



Senior Sales Director Mary Richardson

# Miracle Making Overcomers



APRIL RESULTS & RECOGNITION « MAY, 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

## June 2023 Goals

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

Happy May Miracle Making Overcomers!!

Congratulations — Earning the beautiful earrings in April **Golden Rules** Contest **CJ Reed, Laura Fiudo, & Annette Canarr!!** Winning a fun surprise in the April On Track Club was **Peggy Mayrose, Pat Meyer, & Karen Michal!!** 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, & Pat Meyer** winning NEW Summer products in our April contest. They sold/took off the shelf for themselves over 25 items in April. Others keeping track of items sold for our Drawing: Karen Michal! We have a new contest for May 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 **Suzanne Maes-Toay, Pat Meyer, CJ Reed, Laura Fiudo, Karen Michal, Peggy Mayrose, Cindy Lopez, Annette Canarr, Terri Anderson, Kathryn Morgan, & Charmaine Carney** – 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:

## RETAIL SALES QUEEN



CJ Reed

## WHOLESALE QUEEN



CJ Reed

## SHARING QUEEN



Christina Hosmer

**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!!*



*Love & belief, Mary*

# Spotlight On Team Builders!

Standings are updated as of April 30th — this will not reflect May orders or new team members.



## DIQS

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

## Senior Consultants

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

Recruiter: Cynthia C. Martinets  
 Traci M. Perdue  
 \* Beth Fortner

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!



### 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!

(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.

### 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 April 1-30.)

**New Consultant**

Zanna Alaiwi

**From**

Minneapolis, MN

**Sponsored By**

Christina Hosmer

# 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

\$324.36

9% Recruiter Commission Level

Mary Richardson

\$144.76

4% Recruiter Commission Level

Patricia Meyer

\$30.28

Linda Lamusga

\$10.74



This **MAY** travel jewelry pouch holds your jewelry treasures safe with a vibrant pink drawstring design. Lining features a gold leaf pattern and Mary Kay's iconic signature. It is the perfect way to store any and all Golden Rules Collection pieces you may have earned.

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.

**Opportunities don't happen, you create them." – Chris Grosser**



# #MaryKay60 Social Media Challenge

May 1 – September 30, 2023

Participate in the #MaryKay60 Social Media Challenge from May through September by sharing your love for all things Mary Kay – one post at a time!

Amplify your voice on social media as we celebrate our 60th anniversary! Share your love of all things Mary Kay on social media from May 1 through Sept. 30 for the chance to win an exciting prize! By seeing your posts and enthusiasm for Mary Kay, more people will hear about all the facets of this amazing Company.

Participating is easy. Just post on your social media accounts about your love for Mary Kay to be eligible to win each month.

- ♦ On Facebook: In the text or caption, type #MaryKay60 and @MaryKay on your public posts.
- ♦ On Instagram: In the text or caption, type #MaryKay60 and @MaryKayUS on your public posts.

Each month, 30 winners will be randomly selected to win a Social Creator Kit – great for content creation, video recording and livestreaming on all social media platforms. It can help you look and feel your best when the camera turns on!

Here are a few resources to consider:

- ♦ **NEW!** The **Social Media Master Classes** that offer rich social media tactics, along with practical tips and tricks to help you create your content.
- ♦ The **Social Media Playbooks** for concrete post ideas and text prompts to create your own content.
- ♦ The **Where Can I Say That Social Media Content Cheat Sheet** to help guide you.

Whether you are new to social media or you're already a social media superstar, you can find the resources, tips and tricks to help you grow your Mary Kay business using social media.



## Summer MARY KAY BE BOLD. MAKE AN IMPACT.

Ready to celebrate 60 years of Mary Kay beauty and empowering opportunities?  
Treat yourself to these powerful *Mary Kay*® color products and fan-favorites!

### YOUR PERFECT MATTE

New! Special-Edition® *Mary Kay*® Matte Liquid Lipstick, \$20 each

- Lightweight, velvety finish.
- Smooth matte wear.
- Bold color payoff in five shades:
  - Modern Nude
  - Burgundy Orchid
  - Must-Have Mauve
  - Rich Espresso
  - Classic Red



### YOUR BRUSH WITH BOLDNESS

New! Limited-Edition® *Mary Kay*® Heart-Shaped Foundation Brush, \$5 with the purchase of any *TimeWise 30*® Matte or Luminous Foundation

Commemorate 60 years of making heart-shaped change with *Mary Kay*. In the United States, from May 10 through Aug. 15, 2023, *Mary Kay* Inc. will donate \$1 from each sale of the limited-edition! *Mary Kay*® Heart-Shaped Foundation Brush to the *Mary Kay Ash Foundation*™.

The brush features *Mary Kay*-branded hearts and synthetic pink bristles.



### YOUR SUMMER TIME-SAVER

New! Limited-Edition® *Mary Kay*® Lip & Cheek Cream Blush, \$14 each

- Blendable, buildable color that's infused with vitamin E.
- Great for summer travels and easy, breezy dash-out-the-door days.
- Apply easy-to-wear shades (sold separately) to both lips and cheeks using your fingers, the *Mary Kay*® Cream Color Brush (for lips) or the *Mary Kay*® Cheek Brush (for cheeks).
  - Peach Shimmer
  - Spiced Berry
  - Luxe Lilac
  - Mauve Sunset



Palette not included



### YOUR MUST-HAVE MINIS

**FREE\*** limited-edition! *Mary Kay*® Masking Minis with the purchase of retail-sized *Clear Proof*® Deep-Cleansing Charcoal Mask and retail-sized *TimeWise*® Moisture Renewing Gel Mask.

- Pack this travel-friendly set to enjoy masking on the go.
- Show your care with this giftable self-care set.
- Turn your girls night into a masking party.

### YOUR SPOTLIGHT ON RADIANT SKIN

*TimeWise Repair*® Revealing Radiance® Facial Peel, \$68

- Takes a multilayer approach to surface exfoliation.
- Formulated with glycolic acid to enhance skin's own renewal process for a rejuvenated look.
- At-home peel that helps reveal your most radiant skin.



### YOUR ON-THE-GO SUMMER VIBE

New! Limited-Edition! *Mary Kay*® Lip Balm Set, \$16

- A sweet moisturizing experience in two fresh new flavors: **Sweet Berry** and **Tropical Guava**.
- Amazing for hydrating lips.
- Perfectly giftable.



Massage head used separately.

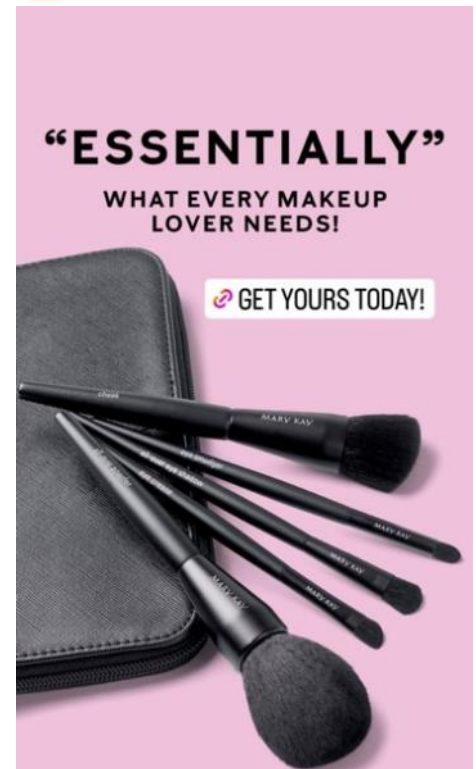


**SkinVigorate Sonic® Skin Care System, \$60\*\*** (regularly \$75)  
Includes device, one Facial Cleansing Brush Head and USB cord.

**CONTACT ME**, your Independent Beauty Consultant, to **MAKE AN IMPACT** this summer!

# We Invested in Product Last Month!

C.J. Reed	\$831.70	Carolyn Felder	\$229.50
Laura Fiudo	\$757.00	Heather Ruffcorn	\$226.25
Annette Canarr	\$623.00	Adenike Maruff	\$225.50
Peggy Mayrose	\$355.20	Cindy Tran	\$224.00
Patricia Meyer	\$347.10	Suzanne Maes-Toay	\$128.00
Karen Michal	\$346.20	Katherine Hidalgo	\$77.00
Barbara Hastings	\$284.50	Cynthia Martinets	\$29.00
Sonya Schulte	\$261.50	Kathryn Morgan	\$26.50
Margaret Riess	\$242.00	Sandy Mangrum	\$20.00
Christina Hosmer	\$238.10	Mary Richardson	\$616.50
Theresa Anderson	\$232.00		

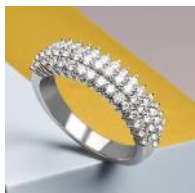


## Shooting for the Courts!

### TOP 10 IN RETAIL SALES

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

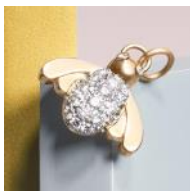
	Consultant	YTD Retail	YTD Add'l Credit	YTD Total
1	C.J. Reed	\$25,526.00	\$3,461.00	\$28,987.00
2	Laura Fiudo	\$17,163.00	\$2,316.00	\$19,479.00
3	Patricia Meyer	\$8,630.00	\$820.00	\$9,450.00
4	Peggy Mayrose	\$6,915.00	\$1,836.00	\$8,751.00
5	Rebecca Parker	\$5,402.00		\$5,402.00
6	Cynthia Martinets	\$3,408.00	\$1,611.00	\$5,019.00
7	Karen Michal	\$4,528.00	\$482.00	\$5,010.00
8	Jane Bryan	\$3,331.00	\$486.00	\$3,817.00
9	Lisa King-Porter	\$3,052.00	\$482.00	\$3,534.00
10	Suzanne Maes-Toay	\$3,532.00		\$3,532.00



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

	Recruiter	New Team Mbrs	YTD Comm
1	C.J. Reed	7	\$768.00

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



# Aim for the Stars!



*Congrats  
3rd Quarter  
Stars!*

## ON-TARGET \$STAR CONSULTANTS!

March 16 - June 15, 2023

### EMERALD

**C.J.  
Reed**

### SAPPHIRE

**Mary  
Richardson**

**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
Laura Fiudo	\$1,944.00	STAR	\$ 456.00	\$1,056.00	\$1,656.00	\$2,856.00
C.J. Reed	\$1,458.70	\$ 341.30	\$ 941.30	\$1,541.30	\$2,141.30	\$3,341.30
Annette Canarr	\$623.00	\$1,177.00	\$1,777.00	\$2,377.00	\$2,977.00	\$4,177.00
Cindy Tran	\$536.50	\$1,263.50	\$1,863.50	\$2,463.50	\$3,063.50	\$4,263.50
Karen Michal	\$536.20	\$1,263.80	\$1,863.80	\$2,463.80	\$3,063.80	\$4,263.80
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
Cynthia Martinets	\$363.50	\$1,436.50	\$2,036.50	\$2,636.50	\$3,236.50	\$4,436.50
Jane Bryan	\$360.50	\$1,439.50	\$2,039.50	\$2,639.50	\$3,239.50	\$4,439.50
Peggy Mayrose	\$355.20	\$1,444.80	\$2,044.80	\$2,644.80	\$3,244.80	\$4,444.80
Patricia Meyer	\$347.10	\$1,452.90	\$2,052.90	\$2,652.90	\$3,252.90	\$4,452.90
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
Suzanne Maes-Toay	\$253.50	\$1,546.50	\$2,146.50	\$2,746.50	\$3,346.50	\$4,546.50
Traci Perdue	\$245.50	\$1,554.50	\$2,154.50	\$2,754.50	\$3,354.50	\$4,554.50
Margaret Riess	\$242.00	\$1,558.00	\$2,158.00	\$2,758.00	\$3,358.00	\$4,558.00
Christina Hosmer	\$238.10	\$1,561.90	\$2,161.90	\$2,761.90	\$3,361.90	\$4,561.90
Theresa Anderson	\$232.00	\$1,568.00	\$2,168.00	\$2,768.00	\$3,368.00	\$4,568.00

## Share the Heart of Mary Kay Team-Building Challenge

**MAY 1–31, 2023**

It's our diamond anniversary year! So this May, we're honoring our beloved Founder, Mary Kay Ash, with a special challenge during her birthday month. Reaching out to others with a Go-Give heart and sharing the Mary Kay opportunity is a meaningful and fun way to honor Mary Kay Ash.

The *Share the Heart of Mary Kay Team-Building Challenge* gives every Independent Beauty Consultant an opportunity to earn a set of three charming gold-stretch beaded bracelets, each featuring a signature pink heart. These three bracelets

complement the Golden Rules Collection and can make a perfect gift for two new team members. That's one to wear and two to share!

### Two qualifications to achieve in May:

- ◆ Achieve the May 2023 Golden Rules Challenge.
- ◆ Develop two or more Great Start-qualified new personal team members.





# Working with Accountability!

## Sensational Sales

CJ Reed	\$1569
Laura Fiudo	\$1329
Pat Meyer	\$502
Cindy Lopez	\$219

## Remarkable Reorders

Cindy Lopez	\$219
Pat Meyer	\$104
CJ Reed	\$85

## Parties with a Purpose

CJ Reed	\$337
CJ Reed	\$250
Laura Fiudo	\$205
CJ Reed	\$172

## Fabulous Facials

Laura Fiudo	\$126
CJ Reed	\$86
CJ Reed	\$79
CJ Reed	\$78
CJ Reed	\$44

## Amazing On The Go Sales

Laura Fiudo	\$998
Pat Meyer	\$262
CJ Reed	\$250

## Website Orders

CJ Reed	\$188
Pat Meyer	\$136

## New Bookings

CJ Reed	13
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## Sets Sold

CJ Reed	3
Laura Fiudo	2
Pat Meyer	1

## Pink Possibility Chats

CJ Reed	
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## WOW Weeks

CJ Reed	\$628
CJ Reed	\$527

Laura Fiudo	\$521
CJ Reed	\$414
Laura Fiudo	\$406
Laura Fiudo	\$402
Pat Meyer	\$245

## WAS Turned In

Laura Fiudo	
Pat Meyer	
CJ Reed	
Cindy Lopez	

## Items Sold/Taken Off Shelf Contest

Participating:  
Karen Michal

## Over 25 Items:

Pat Meyer	26
Suzanne Maes-Toay	27
Laura Fiudo	76
CJ Reed	92

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



**MAY**  
*Contest*

When we sell 300 items we will have a drawing for one winner to receive a collection of new Summer Products!

**PERSONAL WIN!**

For every 25 items sold, get one free Summer Product!

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





# 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

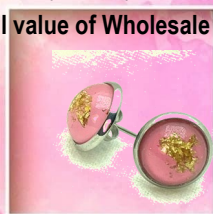
Bitty  
Betsy  
Earrings



**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](http://www.marykayintouch.com), then click Business Tools/My Business/At-a-Glance. Up-to-the-minute stats are under "Seminar YTD."



# June 2023



Sun      Mon      Tue      Wed      Thu      Fri      Sat

 <b>Seminar 2023</b> Registration open NOW! Sapphire: July 22–25 Emerald: July 26–29 Diamond: July 30 – Aug. 2 Ruby: Aug. 3–6				1	2	3
4	5	6 7 pm Fab Five Live Invite your friends and customers to join! 7:30 pm Zoom Virtual Meeting (details below)	7	8	9	10
11	12	13 7 pm Fab Five Live Invite your friends and customers to join! 7:30 pm Zoom Virtual Meeting (details below)	14	15 <b>Star Consultant Deadline!!</b>	16 <small>Fall 2023 PCP online enrollment for <i>The Look</i> begins.</small>	17
18 <b>Father's Day</b>	19	20 7 pm Fab Five Live Invite your friends and customers to join! 7:30 pm Zoom Virtual Meeting (details below)	21	22	23	24
25	26	27 7 pm Fab Five Live Invite your friends and customers to join! 7:30 pm Zoom Virtual Meeting (details below)	28	29 <small>Midnight CST cutoff for Cons to place phone orders.</small>	30 <small>Last working day of the month. Cons online orders until 9 pm CST. Online Agreements accepted until midnight.</small>	

**MEETING DETAILS -**

**Tuesday 7 pm Fab Five Live**  
[www.facebook.com/ groups/fab5focus/](https://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=T3ITdU1vYUIvWG5ZRk5XU3hPT2FQU09>  
 Meeting ID: 872 0847 2577  
 Passcode: 512828

Birthdays	Day	Anniversaries	Years
Barbara Hastings	4	Debra Heggernes	30
Cynthia Martinets	5	Cyrena McGee	21
Traci Perdue	7	Norma Freeman	5
Sandy Mangrum	27	Deb Chalin	1

*I Love My Unit!*



# Miracle Making Overcomers

## MARY RICHARDSON

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Email: esdmaryrich50@gmail.com  
Web: www.maryrichardson.com



# To the Amazing...

## Highlights this Month:

### APRIL RESULTS, MAY, 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)
- ◆ Share the Heart of Mary Kay Team-Building Challenge (May 1–31, 2023)

## Words of Wisdom

Today is the first day of the rest of your lives. Use it to climb up to heights not climbed by others. The rungs of the ladder upward are unselfishness, love, sincerity and faith. Resolve today to become the person you have always wanted to be.



Now is the time to maximize your momentum and power through to the finish line! The energy at our BIG diamond anniversary Seminar celebration will be electric.

Will you be strutting across the stage? Giving high fives and hugs to your friends? There's still time to supercharge your strategies to reach your goals, and then some!

This May and June, you can unleash your limitless potential with selling and team-building initiatives created with YOUR success in mind. Product sales can surge to new personal bests! Build your own can-do crew by sharing your pink-powered energy with others. It's YOUR time to shine as we near our diamond anniversary celebration.

Let's make history for our big 60!

