

MARY KAY
SEMINAR
 2019

Seminar Results!

JULY 1, 2018— JUNE 30, 2019

GREAT YEAR! LET'S BEAT OUR BEST THIS YEAR!



TOP 10 IN RETAIL SALES

(Based on verified wholesale orders placed to the company as of prior month-end)
Queen's Court of Sales! = \$40,000 retail

Consultant	YTD Retail	Bonus & PCP	Total
1 C.J. Reed	\$22,597.00	\$3,035.00	\$25,632.00
2 Maureen Fiudo	\$22,584.00	\$2,226.00	\$24,810.00
3 Cynthia C. Martinets	\$20,031.00	\$1,679.00	\$21,710.00
4 Lou Weiss	\$17,239.00	\$2,790.00	\$20,029.00
5 Laura D. Fiudo	\$17,918.50	\$1,948.00	\$19,866.50
6 Pat S. Meyer	\$12,870.00	\$1,287.00	\$14,157.00
7 Rebecca R. Parker	\$8,000.00	\$2,059.00	\$10,059.00
8 April L. Peloquin	\$5,717.00	\$23.00	\$5,740.00
9 Lauren M. Augustine	\$5,094.00	\$81.00	\$5,175.00
10 Lynette D. Harens	\$4,622.00	\$280.00	\$4,902.00



TOPS IN TEAM BUILDING

Queen's Court of Sharing = 24 New Team Members

Recruiter	New Team Mbrs	YTD Comm
1 C.J. Reed	3	\$429.64
2 Cynthia C. Martinets	1	\$62.66

Thanks for a great Mary Kay Year!!



Queen of Sales and Sharing: CJ Reed
 Princess Sales Court: CJ Reed, Maureen Fiudo,
 Cynthia Martinets, and Lou Weiss
 Most Improved: Cindy Tran
 Rookie of the Year: April Peloquin



Senior Sales Director Mary Richardson

MIRACLE MAKING OVERCOMERS



July Results & Recognition <<<< August, 2019

SEMINAR 2020 UNIT GOALS

- ◆ \$500,000 Circle of Excellence
- ◆ 3 New Offspring Directors
- ◆ 5 New Car Drivers
- ◆ 10 Red Jackets
- ◆ 40 Star Consultants
- ◆ 100 Unit Members

SEPTEMBER 2019 GOALS

- ◆ \$25,000 Unit Wholesale
- ◆ 15 New Unit Recruits
- ◆ 2 New Red Jackets
- ◆ 8 Completing 30 Faces Challenge

#1 RETAIL SALES



Maureen Fiudo

#1 WHOLESALE



Rebecca R. Parker

#1 SHARING



Maureen Fiudo

To Mary's Miracle Making Overcomers!!

Seminar was so amazing this year!! I was so blessed to have **Maureen Fiudo, Cynthia Martinets, Pat Meyer, C.J. Reed, April Peloquin, and Cindy Tran** with me sharing all the excitement! We had so much fun, learned a lot, and had our vision renewed and focused!!! I know without a doubt, these women will be breaking records this year!!

You Can Do It!! You can earn a gorgeous trend setting jewelry designed by R.J. Graziano, each month you order \$600 WS or more! That is only selling \$300/week! WOW so doable!!! Earning necklaces in July: **Rebecca Parker, Laura Fiudo, Maureen Fiudo, April Peloquin, Cynthia Martinets, Pat Meyer, & CJ Reed!!** Who is going to join them this month?

Congratulations to: **Maureen Fiudo, Rebecca Parker, Pat Meyer, CJ Reed, Laura Fiudo, Cynthia Martinets, & April Peloquin** earning prizes in our July You Hold the Key Contest! Check out the one for August – you can be a winner!!

We will start our monthly video conference calls 9/9, we will do the second Monday of the month 6:00 – 6:30 pm Central time zone. <https://us04web.zoom.us/j/676135667> I'll be sending out emails as we get closer to our first one!

If you want to join in our \$100 CASH drawing contest for you customers let me know!! Everyone you facial, every hostess, everyone who listens to information about the career can be entered into the drawing for **\$100 CASH** that we will have on 9/17!! Are YOU in? **If so, get your \$10 entry fee to me by 8/21!!** After that the entry is \$20!! Check the flier for details at www.maryarichardson.com password:2016miracles

If you're ready to move ahead & become a leader -- Focus on the basics — holding parties — if you did 10 parties/month and 2 career chats from each party in each of these next 5 months — you would amaze yourself and be in Orlando with the Directors partying in January!! All it takes is for you to offer your services, your products, and your career — who will you call today???

Let's make this our best year ever — together we can!!!

Love & belief, *Mary*

SPOTLIGHT ON TEAM BUILDERS!

Standings are updated as of July 31st — this will not reflect August orders or new team members.

Future Directors

Recruiter :C.J. Reed
 Annette R. Canarr
 Jane F. Hauptert
 Linda R. Lamusga
 Suzanne Maes-Toay
 Pat S. Meyer
 Syvilla O. Ogunniran
 April L. Peloquin
 Lou Weiss
 * Lorena M. Sanchez
 # Emily R. Andringa
 # Enobong U. Bassey
 # Robin E. Gelschus
 # Ludmila Maretski
 # Lynda M. Paulson
 # Vania S. Pettis

Senior Consultants

Recruiter :Annette R. Canarr
 Coni L. Lentz
 * Judy Henry
 * Linda Mace

Recruiter :Carolyn L. Felder
 Cyrena D. McGee

Recruiter :Laura D. Fiudo
 Maureen Fiudo

Recruiter :Maureen Fiudo
 Katie M. Brady
 Linda G. Lock
 * Mackenzie Digirolamo
 * Rebecca L. Evans
 * Ashley L. Haney
 * Danielle Rush
 * Madisyn E. Degen
 * Faith K. Fonseca
 * Maya R. Kincheloe
 # Bernadine Dixon
 # Barbara Hastings
 # Megan Tay

Recruiter :Linda R. Lamusga
 Margaret Riess
 * Debra R. Heggernes
 * Kathryn A. Morgan

Recruiter :Cynthia C. Martinets
 Beth Fortner
 * Michelle F. Elliott
 * Traci M. Perdue
 * Stacie M. Rajcani
 * Bridgett N. Wigley

Recruiter :Pat S. Meyer
 Laura D. Fiudo

** Inactive Member
 (N1,N2,N3,I1,I2,I3)
 #Terminated
 Member
 To become
 ACTIVE you must
 place a \$225
 wholesale order.*

FOLLOW THE STEPS TO SUCCESS!



Senior Consultant

(1-2 active team members)

4% Commission

Eligible for \$50 Bonus (new)

Star Team Builder

RED JACKET
 (3+ actives)

Sr. Consultant benefits plus Red Jacket Rebate

Eligible for \$50 Bonuses

Team Leader

(5+ actives)

All the previous benefits plus 9-13% Commission

Team Leader pin

On-Target for Car!

(5+ actives and \$5,000 wholesale growing to 16 actives and \$23,000 in 4 months or less)

Eligible to earn use of Career Car or \$425 cash monthly for 2 years PLUS all Benefits of previous levels

Director in Qualification

through Dec. 3, 2019
 (8+ actives growing to 24, \$4,000 unit whls prod/mo growing to 13,500 whls/DIQ contributes \$3,000.)
 Production during DIQ counts towards car!
 Eligible to become Director and earn Unit Commission and Unit bonuses—Eligible to wear the exclusive Director Suit.



Here we grow again!



Welcome New Business Owners!

(These new unit members signed Consultant agreements July 1-31.)

New Consultant	From	Sponsored by
Madisyn Degen	Kansas City, MO	M. Fiudo
Faith Fonseca	Kansas City, MO	M. Fiudo
Maya Renee Kincheloe	Kansas City, MO	M. Fiudo
Jasmine Thompson	Cedar Park, TX	M. Richardson

Welcome to Mary's Miracle Making Overcomers! Together we are building our futures, winning cars, becoming stars, and we are building our teams with reliable, enthusiastic, positive, faith-filled, hardworking, women of integrity just like YOU!! I challenge you to earn your Pearls of Sharing Earrings, Bracelet, and Necklace set this month!

Thank YOU from Mary Kay

"Love Check" Commissions for Personal Team Building



9% Recruiter Commission Level	
C.J. Reed	\$126.32
Mary A. Richardson	\$55.76

4% Recruiter Commission Level	
Laura D. Fiudo	\$32.80
Pat S. Meyer	\$31.36
Maureen Fiudo	\$2.12

I LOVE MY UNIT

"It is our attitude at the beginning of a difficult task which, more than anything else, will affect its successful outcome."

~William James, Psychologist, Professor and Author

you can do it Challenge

July 1, 2019 – June 30, 2020

Each month during the 2019 – 2020 Seminar year that an Independent Beauty Consultant places a cumulative \$600 or more wholesale Section 1 order, she can earn a monthly jewelry piece from the super chic *You Can Do It!* Challenge Collection by R.J. Graziano.



The August jewelry piece is a gorgeous pair of dangling honeycomb earrings with a sparkling crystal on each ear post and a jaunt bumblebee resting nearby.

Red Jacket Team-Building Bonus

Team-building benefits
keep getting better!



RED JACKET TEAM-BUILDING BONUS

Aug. 1 – Dec. 31, 2019

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!



Fall's new Beauty is Here!

- ◆ Mary Kay Naturally™ Skin Care
- ◆ Skinvigate Sonic™ Skin Care System
- ◆ Skinvigate Sonic™ Facial Cleansing Brush Head
- ◆ Skinvigate Sonic™ Facial Massage Head
- ◆ Limited-Edition Mary Kay® Matte Lipstick
- ◆ Limited-Edition Mary Kay Chromafusion® Eye Shadow + Mary Kay Petite Palette™ Bundle
- ◆ TimeWise® Luminous 3D Foundation
- ◆ TimeWise® Age Minimize 3D® Eye Cream
- ◆ Limited-Edition Mary Kay® Collection Bag

Fall 2019 New Products are
available August 15th!

(or August 10th, for Star Consultants who
qualified during the March 16 - June 15,
2019 quarter, or if you enrolled in the Fall
2019 Preferred Customer Program)



ORDER ASAP! QUANTITIES LIMITED!

We invested in product last month!

Rebecca R. Parker

\$1,232.00

Maureen Fiudo

\$820.00

Laura D. Fiudo

\$784.00

April L. Peloquin

\$738.50

Cynthia C. Martinets

\$646.50

C.J. Reed

\$619.50

Pat S. Meyer

\$611.50

Vicki E. Thompson

\$69.00

Linda G. Lock

\$53.00

Syvilla O. Ogunniran

\$41.50

Annette R. Canarr

\$12.00

Mary A. Richardson

\$629.00

MARY KAY
BENEFITS
FROM EVERY ANGLE

Introducing our most precise and powerful serum ever, the new TimeWise Repair[®] Volu-Firm[®] Advanced Lifting Serum!

100% had a visible lift of sagging skin along the cheeks and jawline

98% Had visibly lifted skin overall

82% Had improved skin firmness

98% Had visibly reduced deep lines and wrinkles



SHOOTING FOR THE COURTS!



Queen's Court of Sales!
\$40,000 retail
July 1, 2019 — June 30, 2020



Queen's Court of Sharing!
24 New Team Members
July 1, 2019 — June 30, 2020

Top 10 in Retail Sales

(Based on verified wholesale orders placed to the company as of prior month-end)

	Consultant	YTD Retail	Bonus & PCP	Total
1	Rebecca R. Parker	\$2,464.00	\$0.00	\$2,464.00
2	Maureen Fiudo	\$1,697.00	\$0.00	\$1,697.00
3	Laura D. Fiudo	\$1,568.00	\$0.00	\$1,568.00
4	April L. Peloquin	\$1,477.00	\$0.00	\$1,477.00
5	Cynthia C. Martinets	\$1,293.00	\$0.00	\$1,293.00
6	C.J. Reed	\$1,239.00	\$0.00	\$1,239.00
7	Pat S. Meyer	\$1,223.00	\$0.00	\$1,223.00
8	Bernadine Dixon	\$634.00	\$0.00	\$634.00
9	Vicki E. Thompson	\$138.00	\$0.00	\$138.00
10	Linda G. Lock	\$106.00	\$0.00	\$106.00

Tops in Team Building



Who will be in the
Court of Sharing
next year?!



Working with accountability!

Sensational Sales

Maureen Fiudo	\$1841
Laura Fiudo	\$1490
Lou Weiss	\$305
Cindy Tran	\$290
Vicki Thompson	\$168

Remarkable Reorders

Maureen Fiudo	\$295
Lou Weiss	\$160
Vicki Thompson	\$52
Cindy Tran	\$20

Amazing On The Go Sales

Laura Fiudo	\$592
Maureen Fiudo	\$540

Sets Sold

Laura Fiudo	2
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New Bookings

Laura Fiudo	3
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Interviews

Maureen Fiudo	4
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Wonderful Website Orders

Maureen Fiudo	\$358
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Parties with a Purpose

Laura Fiudo	\$469
Laura Fiudo	\$356
Maureen Fiudo	\$254
Maureen Fiudo	\$253
Cindy Tran	\$138

Wonderful Weeks

Maureen Fiudo	\$955
Laura Fiudo	\$649
Maureen Fiudo	\$448
Laura Fiudo	\$426

WAS Turned In

Laura Fiudo
Maureen Fiudo
Vicki Thompson
Cindy Tran
Lou Weiss





aim for the stars!



On-Target \$tar Consultants!

June 16 - September 15, 2019



Consultant Name	Current		—Wholesale Production Needed for Star—			
	Wholesale Production	Sapphire \$1,800	Ruby \$2,400	Diamond \$3,000	Emerald \$3,600	Pearl \$4,800
Maureen Fiudo	\$2,580.60	*****	STAR	\$419.40	\$1,019.40	\$2,219.40
Laura Fiudo	\$1,408.10	\$391.90	\$991.90	\$1,591.90	\$2,191.90	\$3,391.90
Cynthia Martinets	\$1,280.40	\$519.60	\$1,119.60	\$1,719.60	\$2,319.60	\$3,519.60
Rebecca Parker	\$1,232.00	\$568.00	\$1,168.00	\$1,768.00	\$2,368.00	\$3,568.00
Mary Richardson	\$1,075.00	\$725.00	\$1,325.00	\$1,925.00	\$2,525.00	\$3,725.00
C.J. Reed	\$1,041.00	\$759.00	\$1,359.00	\$1,959.00	\$2,559.00	\$3,759.00
April Peloquin	\$867.00	\$933.00	\$1,533.00	\$2,133.00	\$2,733.00	\$3,933.00
Patricia Meyer	\$611.50	\$1,188.50	\$1,788.50	\$2,388.50	\$2,988.50	\$4,188.50
Cindy Tran	\$438.50	\$1,361.50	\$1,961.50	\$2,561.50	\$3,161.50	\$4,361.50
Suzanne Maes-Toay	\$399.00	\$1,401.00	\$2,001.00	\$2,601.00	\$3,201.00	\$4,401.00
Jane Bryan	\$351.75	\$1,448.25	\$2,048.25	\$2,648.25	\$3,248.25	\$4,448.25
Lou Weiss	\$322.50	\$1,477.50	\$2,077.50	\$2,677.50	\$3,277.50	\$4,477.50
Bernadine Dixon	\$317.00	\$1,483.00	\$2,083.00	\$2,683.00	\$3,283.00	\$4,483.00
Linda Lamusga	\$312.80	\$1,487.20	\$2,087.20	\$2,687.20	\$3,287.20	\$4,487.20



Shoot for STAR this Quarter!!

YOU Can Do It!!



A simple way to stay on track for Star Consultant:

- Sapphire** = Sell \$300 Retail per week
- Ruby** = Sell \$400 Retail per week
- Diamond** = Sell \$500 Retail per week
- Emerald** = Sell \$600 Retail per week
- Pearl** = Sell \$800 Retail per week

Also—remember that you earn 600 extra “star” points for each *qualified* team member you add during the quarter.

Your Fall Tool Kit Is HERE!

NEW! *Mary Kay Naturally*™, Luminous 3D Foundation and MORE!

LEARN MORE ►



Top 20 in Sales for the 2018-2019 MK Year!



CJ Reed



Maureen Fiudo



Cynthia Martinets



Lou Ann Weiss



Laura Fiudo



Pat Meyer



Rebecca Parker



April Peloquin



Lauren Augustine



Lynette Harens



Jane Bryan



Linda Lamusga



Suzanne Maes-Toay



Cindy Tran



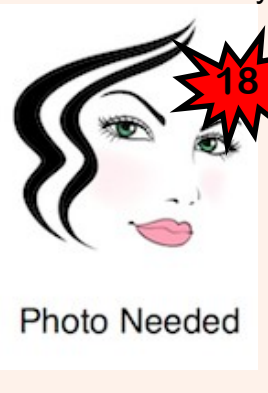
Traci Perdue



Sandy Mangrum



Vicki Thompson



Margaret Riess



Beth Fortner



Carolyn Felder

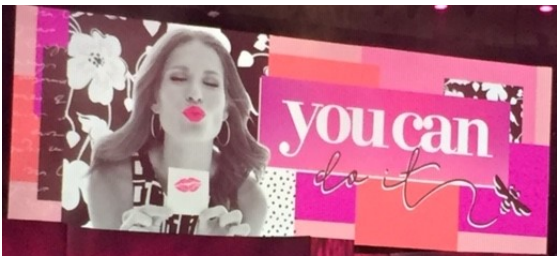
Seminar Highlights



4 Quarter Stars: Cynthia Martinets, Maureen Fiudo, & CJ Reed



Pretty In Pink Prize Winners: Annie Henderson, Lynda Nelson, Cynthia Martinets, Mary, CJ Reed, & Maureen Fiudo



Don't miss Seminar next year! You'll never know what's going to happen next!



CJ & Maureen Top Ten Krebsbach Area



Princess Court Winners: CJ, Cynthia, & Maureen! And Lou Weiss (not pictured)



Queen of Queens: CJ Reed



The Richardson Area sharing dinner, stories and awards!



Rookie of the Year: April Peloquin
Most Improved: Cindy Tran



August

you can do it

Pick your Prize from the Pretty, Practical or Products!

Sec 1 Wholesale	<i>Pretty</i>	<i>Practical</i>	<i>Products</i>
\$250	Surprise from Mary's Prize Closet! I'm so excited. 	Party Tray Inserts 	Tenacious Taupe 
\$450	Surprise from Mary's Prize Closet! I'm so excited. 	New Flip Chart Pages! 	Naturally Moisturizing Stick 
\$600	MK Bee Earrings!		
\$850	Surprise from Mary's Prize Closet! I'm so excited. 	Color Cards 	Naturally Exfoliating Powder 

Wholesale order must be received at Mary Kay by 8/31.

Order prize from Mary by 9/3! No Voucher = No Prizes!!

Order your prize at www.maryarichardson.com (2016miracles)

September 2019



Sun	Mon	Tue	Wed	Thu	Fri	Sat
1	2 LABOR DAY MK Offices Closed Postal Holiday.	3	4	5	6	7 Makeovers at Mary's 10 am
8	9 Holiday 2019 PCP mailing of <i>The Look</i> begins. 6 – 6:30 pm Video Conference Call: https:// us04web.zoom.us/ j/676135667	10 Early ordering of Holiday 2019 promo items for those enrolled in Fall 2019 PCP.	11	12	13 Mary Kay Inc's 56th Anniversary!	14
15 Star Consultant Deadline! Ordering of the new Holiday 2019 promo items for all Consultants.	16 Winter 2019 PCP online enrollment begins for <i>The Look</i> .	17	18	19	20	21
22	23	24	25	26	27 Midnight CST cutoff for Consultants to place phone orders.	28
29	30 Last working day of the month. Cons submit online orders until 9 pm CST. Online Agreements accepted until midnight.					

be an All-Star!

Achieve the All-Star Star Consultant Program
June 16, 2019- June 15, 2020

Let's
Celebrate

Birthdays

Christina Thompson
Maureen Fiudo

Day

14
6

Anniversaries

Kristen R. Box-Rojas
Judy Henry
Lauren M. Augustine
Kristen T. Laine
Vania S. Pettis

Years

33
17
3
1
1



Miracle Making Overcomers

Mary Richardson

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Highlights this Month:

July Results, August, 2019

- ◆ Quarter 1 Star Consultant Quarterly Contest (June 16 - Sept. 15, 2019)
- ◆ All-Star Star Consultant Program (June 16, 2019 - June 15, 2020)
- ◆ You Can Do It! Challenge (July 1, 2019 - June 30, 2020)
- ◆ You Can Do It! Fall Consistency Challenge (July 1, 2019 - Dec. 31, 2019)
- ◆ All In With 8! DIQ Promotion (Jan. 1 – Dec. 3, 2019)
- ◆ \$100 Red Jacket Bonus (July 1, 2019 - June 30, 2020)
- ◆ Bring Your Besties Starter Kit Discount (March 1 – Dec. 31, 2019)
- ◆ Red Jacket Team-Building Bonus (Aug. 1 – Dec. 31, 2019)
- ◆ NEW! Cadillac® Plus Promotion (July 1, 2019 - June 30, 2020)

Words of Wisdom

Refuse to quit. See yourself achieving your goals and visualize this thing that you want. See it, feel it, believe in it. Make your mental blueprint and begin to build. See setbacks as a lesson to be applied in the move toward success. The difficulties you meet will resolve themselves as you advance. Proceed -- and light will dawn and shine with increasing clearness of your path. Follow through with your plans. There is no greater obstacle in the way of success in life than trusting for something to turn up instead of going to work and turning up something.

~Mary Kay Ash



NEW! Cadillac® Plus Promotion

JULY 1, 2019 - JUNE 30, 2020



MINI® Hardtop 4-Door



Chevy® Traverse®

PREMIER PLUS

EXTENDED THROUGH JUNE 30, 2020!



WHAT'S STOPPING YOU?

Learn how you can qualify to earn the use of a Mary Kay Career Car on [Mary Kay InTouch® > Contests/Promotions](#).