



Senior Sales Director Mary Richardson

Miracle Making Overcomers



August Results & Recognition <<<< September, 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

October 2019 Goals

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

#1 RETAIL SALES



CJ Reed

#1 WHOLESALE



Laura Fiudo

#1 SHARING



Position Available!!

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

Congratulations to: **Laura Fiudo, CJ Reed, April Peloquin, Pat Meyer, Jane Bryan, Linda Lamusga, Cynthia Martinets, Heather Ruffcorn, Bernadine Dixon, Cindy Tran, & Kathryn Morgan** earning prizes in our August You Can Do It Contest! Check out the one for September – you can be a winner!!

We will start our monthly video conference calls 9/9, 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 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 August 31st — this will not reflect September orders or new team members.

Future Directors

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

Star Team Builders

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

Senior Consultants

Recruiter: Annette R. Canarr
 Coni L. Lentz
 * Judy Henry
 * Linda Mace
 Recruiter: Cynthia C. Martinets
 Beth Fortner
 * Michelle F. Elliott
 * Traci M. Perdue
 # Stacie M. Rajcani
 # Bridgett N. Wigley
 Recruiter: Laura D. Fiudo
 Maureen Fiudo
 Recruiter: Linda R. Lamusga
 Kathryn A. Morgan
 Margaret Riess
 # Debra R. Heggernes
 Recruiter: Pat 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 August 1-31.)



*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 \$163.47

Mary A. Richardson \$121.33

6% Recruiter Commission Level

Maureen Fiudo \$41.97

4% Recruiter Commission Level

Pat S. Meyer \$34.74

Laura D. Fiudo \$24.54

Linda R. Lamusga \$14.60

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 September jewelry piece is a beautiful open-cuff bracelet that features two golden bumblebees with sparkling crystal accents.

'If your actions inspire others to dream more, learn more, do more, and become more, you are a leader.' ~John Quincy Adams



Qty.

Limited-Edition[†] Mary Kay Ultra Stay[™] Lip Lacquer Kit, \$39

Innovative, two-step, color-locking technology for outstanding color in a single quick-drying swipe. Kit includes lip lacquer (in the shade of your choice), lip lacquer sealer and lip lacquer eraser.

- Cherry PART NO. 143194
- Plum PART NO. 143196
- Rose PART NO. 143197



New! Holiday exclusives



Qty.

Limited-Edition[†] Mary Kay Mad About Masking[™] Mask Pod Gift Set, \$25, pk./4

Enjoy four playful facial masks for very merry masking experiences! Includes *Miss Pore-Fect[™]*, *Energy Queen[™]*, *Lady Serenity[™]* and *Dewy Gal[™]* single-use mask pods.

PART NO. 138559



Gift with purchase!

Qty.

Mint Bliss[™] Energizing Lotion for Feet & Legs, \$11

Rock these socks for FREE* with the purchase of *Mint Bliss[™] Energizing Lotion for Feet & Legs*.

PART NO. 125872

Qty.

Mary Kay[®] Mask Applicator, \$12

Maximize your masking sessions with mess-free application and less product waste.

PART NO. 135951



Qty.

Limited-Edition[†] Mary Kay[®] Fragrance Travel Spray, \$22 each

Includes your choice of eau de parfum fragrances:

- Cityscape[®]* PART NO. 143127
- Live Fearlessly[®]* PART NO. 143128
- Forever Diamonds[®]* PART NO. 143129

Qty.

Limited-Edition[†] Cityscape[®] Silkening Dry Oil, \$20

Leave your skin soft and glowing, rejuvenating the senses and giving skin a hydrated, luxurious feel.

PART NO. 143281

Qty.

Limited-Edition[†] Be Delighted[®] Body Mousse, \$16

Nourish your skin, leaving it feeling soft and velvety smooth.

PART NO. 142954



Qty.

Limited-Edition[†] Holiday Gift Box Set, \$6, pk./3

Three blissfully branded *Mary Kay[®]* boxes come in different shapes and sizes to make unwrapping gifts a joyful experience.

PART NO. 154911

More Mary Kay[®] Products to LOVE
LET ME KNOW WHAT YOU CAN'T LIVE WITHOUT!

PRODUCT	PRICE	QUANTITY
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____
name _____	email _____	
phone _____	birthday _____	

*Available while supplies last **Available from participating Independent Beauty Consultants only, while supplies last. All prices are suggested retail.

We invested in product last month!

Laura D. Fiudo	\$868.50	Cindy Tran	\$287.50
C.J. Reed	\$692.80	Kathryn A. Morgan	\$272.50
April L. Peloquin	\$648.00	Glenna Berinti	\$232.50
Pat S. Meyer	\$629.50	Sonya L. L. Schulte	\$229.50
Maureen Fiudo	\$613.50	Barbara Hastings	\$227.50
Cynthia C. Martinets	\$601.50	Jane F. Hauptert	\$226.00
Heather M. Ruffcorn	\$367.80	Katie M. Brady	\$155.00
Jane Bryan	\$351.75	Margaret Riess	\$92.50
Bernadine Dixon	\$317.00	Mary A. Richardson	\$838.00
Linda R. Lamusga	\$312.80		



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, 2019 — June 30, 2020

	Consultant	YTD Retail	Bonus & PCP	Total
1	Laura D. Fiudo	\$3,325.00	\$0.00	\$3,325.00
2	Maureen Fiudo	\$3,010.00	\$0.00	\$3,010.00
3	April L. Peloquin	\$2,803.00	\$0.00	\$2,803.00
4	C.J. Reed	\$2,634.60	\$0.00	\$2,634.60
5	Cynthia C. Martinets	\$2,496.00	\$0.00	\$2,496.00
6	Pat S. Meyer	\$2,492.00	\$0.00	\$2,492.00
7	Rebecca R. Parker	\$2,464.00	\$0.00	\$2,464.00
8	Heather M. Ruffcorn	\$755.60	\$0.00	\$755.60
9	Jane Bryan	\$703.50	\$0.00	\$703.50
10	Vicki E. Thompson	\$644.00	\$0.00	\$644.00



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

CJ Reed	\$1061
Maureen Fiudo	\$869
Fran Bates	\$796
Laura Fiudo	\$624
Pat Meyer	\$592
Cindy Tran	\$344
Lenora Browning	\$234
Vicki Thompson	\$115

Remarkable Reorders

Pat Meyer	\$344
CJ Reed	\$310
Cindy Tran	\$208
Vicki Thompson	\$115
Maureen Fiudo	\$112
Fran Bates	\$67
Lenora Browning	\$35

Amazing On The Go Sales

Laura Fiudo	\$295
Pat Meyer	\$125
Maureen Fiudo	\$104
CJ Reed	\$54

New Bookings

CJ Reed	9
Maureen Fiudo	2

Sets Sold

CJ Reed	2
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Wonderful Website Orders

Maureen Fiudo	\$453
Laura Fiudo	\$42

Fabulous Facials

Fran Bates	\$217
Fran Bates	\$212
Lenora Browning	\$200
Fran Bates	\$190
CJ Reed	\$145
CJ Reed	\$110
Fran Bates	\$110
Cindy Tran	\$72
Cindy Tran	\$64
Laura Fiudo	\$53
CJ Reed	\$48
Laura Fiudo	\$42
Pat Meyer	\$25
CJ Reed	\$24
CJ Reed	\$18

Parties with a Purpose

CJ Reed	\$147
CJ Reed	\$121
Maureen Fiudo	\$118
Laura Fiudo	\$109
CJ Reed	\$84
Laura Fiudo	\$83
Maureen Fiudo	\$82

Wonderful Weeks

Fran Bates	\$469
Maureen Fiudo	\$360
Maureen Fiudo	\$333
CJ Reed	\$329
Cindy Tran	\$328
Fran Bates	\$327
CJ Reed	\$322

WAS Turned In

Fran Bates	
Lenora Browning	
Laura Fiudo	
Maureen Fiudo	
Pat Meyer	
CJ Reed	
Vicki Thompson	
Cindy Tran	





aim for the stars!



On-Target \$tar Consultants!

June 16 - September 15, 2019



Shoot for
STAR this
Quarter!!

YOU Can
Do It!!



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	\$3,262.10	****	****	STAR	\$337.90	\$1,537.90
Laura Fiudo	\$2,476.10	****	STAR	\$523.90	\$1,123.90	\$2,323.90
C.J. Reed	\$2,189.30	STAR	\$210.70	\$810.70	\$1,410.70	\$2,610.70
Cynthia Martinets	\$1,854.90	STAR	\$545.10	\$1,145.10	\$1,745.10	\$2,945.10
April Peloquin	\$1,503.00	\$297.00	\$897.00	\$1,497.00	\$2,097.00	\$3,297.00
Patricia Meyer	\$1,241.00	\$559.00	\$1,159.00	\$1,759.00	\$2,359.00	\$3,559.00
Rebecca Parker	\$1,232.00	\$568.00	\$1,168.00	\$1,768.00	\$2,368.00	\$3,568.00
Cindy Tran	\$726.00	\$1,074.00	\$1,674.00	\$2,274.00	\$2,874.00	\$4,074.00
Suzanne Maes-Toay	\$637.10	\$1,162.90	\$1,762.90	\$2,362.90	\$2,962.90	\$4,162.90
Traci Perdue	\$507.00	\$1,293.00	\$1,893.00	\$2,493.00	\$3,093.00	\$4,293.00
Katie Brady	\$381.00	\$1,419.00	\$2,019.00	\$2,619.00	\$3,219.00	\$4,419.00
Vicki Thompson	\$370.00	\$1,430.00	\$2,030.00	\$2,630.00	\$3,230.00	\$4,430.00
Heather Ruffcorn	\$367.80	\$1,432.20	\$2,032.20	\$2,632.20	\$3,232.20	\$4,432.20
Jane Bryan	\$351.75	\$1,448.25	\$2,048.25	\$2,648.25	\$3,248.25	\$4,448.25
Margaret Riess	\$335.30	\$1,464.70	\$2,064.70	\$2,664.70	\$3,264.70	\$4,464.70
Lou Weiss	\$322.50	\$1,477.50	\$2,077.50	\$2,677.50	\$3,277.50	\$4,477.50
Bernadine Dixon	\$317.00	\$1,483.00	\$2,083.00	\$2,683.00	\$3,283.00	\$4,483.00
Ludmila Maretski	\$314.00	\$1,486.00	\$2,086.00	\$2,686.00	\$3,286.00	\$4,486.00
Linda Lamusga	\$312.80	\$1,487.20	\$2,087.20	\$2,687.20	\$3,287.20	\$4,487.20

The Holiday Tool Kit Is Here!

Resources to help you
be this season's
Merrymaker









LEARN MORE ►



September



Pick your Prize from the Pretty, Practical or Products!

Sec 1 Wholesale	<i>Pretty</i>	<i>Practical</i>	<i>Products</i>
\$250	Crystal Necklace 	4 Holiday Look Books 	Mask Applicator 
\$450	Silver & Black Bracelet 	8 Holiday Look Books 	Mask Set 
\$600	MK Bee Bracelet!		
\$850	Pocket Watch to clip on your purse! 	Gift Box Set 	Travel Fragrance Spray 

Wholesale order must be received at Mary Kay by 9/30.

Order prize from Mary by 10/3! No Voucher = No Prizes!!

Order your prize at www.maryarichardson.com (2016miracles)

OCTOBER 2019



Sun Mon Tue Wed Thu Fri Sat

1 2 3 4 5

Makeovers at Mary's 10 am

6 7 8 9 10 11 12

13 14 15 16 17 18 19

Columbus Day Observed
Postal Holiday

6 – 6:30 pm Video
Conference Call:
[https://us04web.
zoom.us/j/676135667](https://us04web.zoom.us/j/676135667)

Last day to enroll
online for Winter PCP
mailing of *The Look*.

20 21 22 23 24 25 26

27 28 29 30 31

Midnight CST cutoff
for Consultants to
place phone orders.

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

Let's Celebrate

Birthdays

Rebecca L. Evans
Kathryn A. Morgan
Linda Mace
Debra R. Heggernes
Maya R. Kincheloe
Beth Fortner
Kristen R. Box-Rojas
Lou Weiss
Lynette D. Harens
Stacie M. Rajcani

Day

2
6
10
10
12
15
17
18
22
28

Anniversaries

Rebecca R. Parker
Heather M. Ruffcorn
Charmaine Carney
Linda Mace
Michelle F. Elliott
Beth Fortner
Christina Thompson

Years

25
20
17
14
2
2
2



Miracle Making Overcomers

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To the Outstanding...

Highlights this Month:

August Results, September, 2019

- ◆ Quarter 1 Star Consultant Quarterly Contest (June 16 - Sept. 15, 2019)
- ◆ All-Star Star Consultant Program (June 16, 2019 - June 15, 2020)
- ◆ 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)
- ◆ NEW! Cadillac® Plus Promotion (July 1, 2019 - June 30, 2020)

Words of Wisdom

You can have anything in this world if you want it badly enough and are willing to pay the price. With your priorities in order, press on, and never look back. May all of your dreams come true!

You can, indeed, have it all!

~Mary Kay Ash



HOLIDAY STRATEGY TO-DOs

September:

- ◆ Consider personal calendar commitments.
- ◆ Set a specific holiday season goal and timeline.
- ◆ Schedule a holiday open house and send save the dates to your VIP customers.
- ◆ Hold beauty experiences, skin care parties and second appointments throughout the holiday season to see as many faces as possible.
- ◆ Keep the myCustomers+™ App up-to-date to alleviate stress and allow you to be more strategic with your communications in the coming months.
- ◆ Share the Mary Kay opportunity! Who wouldn't want to get in on the FUN this holiday.

October:

- ◆ See more faces, and increase your customer base by continuing to hold beauty experiences, skin care parties and second appointments.
- ◆ Provide Holiday Wish Lists to everyone to generate future sales in the coming months. (This List can be found in the Holiday Hub on Mary Kay InTouch®.)
- ◆ Continue to share the Mary Kay opportunity with everyone!
- ◆ Prepare your inventory, and ensure plenty of giftables are ready for November and December. (Watch the Holiday Selling and Team-Building video to see what a giftable is.)
- ◆ Send save the dates for your Pink Friday, Small Business Saturday and Cyber Monday sales.