



Senior Sales Director Mary Richardson

Miracle Making Overcomers



NOVEMBER RESULTS & RECOGNITION « DECEMBER, 2023

Seminar 2024 Unit Goals

- ◆ \$350,000 Circle of Achievement
- ◆ 1 New Offspring Directors
- ◆ 3 New Car Drivers
- ◆ 10 Red Jackets
- ◆ 35 Star Consultants
- ◆ 100 Unit Members

January 2024 Goals

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

Happy December Miracle Making Overcomers!!

Congratulations — Earning the Beautiful Necklace in November *Soar Like Never Before* Contest **Pat Meyer, Jane Bryan, CJ Reed, & Laura Fiudo**. Winning her key chain and first charm in the Taking Flight Club was **Cynthia McCarty** and winning another charm was **Linda Lamusga, Karen Michal, and Lou Weiss**. Who's going to join us in the winning??

Congratulations to **CJ Reed, Laura Fiudo, Pat Meyer, & Suzanne Maes-Toay** winning NEW Holiday & Winter products in our November contest. They sold/took off the shelf for themselves over 25 items in the month. Others keeping track of items sold for our Drawing: Jane Bryan! We have a new contest for December and we need everyone to help us reach our goal of 300 items this month!! Even 1 item for yourself – will give you an entry to win!!

RETAIL SALES QUEEN



CJ Reed

WHOLESALE QUEEN



Laura Fiudo

SHARING QUEEN



Position Available!!

Congratulations to **CJ Reed, Laura Fiudo, Peggy Mayrose, Pat Meyer, Suzanne Maes-Toay, Linda Lamusga, Karen Michal, Lou Weiss, Kathryn Morgan, & Jane Bryan** 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 November 30th — this will not reflect December orders or new team members.



Elite Team Leaders

Recruiter: C.J. Reed
 Linda R. Lamusga
 Suzanne Maes-Toay
 Peggy Mayrose
 Patricia S. Meyer
 Karen Michal
 Lou Weiss
 Deb Chalin
 Christina M. Hosmer
 Lisa R. King-Porter
 * Annette R. Canarr
 * Lynda M. Paulson
 * Lisa Wilson
 * Emily R. Andringa
 * April L. Peloquin

Senior Consultants

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

 Recruiter: Patricia S. 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 November 1-30.)

New Consultant

From

Sponsored By



Who will our new consultants 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



13% Recruiter Commission Level

C.J. Reed

\$288.56

9% Recruiter Commission Level

Mary Richardson

\$200.94

4% Recruiter Commission Level

Patricia Meyer

\$78.22

Cynthia Martinets

\$9.08



Each month during the 2023-2024 Seminar year that an Independent Beauty Consultant has personal retail sales of \$600 or more in wholesale Section 1 products, she can earn a monthly piece from the Soar Like Never Before Collection.



This LIGHT PINK JEWELRY CASE featuring the Mary Kay® logo can be yours when you achieve the Soar Like Never Before Challenge in December.

Be daring, be different, be impractical; be anything that will assert integrity of purpose and imaginative vision against the play-it-safers, the creatures of the commonplace, the slaves of the ordinary. ~Cecil Beaton

HOLIDAY COUNTDOWN!

Here are a few ideas to help make your holiday sales *merry* in November and December.

1. HAVE FAVORITE PRODUCTS ON HAND.

Carry a basket of your favorite Mary Kay® products bundled as stocking stuffers for those you meet on the go.

2. BE THEIR PERSONAL SHOPPER.

If you haven't already, you can share the **wish list** with your customers to fill out for their loved ones or for themselves! If they choose products they'd like for themselves, you can connect with those who are buying gifts for them. Think spouses, mothers, daughters and BFFs. Consider offering to wrap the gift as an extra incentive to make the sale.

3. HOLD A HOLIDAY OPEN HOUSE.

In person or online, this is a great way to let guests come and go to do their shopping.

4. SELECT LOCAL BUSINESSES.

Start a list of those you frequent. Contact them with gifting ideas for their employees and/or clients.

5.

GET SOCIAL.

Need ideas for social media posts? [Social Media Central](#) can help.

6. PLAN AHEAD.

Be sure to offer the Mary Kay opportunity as a potential new beginning for the new year.

New! Soar Into 2024 Challenge

Start 2024 off with a plan, and soar into new possibilities with an exclusive 18-month Mary Kay-branded planner. Here's how you can get your hands on one:

When you have personal retail sales of \$1,200 or more in wholesale Section 1 products from December 2 - 31, 2023, you could receive an exclusive 18-month Mary Kay-branded planner in your qualifying order. **Please know, this reward is available WHILE SUPPLIES LAST**, and once the planners are gone, they are gone! Be sure to quickly place your single or cumulative personal \$1,200 wholesale Section 1 orders so you can Soar Like Never Before into your 2024 plans!

“Plan your work, and work your plan.” ~ Mary Kay Ash



We Invested in Product Last Month!

Laura Fiudo	\$1,955.50	Riley Jo Schneider	\$254.00
C.J. Reed	\$1,358.65	Suzanne Maes-Toay	\$239.50
Jane Bryan	\$866.50	Kristen Maddux	\$229.00
Patricia Meyer	\$636.00	Amy Gonzalez	\$227.00
Cynthia Martinets	\$507.50	Peggy Mayrose	\$225.00
Linda Lamusga	\$355.50	Lisa King-Porter	\$132.20
Karen Michal	\$316.00	Charmaine Carney	\$111.00
Lou Weiss	\$315.50	Sonya Schulte	\$91.00
Colleen Flynn	\$275.00	Mary Richardson	\$656.70
Carolyn Felder	\$259.00		



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, 2023— June 30, 2024

Consultant	YTD Retail	YTD Add'l Credit	YTD Total
1 Laura Fiudo	\$10,496.00		\$10,496.00
2 C.J. Reed	\$9,806.00		\$9,806.00
3 Peggy Mayrose	\$6,985.00		\$6,985.00
4 Patricia Meyer	\$5,696.00		\$5,696.00
5 Rebecca Parker	\$3,615.00		\$3,615.00
6 Jane Bryan	\$1,999.00		\$1,999.00
7 Linda Lamusga	\$1,886.00		\$1,886.00
8 Karen Michal	\$1,776.00		\$1,776.00
9 Carolyn Felder	\$1,559.00		\$1,559.00
10 Lynette Harens	\$1,471.00		\$1,471.00



Queen's Court of Sharing!

24 New Team Members

July 1, 2023— June 30, 2024

TOPS IN TEAM BUILDING



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

Aim for the Stars!



*Congrats
1st Quarter
Stars!*

DIAMOND
C.J. Reed

RUBY
Mary
Richardson

SAPPHIRE
Laura Fiudo
Peggy Mayrose
Patricia Meyer

*Shoot for
STAR!!*



ON-TARGET \$STAR CONSULTANTS!

SEPTEMBER 16 - DECEMBER 15, 2023

Consultant Name	—Wholesale Production Needed for Star—					
	Current Wholesale Production	Sapphire \$1,800	Ruby \$2,400	Diamond \$3,000	Emerald \$3,600	Pearl \$4,800
Laura Fiudo	\$4,030.20	STAR	STAR	STAR	STAR	\$ 769.80
C.J. Reed	\$3,247.75	STAR	STAR	STAR	\$ 352.25	\$1,552.25
Peggy Mayrose	\$2,185.00	STAR	\$ 215.00	\$ 815.00	\$1,415.00	\$2,615.00
Rebecca Parker	\$1,804.50	STAR	\$ 595.50	\$1,195.50	\$1,795.50	\$2,995.50
Patricia Meyer	\$1,458.25	\$ 341.75	\$ 941.75	\$1,541.75	\$2,141.75	\$3,341.75
Jane Bryan	\$866.50	\$ 933.50	\$1,533.50	\$2,133.50	\$2,733.50	\$3,933.50
Lynette Harens	\$735.50	\$1,064.50	\$1,664.50	\$2,264.50	\$2,864.50	\$4,064.50
Linda Lamusga	\$703.50	\$1,096.50	\$1,696.50	\$2,296.50	\$2,896.50	\$4,096.50
Susan Wiegrefe	\$564.00	\$1,236.00	\$1,836.00	\$2,436.00	\$3,036.00	\$4,236.00
Cynthia Martinets	\$507.50	\$1,292.50	\$1,892.50	\$2,492.50	\$3,092.50	\$4,292.50
Dawn Booth	\$463.75	\$1,336.25	\$1,936.25	\$2,536.25	\$3,136.25	\$4,336.25
Karen Michal	\$374.00	\$1,426.00	\$2,026.00	\$2,626.00	\$3,226.00	\$4,426.00
Suzanne Maes-Toay	\$371.30	\$1,428.70	\$2,028.70	\$2,628.70	\$3,228.70	\$4,428.70
Carolyn Felder	\$322.00	\$1,478.00	\$2,078.00	\$2,678.00	\$3,278.00	\$4,478.00
Lou Weiss	\$315.50	\$1,484.50	\$2,084.50	\$2,684.50	\$3,284.50	\$4,484.50
Christina Hosmer	\$304.00	\$1,496.00	\$2,096.00	\$2,696.00	\$3,296.00	\$4,496.00
Heather Ruffcorn	\$292.50	\$1,507.50	\$2,107.50	\$2,707.50	\$3,307.50	\$4,507.50
Colleen Flynn	\$275.00	\$1,525.00	\$2,125.00	\$2,725.00	\$3,325.00	\$4,525.00
Riley Jo Schneider	\$254.00	\$1,546.00	\$2,146.00	\$2,746.00	\$3,346.00	\$4,546.00
Deb Chalin	\$240.00	\$1,560.00	\$2,160.00	\$2,760.00	\$3,360.00	\$4,560.00
Cindy Tran	\$232.00	\$1,568.00	\$2,168.00	\$2,768.00	\$3,368.00	\$4,568.00
Norma Freeman	\$230.00	\$1,570.00	\$2,170.00	\$2,770.00	\$3,370.00	\$4,570.00
Kristen Maddux	\$229.00	\$1,571.00	\$2,171.00	\$2,771.00	\$3,371.00	\$4,571.00
Amy Gonzalez	\$227.00	\$1,573.00	\$2,173.00	\$2,773.00	\$3,373.00	\$4,573.00

A VIDEO SERIES
Team-Up
TUESDAYS

New! Team Up Tuesday Video!
Holiday Edition

Available Dec. 5, and the first
Tuesday of every month.

Independent Future Executive Senior Sales Director Shelly Palen shares her tips and ideas that could help you wrap up the holidays by increasing your potential customers and team growth!



Working with Accountability!

Sensational Sales

CJ Reed	\$4813
Laura Fiudo	\$3249
Pat Meyer	\$961

Remarkable Reorders

CJ Reed	\$528
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Parties with a Purpose

CJ Reed	\$342
CJ Reed	\$251
Laura Fiudo	\$171
CJ Reed	\$162
CJ Reed	\$157
CJ Reed	\$155
CJ Reed	\$112
CJ Reed	\$90

Fun Facials

Laura Fiudo	\$36
CJ Reed	\$34

Amazing On The Go Sales

CJ Reed	\$2752
Laura Fiudo	\$320
Pat Meyer	\$134

Website Orders

CJ Reed	\$230
Laura Fiudo	\$206

Sensational Shows

Laura Fiudo	\$1762
Pat Meyer	\$648
Laura Fiudo	\$612
Pat Meyer	\$179
Laura Fiudo	\$142

New Bookings

CJ Reed	15
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Sets Sold

Laura Fiudo	10
CJ Reed	3

WOW Weeks

Laura Fiudo	\$2044
CJ Reed	\$1928
CJ Reed	\$1082
CJ Reed	\$1003
CJ Reed	\$800
Pat Meyer	\$648
Laura Fiudo	\$612
Laura Fiudo	\$416

WAS Turned In

Laura Fiudo
Pat Meyer
CJ Reed

Items Sold/Taken Off Shelf Contest

Participating:
Jane Bryan

Over 25 Items:

Suzanne Maes-Toay	29
Pat Meyer	76
Laura Fiudo	180
CJ Reed	270

December Contest

WHEN WE SELL 300 ITEMS WE'LL HAVE A DRAWING -- ONE LUCKY WINNER WILL RECEIVE A COLLECTION OF COLOR PRODUCTS!

Personal Win!

For every 25 items sold, get one free color product!

Comment below with the number of items sold!
One Item = One Entry

LIVING the FAIRYTALE

Earn your charm each month when you place at least a \$300 WS order and/or add 1 new team member.
Your key chain comes with your first charm

December

Kissable Lips

Dreams do come true!

soar like never before



november Soar Sisters

www.glambossgraphics.com



A Great Booking Script!!

IT'S TIME TO BOOK!!! GET YOUR LIST READY - NEIGHBORS, CHURCH DIRECTORY, WORK ASSOCIATES, HUSBANDS' WORK ASSOCIATES, CONTACTS THROUGH CHILDREN, CUSTOMERS.....

"Hi, this is _____! I am so excited!!! I am having one of the best and happiest days that I've had since I started doing Mary Kay!! I am trying to hold more classes in the next 14 days than I've held in any 14 day period since I started doing Mary Kay. I'm going for a state and area record! For just having a class with 4 or more adult, non-Mary Kay users within the next 14 days, you can receive up to \$100 in FREE product, or you can buy everything you want for the next 3 months at a 30% discount!! I appreciate your having a class, and I want to make it easier for your schedule. Would you rather have your class before the weekend, during the weekend, or right after the weekend? Whichever is easier for you is fine with me. (Wait for her answer.)

Use David Cooper's script - practice it for 20 minutes in front of the mirror and get on the phone. Who will take the challenge? Who will book the most? Here's your ticket to 10 in 14 days!! Here's your way out of the slump. It only works if you do. Mary Kay has always told us "If it's to be, it's up to me!"



January 2024



Sun Mon Tue Wed Thu Fri Sat



1 All Company & Branch Offices Closed. Postal Holiday. 2 3 4 5 6

7 8 9 10 11 12 13

14 15 Martin Luther King Jr Day. Postal holiday. 16 17 Last day to enroll online for Spring PCP mailing of The Look. 18 19 20

21 22 23 Confidently Beautiful Live 7:00 pm Better Together Virtual Meeting 7:30 pm 24 25 26 27

28 29 30 Confidently Beautiful Live 7:00 pm Better Together Virtual Meeting 7:30 pm 31 Midnight CST cutoff for Cons to place phone orders. Last working day of the month. Cons submit online orders until 9 pm CST. Online Agreements accepted until midnight.



MEETING DETAILS -

Tuesday 7 pm Confidently Beautiful Live
www.facebook.com/groups/confidentlybeautifulwithmk/ Invite your friends and customers to join!

Tuesdays 7:30 pm Better Together Virtual Meeting
<https://us02web.zoom.us/j/87208472577?pwd=T3lTdU1vYUlvWG5ZRk5XU3hPT2FQU09>
Meeting ID: 872 0847 2577
Passcode: 512828

Birthdays	Day	Anniversaries	Years
Cindy Tran	3	Kathryn Morgan	12
Jasmine Thompson	6	Lynette Harens	9
Kristen Maddux	11	Lisa Moyer	6
Cyrena McGee	13	Suzanne Maes-Toay	5
Heather Ruffcorn	27	Karen Michal	2
Susan Wiegrefe	30	Ashley O'Brien	1
		Kristen Maddux	1



Miracle Making Overcomers

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To the Brilliant...

Highlights this Month:

NOVEMBER RESULTS, DECEMBER, 2023

- ◆ Quarter 3 Star Consultant Quarterly Contest (December 16, 2023 - March 15, 2024)
- ◆ 8 Out of the Gate Promotion for DIQs EXTENDED (Through June 30, 2024)
- ◆ Soar Like Never Before Challenge (July 1, 2023 – June 30, 2024)
- ◆ Soar Into 2024 Challenge (December 2 - 31, 2023)

Words of Wisdom

Remember that happiness and success in Mary Kay are contingent upon helping others.

Your business will blossom in proportion to the measure of care and love you send into the lives of others.



Mary Kay

Soar with Insider Inspo!



Don't miss out on exclusive *Soar Like Never Before* content on

the **My Mary Kay Facebook group** for independent sales force only! Get insider inspiration to achieve each monthly challenge and an up-close-and-personal look at the rewards. [Join the fun!](#)