



Senior Sales Director Mary Richardson

# MIRACLE MAKING OVERCOMERS

you can

do it 

CHALLENGE

JULY 1, 2019 – JUNE 30, 2020

March Results & Recognition <<<< April, 2020

## 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

## may 2020 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



CJ  
Reed

## #1 SHARING



Mary  
Richardson

Hello Miracle Making Overcomers!

Our world has changed a lot since the note I wrote to you last month. Many people are working from home, some are waiting to be able to go back to work, some are homeschooling their children, some are our health care providers and on the front lines fighting this disease. My prayers are with you and your families during this time and always. Please stay safe!

One of the great things my 40 years in Mary Kay has taught me is to be grateful for all the blessings in my life — and you all are a part of those blessings. Another lesson has been to learn how to “pivot” when we need to and that’s what we are doing — we are having Zoom Virtual Meetings and Zoom Virtual Mary Kay Parties. We are learning as we go, and we would love to have YOU join us! Whether its for you to learn how to do a new look, or for you to have some guests join us and make some money — it would be great to see your face!

The Super Summit that Mary Kay did was amazing!! Motivation, Education and Inspiration! If you are wanting ideas on how to work your business virtually or just want some inspiration I highly recommend watching the replay if you weren’t on during the live stream.

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 a beautiful necklace in March: **Laura Fiudo, CJ Reed, Maureen Fiudo, Lynda Paulson, & Rebecca Parker!** Who is going to join them this month?

Congratulations to: **CJ Reed, Maureen Fiudo, Laura Fiudo, Rebecca Parker, Lynette Harens, Cindy Tran, Jane Bryan, Danielle Rush, Charmaine Carney, Cynthia Martinets, & Vicki Thompson** earning prizes in our March You Can Do It Contest! Check out the one for April— you can be a winner!!

Gift giving opportunities coming up — stores are closed, but we are open!! Administrative Professionals Day 4/22, Mothers Day 5/10, Teachers Appreciation Week 5/3-9, Nurses Appreciation Week 5/6—12, Graduations, and Fathers Day in June!

*Love & belief, Mary*

# SPOTLIGHT ON TEAM BUILDERS!

Standings are updated as of March 31st — this will not reflect April 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  
 Lou Weiss  
 \* Annette R. Canarr  
 \* Syvilla O. Ogunniran  
 # Lorena M. Sanchez

## Star Team Builders

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

## Senior Consultants

Recruiter: Annette R. Canarr  
 Linda Mace  
 \* Coni L. Lentz  
 # Judy Henry

Recruiter: Laura D. Fiudo  
 Maureen Fiudo

Recruiter: Linda R. Lamusga  
 Margaret Riess  
 \* Debra R. Heggernes  
 \* Kathryn A. Morgan

Recruiter: Cynthia C. Martinets  
 Beth Fortner  
 Traci M. Perdue  
 \* Michelle F. Elliott  
 # Bridgett N. Wigley

Recruiter: Patricia 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

(10+ 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 March 1-31.)

New Consultant  
Jennifer Cameron

From  
Austin, TX

Sponsored By  
Mary Richardson

# WELCOME ABOARD!!



*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*

*Mary Richardson*

*\$394.03*

*C.J. Reed*

*\$238.94*

*8% Recruiter Commission Level*

*Maureen Fiudo*

*\$50.76*

*4% Recruiter Commission Level*

*Laura Fiudo*

*\$62.28*

*Patricia Meyer*

*\$47.42*

# 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 April jewelry piece is a pair of golden hoop earrings featuring a crystal-encrusted bee delicately perched on each earring's edge.

**"The strongest single factor in prosperity consciousness is self-esteem: believing you can do it, believing you deserve it, believing you will get it."  
~Jerry Gillies: Author and workshop leader**



# ROCK IT IN RED

## Challenge

April 1 – June 30, 2020

An Independent Beauty Consultant who adds three or more Great Start qualified new personal team members during the Rock it in Red Challenge, April 1 – June 30, 2020, will receive these great rewards:

- ◆ A new red jacket in the design of her choice at no cost! (See the new Red Jacket Collection on InTouch.)
- ◆ An invitation to the Prize Party at Seminar 2020.



## Share the Mary Kay Life!

You could win beautiful rewards.

[Learn More](#)

## My Mary Kay Moment!

CONTEST

APRIL 1 – MAY 12, 2020



### Enter the My Mary Kay Moment Contest.

The Mary Kay opportunity is paved with beautiful moments. And we'd like to see yours! Whether it's the first time you spoke in front of a group, the day you drove your newborn home in your Mary Kay Cadillac or that dream trip – share your memories by submitting a photograph with a caption.

### Twenty (20) Grand Prize winners will receive:

- ◆ Seminar 2020 registration fee.
- ◆ \$1,000 spending money.
- ◆ An assortment of Mary Kay® products.
- ◆ A Mary Kay® makeover and photo shoot for the opportunity to be featured in a national advertisement.

We want to see your awe-inspiring moments. Laugh-inducing learning experience moments. And life-changing aha moments.

# We invested in product last month!

C.J. Reed	\$1,690.00	Charmaine Carney	\$305.50
Maureen Fiudo	\$1,557.00	Cynthia Martinets	\$305.50
Laura Fiudo	\$1,185.50	Vicki Thompson	\$251.00
Lynda Paulson	\$789.00	Rebecca Evans	\$234.50
Rebecca Parker	\$773.00	Suzanne Maes-Toay	\$232.50
Jenifer Cameron	\$375.50	Emily Andringa	\$228.50
Ludmila Maretski	\$363.00	April Peloquin	\$225.00
Lynette Harens	\$333.00	Linda Lock	\$93.00
Cindy Tran	\$327.00	Traci Perdue	\$39.50
Jane Bryan	\$313.50	Mary Richardson	\$1,224.00
Danielle Rush	\$307.00		



# 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	C.J. Reed	\$16,359.00	\$6,730.00	\$23,089.00
2	Laura Fiudo	\$17,671.00	\$3,824.00	\$21,495.00
3	Maureen Fiudo	\$14,838.00	\$4,438.00	\$19,276.00
4	Patricia Meyer	\$9,764.00	\$1,218.00	\$10,982.00
5	April Peloquin	\$9,038.00	\$652.00	\$9,690.00
6	Cynthia Martinets	\$7,457.00	\$1,246.00	\$8,703.00
7	Rebecca Parker	\$6,256.00	\$1,546.00	\$7,802.00
8	Jane Bryan	\$3,494.00	\$1,348.00	\$4,842.00
9	Lynette Harens	\$2,885.00	\$1,337.00	\$4,222.00
10	Lynda Paulson	\$2,553.00	\$1,578.00	\$4,131.00



**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 this year?!**





# Working with accountability!

## Sensational Sales

CJ Reed	\$2249
Laura Fiudo	\$1063
Cindy Tran	\$880
Maureen Fiudo	\$702
Vicki Thompson	\$104

## Remarkable Reorders

Cindy Tran	\$649
CJ Reed	\$383
Vicki Thompson	\$104

## Wonderful Website Orders

CJ Reed	\$427
Maureen Fiudo	\$211
Cindy Tran	\$114
Laura Fiudo	\$82

## Amazing On The Go Sales

Laura Fiudo	\$659
CJ Reed	\$384

## Parties with a Purpose

CJ Reed	\$424
CJ Reed	\$71
Maureen Fiudo	\$167
CJ Reed	\$106
Maureen Fiudo	\$102
Laura Fiudo	\$73
Cindy Tran	\$70
Cindy Tran	\$47

## Sets Sold

CJ Reed	4
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## New Bookings

CJ Reed	9
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## Fabulous Facials

Laura Fiudo	\$114
Maureen Fiudo	\$106
CJ Reed	\$78
Maureen Fiudo	\$76
Laura Fiudo	\$73
Laura Fiudo	\$62

CJ Reed	\$58
CJ Reed	\$52
CJ Reed	\$42
Maureen Fiudo	\$40

## Sparkling Shows

CJ Reed	\$24
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## WOW Weeks

CJ Reed	\$602
CJ Reed	\$542
CJ Reed	\$459
Laura Fiudo	\$381
CJ Reed	\$335
CJ Reed	\$311

## WAS Turned In

Laura Fiudo	
Maureen Fiudo	
CJ Reed	
Vicki Thompson	
Cindy Tran	

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



ALL **EYES** ON YOU  
 MARY KAY BEAUTY AMBASSADOR  
 LUIS CASCO SHARES SOME EXPERT  
 EYEGLASSES BEAUTY HACKS!



“  
 Eyeglasses can cast a shadow, especially in the inner corners of the eyes. Brighten that area up using concealer or a lighter eye shadow shade.  
 ”



“  
 Eyeliner is key for creating contrast around your eyes, which helps them stand out under your glasses.  
 ”

MARY KAY



# aim for the stars!



## Congratulations 3rd Quarter \$stars!

Contest Ended March 15th, 2020



**Congrats  
2nd quarter  
stars!**

**EMERALD**  
Laura Fiudo

**DIAMOND**  
Mary  
Richardson

**RUBY**  
Maureen Fiudo

**SAPPHIRE**  
Patricia Meyer  
C.J. Reed  
April Peloquin

**EMERALD STAR  
CONSULTANT**  
C.J. Reed

**RUBY STAR  
CONSULTANTS**  
Laura Fiudo  
Mary Richardson

**SAPPHIRE STAR  
CONSULTANT**  
Maureen Fiudo

**★ You're A Star!**

## On-Target \$tar Consultants!

March 16 - June 15, 2020

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	\$1,270.50	\$529.50	\$1,129.50	\$1,729.50	\$2,329.50	\$3,529.50
C.J. Reed	\$993.50	\$806.50	\$1,406.50	\$2,006.50	\$2,606.50	\$3,806.50
Laura Fiudo	\$540.50	\$1,259.50	\$1,859.50	\$2,459.50	\$3,059.50	\$4,259.50
Linda Lamusga	\$378.50	\$1,421.50	\$2,021.50	\$2,621.50	\$3,221.50	\$4,421.50
Traci Perdue	\$350.00	\$1,450.00	\$2,050.00	\$2,650.00	\$3,250.00	\$4,450.00

MARY KAY  
**SEMINAR  
2020**

Fill your heart,  
and fuel your ambition.  
Don't miss the  
event of the year!

[Learn More](#)



# April



**Pick your Prize from the Pretty, Practical or Products!**

Sec 1 Wholesale	Pretty	Practical	Products
\$250	<b>Amber Animal Necklace Set</b> 	<b>Boss Babe Pens</b> 	<b>New Products</b> 
\$450	<b>Cellphone &amp; Passport Purse</b> 	<b>Mascara Samplers</b> 	<b>New Products</b> 
\$600	<b>MK Bee Earrings!</b>		
\$850	<b>Crystal Zebra Earrings</b> 	<b>Small Shopping Bags</b> 	<b>New Products</b> 

Wholesale order must be received at Mary Kay by 4/30.

Order prize from Mary by 5/3! No Voucher = No Prizes!!

Order your prize at [www.maryarichardson.com](http://www.maryarichardson.com) (2020Vision)



# may 2020



Sun      Mon      Tue      Wed      Thu      Fri      Sat

**SEMINAR REGISTRATION DATES:**

April 21, 2020 Emerald  
 April 22, 2020 Diamond  
 April 23, 2020 Ruby  
 April 24, 2020 Sapphire



☆☆☆☆☆☆☆☆☆☆ 1  
 ☆ Meeting ID: 949 285 394 ☆  
 ☆ Password: 512828 ☆  
 ☆☆☆☆☆☆☆☆☆

1      2

3      4      5      6      7      8      9

7 pm Girls Night In:  
 Join Zoom Meeting  
[https://zoom.us/j/651328401?](https://zoom.us/j/651328401?pwd=T09HYTJzK3p3VEhPMGI EYnZmUEhLUT09)  
 EYnZmUEhLUT09

**10** **Mother's Day**  
 Early ordering for Summer 2020 promo items begins for 3rd Quarter Stars & Cons who enrolled in Summer 2020 PCP.

**11** 6:00 pm Video Conference Call: Join Zoom Meeting  
[https://zoom.us/j/949285394?](https://zoom.us/j/949285394?pwd=dTVldDVLQ1FSeHp2blhtdEVibXVNdz09)  
 EYnZmUEhLUT09

**12** **Mary Kay's Birthday!!**  
 7 pm Girls Night In:  
 Join Zoom Meeting  
[https://zoom.us/j/651328401?](https://zoom.us/j/651328401?pwd=T09HYTJzK3p3VEhPMGI EYnZmUEhLUT09)  
 EYnZmUEhLUT09

**13**

**14**

**15** Ordering of Summer 2020 items available for all Consultants. **16**

17      18      19      20      21      22      23

7 pm Girls Night In:  
 Join Zoom Meeting  
[https://zoom.us/j/651328401?](https://zoom.us/j/651328401?pwd=T09HYTJzK3p3VEhPMGI EYnZmUEhLUT09)  
 EYnZmUEhLUT09

24      25      26      27      28      29      30

**25** Memorial Day. All Company offices closed. Postal holiday.

**27** Midnight CST cutoff for Consultants to place phone orders.

**31** Last working day of the month. Cons submit online orders until 9 pm CST.

7 pm Girls Night In:  
 Join Zoom Meeting  
[https://zoom.us/j/651328401?](https://zoom.us/j/651328401?pwd=T09HYTJzK3p3VEhPMGI EYnZmUEhLUT09)  
 EYnZmUEhLUT09

*Let's Celebrate*

Birthdays	Day	Anniversaries	Years
Bernadine Dixon	3	Jane Bryan	20
Michelle Elliott	11	Cindy Tran	13
Linda Judkins	15	Emily Andringa	8
Lorena Sanchez	29	Ludmila Maretski	5
		Traci Perdue	3
		Syvilla Ogunniran	1
		Linda Lock	1



## Miracle Making Overcomers

### Mary Richardson

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**To the marvelous...**

### Highlights this Month:

#### March Results, April, 2020

- ◆ Quarter 4 Star Consultant Quarterly Contest (March 16 - June 15, 2020)
- ◆ You Can Do It! Challenge (July 1, 2019 - June 30, 2020)
- ◆ \$100 Red Jacket Bonus (July 1, 2019 - June 30, 2020)
- ◆ Bring Your Besties Starter Kit Discount EXTENDED (March 1 – June 30, 2020)
- ◆ Red Jacket Team-Building Bonus EXTENDED (Aug. 1 – June 30, 2020)
- ◆ You Can Do It! Seminar Consistency Challenge (March 1 - June 30, 2020)
- ◆ Rock It In Red Challenge (April 1 - June 30, 2020)
- ◆ My Mary Kay Moment Contest (April 1 - May 12, 2020)

## Words of Wisdom

Most successful people will tell you: "If it were not for the help of other people, I wouldn't be where I am today." I believe that everybody who accomplishes something great had help from someone. Somebody, somewhere, provided a spark of inspiration, offered a challenge, or held out a hand along the way. I know it's not always possible to help these people in return, but you can do for others what was done for you.

– Mary Kay Ash



### Team Up for Women!®

APRIL 1 – MAY 12

Team Up for Women!® is an annual fundraising campaign that starts on April 1 and ends on May 12, Mary Kay Ash's birthday. Your gift helps this generosity continue. Help us make this the best year yet! Find out how at [marykayfoundation.org](http://marykayfoundation.org).