



Senior Sales Director Mary Richardson

# MIRACLE MAKING OVERCOMERS



September Results & Recognition <<<< October, 2019

## seminar 2020 unit goals

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

## november 2019 goals

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

### #1 RETAIL SALES



Maureen Fiudo

### #1 WHOLESALE



Maureen Fiudo

### #1 SHARING



Position Open!!

To Mary's Miracle Making Overcomers!!

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 earrings in September: **Laura Fiudo, CJ Reed, April Peloquin, Sandy Mangrum, Pat Meyer, Maureen Fiudo, & Cynthia Martinets!!** Who is going to join them this month?

Congratulations to: **Maureen Fiudo, Laura Fiudo, CJ Reed, Sandy Mangrum, April Peloquin, Cynthia Martinets, Pat Meyer, Lynda Paulson, Judy Henry, Linda Mace, Ludmila Maretski, Vicki Thompson, Linda Lock, Traci Perdue, Martha Ruffcorn, & Norma Freeman** earning prizes in our September You Can Do It Contest! Check out the one for October – you can be a winner!!

We had our first monthly video conference call in September –thank you to everyone who got on the call!! Considering we are all learning new technology I think it went well!!! Our next video conference calls will be 10/14 and 11/11, we will do the second Monday of the month 6:00 – 6:30 pm Central time zone. <https://us04web.zoom.us/j/676135667> I'm so excited for you all to get to know each other better!

We will be starting a NEW \$100 CASH drawing contest for your customers on 9/15!! 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 12/17!! Are YOU in? **If so, get your \$10 entry fee to me by 10/7!!** After that the entry is \$20!! Check the flier for details at [www.maryarichardson.com](http://www.maryarichardson.com) password:2016miracles

Are you ready to do more in your business, but not sure what to do next? Let me know we can map out a plan. I heard a training this past week that made sense to me – sometimes we decide we are going to do more and make a very big goal (ex. I'm going to call 20 people a day when I haven't been calling one a day) – instead take it in increments – if you haven't called one a day why not start by saying I'm going to make 2 calls/day. Once that becomes routine – then up it to 4 a day, etc. By doing it smaller you build up your activity muscle and confidence!

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

Love & belief, Mary

# SPOTLIGHT ON TEAM BUILDERS!

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

## Future Directors

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

## Star Team Builders

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

## Senior Consultants

Recruiter: Annette R. Canarr  
 Judy Henry  
 Linda Mace  
 \* Coni L. Lentz  
 Recruiter: Laura D. Fiudo  
 Maureen Fiudo  
 Recruiter: Linda R. Lamusga  
 Kathryn A. Morgan  
 \* Margaret Riess  
 # Debra R. Heggernes  
 Recruiter: Cynthia C. Martinets  
 Traci M. Perdue  
 Bridgett N. Wigley  
 \* Beth Fortner  
 # Michelle F. Elliott  
 # Stacie M. Rajcani  
 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

Eligible for \$50 Bonuses

## Team Leader

(5+ actives)

All the previous benefits plus 9-13% Commission

Team Leader pin

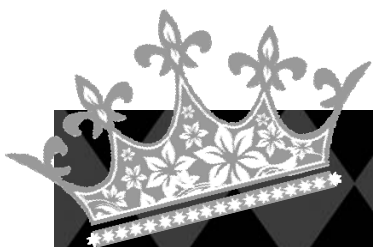
## On-Target for Car!

(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 September 1-30.)



*Who will  
our new  
team  
members  
be next  
month?!*

*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	\$325.78
9% Recruiter Commission Level Mary Richardson	\$152.42
6% Recruiter Commission Level Maureen Fiudo	\$17.55
4% Recruiter Commission Level Laura Fiudo	\$44.72
Patricia Meyer	\$37.64
Cynthia Martinets	\$20.78

## 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 October jewelry piece is a chic adjustable beaded bracelet that features sparkling pink and clear crystal drops, a golden bee charm and an inscribed medallion that says You Can Do It!

**"Believe in yourself! Have faith in your abilities! Without a humble but reasonable confidence in your own powers, you cannot be successful or happy."**

**~ Norman Vincent Peale**



# October Starter Kit Product Bonus!

Get a FREE *TimeWise Repair*<sup>®</sup>  
Lifting Bio-Cellulose Mask when you  
start your business in October!



Share the news! New Independent Beauty Consultants can get a FREE\* *TimeWise Repair*<sup>®</sup> Lifting Bio-Cellulose Mask when they start their Mary Kay businesses in October with a \$100 Starter Kit.

Within a \$100 Starter Kit is everything a new Independent Beauty Consultant needs to start a Mary Kay business and connect with her first hostesses and customers! For only \$100,† she'll receive products for demonstration and literature that can help her on the path to success. Plus, she'll get a FREE\* product as a bonus! What a great way to start!

HURRY! Offer ends Oct. 31!

\*Limit one *TimeWise Repair*<sup>®</sup> Lifting Bio-Cellulose Mask per new Independent Beauty Consultant. Products in the Starter Kit are not intended to be purchased from the Company for resale and are for demonstration purposes only. As an Independent Beauty Consultant, your relationship with the Company is that of an independent contractor. Product bonus only available with the purchase of a \$100 Starter Kit during the promotional period (Oct. 1–31, 2019).

†Plus, shipping, handling and tax

## Bring Your Besties!

### Starter Kit Discount

March 1 – Dec. 31, 2019

You've probably already thought of at least three people in your world who you would love to share this opportunity with!

So invite them to start enjoying the perks of this amazing opportunity with you!

Here's how you can bring your friends in on the fun:

When you become a new Independent Beauty Consultant from March 1 through Dec. 31, 2019, your first three new personal team members who become Mary Kay Independent Beauty Consultants during your Great Start time frame can receive a \$25 discount toward the purchase of their own Starter Kit. The \$25 discount will be automatically applied at checkout.



**GREAT** Start

## Red Jacket Team-Building Bonus

Team-building benefits  
keep getting better!



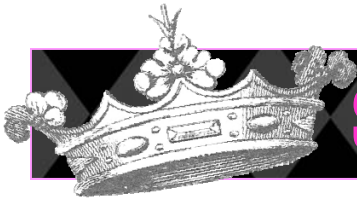
## RED JACKET TEAM-BUILDING BONUS

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!

# We invested in product last month!

Maureen Fiudo	\$1,118.00	Linda Lock	\$292.50
Laura Fiudo	\$941.00	Traci Perdue	\$291.50
C.J. Reed	\$712.50	Martha Ruffcorn	\$290.60
Sandy Mangrum	\$654.50	Norma Freeman	\$259.00
April Peloquin	\$638.90	Suzanne Maes-Toay	\$238.10
Cynthia Martinets	\$637.00	Bridgett Wigley	\$228.00
Patricia Meyer	\$607.50	Emily Andringa	\$225.00
Lynda Paulson	\$482.50	Jane Bryan	\$68.50
Judy Henry	\$447.50	Heather Ruffcorn	\$67.50
Linda Mace	\$352.00	Glenna Berinti	\$27.50
Ludmila Maretski	\$314.00	Mary Richardson	\$643.50
Vicki Thompson	\$301.00		



# SHOOTING FOR THE COURTS!



**Queen's Court of Sales!**  
**\$40,000 retail**  
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	Laura Fiudo	\$5,207.00		\$5,207.00
2	Maureen Fiudo	\$5,113.00		\$5,113.00
3	April Peloquin	\$4,075.00		\$4,075.00
4	C.J. Reed	\$4,059.00		\$4,059.00
5	Cynthia Martinets	\$3,770.00		\$3,770.00
6	Patricia Meyer	\$3,707.00		\$3,707.00
7	Rebecca Parker	\$2,464.00		\$2,464.00
8	Sandy Mangrum	\$1,329.00		\$1,329.00
9	Lynda Paulson	\$975.00		\$975.00
10	Judy Henry	\$895.00		\$895.00



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

## Tops in Team Building



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



# Working with accountability!

## Sensational Sales

Maureen Fiudo	\$2023
Laura Fiudo	\$1222
Pat Meyer	\$537
Vicki Thompson	\$202

## Remarkable Reorders

Vicki Thompson	\$185
Pat Meyer	\$105

## Wonderful Website Orders

Maureen Fiudo	\$297
Laura Fiudo	\$107
Vicki Thompson	\$17

## Parties with a Purpose

Laura Fiudo	\$485
Maureen Fiudo	\$417
Maureen Fiudo	\$292
Maureen Fiudo	\$260

## Fabulous Facials

Maureen Fiudo	\$180
Maureen Fiudo	\$148
Laura Fiudo	\$135
Maureen Fiudo	\$91
Maureen Fiudo	\$80
Maureen Fiudo	\$66
Laura Fiudo	\$63
Maureen Fiudo	\$62
Pat Meyer	\$53
Pat Meyer	\$52
Pat Meyer	\$51
Maureen Fiudo	\$35
Maureen Fiudo	\$34
Maureen Fiudo	\$33
Maureen Fiudo	\$28

## WOW Weeks

Maureen Fiudo	\$1212
Laura Fiudo	\$724
Maureen Fiudo	\$480

## Amazing On The Go Sales

Laura Fiudo	\$432
Pat Meyer	\$276

## New Bookings

Laura Fiudo	1
Maureen Fiudo	1

## Sets Sold

Laura Fiudo	3
Maureen Fiudo	3
Pat Meyer	1

## WAS Turned In

Laura Fiudo
Maureen Fiudo
Pat Meyer
Vicki Thompson
Cindy Tran

**September You Can Do It Winners!**

*Laura Fiudo*

*Maureen Fiudo*

*CJ Reed*

*Sandy Mangrum*

*April Peloquin*

*Cynthia Martinets*

*Mary*

*Pat Meyer*





# aim for the stars!



## Congratulations 1st Quarter \$stars!

Contest ended September 15, 2019



### DIAMOND STAR

Maureen Fiudo

### SAPPHIRE STARS

Cynthia Martinets

Patricia Meyer

April Peloquin

C.J. Reed

Mary Richardson

### RUBY STAR

Laura Fiudo



Shoot for  
STAR this  
Quarter!!

YOU Can  
Do It!!



## On-Target \$tar Consultants!

June 16 - September 15, 2019

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
Maureen Fiudo	\$3,419	STAR	STAR	STAR	\$181.00	\$1,381.00
Laura Fiudo	\$2,476	STAR	STAR	\$524.00	\$1,124.00	\$2,324.00
C.J. Reed	\$2,189	STAR	\$211.00	\$811.00	\$1,411.00	\$2,611.00
April Peloquin	\$2,025	STAR	\$375.00	\$975.00	\$1,575.00	\$2,775.00
Cynthia Martinets	\$1,854	STAR	\$546.00	\$1,146.00	\$1,746.00	\$2,946.00
Patricia Meyer	\$1,848	STAR	\$552.00	\$1,152.00	\$1,752.00	\$2,952.00
Rebecca Parker	\$1,232	\$568.00	\$1,168.00	\$1,768.00	\$2,368.00	\$3,568.00
Cindy Tran	\$726	\$1,074.00	\$1,674.00	\$2,274.00	\$2,874.00	\$4,074.00
Suzanne Maes-Toay	\$637	\$1,163.00	\$1,763.00	\$2,363.00	\$2,963.00	\$4,163.00
Traci Perdue	\$507	\$1,293.00	\$1,893.00	\$2,493.00	\$3,093.00	\$4,293.00

## Discover New Holiday Products!

Prepare for a season  
of joy with a sleigh full of  
giftable holiday treats.

ORDER NOW ▶



# October



Pick your Prize from the Pretty, Practical or Products!

Sec 1 Wholesale	<i>Pretty</i>	<i>Practical</i>	<i>Products</i>
<b>\$250</b>	<b>WOW Charm — Woman of Wonder</b> 	<b>Love What You Do Brochures</b>	<b>1 Bio Cellulose Mask</b> 
<b>\$450</b>	<b>Crystal Stretch Bracelet</b> 	<b>Party Tray Inserts</b> 	<b>2 Bio Cellulose Masks</b> 
<b>\$600</b>	<h2 style="color: red; margin: 0;">MK Bee Bracelet!</h2>		
<b>\$850</b>	<b>Believe Necklace</b> 	<b>Sales Tickets</b> 	<b>3 Bio Cellulose Masks</b> 

Wholesale order must be received at Mary Kay by 10/31.

Order prize from Mary by 11/3! No Voucher = No Prizes!!

Order your prize at [www.maryarichardson.com](http://www.maryarichardson.com) (2016miracles)



# NOVEMBER 2019



Sun      Mon      Tue      Wed      Thu      Fri      Sat

1      2

Those who are blessed with the most talent don't necessarily outperform everyone else. It's the people with follow-through who excel. ~Mary Kay Ash

3      4      5      6      7      8      9

Daylight Savings Time Ends - move clocks back 1 hour!



10      11      12      13      14      15      16

Early ordering of the Winter 2019 promotional items begins for 1st qtr. Star Cons. & The Look PCP enrollees.

Veterans Day Observed Postal Holiday

6:30 pm Video Conference Call: <https://us04web.zoom.us/j/676135667>

Ordering of the new Winter 2019 promotional items begins for all Cons.

Makeovers at Mary's 10 am

17      18      19      20      21      22      23

24      25      26      27      28      29      30

Midnight CST cutoff for Consultants to place phone orders.

All Company & Branch Offices Closed. Postal Holiday.

All Company & Branch Offices Closed.

Last working day of the month. Cons submit online orders until 9 pm CST. Online Agreements accepted until midnight.



Let's Celebrate

Birthdays	Day	Anniversaries	Years
Emily Andringa	4	C.J. Reed	32
Dawn Booth	4	Carolyn Felder	22
Syvilla Ogunniran	17	Darlene Strukel	19
Lauren Augustine	25	Sandy Mangrum	9
		Ashley Haney	4
		Susan Wiegrefe	4
		Enobong Bassey	1



## Miracle Making Overcomers

### Mary Richardson

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Web: [www.maryarichardson.com](http://www.maryarichardson.com)



**To the excellent...**

### Highlights this Month:

#### September Results, October, 2019

- ◆ Quarter 2 Star Consultant Quarterly Contest (Sept. 16 - Dec. 15, 2019)
- ◆ 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)
- ◆ Cadillac® Plus Promotion (July 1, 2019 - June 30, 2020)
- ◆ October Starter Kit Product Bonus (Oct. 1-31, 2019)

## Words of Wisdom

Remember, if you do the things you ought to do when you ought to do them, then someday you can do the things you want to do when you want to do them -- like being a National. Whatever you do or dream you can do -- begin it.

Boldness has genius and power and magic in it.

~Mary Kay Ash



**31 DAY**  
*Social Media Challenge*  
#MK31Days

Take October to the next level when you join this fun challenge! Post on social media every day this month and see how it can boost your business!

Ideas can found here: <http://bit.ly/2nglkWM>