



Miracle Making Overcomers

SEPTEMBER NEWSLETTER WITH AUGUST RESULTS

QUEEN OF WHOLESALE



C.J.
Reed



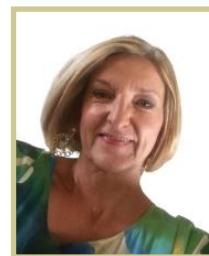
POWER UP August Achievers



C.J.
Reed



Laura
Fiudo



Mary
Richardson

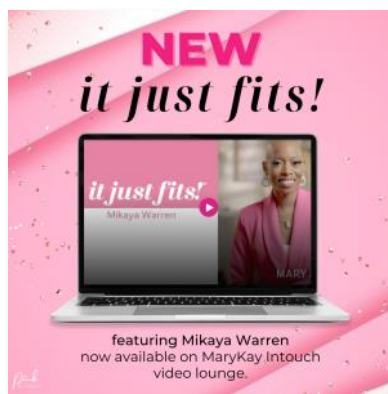
PROUD REDS



C.J.
Reed



Linda
Lamusga



Check out this amazing video featuring the incredible Mikaya Warren. Learn how she went from the runway to the Mary Kay way, embracing her beauty and empowering others to do the same. It's a must-watch!



★ Quarter 1 On-Target Stars ★

Name	Whsl \$ + TB*	Sapphire	Ruby	Diamond	Emerald	Pearl
C.J. Reed	\$2,573.50	\$0.00	\$0.00	\$426.50	\$1,026.50	\$2,226.50
Laura Fiudo	\$1,802.45	\$0.00	\$597.55	\$1,197.55	\$1,797.55	\$2,997.55
Cynthia Martinets	\$709.00	\$1,091.00	\$1,691.00	\$2,291.00	\$2,891.00	\$4,091.00
Karen Michal	\$705.00	\$1,095.00	\$1,695.00	\$2,295.00	\$2,895.00	\$4,095.00
Linda Lamusga	\$650.50	\$1,149.50	\$1,749.50	\$2,349.50	\$2,949.50	\$4,149.50
Patricia Meyer	\$621.50	\$1,178.50	\$1,778.50	\$2,378.50	\$2,978.50	\$4,178.50
Cindy Tran	\$574.00	\$1,226.00	\$1,826.00	\$2,426.00	\$3,026.00	\$4,226.00
Jane Bryan	\$569.25	\$1,230.75	\$1,830.75	\$2,430.75	\$3,030.75	\$4,230.75
Kathryn Morgan	\$509.50	\$1,290.50	\$1,890.50	\$2,490.50	\$3,090.50	\$4,290.50
Annette Canarr	\$430.00	\$1,370.00	\$1,970.00	\$2,570.00	\$3,170.00	\$4,370.00
Colleen Flynn	\$427.50	\$1,372.50	\$1,972.50	\$2,572.50	\$3,172.50	\$4,372.50
Mary Richardson	\$2,174.45	\$0.00	\$225.55	\$825.55	\$1,425.55	\$2,625.55

Shooting for the Stars!

TOP IN SALES COMPANY COURT OF SALES



C.J. Reed



Laura Fiudo



Cynthia Martinets

CONSULTANT

- C.J. Reed
- Laura Fiudo
- Cynthia Martinets
- Linda Lamusga
- Patricia Meyer
- Jane Bryan
- Annette Canarr
- Colleen Flynn
- Karen Michal
- Lynette Harens

YTD RETAIL

- \$3,716.00
- \$3,176.00
- \$1,418.00
- \$1,301.00
- \$1,243.00
- \$1,138.00
- \$860.00
- \$855.00
- \$777.00
- \$705.00

National COURT OF SALES



NATIONAL

\$40,000 rs/ \$20,000 whsl

AREA

\$20,000 rs/ \$10,000 whsl

UNIT

\$10,000 rs/ \$5,000 whsl

National COURT OF SHARING



NATIONAL

24 Team Members

AREA

12 Team Members

UNIT

6 Team Members

HOLIDAY SELLING & TEAM GUIDE

ENRICH EVERY WISH.

SEPTEMBER

- Consider personal calendar commitments for the next four months. This can help you prioritize the things that are important to you, while still making time for your Mary Kay Business.
- Set a specific holiday season goal and timeline. For example, What would you like to accomplish? When do you want to accomplish it? How are you going to make it a reality?
- Schedule your virtual or in-person holiday open houses and send save-the-dates.
- Download and share the open house invitation with your customer!
- Hold beauty experiences, skin care parties and follow-up appointments throughout the holiday season to see as many faces as possible. Pop-up parties offer for your customers and their guests a quick, fun, virtual party where they can learn about you and the Mary Kay opportunity and can hear exciting product information, all in less than 30 minutes!

More Tips to Help Enrich Holiday Sales

Learn more about *Mary Kay's* mobile app!

Check out *MISCopportunity* for items that you can use to promote your business and to help you hold parties during the holiday selling season!

The *Mary Kay's* *Share My Party* tool can help you manage holiday parties by providing a unique party link that is sharable via email or text. The goal? To give hostesses more fun and rewarding experiences!

It's September, and the holidays are right around the corner! Get a head start on your holiday sales with Mary Kay's Holiday Sales and Team Building Guide! This guide is packed with tips, tricks, and strategies to help you maximize your earnings and build your team.

Watch the 2024 Team Building Holiday Video, take a look at the September guide, and start planning for a successful holiday season!

[Download](#)

[Watch](#)

Celebrating You!


OCTOBER BIRTHDAYS

CONSULTANT	DATE
Kathryn Morgan	6
Debra Heggernes	10
Katherine Hidalgo	10
Narjis Shahzad	10
Kristen Box-Rojas	17
Lou Weiss	18
Lynette Harens	22



MK ANNIVERSARIES

CONSULTANT	YEARS
Rebecca Parker	30
Heather Ruffcorn	25
Charmaine Carney	22
Peggy Mayrose	2

LOOK WHO INVESTED

 C.J. Reed	\$1,019.50
 Laura Fiudo	\$706.50
Jane Bryan	\$569.25
Colleen Flynn	\$427.50
Karen Michal	\$388.50
Lynette Harens	\$352.50

Margaret Riess	\$338.25
Patricia Meyer	\$319.50
Suzanne Maes-Toay	\$282.00
Kathryn Morgan	\$281.25
Cindy Tran	\$268.00
Linda Lamusga	\$250.00

Heather Ruffcorn	\$249.00
Traci Perdue	\$228.00
Lisa King-Porter	\$143.00
Christina Hosmer	\$25.00
 Mary Richardson	\$722.00
 On-Target for Year Long Consistency	

CELEBRATE THE LEGACY OF MARY KAY ASH



Mary Kay Wisdom

You're not just selling products; you're empowering women and building a future.

TOP 5 THINGS TO KNOW ABOUT MARY KAY COSMETICS

- FOUNDER** Mary Kay Ash founded the company in 1963.
- MISSION** To enrich the lives of women around the world.
- PINK CADILLAC** This iconic symbol of success was introduced in 1969.
- GOLDEN RULE** Mary Kay believed in treating others as you would want to be treated.
- EMPOWERMENT** Mary Kay has always been committed to empowering women.

What an achievement!

1963	Opening Doors for Women	1969	First Pink Cadillac
1970	First Manufacturing Facility	1976	MK on the NYSE
2001	Mary Kay Passes Away	2003	MK 40th Anniversary with over 1,000,000 independent sales force members.
2008	Pink Changing Lives	2010	Pink Doing Green
2020	\$10 Mil to COVID-19 Aid	2024	61 Years and Growing Strong!

Happy Anniversary!

This month, we celebrate the incredible legacy of Mary Kay Ash and the empowering opportunities she created for women worldwide.

As a Mary Kay Independent Beauty Consultant, I'm grateful for the chance to pursue my dreams, build a flexible career, and inspire others. Knowing the company's history, from Mary Kay Ash's groundbreaking vision to the company's continued commitment to empowering women, makes me even more proud to be a part of this amazing organization.



pin' Up The Lad-



SENIOR CONSULTANT

1-2 Active Team Members
4% Commissions
Earn \$50 Team Building Bonuses

Cynthia Martinets
Patricia Meyer



STAR TEAM BUILDER

3-4 Active Team Members
4, 6 or 8% Commissions
50% Discount on Red Jacket
\$50 Team Building Bonuses



Linda Lamusga



TEAM LEADER/ ELITE TEAM LEADER/DIQ

5+ Active Team Members
9 or 13% Commissions
\$50 Team Building Bonuses
5% Second -Tier Team Commission (Elite/DIQ)

C.J Reed

DIRECTOR

4, 9, or 13% Personal Commissions
9, 13 or 23% Unit Commissions
\$100 Team Building Bonuses
Unit Bonuses
Earn use of Career Car/
Cash Compensation



Mary Richardson

START PLANNING
NOW

THE MARY KAY
FOUNDATION
inspiring beauty through caring

OCTOBER IS
**BREAST
CANCER**
AWARENESS MONTH

Details

POWERFUL AND IMPACTFUL

October and Breast Cancer Awareness Month are just around the corner! It's time to gear up for a powerful and impactful month for your business.

Here are some ideas for engaging with your customers:

- Pink Parties: Educate & entertain with pink-themed events.
- Customer Appreciation: Reward loyal customers for their support.
- Educational Workshops: Share tips on skin care & self-exams.

Breast Cancer Awareness Month is a powerful opportunity to make a difference in the lives of women while growing your business!

A BEAUTY BRIEFING WITH *Mary*

Believe in your heart
that you're meant to live
a life full of
passion, purpose,
magic and miracles.
~ Roy T. Bennett



Our Fall/Holiday Look started to mail this week, and it's filled with stunning new products, perfect for the upcoming festivities. Now is the time to connect with your customers about this exciting launch. The season of sparkle and shine is here!

Fall is fast approaching; Summer is winding down and we are in full swing! It's time to harness our September superpowers and embrace the season of charge!

Did you know... September is Skincare awareness month! What a great time to rev up business and honor Mary Kay's 61 Year Anniversary!!

Here are a few things to keep in mind as we close out the first quarter and head into a new season:

- Fall/Holiday Look Books start mailing September 1. Early ordering privileges begin September 10, all consultants are able to order on September 15.
- Clean work areas; toss the old and restock supplies.
- Review and update your contact lists.
- Check your goals. Are they aligned with your vision for the year?
- Plan for the months ahead. Start thinking about the holidays.
- Try at least one new product and set up demo days with your customers.

Stay excited and fired up! This is going to be an AMAZING on-purpose month! I can't wait to see where we go next!

Love and Belief,

Mary



HAPPY ANNIVERSARY

61 Years of Beauty, Empowerment, and Innovation!

This month, we celebrate the incredible journey of Mary Kay Cosmetics. From its humble beginnings in 1963 to becoming a global beauty powerhouse, Mary Kay has inspired millions of women around the world. Happy Anniversary, Mary Kay!

Let's celebrate together! Share on your social media why you're grateful for Mary Kay, or reach out to someone you'd love to have join our Mary Kay team. Together, we can continue to inspire and empower women around the world.

FALL/HOLIDAY

Product Preview

Men's Hair and Body Wash Gift Set, \$28

NEW! Limited-Edition

Kick off his self-care routine with the limited-edition† Mary Kay® Men's Hair and Body Wash Gift Set that showers him in two fresh scents: MK High Intensity® and MK High Intensity® Sport.



NEW! Limited-Edition

Give the gift of sensorial self-care from head to toe with this full-body Belara® Bundle.

Belara® Body Lotion, \$22
Belara® Bundle, \$58

Liquid Eye Shadow, \$16



NEW! Limited-Edition Mary Kay Liquid Eye Shadow

Amp up your vibrant eye look in pigment-rich shades that range from subtle to intense.



Mary Kay Supreme Hydrating Lipstick

Supreme hydration meets intense color, now in five new royally hydrating shades.

Supreme Hydrating Lipstick, \$20

HOLIDAY BUSINESS PLANNING



MY HOLIDAY GAME PLAN

Get excited about this holiday season and make a BIG plan for what to accomplish. It will require a plan and a goal to work towards. This is the time to get ahead on your goals; pay off debt; work for something you want for you or your family. The sky is the limit! **THINK BIG! GO TO WORK!**

SEPTEMBER

- Plan your sales & personal calendar for the next 4 months
- Book skincare, supplements & fall look parties for Sept. and get wish lists from everyone
- Hold QVC style event in your customer VIP Group for Fall colors
- Have your customers invite friends to build your group
- Order Holiday products & gift wrapping supplies
- Anticipate sell-outs!
- Finish your STAR
- Contact Businesses for employee gifting/gift cards
- Contact Senior Centers for updated rules for Adopt-A-Grandparent
- Plan your Open House if you will be doing in-person
- Book Holiday Preview coffees w/ your customers
- Book them to be holiday hostesses for you
- Add a new team member as a "Holiday Consultant"
- Follow up with PCP customers once Fall/Holiday Look Books arrive

OCTOBER

- Create a Grab-and-Go gift basket with gift ready products and keep with you at all times
- Hold 5 Holiday Coffees
- Contact your customers' "Santas" about 12 days of Christmas
- Add team members so they can take advantage of Holiday Sales
- Follow up with businesses about employee gifts
- Launch your Adopt-A-Grandparent program
- Hold QVC style VIP Group event for Holiday products
- Send invites for in person Open House/ plan virtual Open House
- Hold skincare & mask parties - get wish lists and Santas from everyone
- Hold a product preview panel to get opinions on holiday products and book them to be a hostess
- Reverse Trick-or-Treat your neighbors - leave goody bags at their door with samples & info about gift wrapping services

NOVEMBER

- Hold 5 Holiday Coffees
- Hold updated QVC style Holiday product event
- Make a Holiday Glam Look video for your VIP Group and book glam parties
- Order your own gifts for friends and Family
- Send invites for open houses & follow up!
- Finish Adopt-A-Grandparent
- Get wish lists, invite guests to virtual events
- Call Santas, husbands, etc. for wish lists & 12 Days of Christmas
- Pink Friday / Small Business Saturday / Cyber Monday Sales
- Post in your customer group about stocking stuffers, gift sets, and gifts at different price points
- Hold Virtual Open House featuring Gift-Ready products in cute packaging
- Be sure inventory is ready for last-minute shoppers

DECEMBER

- Hold a "Last Minute Gifts" virtual open house - don't forget scents, bundles, men's products, stocking stuffers
- Deliver gifts
- Bring your Grab-and-Go basket EVERYWHERE with gifts at different price points
- Post in your VIP Group about your gift wrapping services
- Book "New Year, New You" skincare parties
- Hold virtual "Men Only" open house for gifting ideas
- Follow up with wish lists
- Finish your STAR
- Hold a 12 Days of Christmas Sale in your VIP Customer Group
- Call your customers for their PERSONAL needs - it's easy to forget yourself when you're shopping for others
- Sell New Year's Day "Morning After" Bundles with Indulge Soothing Eye Gel, Mint Bliss, and maybe a Charcoal Mask.

PLAN FOR SUCCESS



Miracle Making Overcomers



Mary Richardson

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important dates

- Sep 1** - Fall/Holiday Look Books Begin Mailing
- Sep 2** - Labor Day
- Sep 13** - Mary Kay 61st Anniversary
- Sep 15** - Quarter 1 Ends
- Sep 16** - Quarter 2 Begins
- Sep 27** - Last day to place telephone orders
- Sep 30** - Last day to place on-line orders
- Oct 17** - Winter PCP Enrollment Ends
- Oct 30** - Last day to place telephone orders
- Oct 31** - Last day to place on-line orders



When you order \$700+ whsl in SEPTEMBER, you will receive this **MK-Branded Nylon Blanket** from the *Power Your Sales* Collection.



Earn the Year Long Consistency Challenge **MK CALENDAR WITH QUOTES** when you achieve the *Power Your Sales* Challenges each month, July 2024 through June 2025.