



Senior Sales Director Mary Richardson

MIRACLE MAKING OVERCOMERS



May Results & Recognition ««« June, 2022

seminar 2022 unit goals

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

JULY 2022 GOALS

- ◆ \$9500 Unit Wholesale
- ◆ 5 New Unit Recruits
- ◆ 1 New Red Jacket
- ◆ 5 Completing 30 Faces Challenge

RETAIL SALES



CJ
Reed

WHOLESALE



CJ
Reed

SHARING



CJ
Reed

Happy June Miracle Making Overcomers!!

Congratulations — Earning the beautiful Necklace in the Power of Pink Contest **CJ Reed, Rebecca Parker, Laura Fiudo, & Colleen Flynn!!**

Congratulations to **CJ Reed, Laura Fiudo, & Suzanne Maes Toay** winning prizes in our May contest. They all sold/took off the shelf for themselves over 25 items in May. Others keeping track of items sold for our Drawing: Linda Lamusga, Pat Meyer, & Vicki Thompson. June contest – we are focusing on items sold and items we took off our shelf for personal use!! 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 – and your name will be entered into our drawing for some of Mary’s Favorite Products!!

WOW – can you believe the Company is giving us 60% off of Skin Care Sets!! Great time to stock up on your favorites!!

Let’s finish this Seminar year strong and get ready for the new year that starts July 1! 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 May 31st — this will not reflect June orders or new team members.

Team Leaders

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

Senior Consultants

Recruiter: Annette R. Canarr
 Linda Mace
 # Judy Henry

Recruiter: Lynette D. Harens
 Cheryl A. Harens

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

Recruiter: Cynthia C. Martinets
 Traci M. Perdue
 # Beth Fortner

Recruiter: Patricia S. Meyer
 Laura D. Fiudo

**Are you
 ready to
 move up?**



* 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 May 1-31.)

New Consultant	From	Sponsored By
Janice Brown	Maple Grove, MN	C.J. Reed
Colleen Flynn	Cedar Park, TX	Mary Richardson
Lisa King-Porter	Blaine, MN	C.J. Reed

WELCOME ABOARD!!

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	\$265.10
C.J. Reed	\$68.20

4% Recruiter Commission Level

Patricia Meyer	\$26.76
Lynette Harens	\$13.40
Annette Canarr	\$9.20

"She is powerful not because she isn't scared but because she goes on so strongly, despite the fear." - Atticus



Challenge

July 1, 2021 – June 30, 2022

Each month an Independent Beauty Consultant achieves the *Powered by Pink* Challenge, she's eligible to earn a beautiful piece of jewelry from the exclusive *Powered by Pink* Jewelry Collection by R.J. Graziano.

These chic drop earrings feature three dangling circles, each encrusted with sparkling pale pink crystals. They are a real head-turner when worn alone, a perfect match to the August *Powered by Pink* bracelet you may have earned, and they also coordinate beautifully with other pieces from the *Powered by Pink* Jewelry Collection.





New! Go for Gold! Gold Medal Challenge

June 1 – 30

Independent Beauty Consultants and Independent Sales Directors who add five or more new personal team members in June 2022, can achieve the [Go for Gold! Gold Medal Challenge](#). When you do, you'll earn:

- An exclusive virtual class with **Independent Elite Executive National Sales Director Emeritus Gloria Mayfield Banks**. Premiering in mid-July, Gloria will share her experience with Gold Medaling and discuss the importance of making it a habit.
- A **special shout-out and welcome from Gloria** to the Seminar division with the most Gold Medal achievers!
- **Seminar 2022 Onstage Recognition!** To be eligible for onstage recognition at Seminar 2022, you must achieve either your first Gold Medal in June 2022 OR two or more Gold Medals in June 2022.

NEW! An exclusive virtual product education class created especially for the new personal team members of the Gold Medal achievers.

You can share this [MKeCard*](#) to promote the challenge with your unit members. See Challenge [FAQs](#).

June Skin Care Product Promotion

60 Percent Off* Suggested Retail Price on Qualifying Skin Care Sets and Regimens

More bookings, more reorders and more sales can be all yours!

Set/Regimen	Promo Part Number	Suggested Retail Price	Your June Skin Care Product Promotion Fixed Wholesale Price*
TimeWise® Ultimate Miracle Set 3D™, Normal/Dry	206405	\$178	\$71.20
TimeWise® Ultimate Miracle Set 3D™, Combination/Oily	206406	\$178	\$71.20
TimeWise Miracle Set 3D™, Normal/Dry	206407	\$120	\$48
TimeWise Miracle Set 3D™, Combination/Oily	206408	\$120	\$48
Botanical Effects® Regimen	206413	\$60	\$24
Mary Kay Clinical Solutions® Retinol 0.5 Set	216917	\$120	\$48
Clear Proof® Acne System	206411	\$50	\$20
MKMen® Regimen	206412	\$80	\$32



Promotion begins today, June 1 at 8 a.m. CT and ends on June 30 at 11:59 p.m. CT, while supplies last. Limit of 13 qualifying skin care sets and regimens per Independent Beauty Consultant.

Tip! Share the NEW Skin Care Interactive Catalog to help your customers find the right selection of Mary Kay® skin care sets and regimens. [Download the Mary Kay® Interactive Catalog App](#).

Go to [Product Central](#) for [FAQs](#) and resources, including a [flier](#) to **see how much more you can earn** with this promotion.

We invested in product last month!

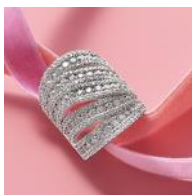
C.J. Reed	\$1,432.50	Suzanne Maes-Toay	\$160.00
Rebecca Parker	\$1,048.00	Karen Michal	\$140.00
Laura Fiudo	\$669.00	Lou Weiss	\$139.00
Colleen Flynn	\$600.00	Carolyn Felder	\$137.00
Cynthia Martinets	\$533.50	Annette Canarr	\$88.75
Heather Ruffcorn	\$442.00	Jasmine Thompson	\$68.50
Cheryl Harens	\$335.00	Kathryn Morgan	\$39.00
Linda Judkins	\$230.50	Norma Freeman	\$35.00
Linda Mace	\$230.00	Traci Perdue	\$25.00
Patricia Meyer	\$230.00	Mary Richardson	\$655.00



SHOOTING FOR THE COURTS!

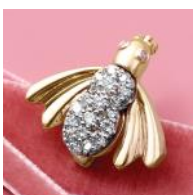
Top 10 in Retail Sales

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



Queen's Court of Sales!
\$40,000 retail
 July 1, 2021— June 30, 2022

	Consultant	YTD Retail	YTD Add'l Credit	YTD Total
1	C.J. Reed	\$29,520.00	\$8,000.00	\$37,520.00
2	Laura Fiudo	\$17,800.00	\$2,591.00	\$20,391.00
3	Patricia Meyer	\$11,404.00	\$2,049.00	\$13,454.00
4	Rebecca Parker	\$10,093.00	\$1,957.00	\$12,050.00
5	Lou Weiss	\$6,558.00	\$1,295.00	\$7,853.00
6	Lynette Harens	\$3,870.00	\$1,713.00	\$5,583.00
7	Cynthia Martinets	\$4,542.00	\$636.00	\$5,178.00
8	Suzanne Maes-Toay	\$3,626.00	\$1,049.00	\$4,675.00
9	Linda Lamusga	\$3,829.00	\$602.00	\$4,432.00
10	Carolyn Felder	\$3,178.00	\$905.00	\$4,083.00



Queen's Court of Sharing!
24 New Team Members
 July 1, 2021 — June 30, 2022

Tops in Team Building

	Recruiter	New Team Mbrs	YTD Comm
1	C.J. Reed	1	\$123.00
2	Mary Richardson	1	\$54.00





aim FOR the stars!

**congrats
3rd quarter
STARS!**

**PEARL
C.J. Reed**

**RUBY
Mary
Richardson
Laura Fiudo**

**SAPPHIRE
Rebecca Parker
Patricia Meyer**



On-Target \$tar Consultants!

March 16 - June 15, 2022



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	\$3,635.00	STAR	STAR	STAR	STAR	\$1,165.00
Laura Fiudo	\$1,968.00	STAR	\$ 432.00	\$1,032.00	\$1,632.00	\$2,832.00
Patricia Meyer	\$1,093.50	\$ 706.50	\$1,306.50	\$1,906.50	\$2,506.50	\$3,706.50
Rebecca Parker	\$1,048.00	\$ 752.00	\$1,352.00	\$1,952.00	\$2,552.00	\$3,752.00
Cynthia Martinets	\$923.50	\$ 876.50	\$1,476.50	\$2,076.50	\$2,676.50	\$3,876.50
Lynette Harens	\$856.50	\$ 943.50	\$1,543.50	\$2,143.50	\$2,743.50	\$3,943.50
Karen Michal	\$750.50	\$1,049.50	\$1,649.50	\$2,249.50	\$2,849.50	\$4,049.50
Colleen Flynn	\$600.00	\$1,200.00	\$1,800.00	\$2,400.00	\$3,000.00	\$4,200.00
Lou Weiss	\$522.50	\$1,277.50	\$1,877.50	\$2,477.50	\$3,077.50	\$4,277.50
Annette Canarr	\$510.75	\$1,289.25	\$1,889.25	\$2,489.25	\$3,089.25	\$4,289.25
Sandy Mangrum	\$499.00	\$1,301.00	\$1,901.00	\$2,501.00	\$3,101.00	\$4,301.00
Jane Bryan	\$482.00	\$1,318.00	\$1,918.00	\$2,518.00	\$3,118.00	\$4,318.00
Katherine Hidalgo	\$472.00	\$1,328.00	\$1,928.00	\$2,528.00	\$3,128.00	\$4,328.00
Heather Ruffcorn	\$442.00	\$1,358.00	\$1,958.00	\$2,558.00	\$3,158.00	\$4,358.00
Jenifer Cameron	\$429.50	\$1,370.50	\$1,970.50	\$2,570.50	\$3,170.50	\$4,370.50
Carolyn Felder	\$362.00	\$1,438.00	\$2,038.00	\$2,638.00	\$3,238.00	\$4,438.00
Cheryl Harens	\$335.00	\$1,465.00	\$2,065.00	\$2,665.00	\$3,265.00	\$4,465.00
Erin Kay	\$301.00	\$1,499.00	\$2,099.00	\$2,699.00	\$3,299.00	\$4,499.00
Kathryn Morgan	\$300.50	\$1,499.50	\$2,099.50	\$2,699.50	\$3,299.50	\$4,499.50
Lisa King-Porter	\$292.00	\$1,508.00	\$2,108.00	\$2,708.00	\$3,308.00	\$4,508.00
Barbara Hastings	\$289.00	\$1,511.00	\$2,111.00	\$2,711.00	\$3,311.00	\$4,511.00
Suzanne Maes-Toay	\$289.00	\$1,511.00	\$2,111.00	\$2,711.00	\$3,311.00	\$4,511.00

Achieve glowing, sun-kissed cheeks.

Limited-Edition Mary Kay® Gel Cream Blush

This lightweight, gel formula, a dewy glow isn't just for looks. It's formulated with hyaluronic acid and other ingredients known for their moisturizing properties.



Working with accountability!

Sensational Sales

CJ Reed	\$2734
Laura Fiudo	\$488
Pat Meyer	\$202

Remarkable Reorders

CJ Reed	\$545
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Parties with a Purpose

CJ Reed	\$342
CJ Reed	\$259
CJ Reed	\$28
CJ Reed	\$207
CJ Reed	\$149
CJ Reed	\$128
CJ Reed	\$107
CJ Reed	\$107
CJ Reed	\$91
CJ Reed	\$70
CJ Reed	\$38

Fabulous Facials

CJ Reed	\$64
CJ Reed	\$58
Laura Fiudo	\$50
CJ Reed	\$35

Amazing On The Go Sales

Laura Fiudo	\$438
Pat Meyer	\$202
CJ Reed	\$118

Website Orders

CJ Reed	\$198
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New Bookings

CJ Reed	15
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Sets Sold

CJ Reed	3
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WOW Weeks

CJ Reed	\$764
CJ Reed	\$600

CJ Reed	\$494
CJ Reed	\$476
CJ Reed	\$400
Laura Fiudo	\$293

WAS Turned In

Laura Fiudo
Pat Meyer
CJ Reed

Items Sold/Taken Off Shelf Contest

Participating:

Linda Lamusga
Vicki Thompson
Pat Meyer

Over 25 Items:

Suzanne Maes-Toay	31
Laura Fiudo	38
CJ Reed	93



JUNE CONTEST

WHEN WE SELL 300 ITEMS WE WILL HAVE A DRAWING FOR ONE WINNER TO RECEIVE A COLLECTION OF MARY'S FAV PRODUCTS!

PERSONAL WIN!

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

Comment below with the number of items sold or taken off your shelf!
One Item = One Entry

UNIT COURTS 2022

Unit Queen

of Wholesale
#1 in Retail value of
Wholesale orders



Unit Queen

of Recruiting
#1 in Team Building of Great Start Quali-
fied New Team Members, with at least 3



Unit Queen's Court of Sales



\$10000 and above

Retail value of Wholesale orders

Unit Princess Court of Sales



\$4500-\$9999

Retail value of Wholesale orders

Unit Court of Sharing



Runners Up
in Team
Building of
Great Start
Qualified New
Team
Members,
with at least 3

Unit Jr Princess Court of Sales



\$2500-\$4499

Retail value of Wholesale orders

Unit Loyalty Court of Sales



\$1500-\$2499

Retail value of Wholesale orders

Retail value of orders includes double credit and value of free products earned. Team Building ranking, after you have 3 GSQ, is by Commissions earned for those new GSQ team members.

JEWELRY

The quality is impeccable non-tarnish

Stainless Steel coated in Gold Electroplate (except the Loyalty Court earrings are silver finish.)

DATES

The year is July 1, 2021 through June 30, 2022

TO TRACK YOUR NUMBERS

Go to www.marykayintouch.com, then click Business Tools/My Business/At-a-Glance. Up-to-the-minute stats are under "Seminar YTD."

JULY 2022



Sun Mon Tue Wed Thu Fri Sat



Seminar 2022
 Registration ends July 1
 Ruby: July 21–24
 Sapphire: July 25–28
 Emerald: July 29–Aug. 1
 Diamond: Aug. 2–5

1 2

3 All Company and branch offices closed.

4 Independence Day. Postal holiday.

5 7 pm Fab Five Live
 7:30 pm Zoom Virtual Meeting (details below)



10 11 12 13 14 15 16

7 pm Fab Five Live
 7:30 pm Zoom Virtual Meeting (details below)

17 Last day to enroll online for Fall 2022 PCP mailing of *The Look*.

18

Girlfriends Beach Adventure

19 Holiday 2022 PCP online enrollment begins for *The Look*.

Girlfriends Beach Adventure

20

Girlfriends Beach Adventure

21

22

Seminar 2022

23

Seminar 2022

24 **Seminar 2022** 25 26 27 28 29 30

31 Cons phone orders & last day of month & MK year.

7 pm Fab Five Live
 7:30 pm Zoom Virtual Meeting (details below)



Birthdays	Day
Linda Lamusga	13
Janice Brown	29
Lynda Paulson	31
Anniversaries	Years
Vicki Thompson	40
Annette Canarr	22
Laura Fiudo	10
Jasmine Thompson	3
Katherine Hidalgo	2

MEETING DETAILS - TUESDAYS:
FACEBOOK: Live
www.facebook.com/groups/fab5focus/
ZOOM:
<https://us02web.zoom.us/j/87208472577?pwd=T3ITdU1vYUIvWG5ZRk5XU3hPT2FQUT09>
Meeting ID: 872 0847 2577
Passcode: 512828



Miracle Making Overcomers

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To the remarkable...

Highlights this Month:

May Results, June, 2022

- ◆ Quarter 4 Star Consultant Quarterly Contest (March 16 - June 15, 2022)
- ◆ Powered By Pink Yearlong Consistency Challenge (July 1, 2021 - June 30, 2022)
- ◆ Powered by Pink 6-Month Spring Consistency Challenge (Jan. 1- June 30, 2022)
- ◆ #MyMKLife Social Media Challenge (January 3 - June 30, 2022)
- ◆ Ready In Red (April 1 - June 30, 2022)
- ◆ Powered by Pink Power Up Your Team-Building Consistency Challenge (April 1 - June 30, 2022)
- ◆ Mary Kay® Instant Puffiness Reducer Selling Challenge (April 26 - June 30, 2022)
- ◆ Go for Gold! Gold Medal Challenge (June 1-30, 2022)
- ◆ June Skin Care Product Promotion (June 1-30, 2022)

Words* of Wisdom*

Define your goals. Where are you now? Where do you want to accomplish? If we determine where we are compared to where we want to be, then we can move ahead.



Our favorite time of the year is here!

#MKSeminar2022

MARY KAY
SEMINAR
2022

Join me and our fellow independent sales force leaders for a fun filled weekend!

Register today!

