



Senior Sales Director Mary Richardson

Miracle Making Overcomers



MARCH RESULTS & RECOGNITION « APRIL, 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

May 2023 Goals

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

RETAIL SALES QUEEN



CJ Reed

WHOLESALE QUEEN



Laura Fiudo

SHARING QUEEN



CJ Reed

Happy April Miracle Making Overcomers!!

Congratulations — Earning the cute card holder key chain in March **Golden Rules** Contest **CJ Reed & Laura Fiudo!!** Winning products & a fun pen in the March On Track Club was **Kathy Hidalgo, Karen Michal, Kristina Reed, Lynda Paulson, April Peloquin, Jane Bryan, Cynthia Corbett, Linda Lamusga, Sandy Mangrum, & Cindy Lopez!!** 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** winning NEW Spring products in our March contest. They sold/took off the shelf for themselves over 25 items in February. Others keeping track of items sold for our Drawing: Riley Jo Schneider, Karen Michal, & Pat Meyer! We have a new contest for April 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 **Laura Fiudo, CJ Reed, Pat Meyer, Cindy Lopez, Charmaine Carney, Riley Jo Schneider, Suzanne Maes-Toay, Karen Michal, Kathryn Morgan, Charmaine Carney, Deb Chalin, Kathy Hidalgo, Kristina Reed, Lynda Paulson, April Peloquin, Jane Bryan, Cynthia Corbett, Linda Lamusga, Sandy Mangrum, & Peggy Mayrose** – 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

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 March 31st — this will not reflect April orders or new team members.



DIQS

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

Senior Consultants

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

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

Recruiter: Peggy Mayrose
 Ann Reinartz

Recruiter: Patricia 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 March 1-31.)

New Consultant

Elaine Lemm

From

Saint Paul, MN

Sponsored By

C.J. Reed



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

\$337.32

Mary Richardson

\$331.92

4% Recruiter Commission Level

Patricia Meyer

\$33.84

Linda Lamusga

\$9.32

Cynthia Martinets

\$9.10



These **APRIL EARRINGS** are an adorable and stylish expression of the love that comes from reminding others of their inherent value. Linked with Mary Kay's signature pink, the sweet golden heart is a perfect complement to any Golden Rules Collection piece 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.

"If you are not willing to risk the usual you will have to settle for the ordinary."

~ Jim Rohn

MARY KAY®

THEN. NOW. ALWAYS.



MAKEOVER CONTEST



6
YEARS

A Makeover Contest for the Ages



THEN.



NOW.



ALWAYS.

CELEBRATE 60 YEARS OF BEAUTY THAT EMPOWERS.

The *Mary Kay® Then. Now. Always. Makeover Contest* allows you to create your own era-inspired makeup look from the '60s to the present. Your unique look could win big!

Three grand prize winners will receive a \$1,500 cash prize (gift card) and an assortment of *Mary Kay®* products, plus their winning looks will be turned into exclusive limited-edition 60th Anniversary Looks that will be featured on social media. Ten honorable mention winners will receive a \$500 cash prize (gift card) and an assortment of *Mary Kay®* products. **When you win a cash prize and *Mary Kay®* products, your Independent Beauty Consultant does too!**

**WINNERS
WILL BE
ANNOUNCED
THE WEEK OF
JUNE 5-9!**

**CONTACT YOUR
INDEPENDENT BEAUTY
CONSULTANT TODAY,
AND DISCOVER YOUR
NEW LOOK.**

HOW TO ENTER:

1. Book a color appointment with your Independent Beauty Consultant to create your era-inspired look.
2. Complete the entry form on the contest website, and submit a photo of your new look from April 3 through May 12, 2023, along with a caption including how your look is inspired by *Then, Now or Always*.

HOW TO WIN:

1. A panel of *Mary Kay* judges will choose the top 13 finalists based on originality and creativity, adherence to the contest theme, and the makeover look and caption.
2. The public will vote on the top 13 finalists to determine the three grand prize winners and 10 honorable mention winners.



EXAMPLE CAPTION

The '70s were my favorite time because people were encouraged to be themselves and to experiment with bold style and color. My look is inspired by that time and reminds me of the creativity and fun of that decade.



SCAN ME
TO ENTER.

Images for inspiration only

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We Invested in Product Last Month!

Laura Fiudo	\$846.00	Jenifer Cameron	\$289.25
C.J. Reed	\$709.50	Lynette Harens	\$286.00
Katherine Hidalgo	\$401.50	Norma Freeman	\$240.50
Karen Michal	\$390.00	Kathryn Morgan	\$233.00
Kristina Reed	\$376.00	Deb Chalin	\$229.00
Lynda Paulson	\$372.25	Lisa King-Porter	\$228.00
April Peloquin	\$366.50	Traci Perdue	\$227.50
Jane Bryan	\$360.50	Sonya Schulte	\$205.00
Cynthia Martinets	\$334.50	Patricia Meyer	\$180.50
Linda Lamusga	\$327.00	Suzanne Maes-Toay	\$125.50
Sandy Mangrum	\$314.00	Riley Jo Schneider	\$104.00
Cindy Tran	\$312.50	Mary Richardson	\$727.50



Replenish your skin's moisture with Special-Edition[™] Mary Kay[®]

2-STEP HYDRATING SHEET MASK!



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	\$23,765.00	\$3,461.00	\$27,226.00
2 Laura Fiudo	\$15,649.00	\$2,316.00	\$17,965.00
3 Patricia Meyer	\$7,931.00	\$820.00	\$8,751.00
4 Peggy Mayrose	\$6,107.00	\$1,836.00	\$7,943.00
5 Rebecca Parker	\$5,402.00		\$5,402.00
6 Cynthia Martinets	\$3,350.00	\$1,611.00	\$4,961.00
7 Karen Michal	\$3,818.00	\$482.00	\$4,300.00
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	\$3,276.00		\$3,276.00



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	5	\$504.00

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





Aim for the Stars!



CONGRATS 3RD QUARTER \$TARS!

CONTEST ENDED MARCH 15, 2023

*Congrats
2nd
Quarter
Stars!*

PEARL

C.J. Reed

DIAMOND

Laura Fiudo
Mary
Richardson

RUBY

Rebecca
Parker

SAPPHIRE

Peggy Mayrose



C.J.
Reed



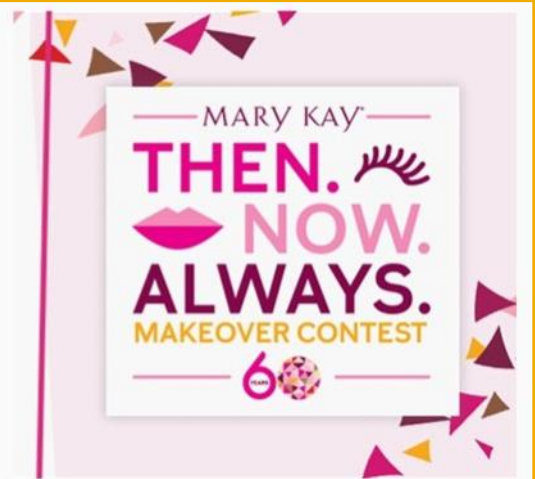
Mary
Richardson



Laura
Fiudo

A Makeover Contest for the Ages!

Get in on this fun booking and team-building
opportunity!!



Working with Accountability!

Sensational Sales

CJ Reed	\$2431
Laura Fiudo	\$788
Cindy Lopez	\$423
Pat Meyer	\$293

Remarkable Reorders

CJ Reed	\$473
Cindy Lopez	\$423
Pat Meyer	\$199
Laura Fiudo	\$100

Parties with a Purpose

CJ Reed	\$215
CJ Reed	\$215
CJ Reed	\$145
CJ Reed	\$110

Fabulous Facials

CJ Reed	\$71
CJ Reed	\$71
CJ Reed	\$50
CJ Reed	\$44

Amazing On The Go Sales

Laura Fiudo	\$688
CJ Reed	\$443
Pat Meyer	\$78

Website Orders

CJ Reed	\$594
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New Bookings

CJ Reed	14
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Sets Sold

CJ Reed	3
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Pink Possibility Chats

CJ Reed	
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WOW Weeks

CJ Reed	\$846
CJ Reed	\$530
Cindy Lopez	\$423
CJ Reed	\$405
CJ Reed	\$347

CJ Reed	\$303
Laura Fiudo	\$259
Laura Fiudo	\$248

WAS Turned In

Laura Fiudo
Pat Meyer
CJ Reed
Cindy Lopez

Items Sold/Taken Off Shelf Contest

Participating:

Riley Jo Schneider
Pat Meyer
Karen Michal

Over 25 Items:

Suzanne Maes-Toay	31
Laura Fiudo	37
CJ Reed	101

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



APRIL CONTEST

WHEN WE SELL 300 ITEMS
WE WILL HAVE A DRAWING
FOR ONE WINNER TO
RECEIVE A COLOR
PRODUCT COLLECTION!

PERSONAL WIN!

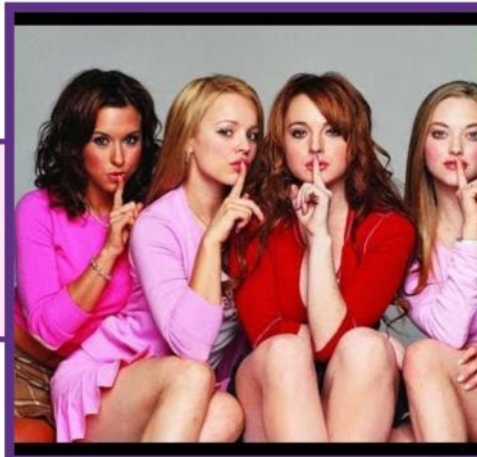
FOR EVERY 25 PRODUCTS
SOLD, GET A FREE COLOR
PRODUCT!

COMMENT BELOW WITH
THE NUMBER OF ITEMS
SOLD OR TAKEN OFF
YOUR SHELF!
1 ITEM = 1 ENTRY

April On Track Club

Be a part of the On Track Club -- order \$300 WS to win either fun jewelry or newest products!!

Order \$300 WS this month to win the newest products or something fun!



60 SECONDS
TO SUPERIOR SONIC CLEAN WITH
SKINVIGORATE SONIC™
SKIN CARE SYSTEM



Chance to win these gorgeous Kendra Scott earrings!!

- Watch and comment during our Fab Five Live presentations. 1 Entry for each live you attend and comment on!
- Each guest you add to the group = **another entry!!**

Chance to win these Kendra Scott Earrings!

Entries for:



- Watch a Fab Five Live (2 entries!)
Do a virtual or in person appointment with your consultant
- Be a Tribe Leader -- have a virtual or in person beauty experience with your tribe!
- Hear more about the MK opportunity!

March 16 - June 15
Drawing will be held 6/20

May 2023



Sun Mon Tue Wed Thu Fri Sat

	1	2 7 pm Fab Five Live Invite your friends and customers to join! 7:30 pm Zoom Virtual Meeting (details below)	3	4	5	6
7	8 Summer 2023 mailing of <i>The Look</i> begins.	9 7 pm Fab Five Live Invite your friends and customers to join! 7:30 pm Zoom Virtual Meeting (details below)	10 Early ordering for Summer 2023 promo items begins for 3rd Quarter Stars & Cons enrolled in Summer PCP.	11	12 Mary Kay's Birthday!! 	13
14 Mother's Day	15 Ordering of Summer 2023 items available for all Consultants.	16 7 pm Fab Five Live Invite your friends and customers to join! 7:30 pm Zoom Virtual Meeting (details below)	17	18	19	20
21	22	23 7 pm Fab Five Live Invite your friends and customers to join! 7:30 pm Zoom Virtual Meeting (details below)	24	25	26	27
28	29 Memorial Day	30 Midnight CST cutoff for Cons to place phone orders. 7 pm Fab Five Live Invite your friends and customers to join! 7:30 pm Zoom Virtual Meeting	31 Last working day of the month. Cons online orders until 9 pm CST. Online Agreements accepted until midnight.	 Seminar 2023 Registration opens April 20 Sapphire: July 22-25 Emerald: July 26-29 Diamond: July 30 - Aug. 2 Ruby: Aug. 3-6		

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?](https://us02web.zoom.us/j/87208472577?pwd=T3lTdU1vYUlvWG5ZRk5XU3hPT2FQUk09)
 pwd=T3lTdU1vYUlvWG5ZRk5XU3hPT2FQUk09
Meeting ID: 872 0847 2577
Passcode: 512828

Birthdays	Day	Anniversaries	Years
Linda Judkins	15	Jane Bryan	23
Rosemary Sheffel	19	Cindy Tran	16
Lisa Wilson	26	Emily Andringa	11
		Traci Perdue	6
		Linda Lock	4
		Janice Brown	1
		Lisa King-Porter	1
		Colleen Flynn	1





Miracle Making Overcomers

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To the Marvelous...

Highlights this Month:

MARCH RESULTS, APRIL, 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)
- ◆ Team Up For Women (April 1 – May 12)
- ◆ Mary Kay® Then. Now. Always. Makeover Contest (April 3 – May 12, 2023)

Words of Wisdom

“I have learned to imagine an invisible sign around each person’s neck that says, ‘Make me feel important!’ I respond to it immediately, and I never cease to be amazed at how positively people react.”



The power of WOMEN HELPING WOMEN



Throughout her life, **Mary Kay Ash** showed others how to live. And how to *give*. She gave hope to women who lacked opportunity and self-esteem, and she gave financial support to the causes she believed in. Mary Kay Ash believed in the power of **women working together** to help others. You can be part of her *legacy of love* today!

The Mary Kay Ash Foundation™ is dedicated to ending women's cancers and domestic abuse.

Learn more at marykayashfoundation.org.

- Your gift to The Mary Kay Ash Foundation™ supports:
- Research dedicated to finding cures for cancers **affecting women**. We support top medical scientists who are searching for a cure for breast, uterine, cervical and ovarian cancers.
 - Programs committed to **ending domestic violence**. We provide grants to women's shelters and supporting community outreach programs.

MORE THAN 97% of your donation is used to support cancer research and programs to prevent violence.

LESS THAN 3% goes to administrative expenses.



* The percentages will follow the current U.S. Better Business Bureau standards that require charities to spend at least 85 percent of all contributions on their stated causes.