



Senior Sales Director Mary Richardson

Miracle Making Overcomers



JULY RESULTS & RECOGNITION « AUGUST, 2022

Seminar 2023 Unit Goals

- ◆ \$350,000 Circle of Achievement
- ◆ 1 New Offspring Directors
- ◆ 3 New Car Drivers
- ◆ 10 Red Jackets
- ◆ 35 Star Consultants
- ◆ 100 Unit Members

September Goals

- ◆ \$10,000 Unit Wholesale
- ◆ 10 New Unit Recruits
- ◆ 1 New Red Jacket
- ◆ 5 Completing 30 Faces Challenge

RETAIL SALES QUEEN



CJ Reed

WHOLESALE QUEEN



CJ Reed

SHARING QUEEN



Cynthia Corbett

Happy August Miracle Making Overcomers!!

Congratulations — Earning the beautiful bracelet in July Golden Rules Contest Jane Bryan, Laura Fiudo, & CJ Reed!! Who's going to join us in the winning??

Congratulations to CJ Reed, Laura Fiudo, Lisa King-Porter, Pat Meyer, & Suzanne Maes-Toay winning NEW products in our July contest. They all sold/took off the shelf for themselves over 25 items in July. Others keeping track of items sold for our Drawing: Vicki Thompson, Linda Lamusga, and Lou Weiss. We have a new contest for August and we need everyone to help us reach our goal of 300 items this month!! Even if you only take 1 item off your shelf for you – please put that down on our unit FB page, or text/email me – and your name will be entered into our drawing for some of our NEWEST products!!

Congratulations to Vicki Thompson, Lou Weiss, Lisa King-Porter, Suzanne Maes-Toay, Linda Lamusga, Jane Bryan, Amy Gonzalez, Margaret Reiss, Charmaine Carney, Colleen Flynn, Cindy Lopez, CJ Reed, Laura Fiudo, & Pat Meyer – they all had entries into our Monthly Drawing– CJ won the drawing and will be receiving Business Supplies from me!! Remember – your entries accumulate to be entered for the \$50 CASH drawing!! Here's how you can be entered to win

6 WAYS TO BE ENTERED TO WIN!!

- 01 -----> Share items sold/used for the month
- Attend a Zoom Meeting <----- 02
- 03 -----> Order \$300 or more WS
- Fill out your Weekly Accomplishment Sheet <----- 04
- 05 -----> Do 3 or more career chats
- Watch & Comment on Fab Five Live <----- 06

Each month be entered to win prizes for you and your business. AND we will be drawing for \$50 CASH from entries July - December!!



It's a NEW Seminar year -- Remember a journey starts with a single step, it's time to take the first one!

Love & belief, Mary

Spotlight On Team Builders!

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



Elite Team Leaders

Recruiter: C.J. Reed
 Emily R. Andringa
 Robin Gelschus
 Karen Michal
 Deb Chalin
 Lisa R. King-Porter
 Suzanne Maes-Toay
 Patricia S. Meyer
 Lynda M. Paulson
 Lou Weiss
 * Linda R. Lamusga
 * Annette R. Canarr
 * Janice Brown
 # Emilie Brennan

Senior Consultants

Recruiter: Annette R. Canarr
 Linda Mace

 Recruiter: Lynette D. Harens
 Cheryl A. Harens

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

 Recruiter: Cynthia C. Martinets
 Amy L. Gonzalez
 * Traci M. Perdue
 # Beth Fortner

 Recruiter: Patricia 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

4-8% Commission

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

(10+ actives growing
 to 30, \$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

Amy Gonzalez

From

Arlington, TX

Sponsored By

Cynthia Martinets



Welcome!

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

Mary Richardson

\$131.67

C.J. Reed

\$114.57

4% Recruiter Commission Level

Patricia Meyer

\$25.38

Cynthia Martinets

\$14.60



Each month during the 2022–2023 Seminar year that you have personal retail sales of \$600 or more in wholesale Section 1 products, you can earn a monthly piece from the exclusive Golden Rules Collection.



The August collection piece celebrates the heart of the Mary Kay way – the Golden Rule.

This necklace features an iconic pink and crystal heart charm in the signature Golden Rules heart design.

This keepsake will be a perfect complement to future Golden Rules Collection pieces you can earn.

"GROWTH AND COMFORT DO NOT COEXIST."

GINNI ROMETTY

FIND YOUR TRUE COLORS

SCHEDULE
YOUR MAKEOVER
TODAY



MARY KAY

UNIQUELY HUE

MAKEOVER CONTEST

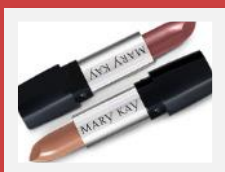
08.16.22 – 09.30.22



By booking color appointments with your customers, you can help them discover customized looks using Mary Kay Chromafusion® colors or the seamlessly blended hues of the **NEW LIMITED-EDITION MARY KAY® WARM HUES EYE SHADOW PALETTE**. These appointments are also great opportunities to upsell Mary Kay® flawless face products as well.

You win whatever your customers win, whether they are in the top 3 or one of the honorable mentions. The top 3 makeovers win \$1,000 cash prizes, baskets of Mary Kay® favorites and an invitation to a virtual beauty master class hosted by a celebrity makeup artist – plus, your customer winner can invite up to 10 of her friends to join her for the master class! Additionally, 10 honorable mention customer makeovers win \$500 cash prizes and baskets of Mary Kay® favorites.

Ready to put those appointments on the books? Help her find a look that is uniquely hers!



Fall for all!

Fall 2022 New Products are available August 15th!

(or August 10th, for Star Consultants who qualified during the March 16 - June 15, 2022 quarter, or if you enrolled in the Fall 2022 Preferred Customer Program)

- ◆ Limited-Edition Mary Kay® Beauty Box
- ◆ Special-Edition Mary Kay® 2-Step Hydrating Sheet Mask
- ◆ New Fall Shades
- ◆ Limited-Edition Mary Kay® Warm Hues Eye Shadow Palette
- ◆ Special-Edition MKMen® Foaming Beard Wash
- ◆ Limited-Edition MKMen® Beard Oil
- ◆ Special-Edition Mary Kay® Sleep Mask



ORDER ASAP! QUANTITIES LIMITED!

We Invested in Product Last Month!

C.J. Reed
\$1,238.00
Laura Fiudo
\$634.50
Jane Bryan
\$553.00
Amy Gonzalez
\$365.00
Margaret Riess
\$328.00
Karen Michal
\$233.50
Emily Andringa
\$232.00
Robin Gelschus
\$231.00

Sonya Schulte
\$228.75
Carolyn Felder
\$225.00
Suzanne Maes-Toay
\$212.00
Patricia Meyer
\$204.00
Lisa King-Porter
\$160.50
Vicki Thompson
\$87.00
Linda Mace
\$46.00
Mary Richardson
\$660.00



Shooting for the Courts!

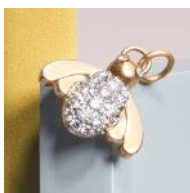
TOP 10 IN RETAIL SALES

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

Consultant	YTD Retail	YTD Add'l Credit	YTD Total
1 C.J. Reed	\$2,476.00		\$2,476.00
2 Laura Fiudo	\$1,273.00		\$1,273.00
3 Jane Bryan	\$1,106.00		\$1,106.00
4 Amy Gonzalez	\$730.00		\$730.00
5 Margaret Riess	\$656.00		\$656.00
6 Karen Michal	\$471.00		\$471.00
7 Emily Andringa	\$464.00		\$464.00
8 Robin Gelschus	\$462.00		\$462.00
9 Sonya Schulte	\$457.00		\$457.00
10 Carolyn Felder	\$450.00		\$450.00



Queen's Court of Sales!
\$40,000 retail
July 1, 2022— June 30, 2023



Queen's Court of Sharing!
24 New Team Members
July 1, 2022— June 30, 2023

TOPS IN TEAM BUILDING



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





Aim for the Stars!



*Congrats
4th Quarter
Stars!*

ON-TARGET \$STAR CONSULTANTS!

June 16 ~ September 15, 2022

EMERALD
C.J. Reed

RUBY
Mary
Richardson

SAPPHIRE
Laura Fiudo



Consultant Name	Current Wholesale Production	—Wholesale Production Needed for Star—				
		Sapphire \$1,800	Ruby \$2,400	Diamond \$3,000	Emerald \$3,600	Pearl \$4,800
C.J. Reed	\$1,590.00	\$ 210.00	\$ 810.00	\$1,410.00	\$2,010.00	\$3,210.00
Laura Fiudo	\$986.00	\$ 814.00	\$1,414.00	\$2,014.00	\$2,614.00	\$3,814.00
Patricia Meyer	\$673.00	\$1,127.00	\$1,727.00	\$2,327.00	\$2,927.00	\$4,127.00
Lisa King-Porter	\$652.00	\$1,148.00	\$1,748.00	\$2,348.00	\$2,948.00	\$4,148.00
Jane Bryan	\$630.25	\$1,169.75	\$1,769.75	\$2,369.75	\$2,969.75	\$4,169.75
Cindy Tran	\$557.00	\$1,243.00	\$1,843.00	\$2,443.00	\$3,043.00	\$4,243.00
Vicki Thompson	\$459.00	\$1,341.00	\$1,941.00	\$2,541.00	\$3,141.00	\$4,341.00
Suzanne Maes-Toay	\$447.00	\$1,353.00	\$1,953.00	\$2,553.00	\$3,153.00	\$4,353.00
Karen Michal	\$384.25	\$1,415.75	\$2,015.75	\$2,615.75	\$3,215.75	\$4,415.75
Amy Gonzalez	\$365.00	\$1,435.00	\$2,035.00	\$2,635.00	\$3,235.00	\$4,435.00
Margaret Riess	\$328.00	\$1,472.00	\$2,072.00	\$2,672.00	\$3,272.00	\$4,472.00
Lynette Harens	\$320.50	\$1,479.50	\$2,079.50	\$2,679.50	\$3,279.50	\$4,479.50
Charmaine Carney	\$282.00	\$1,518.00	\$2,118.00	\$2,718.00	\$3,318.00	\$4,518.00
Deb Chalin	\$236.50	\$1,563.50	\$2,163.50	\$2,763.50	\$3,363.50	\$4,563.50
Emily Andringa	\$232.00	\$1,568.00	\$2,168.00	\$2,768.00	\$3,368.00	\$4,568.00
Robin Gelschus	\$231.00	\$1,569.00	\$2,169.00	\$2,769.00	\$3,369.00	\$4,569.00
Sonya Schulte	\$228.75	\$1,571.25	\$2,171.25	\$2,771.25	\$3,371.25	\$4,571.25
Lou Weiss	\$226.00	\$1,574.00	\$2,174.00	\$2,774.00	\$3,374.00	\$4,574.00
Carolyn Felder	\$225.00	\$1,575.00	\$2,175.00	\$2,775.00	\$3,375.00	\$4,575.00

Skinvigate Sonic™
Replacement
Heads

Extended through August 31!



**55%
off* SRP**

Working with Accountability!

Sensational Sales

CJ Reed	\$1590
Laura Fiudo	\$722
Pat Meyer	\$326
Vicki Thompson	\$78
Lisa King-Porter	\$66

Remarkable Reorders

CJ Reed	\$627
Pat Meyer	\$106

Parties with a Purpose

CJ Reed	\$209
CJ Reed	\$180
CJ Reed	\$170
Laura Fiudo	\$121

Fabulous Facials

Lisa King-Porter	\$50
CJ Reed	\$50

Super Shows

CJ Reed	\$136
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Amazing On The Go Sales

Laura Fiudo	\$601
Pat Meyer	\$220
CJ Reed	\$56

Website Orders

CJ Reed	\$162
Vicki Thompson	\$78
Lisa King-Porter	\$16

New Bookings

CJ Reed	7
Lisa King-Porter	1
Sets Sold	
CJ Reed	1

Pink Possibility Chats

Lisa King-Porter	4
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WOW Weeks

CJ Reed	\$560
CJ Reed	\$442
CJ Reed	\$322

CJ Reed	\$266
Laura Fiudo	\$227

WAS Turned In

Laura Fiudo	
Lisa King-Porter	
Pat Meyer	
CJ Reed	
Vicki Thompson	

Items Sold/Taken Off Shelf

Contest

Participating:

Linda Lamusga
Vicki Thompson
Lou Weiss

Over 25 Items

Pat Meyer	28
Suzanne Maes-Toay	28
Lisa King-Porter	35
Laura Fiudo	47
CJ Reed	84



THANK YOU FOR BEING ACCOUNTABLE WITH YOUR WEEKLY ACCOMPLISHMENT SHEETS!!



August Contest

WHEN WE SELL 300 ITEMS WE WILL HAVE A DRAWING FOR ONE WINNER TO RECEIVE A COLLECTION OF SURPRISE NEW PRODUCTS!

FOR EVERY 25 PRODUCTS YOU SELL, GET ONE FREE SURPRISE PRODUCT!

COMMENT BELOW WITH THE NUMBER OF ITEMS SOLD OR TAKEN OFF YOUR SHELF

ONE ITEM = ONE ENTRY



5 ways to jump start your business!



1. Attend unit meetings and set a goal with your Independent Sales Director. Break it into bite-sized pieces; **celebrate each milestone!**

2. Find a power partner. You and your sister Independent Beauty Consultant (or whomever you choose) **hold each other accountable** and recognize your accomplishments.

3. Create a goal poster. Feature your reason to work and a list of planned accomplishments. You may want to **create mini reminders** to tuck in a drawer or tape to the fridge.

4. Brush up on technology. Start a Facebook page and get your own Mary Kay® Personal Web Site. Both are instant ways to reach your circle of influence. Organize your customer information in MyCustomersSM.

5. Identify ways to increase existing income-producing activities. If you typically spend an hour a week on customer follow-ups, make it two hours. If you hold two skin care parties a month, shoot for four! You can do it!

www.UnitNews.com



Reasons To Be A STAR!

1. Earn Excellent Income
2. Build Inventory
3. Earn Ladder Pin and Star for Ladder
4. Company Quarterly Prize
5. Company Recognition
6. Unit Recognition
7. Pride and Satisfaction in a Job Well Done
8. Star Consultants are "Great Consultants"
9. Gives you Something to Crow About
10. Builds Self-Esteem
11. Builds a Happy Customer Base
12. Your Customers Like to do Business with a Successful Consultant
13. Product on Your Shelf Motivates You to Book and Sell
14. You're never Broke When you Have Product on Your Shelf to Sell
15. Builds Self Confidence
16. First Step to Becoming a Red Jacket

17. First Step to Becoming a Director
18. Helps Build Protective Shield Against Negativity
19. Shows you are a Unit Team Player
20. Take Advantage of Product Bonuses
21. Mary Kay will give customer referrals from the Mary Kay 1-800 number
22. Accumulate Points for Yearly Awards
23. Receive Priority Registration for Seminar
24. Feels Fantastic to be an Achiever
25. Stars Drive Cars!

\$1800 - Sapphire Star	\$3600 - Emerald Star
\$2400 - Ruby Star	\$4800-\$9600 - Pearl Star
\$3000 - Diamond Star	

When you are selling enough product to be a consistent Star Consultant, you are meeting enough women to build a team.

Results: Directorship, Free Cars and the opportunity to help Change Lives!

September 2022



Sun Mon Tue Wed Thu Fri Sat

Be an All-Star!

ACHIEVE THE ALL-STAR STAR CONSULTANT PROGRAM
JUNE 16, 2022- JUNE 15, 2023

					1	2	3
4	5 LABOR DAY. MK Offices Closed Postal Holiday.	6 7 pm Fab Five Live 7:30 pm Zoom Virtual Meeting (details below)	7	8	9 Holiday 2022 PCP mailing of <i>The Look</i> begins.	10 Early ordering of Holiday 2022 promo items for those enrolled in Fall 2022 PCP.	
11	12	13 Mary Kay Inc's 58th Anniversary! 7 pm Fab Five Live 7:30 pm Zoom Virtual Meeting (details below)	14	15 Star Consultant Deadline! Ordering for Holiday 2022 promo items open for all Consultants.	16 Winter 2022 PCP online enrollment begins for <i>The Look</i> .	17	
18	19	20 7 pm Fab Five Live 7:30 pm Zoom Virtual Meeting (details below)	21	22	23	24	
25	26	27 7 pm Fab Five Live 7:30 pm Zoom Virtual Meeting (details below)	28	29 Midnight CST cutoff for Consultants to place phone orders.	30 Last working day of the month. Cons submit online orders until 9 pm CST. Online Agreements accepted until midnight.		



Birthdays	Day
Deb Chalin	2
Lisa King-Porter	29
Anniversaries	Years
Kristen Box-Rojas	36
Lauren Augustine	6

MEETING DETAILS - TUESDAYS:

FACEBOOK: Live
[www.facebook.com/ groups/
fab5focus/](https://www.facebook.com/groups/fab5focus/)

ZOOM:
[https://us02web.zoom.us/
j/87208472577?pwd=T3lTdU
1vYUlvWG5ZRk5XU3hPT2FQUt09](https://us02web.zoom.us/j/87208472577?pwd=T3lTdU1vYUlvWG5ZRk5XU3hPT2FQUt09)
Meeting ID: 872 0847 2577
Passcode: 512828



Miracle Making Overcomers

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To the Valuable...

Highlights this Month:

JULY RESULTS, AUGUST, 2022

- ◆ Quarter 1 Star Consultant Quarterly Contest
June 16 - September 15, 2022
- ◆ Golden Rules Challenge
July 1, 2022 – June 30, 2023
- ◆ Grand Sales Director Debut Challenge
August 2021 – July 2022
- ◆ Uniquely Hue Makeover Contest
August 16 – September 30, 2022

Words of Wisdom

It's so important at your skin care classes that you go to give, not to get . . . All you send into the lives of others does come back into your own.



Mary Kay

MARY KAY STAR
CONSULTANT APP HAS
NOW LAUNCHED!



Now it's even easier to track your available program credits for a prize using the Mary Kay Star Consultant Program App - any time, any place!

Visit the Apple App Store or Google Play. Search "Star Program" and look for the icon above to download.

