay®* Oil-Free Eye Makeup Remover, \$17
- Limited-Edition* *Mary Kay®* Eyelash Curler, \$12



FUN STOCKING STUFFERS!

LIMITED-EDITION* MARYKAYATPLAY® HIGHLIGHTING STICK, \$14

Enhances the high points of your face, and adds a touch of rose gold radiance. Available in Rose Gold Glow.

SPECIAL-EDITION* MARYKAY® PINK CLAY MASK, \$18

Superstar ingredient plumeria extract is known to have antioxidant properties which help protect against free radicals on the skin. Now you can remove the day away in a perfectly pink way with this mineral-rich clay mask that reveals a natural glow.

INDULGE® SOOTHING EYE GEL, \$16

For eyes that tend to get puffy or tired, this eye gel cools, soothes and refreshes as it moisturizes. Suitable for the sensitive skin around the delicate eye area.

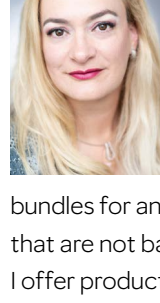


BUNDLE UP FOR SALES!

PAULINA FERNANDEZ,

INDEPENDENT SENIOR SALES DIRECTOR, NORTH WALES, PA.

"My tip for holiday gifts or gift bundles for any occasion is to offer products that are not based on skin tone or type. Instead, I offer products that everyone can enjoy. My best-sellers are ***Clear Proof®* Deep-Cleansing Charcoal Mask, \$24**, and ***Mary Kay®* Hydrogel Eye Patches, \$40, pk./30 pairs**. I call my best-selling bundle Almost Fake, and it includes ***Mary Kay®* Lash Primer, \$15**, ***Lash Love®* Mascara, \$15**, and ***Mary Kay®* Ultimate Mascara™, \$15**. I teach women to layer the three products, and their lashes look so good, people think they're fake!"



ALL WRAPPED UP

LIMITED-EDITION* MARYKAY® GIFT BOX SET, \$6, PK./3

Set of three Mary Kay-branded gift boxes. Small, medium and large sizes fit a variety of products for any occasion!

Set includes one of each:

- **Small:** 5.25" L x 2.5" W x 1.25" H
- **Medium:** 6" L x 4.5" W x 2" H
- **Large:** 8.125" L x 6" W x 3.25" H

All prices are suggested retail.

*Available while supplies last

*Available from participating Independent Beauty Consultants only and while supplies last

† Over-the-counter drug product

ORDER TODAY!



HELP YOUR CUSTOMERS

CAPTURE THE GLOW
WITH THE GIFT OF
BEAUTIFUL SKIN.



TIMEWISE MIRACLE SET 3D®, \$110

For the customer who's looking to address **early-to-moderate signs of aging**. It **defends, delays** and **delivers** visible improvements to help her look younger longer!



TIMEWISE REPAIR® VOLU-FIRM® SET, \$205

For those who want to address **advanced signs of aging**. Delivers improved skin firmness and restores a lifted appearance.*

Based on multiple 12-week independent clinical studies during which 33 to 45 women used each regimen product individually once daily (day cream/night cream) or twice daily (serum/eye cream)

*Not including cleanser



BOTANICAL EFFECTS® SKIN CARE, \$54

Perfect for those **new to a skin care routine** and **not yet concerned about the signs of aging**.



CLEAR PROOF® ACNE SYSTEM, \$45

For those with **mild-to-moderate acne**.

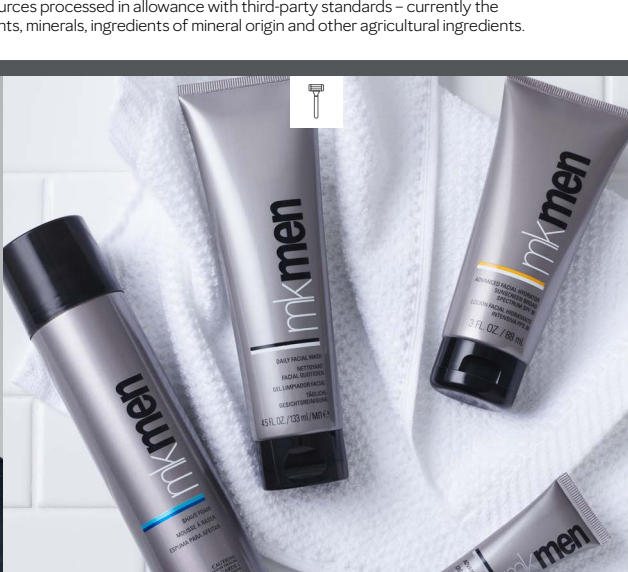


MARY KAY NATURALLY®

If she is looking for naturally derived* ingredients or just wants to elevate her existing beauty routine, these products are great. They can be used on their own or worked into any of the *Mary Kay*® skin care lines your customers love!

- Exfoliating Powder, \$34
- Purifying Cleanser, \$26
- Moisturizing Stick, \$28
- Nourishing Oil, \$48

*At least 90% of ingredients are derived from natural sources processed in accordance with third-party standards – currently the COSMOS standard. Natural sources include water, plants, minerals, ingredients of mineral origin and other agricultural ingredients.



MKMEN® SKIN CARE REGIMEN, \$81

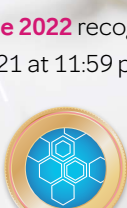
Specially formulated for the guys. Includes Daily Facial Wash, Shave Foam, Advanced Facial Hydrator Sunscreen Broad Spectrum SPF 30** and Advanced Eye Cream.

**Over-the-counter drug product

Skin Care Confident

is a way to show your customers that you are serious about skin care and helping them look and feel their best! Earn the *Advanced Skin Care Consultant* designation when you complete this program.

Deadline to earn **Leadership Conference 2022** recognition is Dec. 31, 2021 at 11:59 p.m. CT.



**ADVANCED
SKIN CARE
CONSULTANT**

Mary Kay® Skin Analyzer App

is a digital skin care assistant that you and your customers can download and use. They scan their faces, and you can provide personalized *Mary Kay*® product recommendations. And watch for the *MKMEN*® regimen in the app coming soon!

Download for **free** from your app store.



Flip Charts and dialogues for virtual *Mary Kay*® parties can be used on your phone or tablet and can walk you through the steps of a *Mary Kay*® party. Now there are three!

Skin Care Party, Color Party and Pampering Party. Find them all on the *Mary Kay*® Digital Showcase App, *Mary Kay InTouch*®, Working Live for Zoom, for those who have memberships, and [here](#).



All prices are suggested retail.

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CAMERA-READY CONFIDENCE!

'Tis the season for parties and photos (lots of them)! And you can help your customers be photo-ready every time the camera turns on. For picture-perfect selfies, family portraits and even virtual parties.

MARY KAY® SILKY SETTING POWDER, \$20 EACH

Your customers can wear it alone as a subtle complexion enhancer or over their favorite foundations or *Mary Kay*® CC Cream Sunscreen Broad Spectrum SPF 15* to set their looks. The innovative formula provides a shine-minimizing, matte finish that looks as beautiful IRL (in real life) as it does on Insta.



MAKEUP MULTITASKER

- Delivers setting benefits without mineral oil, wax, silicones, parabens or fragrance.
- It's non-comedogenic, dermatologist-tested, tested for skin irritancy and allergy and safe for sensitive skin.
- A plant-based emollient helps minimize dryness and flakiness.
- 12 natural-looking shades give you the ability to subtly color-correct for a more even appearance.



SALES BOOSTER!

The *Mary Kay*® Silky Setting Powder's 12 natural-looking shades align beautifully with *Mary Kay*® foundations, as well as other flawless face products Mary Kay offers. You can show your customers how they can make the *Mary Kay*® Silky Setting Powder a part of their flawless face routine.

BE SURE TO SHARE THE IDEAL WAY TO APPLY USING THE

MARY KAY® ALL-OVER POWDER BRUSH, \$16.



Help & Here!

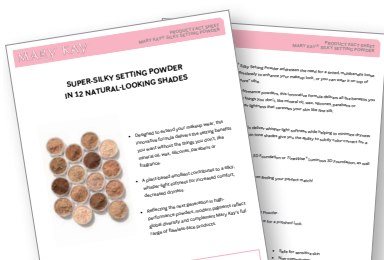
Sweep On Smooth-as-Silk Coverage.

NEW! *Mary Kay*® Silky Setting Powder

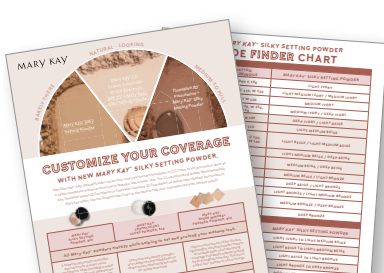
[Buy Now](#)



[Send the MKeCard®.](#)



[Check the Fact Sheet.](#)



Watch this [Beauty Extras video](#), and learn how to help your customers **customize their coverage!**

Find the [Shade Finder Chart](#) on the back of this shareable flier.

*Over-the-counter drug product
All prices are suggested retail.

*it just fits!*TM

NOTHING IS IMPOSSIBLE!



After working in human resources and retail merchandising, Megan decided to be a stay-at-home mom for her kids, aged seven, five and three. But all that was about to change!

THE CONNECTION

Megan was introduced to Mary Kay in October 2008. "I crossed paths with **Independent Future Executive Senior Sales Director Jenny McNulty** at a local craft fair and felt an immediate connection." Looking back, Megan says she was "drawn to Jenny's positive energy." And when Jenny introduced Megan to Mary Kay, she "fell in love with the *Mary Kay*[®] products and the Mary Kay philosophy!"

THE CONVICTION

Megan recounts her first skin care appointment with Jenny: "I had no money to spare but still put the *TimeWise*[®] Firming Eye Cream on my wish list. Jenny told me she would gift it to me if I was willing to hear more about the Mary Kay opportunity."

"Back then, I did not understand what Jenny saw in me. I was a busy mom of three, an introvert seeking therapy for social anxiety. I also had no knowledge about skin care and didn't care about makeup. I leaned on Jenny's belief and made the bold and smart decision to start my Mary Kay business. Since that day, my self-belief has only grown, and I've never looked back. I continue to take one day at a time and do all that I can do to ensure that I keep honoring Mary Kay Ash and following in the footsteps of my sales force leaders, **Jenny McNulty** and **Independent Senior National Sales Director Cyndee Gress.**"

POWER START PROGRAM, PLUS 3+3+3

Eight months after starting her Mary Kay business, Megan earned the use of her first Mary Kay Career Car. The very next month she became an Independent Sales Director.

"I set the goal to earn the use of a Mary Kay Career Car. Becoming an Independent Sales Director was not on my radar," says Megan. But once she started to work her Mary Kay business full circle, the dots began to connect automatically!

"I was very attentive to the guidance that I received from my mentors, Cyndee and Jenny. I followed through on 3+3+3 (three selling appointments, \$300 in suggested retail product sales and three team-building appointments) and Power Start (30 faces in 30 days) goals consistently. And the results started showing pretty quickly."

IF YOU CAN DREAM IT, YOU CAN DO IT!

When Megan became pregnant with her fourth child, she continued to prioritize her life in such a way that her passion was divided appropriately each day.

"I had already earned the use of my second car, the Premier Club Chevy Equinox. I continued to balance – grow my business and mentor my personal team through my pregnancy – so that when I gave birth in 2010, I was still able to be there for my customers and keep my unit afloat. I had also debuted a brand-new offspring Independent Sales Director during this time, and she was flourishing."

Then in January 2016, Megan decided she wanted to create unit momentum like never before. "I held more skin care parties and added new personal team members. A new Independent Sales Director debuted from my unit. Two of my unit members were on-target to earn the use of Mary Kay Career Cars. I also kept developing more Reds. By June 2016, I had achieved my first Triple Star and pink Cadillac status. The grit, determination, focus and intention that I put into my Mary Kay business at that time will always be a place of inspiration.

"I have always strived to stay connected to my mentors and be open to the growth process. There have been goals hit and goals missed. But with the right mindset, a dream and a plan to get there, we all can make our dreams a reality," says Megan.

WORKING THROUGH CHALLENGES AND WINNING

Megan believes her Mary Kay business has been positively impacted by the last year and a half. She has that *when life gives you lemons, make lemonade* kind of mentality.

It wasn't an easy transition, but Megan kept at it. "Before, I wasn't even comfortable doing FaceTime calls with my family. Now I needed to use this platform to meet my existing and new customers. But what I realized was, when I leaned into that discomfort and continued to press through each appointment, my world was opening up before my eyes!

"My unit started to grow, and my business expanded. I was now able to expand beyond customers within just a 200-mile radius from where I lived. I could virtually see my customers across the country and meet new faces from areas I had never explored before. My unit followed my lead. We stayed connected through weekly Zoom sessions filled with inspiration and motivation. We all came together as a team and flourished!"

THE SPEED OF THE LEADER IS THE SPEED OF THE GANG.

"What I do in December is a direct testament to how I work my Mary Kay business all year long!" says Megan. "I'm dedicated toward expanding my customer base every month. That way I can capitalize on my hard work to keep growing through the holiday selling season and to lead by example."

MEGAN'S HOLIDAY SELLING TIPS AND IDEAS:

- Keep focusing on your 3+3+3 and Power Start goals.
- Make the most of this gift-giving season. Megan's philosophy: "People are going to buy gifts; it might as well be from me."
- Use the *myCustomers*[™] App to keep your customer list up to date and stay organized during this busy time.
- Send *MKeCards*[®]. "I love to create PicCollages and send images of all the gift-giving options that I offer," shares Megan.
- Megan also books gift basket appointments and on-the-go events. "I show up with products wrapped and ready for quick sale! This can be done virtually too! My customers get excited to see how much care goes into a gift that is specially designed for them to give. And they often share my information with their friends and family."

From selling to team-building, one thing leads to another. "Customers who see how much fun this can be, being able to be creative and sell amazing products, come to the table already interested in the Mary Kay opportunity. A lot of my new unit members who start their Mary Kay businesses during this festive season are looking to potentially earn extra income. It's such a beautiful time to start a Mary Kay business!"

TEAM-BUILDING TIPS

Megan draws inspiration from her own experiences. She says, "I'm blessed that Jenny saw something in me." It's a team-building principle that Megan follows. Don't prejudge a potential team member. She'll connect to your authenticity. Share with your heart, and make a meaningful connection. You can help women make empowered choices. But her "why" may not be your "why." So listen and find out about her needs.

- Set a goal to become a Star Team Builder. It's that stepping-stone to more sales force leadership roles. Plus, you can start earning more perks and rewards.
- Megan feels encouragement is an integral part of team-building. "I remember the very first phone call I received from Cyndee when I became a Red! I felt so honored and special. Cyndee connects with her entire National Area!"
- Find yourself a mentor, hitch your wagon to hers, and go for it!



Megan Joy,
INDEPENDENT SALES DIRECTOR,
SOUTH HADLEY, MASS.



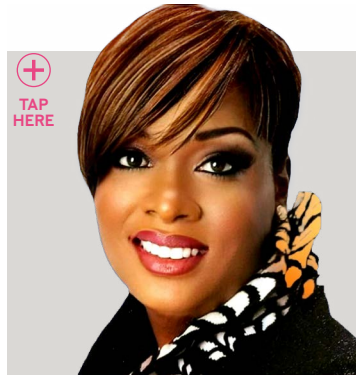
Less than 1% of Mary Kay Independent Beauty Consultants meet the criteria to earn the use of a Mary Kay Career Car or the Cash Compensation option. All third-party trademarks, registered trademarks and service marks are the property of their respective owners.

Go-Give[®] Award

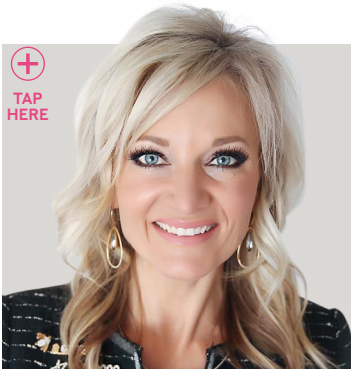
Mary Kay Ash said, “The **Go-Give[®] Award** is perhaps the greatest honor a Mary Kay Independent Sales Director can earn. Those who possess the Go-Give spirit are the heart of this Company and our shining hope for the future.” These award recipients best exemplify the Golden Rule – helping others unselfishly and supporting adoptees as much as unit members.



Patricia Robles



Melva Slythe Farquharson



Tandy Fischer



Chelsea Claytor Adkins

[Nominate a well-deserving Independent Sales Director who displays the Go-Give spirit!](#)

Go-Give[®] Award

Mary Kay Ash said, "The **Go-Give[®] Award** is perhaps the greatest honor a

RUBY

Patricia Robles

Independent Sales Director

Began Mary Kay Business

January 1990

Sales Director Debut

August 2001

National Sales Director

Mary Kay National Area

Career Achievements: 115-times Circle of Honor; three-times Queen's Court of Personal Sales

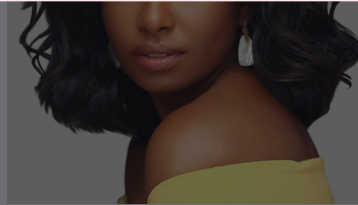
Personal: Lives in Alamogordo, N.M. Husband, Gabriel; sons: Gabriel, Aaron

"I am motivated to help others because I believe each woman has special God-given gifts, and when we encourage one another, it can change their lives."

Testimonial: Independent Sales Director Carma Schmidtke of Fairbank, Iowa, says, "She is a woman of integrity. She has the gift of hospitality, welcoming all to her meetings with a warm and loving heart. I admire her straightforward, honest opinions. She is a blessing to all who know her."



Tandy Fischer



Chelsea Claytor Adkins

[Nominate a well-deserving Independent Sales Director who displays the Go-Give spirit!](#)

Go-Give[®] Award

Mary Kay Ash said, "The *Go-Give[®] Award* is perhaps the greatest honor a

SAPPHIRE

Melva Slythe Farquharson

Independent Executive Senior Sales Director

Began Mary Kay Business

April 1993

Sales Director Debut

June 1994

Offspring

five first-line

National Sales Director

Valerie Bagnol



Career Achievements: 69-times Circle of Honor; Annual *Go-Give[®]* Award winner, Seminar 2006; Monthly *Go-Give[®]* Award winner, January 2006; five-times Sales Director Queen's Court of Personal Sales; Queen's Court of Sharing; eight-times Circle of Achievement; five-times Circle of Excellence; three-times Double Star Achievement; Million Dollar Club

Personal: Lives in Lake Worth, Fla. Husband, Devon; sons: Keyshawn, Kenyon.

"I am motivated to help others because there is a true sense of fulfillment that nourishes the soul. When I take my eyes off myself, I see so much further, and I come to a much greater awareness of the true meaning of life."

Testimonial: Independent Beauty Consultant Claudette Thompson of Brooklyn, N.Y., says, "Melva is an amazing individual who always shares her expertise and ideas with others. She is humble and reliable. Melva is very knowledgeable and is always ready to teach and inspire others."

Nominate a well-deserving Independent Sales Director who displays the Go-Give spirit!

Go-Give[®] Award

Mary Kay Ash said, "The **Go-Give[®] Award** is perhaps the greatest honor a

EMERALD

Tandy Fischer

Independent Sales Director

Began Mary Kay Business

September 1997

Sales Director Debut

July 2002

National Sales Director

Cathy Bill



Career Achievements: 82-times Circle of Honor; 13-times Sales Director Queen's Court of Personal Sales; three-times Queen's Court of Sharing; 14-times Circle of Achievement; three-times Circle of Excellence; eight-times Double Star Achievement; three-times Triple Star Achievement

Personal: Lives in Rockford, Ill. Husband, Troy; son, Micah; daughters: Michaellee, Lauren, Ellie, Morgan.

"I am motivated to help others because it's the right thing to do! The scriptures are filled with examples and instructions on helping others, and I believe that it is more blessed to give than to receive. I love to see the ripple effect when we give in Mary Kay!"

Testimonial: Independent Beauty Consultant Dana Sharpe of Lewistown, Mo., says, "Tandy consistently shows up for our team and takes time to personally and professionally develop each one of us. Tandy will go the extra mile to lead by example, and she has such a giving heart. She continues to enrich our lives by being a leader and role model for us all."

Tandy Fischer

Chelsea Clayton Adkins

Nominate a well-deserving Independent Sales Director who displays the Go-Give spirit!

Go-Give[®] Award

Mary Kay Ash said, "The **Go-Give[®] Award** is perhaps the greatest honor a

DIAMOND

Chelsea Claytor Adkins

Independent Senior Sales Director

Began Mary Kay Business

May 2014

Sales Director Debut

June 2015

Offspring

two first-line

National Sales Director

Jamie Taylor

Career Achievements: 30-times Star Consultant; three-times Sales Director Queen's Court of Personal Sales; three-times Queen's Court of Sharing; Circle of Achievement; Circle of Excellence; Double Star Achievement; two-times Triple Star Achievement

Personal: Lives in Rocky Mount, Va. Husband, Zac.

"I am motivated to help others because my mission is to live a life pleasing to Christ and be a light to lead others to Him. It brings me joy to go out of my way to do for others and love on everyone the way I know He would want me to do."

Testimonial: Independent National Sales Director Jamie Taylor of Gallatin, Tenn., says, "Chelsea is truly the most Go-Give young woman I know. She is committed to preserving Mary Kay's culture for the next generation. She shines brightly for this Company with class, love and excellence."



Tandy Fischer

Chelsea Claytor Adkins

Nominate a well-deserving Independent Sales Director who displays the Go-Give spirit!



TOP TEAM-BUILDING TO-DOS:

Take advantage of these fantastic promotions **NOW!**



READY TO SHARE THE FUN?

Use the ***Love What You Do*** team-building materials to support your team-building conversations.

There's also a **team-building flier** that you can share.

Available on the *Mary Kay*® Digital Showcase App.

LAST CHANCE! THESE **BONUSES** EXPIRE ON DEC. 31, 2021!

- \$100 First-Time Red Bonus
- \$100 Red Team-Building Bonus
- Raising Reds Sales Director Debut Bonus, includes January 2022 debuts
- Bring Your Besties Starter Kit Discount*

STARTUP OPTIONS:

Know someone who is interested in starting a Mary Kay business? Share these great options for her to choose what best meets her needs!

- **Mary Kay® Starter Kit for \$130****
- **Mary Kay® eStart for \$30****
- **New Beauty Consultant Sample Pack optional add-on for \$45 to either Starter Kit or Mary Kay eStart. Sample Pack is only available during Agreement process.*****

MORE TEAM-BUILDING RESOURCES:

- Watch the [December Power Class!](#)
- Complete [Step 8 of MKUniversity.](#)
- Send [MKeCards®.](#)
- Order the [Steps to Success career path brochure.](#)



I LOVE TO SHARE THE MARY KAY OPPORTUNITY!

REYNA NEREYDA LEPE,
INDEPENDENT EXECUTIVE
SENIOR SALES DIRECTOR,

TOLLESON, ARIZ.

"I love my Mary Kay business because it gives me the freedom to design and live the life of my dreams, while empowering and supporting women so they can realize their own dreams. I love to help others develop their talents and strengths to become the best versions of themselves.

I share the opportunity because I'm convinced that everybody deserves the rewarding

experiences that can be possible through a Mary Kay business. I am thankful and blessed to have been an entrepreneur with my Mary Kay business for more than 17 years. I LOVE the woman I have become, and that is truly priceless. Thanks to my mentors, my personal growth during these years has positively impacted my life, and above all, my way of thinking, which is truly the most valuable thing to me. Now I know that my way of thinking determines the manner in which I act; and the manner in which I act determines my results. These results determine not only my present, but my future. And thanks to my Mary Kay business, I can visualize my future as simply GREAT!"

You can do it!

Remember what Mary Kay Ash said: "Work will win where wishing won't."
So work your Mary Kay business full circle and [keep growing!](#)

*The Bring Your Besties discount only applies to the full-priced Starter Kit. It does not apply to any other Starter Kit, limited-time offer or otherwise, or any other business startup cost, process or program.

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holidays!

dec. 1-31



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This beautiful pair of earrings with
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you sell enough product to support
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**6-MONTH FALL CONSISTENCY
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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 will also count toward your \$600 or more wholesale Section 1 order requirement. You'll receive your monthly prize inside your qualifying order. One prize per achiever each month. For consistency challenge prizes, you'll receive your prize inside your next product order (does not need to be a qualifying order) following the end of the challenge and month end. One prize per achiever for each consistency challenge.



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