Senior Sales Director Mary Richardson

Miracle Making Overcomers

MAY RESULTS & RECOGNITION « JUNE, 2023

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

July 2023 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

CJ Reed

Happy June Miracle Making Overcomers!!

FYI – we are in car production and only need $9500 WS this month to finish it off – whatever you can do will help us reach our goal and keep our tradition of being a car earning unit for 40 years!! Stock up for you and your family, do one extra party or facial this month – every little bit helps!!

Congratulations — Earning the great jewelry pouch in May *Golden Rules* Contest CJ Reed & Laura Fiudo!! Winning a fun surprise in the May On Track Club was Peggy Mayrose, Pat Meyer, & Linda Lamusga!! Who's going to join us in the winning?? Congratulations to **CJ Reed and Reed's Rockets,** are in Director in Qualification – they are on FIRE!! Can't wait to see you all soar!! So proud of you CJ you are on your way to becoming a great Director leading the way for your team!!

Congratulations to CJ Reed, Laura Fiudo, & Suzanne Maes-Toay winning NEW Summer products in our May contest. They sold/took off the shelf for themselves over 25 items in May. Others keeping track of items sold for our Drawing: Karen Michal & Pat Meyer! We have a new contest for June and we need everyone to help us reach our goal of 300 items this month!! Even 1 item for you – will give you an entry to win!!

Congratulations to Kathryn Morgan, Theresa Anderson, Christina Hosmer, Kim Hosmer, Linda Lamusga, Charmaine Carney, Peggy Mayrose, Cindy Lopez, Laura Fiudo, Pat Meyer, Karen Michal, CJ Reed, and Suzanne Maes-Toay – they all had entries into our Monthly Drawing– the winner of the drawing 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

Love & belief, Mary

Spotlight On Team Builders!

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

DIQS

Recruiter: C.J. Reed
- Lisa R. King-Porter
- Linda R. Lamusga
- Suzanne Maes-Toay
- Peggy Mayrose
- Patricia S. Meyer
- Lou Weiss
- Theresa M. Anderson
- Annette R. Canarr
- Christina M. Hosmer
- Adenike Maruff
- Karen Michal
- Deb Chalin
- Lynda M. Paulson
- April L. Peloquin
- Kristina G. Reed
- * Jesenia M. Baltazar
- * Robin Gelschus
- * Magdalene Williams
- * Lisa Wilson
- * Syvilla Ogun
- * Elaine Lemm

Senior Consultants

Recruiter: Christina M. Hosmer
- Kimberley Hosmer
- * Zanna F. Alaiwi

Recruiter: Linda R. Lamusga
- Margaret Riess
- Kathryn A. Morgan

Recruiter: Cynthia C. Martinets
- Amy L. Gonzalez
- Traci M. Perdue

Recruiter: Patricia S. Meyer
- Laura D. Fiudo

are you ready to move up?

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

Follow the Steps to Success!

1 Senior Consultant

(1-2 active team members)

4% Commission

Eligible for $50 Bonus (new)

2 Star Team Builder

RED JACKET
(3+ actives)

Sr. Consultant benefits plus Red Jacket Rebate

4-8% Commission

Eligible for $50 Bonuses

3 Team Leader

(5+ actives)

All the previous benefits plus 9-13% Commission

Team Leader pin

4 On-Target for Car!

(8+ actives and $6,000 wholesale growing to 18 actives and $26,000 in 4 months or less)

Eligible to earn use of Career Car or monthly cash compensation.

5 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
Syvilla Ogun	Minneapolis, MN	C.J. Reed

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

13% Recruiter Commission Level

C.J. Reed	*$278.47*

9% Recruiter Commission Level

Mary Richardson	*$190.07*

4% Recruiter Commission Level

Patricia Meyer	*$40.88*
Cynthia Martinets	*$10.14*
Christina Hosmer	*$9.18*

"Starting strong is good. Finishing strong is epic." – Robin Sharma

This JUNE multicolored necklace is the final collection piece in a year's worth of Golden Rules-inspired pieces. This fun, stylish necklace features multicolored and multishaped gems that make for an eye-catching accessory. It's perfect for wearing with other Golden Rules Collection pieces you may have earned, such as the matching earrings from November.

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.

MAKE A BEAUTIFUL IMPACT WITH SKIN CARE!

JUNE SKIN CARE PRODUCT PROMOTION

GET 60% OFF* SUGGESTED RETAIL PRICE ON QUALIFYING SKIN CARE SETS AND REGIMENS JUNE 1–30 WHILE SUPPLIES LAST!

All month long, increase your earning potential when you sell in multiples! Check out the beauty of this skin care promotion.

MARY KAY 60 YEARS THEN. NOW. ALWAYS.

Qualifying Skin Care Sets and Regimens	Suggested Retail Price	Wholesale Cost With 50% Discount†	Your Profit Potential With 50% Wholesale Discount Sold at Full Suggested Retail**	Your June Skin Care Product Promotion Wholesale Cost at 60% Off*	Your Profit Potential With June Product Promotion 60% Wholesale Discount Sold at Full Suggested Retail**
TimeWise Repair® Ultimate *Volu-Firm®* Set	$333	$166.50	$166.50	$133.20	$199.80
TimeWise Repair® Volu-Firm® Set	$215	$107.50	$107.50	$86	$129
TimeWise® Ultimate *Miracle Set 3D™*	$178	$89	$89	$71.20	$106.80
TimeWise Miracle Set 3D® (Normal/Dry or Combination/Oily)	$120	$60	$60	$48	$72
MKMen® Skin Care Regimen Bundle	$80	$40	$40	$32	$48
Botanical Effects® Regimen	$60	$30	$30	$24	$36
Clear Proof® Acne System Set	$50	$25	$25	$20	$30

*This offer applies only to the June Skin Care Product Promotion. Offer begins June 1, 2023, at 8 a.m. CT and ends on June 30, 2023, at 11:59 p.m. CT. Limit of 13 applies to each qualifying set/regimen per Independent Beauty Consultant while supplies last at the fixed wholesale price. Tax will be charged on the full suggested retail price of each product in this offer. On-hold orders containing any of the 60% off suggested retail price June Skin Care Product Promotion qualifying sets/regimens must be resolved by 11:59 p.m. CT, June 30, 2023. If not cleared as noted, the June Skin Care Product Promotion products will be removed from your cart. No exceptions will be made after the deadline. Available only through Online Ordering and Customer Delivery Service through *myCustomers℠*. The promotion does not include orders placed through marykay.com, Guest Checkout or EZ Ship.

†To participate in the June Skin Care Product Promotion, an Independent Beauty Consultant must be active and qualify for the Earned Discount Privilege. An Independent Beauty Consultant is considered active with personal retail sales of $225 in wholesale Section 1 products and will remain active for two months following any month with this amount in sales.

**The gross profit calculation is based on products being sold at the suggested retail prices; however, all Independent Beauty Consultants are independent contractors and can choose to sell these products at any price they desire.

Due to the June Skin Care Product Promotion, your wholesale total may be less than you expect, so please make sure to check your wholesale totals before checking out.

MARY KAY

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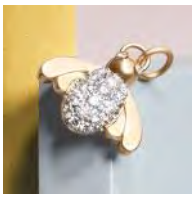
We Invested in Product Last Month!

C.J. Reed
$1,654.40
Laura Fiudo
$1,022.00
Peggy Mayrose
$522.50
Patricia Meyer
$481.00
Linda Lamusga
$302.00
Lou Weiss
$268.50
Amy Gonzalez
$235.50
Cindy Tran
$232.25
Suzanne Maes-Toay
$232.00
Kimberley Hosmer
$229.50
Lisa King-Porter
$228.10
Linda Judkins
$225.25
Karen Michal
$108.00
Traci Perdue
$18.00
Mary Richardson
$734.00

Shooting for the Courts!

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

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	$28,946.00	$3,461.00	$32,407.00
2	Laura Fiudo	$19,197.00	$2,316.00	$21,513.00
3	Patricia Meyer	$9,582.00	$820.00	$10,402.00
4	Peggy Mayrose	$7,960.00	$1,836.00	$9,796.00
5	Rebecca Parker	$5,402.00		$5,402.00
6	Karen Michal	$4,744.00	$482.00	$5,226.00
7	Cynthia Martinets	$3,408.00	$1,611.00	$5,019.00
8	Suzanne Maes-Toay	$3,996.00		$3,996.00
9	Lisa King-Porter	$3,510.00	$482.00	$3,992.00
10	Jane Bryan	$3,331.00	$486.00	$3,817.00

Tops in Team Building

	Recruiter	New Team Mbrs	YTD Comm
1	C.J. Reed	7	$880.00

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

Aim for the Stars!

Congrats 3rd Quarter Stars!

EMERALD
C.J. Reed

SAPPHIRE
Mary Richardson

Laura Fiudo

On-Target $tar Consultants!

March 16 - June 15, 2023

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	$3,171.10	STAR	STAR	STAR	$ 428.90	$1,628.90
Laura Fiudo	$2,727.70	STAR	STAR	$ 272.30	$ 872.30	$2,072.30
Peggy Mayrose	$977.70	$ 822.30	$1,422.30	$2,022.30	$2,622.30	$3,822.30
Patricia Meyer	$846.10	$ 953.90	$1,553.90	$2,153.90	$2,753.90	$3,953.90
Cindy Tran	$768.75	$1,031.25	$1,631.25	$2,231.25	$2,831.25	$4,031.25
Cynthia Martinets	$743.50	$1,056.50	$1,656.50	$2,256.50	$2,856.50	$4,056.50
Annette Canarr	$623.00	$1,177.00	$1,777.00	$2,377.00	$2,977.00	$4,177.00
Christina Hosmer	$622.60	$1,177.40	$1,777.40	$2,377.40	$2,977.40	$4,177.40
Karen Michal	$536.20	$1,263.80	$1,863.80	$2,463.80	$3,063.80	$4,263.80
Suzanne Maes-Toay	$485.50	$1,314.50	$1,914.50	$2,514.50	$3,114.50	$4,314.50
Carolyn Felder	$459.50	$1,340.50	$1,940.50	$2,540.50	$3,140.50	$4,340.50
Lisa King-Porter	$456.10	$1,343.90	$1,943.90	$2,543.90	$3,143.90	$4,343.90
Kristina Reed	$376.00	$1,424.00	$2,024.00	$2,624.00	$3,224.00	$4,424.00
April Peloquin	$366.50	$1,433.50	$2,033.50	$2,633.50	$3,233.50	$4,433.50
Jane Bryan	$360.50	$1,439.50	$2,039.50	$2,639.50	$3,239.50	$4,439.50
Sandy Mangrum	$334.00	$1,466.00	$2,066.00	$2,666.00	$3,266.00	$4,466.00
Sonya Schulte	$324.50	$1,475.50	$2,075.50	$2,675.50	$3,275.50	$4,475.50
Linda Lamusga	$302.00	$1,498.00	$2,098.00	$2,698.00	$3,298.00	$4,498.00
Jenifer Cameron	$289.25	$1,510.75	$2,110.75	$2,710.75	$3,310.75	$4,510.75
Lynette Harens	$286.00	$1,514.00	$2,114.00	$2,714.00	$3,314.00	$4,514.00
Barbara Hastings	$284.50	$1,515.50	$2,115.50	$2,715.50	$3,315.50	$4,515.50
Lou Weiss	$268.50	$1,531.50	$2,131.50	$2,731.50	$3,331.50	$4,531.50

New Chevy Trax!

Explore the NEW Grand Achiever Career Car option today!

Come along for the Ride of Your Life!

Working with Accountability!

Sensational Sales

CJ Reed	$2046
Laura Fiudo	$1719
Cindy Lopez	$420
Pat Meyer	$220

Remarkable Reorders

CJ Reed	$631
Pat Meyer	$36

Parties with a Purpose

CJ Reed	$447
Laura Fiudo	$240
CJ Reed	$225
CJ Reed	$210
Laura Fiudo	$184
CJ Reed	$101

Fabulous Facials

CJ Reed	$62
CJ Reed	$52
CJ Reed	$40

Amazing On The Go Sales

Laura Fiudo	$1294
Cindy Lopez	$224
Pat Meyer	$184
CJ Reed	$56

Website Orders

CJ Reed	$222

New Bookings

CJ Reed	12

Sets Sold

CJ Reed	4
Laura Fiudo	3

Pink Possibility Chats

CJ Reed

WOW Weeks

CJ Reed	$955
Laura Fiudo	$571
Laura Fiudo	$531
Laura Fiudo	$479
CJ Reed	$428
CJ Reed	$394
CJ Reed	$269
Cindy Lopez	$224

WAS Turned In

Laura Fiudo
Pat Meyer
CJ Reed
Cindy Lopez

Items Sold/Taken Off Shelf Contest

Participating:

Karen Michal
Pat Meyer

Over 25 Items:

Suzanne Maes-Toay	27
Laura Fiudo	27
CJ Reed	58

Thank you for being accountable with your weekly accomplishment sheets!!

UNIT COURTS 2023

Unit Queen's Court of Sales

Retail value of Wholesale orders

"Crystal" Earrings and Tiara Bracelet for our Unit Queen of Sales

#2 & #3 in Retail value of Wholesale orders

"Crystal" Earrings

Unit Queen's Court of Sharing

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

Camila Earrings for our Unit Queen of Sharing

Camila Jr. Earrings

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

UNIT **QUEEN'S** COURT

$8000 and above

Retail value of Wholesale orders

Gloria Earrings

UNIT PRINCESS COURT

$4500-$7999

Retail value of Wholesale orders

Betsy Earrings

UNIT JR PRINCESS COURT

$2500-$4499

Retail value of Wholesale orders

Bitty Betsy Earrings

UNIT LOYALTY COURT

$1500-$2499

Retail value of Wholesale orders

Pink & Gold Foil Stud Earrings

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, 2022 through June 30, 2023

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 2023

Sun	Mon	Tue	Wed	Thu	Fri	Sat
Seminar 2023 Sapphire: July 22–25 Emerald: July 26–29 Diamond: July 30 – Aug. 2 Ruby: Aug. 3–6						1 New Seminar Year begins!
2	3 All Company and branch offices closed.	4 Independence Day. Postal holiday.	5	6	7	8
9	10	11 7 pm Fab Five Live Invite your friends and customers to join! 7:30 pm Zoom Virtual Meeting (details below)	12	13	14	15
16	17 Last day to enroll online for Fall 2023 PCP mailing of *The Look*.	18 7 pm Fab Five Live Invite your friends and customers to join! 7:30 pm Zoom Virtual Meeting (details below)	19 Holiday 2023 PCP online enrollment begins for *The Look*.	20	21	22
23 30	24 31 Last day of month, online orders by 9pm.	25 7 pm Fab Five Live Invite your friends and customers to join! 7:30 pm Zoom Virtual Meeting (details below)	26	27	28 Cons phone orders by midnight.	29

MEETING DETAILS -

Tuesday 7 pm Fab Five Live
www.facebook.com/ groups/fab5focus/ Invite your friends and customers to join!

Tuesdays Better Together Virtual Meeting & Color Confident Course 7:30 pm
https://us02web.zoom.us/j/87208472577?pwd=T3lTdU1vYUIvWG5ZRk5XU3hPT2FQUT09
Meeting ID: 872 0847 2577
Passcode: 512828

Birthdays	Day
Ashley O'Brien	3
Linda Lamusga	13
Janice Brown	29
Lynda Paulson	31

Anniversaries	Years
Annette Canarr	23
Laura Fiudo	11
Jasmine Thompson	4
Katherine Hidalgo	3
Amy Gonzalez	1

Miracle Making Overcomers

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To the Remarkable...

Highlights this Month:

MAY RESULTS, JUNE, 2023

- Quarter 4 Star Consultant Quarterly Contest (March 16 - June 15, 2023)
- Golden Rules Challenge (July 1, 2022 – June 30, 2023)
- Share the Mary Kay Dream Global Challenge (January 1 – June 30, 2023)
- Most Important Things Game (January 1 – June 30, 2023)
- 8 out of the Gate (January 1 – June 30, 2023)
- #MaryKay60 Social Media Challenge (May 1 – Sept. 30, 2023)
- June Skin Care Product Promotion (June 1 - 30, 2023)

Words of Wisdom

In Mary Kay, you know what the HEART is . . . this force is the Go Give Spirit, the willingness to help one other. We are not just selling cosmetics; we are touching lives.

Mary Kay