



Senior Sales Director Mary Richardson

Miracle Making Overcomers



JANUARY RESULTS & RECOGNITION « FEBRUARY, 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

March 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



CJ Reed

SHARING QUEEN



Rosemary Sheffel

Happy February Miracle Making Overcomers!!

One month down in the new year!! Did you start off with a bang? Or maybe a slower start – it doesn't matter – just refocus on your dream and put your plan into action!! Do you have a word or tag line for the new year? Many people find it's helpful to have that to keep focused on what you'd like to achieve this year. If you have one – let me know yours!!

Congratulations — Earning the gorgeous bracelet in January **Golden Rules** Contest **CJ Reed, & Laura Fiudo!!** 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** winning NEW Spring products in our January contest. She sold/took off the shelf for themselves over 25 items in January. Others keeping track of items sold for our Drawing: Lou Ann Wiess, Laura Fiudo, Pat Meyer, & Lisa King-Porter! We have a new contest for February 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 **Lou Ann Weiss, Laura Fiudo, CJ Reed, Pat Meyer, Lisa King-Porter, Cindy Lopez, Charmaine Carney, Christina Hosmer, Jane Bryan, & Sonya Schulte** – 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 January 31st — this will not reflect February orders or new team members.



DIQS

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

Senior Consultants

Recruiter: Theresa M. Anderson
 Rosemary G. Sheffel

 Recruiter: Lynette D. Harens
 Cheryl A. Harens

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

 Recruiter: Peggy Mayrose
 Ann Reinartz

 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!

Radiate in Red
with styles that represent the energy, positivity and boldness of our Reds!

WELCOME NEW BUSINESS OWNERS!

(These new unit members signed Consultant agreements January 1-31.)

New Consultant	From	Sponsored By
Kristen Maddux	Taylor, TX	Mary Richardson
Ashley O'Brien	Grand Marais, MN	Rosemary Sheffel

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	\$185.19
9% Recruiter Commission Level Mary Richardson	\$223.16
4% Recruiter Commission Level Patricia Meyer	\$24.76
Peggy Mayrose	\$10.68



**"Your value will be not what you know;
it will be what you share."**

— Ginni Rometty, IBM

MARY KAY

GOLDEN Rules

WALK
A MILE
IN HER
SHOES!

YOU CAN EARN* THIS GOLDEN RULES COLLECTION PIECE ONLY IN FEBRUARY! LEARN MORE ON MARY KAY INTOUCH.

*You can earn the Golden Rules Collection piece with personal retail sales of \$600 or more in wholesale Section 1 products this month.

These February earrings, with their golden link hoop design, are a beautiful reminder of the connectedness you share with others. These hoops are subtle, but sophisticated, and are perfect for wearing with other Golden Rules Collection pieces 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.

POWER IN POSSIBILITY

Spring 2023



BREAK THROUGH TO A NEW YOU!

DEFY THE ILLUSION OF LIMITATIONS WITH INNOVATIVE OFFERINGS THAT ALLOW YOU TO GROW BOLDER THIS SPRING.

- ◆ Mary Kay Clinical Solutions® Ferulic + Niacinamide Brightener
- ◆ Mary Kay Clinical Solutions® PHA + AHA Resurfacer
- ◆ Limited-Edition Mary Kay® Hand Cream
- ◆ Special-Edition Mary Kay® Sun Care After-Sun Replenishing Gel
- ◆ Mary Kay® Supreme Hydrating Lipstick, new shades
- ◆ Limited-Edition Mary Kay® Cream Bronzer Duo Stick and Cream Highlighter Duo Stick



THE BLAZER



THE CROP



THE BOMBER

Radiate in Red!

2023-2026 RED JACKET COLLECTION

The new stylers certainly will showcase Reds as they radiate with their energy, positivity and boldness! The new collection will be available for purchase later this year. Stay Tuned!

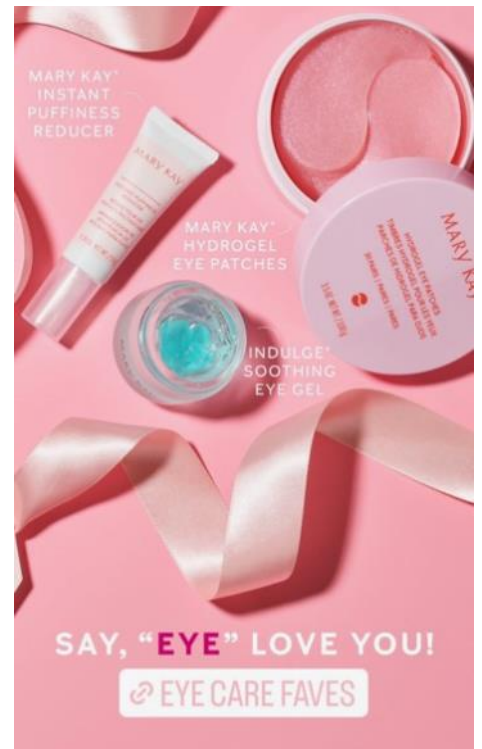
You can step into power this year as you develop teams and realize your dreams! Don't forget about the Most Important Things Game and the chance to earn a free jacket and commemorative scarf.

Get all the details at MaryKayInTouch.com.



We Invested in Product Last Month!

C.J. Reed	\$1,702.50	Jesenia Baltazar	\$228.00
Laura Fiudo	\$619.00	Carolyn Felder	\$227.50
Sonya Schulte	\$405.50	Lisa King-Porter	\$225.00
Jane Bryan	\$390.50	Lou Weiss	\$133.00
Christina Hosmer	\$335.50	Jasmine Thompson	\$47.50
Charmaine Carney	\$271.00	Riley Jo Schneider	\$25.00
Ann Reinartz	\$267.00	Karen Michal	\$12.00
Patricia Meyer	\$262.00	Cynthia Martinets	\$11.00
Mary McCormick	\$231.00	Mary Richardson	\$627.00
Peggy Mayrose	\$229.00		

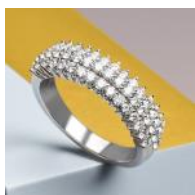


Shooting for the Courts!

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	\$19,935.00	\$3,461.00	\$23,396.00
2 Laura Fiudo	\$12,372.00	\$2,316.00	\$14,688.00
3 Peggy Mayrose	\$5,897.00	\$1,836.00	\$7,733.00
4 Patricia Meyer	\$6,298.00	\$820.00	\$7,118.00
5 Rebecca Parker	\$5,402.00		\$5,402.00
6 Cynthia Martinets	\$2,681.00	\$1,611.00	\$4,292.00
7 Karen Michal	\$3,038.00	\$482.00	\$3,520.00
8 Jane Bryan	\$2,610.00	\$486.00	\$3,096.00
9 Lisa King-Porter	\$2,422.00	\$482.00	\$2,904.00
10 Suzanne Maes-Toay	\$2,488.00		\$2,488.00



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	\$473.00

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





Aim for the Stars!



Congrats
2nd
Quarter
Stars!

ON-TARGET \$STAR CONSULTANTS!

December 16, 2022 - March 15, 2023

PEARL
C.J. Reed

DIAMOND
Laura Fiudo
Mary Richardson

RUBY
Rebecca Parker

SAPPHIRE
Peggy Mayrose



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
C.J. Reed	\$1,702.50	\$ 97.50	\$ 697.50	\$1,297.50	\$1,897.50	\$3,097.50
Laura Fiudo	\$873.50	\$ 926.50	\$1,526.50	\$2,126.50	\$2,726.50	\$3,926.50
Patricia Meyer	\$677.00	\$1,123.00	\$1,723.00	\$2,323.00	\$2,923.00	\$4,123.00
Sonya Schulte	\$405.50	\$1,394.50	\$1,994.50	\$2,594.50	\$3,194.50	\$4,394.50
Jane Bryan	\$390.50	\$1,409.50	\$2,009.50	\$2,609.50	\$3,209.50	\$4,409.50
Christina Hosmer	\$335.50	\$1,464.50	\$2,064.50	\$2,664.50	\$3,264.50	\$4,464.50
Charmaine Carney	\$271.00	\$1,529.00	\$2,129.00	\$2,729.00	\$3,329.00	\$4,529.00
Riley Jo Schneider	\$268.50	\$1,531.50	\$2,131.50	\$2,731.50	\$3,331.50	\$4,531.50
Ann Reinartz	\$267.00	\$1,533.00	\$2,133.00	\$2,733.00	\$3,333.00	\$4,533.00
Adenike Maruff	\$245.50	\$1,554.50	\$2,154.50	\$2,754.50	\$3,354.50	\$4,554.50
April Peloquin	\$239.50	\$1,560.50	\$2,160.50	\$2,760.50	\$3,360.50	\$4,560.50
Karen Michal	\$233.00	\$1,567.00	\$2,167.00	\$2,767.00	\$3,367.00	\$4,567.00
Mary McCormick	\$231.00	\$1,569.00	\$2,169.00	\$2,769.00	\$3,369.00	\$4,569.00
Peggy Mayrose	\$229.00	\$1,571.00	\$2,171.00	\$2,771.00	\$3,371.00	\$4,571.00
Jesenia Baltazar	\$228.00	\$1,572.00	\$2,172.00	\$2,772.00	\$3,372.00	\$4,572.00
Cyrena McGee	\$228.00	\$1,572.00	\$2,172.00	\$2,772.00	\$3,372.00	\$4,572.00
Carolyn Felder	\$227.50	\$1,572.50	\$2,172.50	\$2,772.50	\$3,372.50	\$4,572.50
Robin Gelschus	\$227.50	\$1,572.50	\$2,172.50	\$2,772.50	\$3,372.50	\$4,572.50
Rosemary Sheffel	\$227.00	\$1,573.00	\$2,173.00	\$2,773.00	\$3,373.00	\$4,573.00
Kristina Reed	\$226.50	\$1,573.50	\$2,173.50	\$2,773.50	\$3,373.50	\$4,573.50
Lisa Wilson	\$225.50	\$1,574.50	\$2,174.50	\$2,774.50	\$3,374.50	\$4,574.50
Annette Canarr	\$225.00	\$1,575.00	\$2,175.00	\$2,775.00	\$3,375.00	\$4,575.00
Lisa King-Porter	\$225.00	\$1,575.00	\$2,175.00	\$2,775.00	\$3,375.00	\$4,575.00

Focus in February!!

We're On Our Way to the 60th with team-building initiatives and more!



Working with Accountability!

Sensational Sales

CJ Reed	\$1440
Pat Meyer	\$360
Laura Fiudo	\$330

Remarkable Reorders

CJ Reed	\$629
Pat Meyer	\$234

Parties with a Purpose

CJ Reed	\$215
CJ Reed	\$201
CJ Reed	\$172

Fabulous Facials

Pat Meyer	\$38
CJ Reed	\$38
CJ Reed	\$38

Amazing On The Go Sales

Laura Fiudo	\$330
CJ Reed	\$147
Pat Meyer	\$14

Website Orders

Pat Meyer	\$74
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New Bookings

CJ Reed	14
Pat Meyer	1
Sets Sold	
CJ Reed	1

WOW Weeks

CJ Reed	\$650
CJ Reed	\$429
CJ Reed	\$361

WAS Turned In

Laura Fiudo
Pat Meyer
CJ Reed
Cindy Lopez

Items Sold/Taken Off Shelf

Contest Participating

Lou Ann Weiss, Laura Fiudo,
Pat Meyer, Lisa King-Porter

Over 25 Items

CJ Reed	92
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Thank you for being accountable with your weekly accomplishment sheets!!

CJ Reed

Laura Fiudo

CONGRATULATIONS TO OUR GOLDEN RULES WINNERS IN JANUARY!!

Mary

February CONTEST

WHEN WE SELL 300 ITEMS WE WILL HAVE A DRAWING FOR ONE WINNER TO RECEIVE A FLAWLESS FACE SET

Personal Win!

FOR EVERY 25 PRODUCTS SOLD GET A FLAWLESS FINISH ITEM!

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



Get **BOOK** smart!

As Mary Kay Ash said,

“Bookings are the lifeline of your Mary Kay business. When you book appointments, your business can start to grow. One booking can lead to more bookings, sales, customers and potential team members.”

WHO SHOULD I BOOK?

- Co-workers (current, former and spouses)
- Babysitters
- Clubs/organization members
- Teachers/aides-staff/parents
- Church friends
- Neighbors (former and current)
- High school/college friends
- Service providers (hairstylists, nail technicians, bank tellers, retail clerks, cleaners, postal workers, dental hygienists)
- Social media friends

BOOKING IDEAS:

Give women a reason to book a party. Here are a few to get you started:

- Hostess program incentives
- New products
- Special occasions (bridal, back-to-school, spa day)
- Gifts - you can be her shopping service!
- Girlfriend time - who doesn't want this?

WHAT DO I NEED?

Confidence and belief are great traits when it comes to finding customers and booking appointments. And remember booking is a skill. The more you practice, the more confident you become and the better you'll get!

Helpful starters:

- Education and motivation under the Education tab on MaryKayInTouch.com.
- Learn by watching others
- Professional image

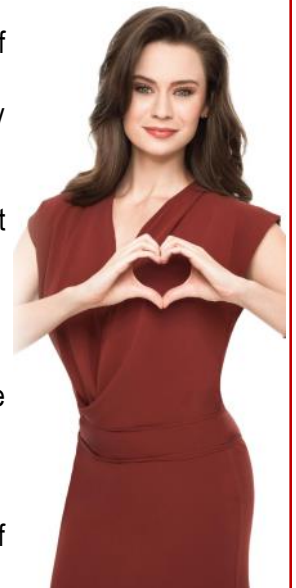
10 Attitudes of Top Achievers!

BY BRIAN TRACY, AUTHOR & MOTIVATIONAL SPEAKER

If you think the same way as the top achievers think, you can begin to get the same results they do. Here are 10 psychological and practical ways to mirror the attitudes of top achievers.

1. See yourself as a consultant rather than a salesperson. Believe that you are a problem-solver with regard to your product and how the client can best use it.
2. Become a doctor of selling. Act in the best interests of your “patients” and have a high code of ethics.
3. See yourself as the president of your own sales corporation. Accept 100 percent responsibility for your results.
4. Commit yourself to being the best in your field. Dedicate yourself to lifelong learning.
5. Be ambitious, hungry, and determined to use selling as a steppingstone to the success you want in life.
6. Have integrity. Be honest with yourself and others.
7. Engage in thorough preparation prior to every call.
8. Be an excellent listener; be extremely customer-focused.
9. Have tremendous courage. Be willing to face your fears of rejection and failure, and overcome them.
10. Be highly persistent. Start your workday earlier, work harder, and stay longer.

To make these changes work you must walk, talk and behave consistently with them every hour of every day. I believe you can be a Top Achiever! Make 2023 your year to shine!



March 2023



Sun Mon Tue Wed Thu Fri Sat

SAVE THE DATE:

Spring Into the 60th is a FREE special virtual event on **MARCH 24** designed to help you bound to the finish line.

			1	2	3	4
5	6	7 7 pm Fab Five Live Invite your friends and customers to join! 7:30 pm Zoom Virtual Meeting (details below)	8	9	10	11
12	13	14 7 pm Fab Five Live Invite your friends and customers to join! 7:30 pm Zoom Virtual Meeting (details below)	15 Star Quarter Ends!	16 Summer 2023 PCP online enrollment for <i>The Look</i> begins.	17 St. Patrick's Day	18
19	20	21 7 pm Fab Five Live Invite your friends and customers to join! 7:30 pm Zoom Virtual Meeting (details below)	22	23	24 Spring into the 60th at 5 pm FREE online event by Mary Kay	25
26	27	28 7 pm Fab Five Live Invite your friends and customers to join! 7:30 pm Zoom Virtual Meeting (details below)	29	30	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 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?pwd=T3ITdU1vYUIvWG5ZRk5XU3hPT2FQU T09>
Meeting ID: 872 0847 2577
Passcode: 512828

Birthdays	Day	Anniversaries	Years
Patricia Meyer	2	Mary Richardson	43
Charmaine Carney	6	Sonya Schulte	28
Mary McCormick	8	Edith Lopez	11
Lisa Moyer	8	Barbara Hastings	8
Amy Gonzalez	23	Jenifer Cameron	3
April Peloquin	27	Erin Kay	2
Suzanne Maes-Toay	29		



Miracle Making Overcomers

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To the Fabulous...

Highlights this Month:

JANUARY RESULTS, FEBRUARY, 2023

- ◆ Quarter 3 Star Consultant Quarterly Contest (December 16, 2022 - March 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)
- ◆ Diamond Power Start 60 Faces in 60 Days Challenge (January 1 – March 1, 2023)
- ◆ Sell to Play App Challenge (January 1 - March 31, 2023)

Words of Wisdom

Make every decision based on the **Golden Rule**, putting yourself in the other person's shoes and trying to think how she would like to have her problem resolved if you were in her shoes and she was in yours. I guarantee you that it works.



Mary Kay



Spring Into the 60th is a **FREE** special virtual event on **MARCH 24** designed to help you bound to the finish line.

The event will be full of exciting product information, important business updates from Mary Kay Team U.S. leaders, great educational content, and you'll hear from top Independent Sales Directors and Independent National Sales Directors. The event will be available online so you can view it when you want and as often as you like.

No registration required. The virtual event is completely free and is available to all independent sales force members.

DATE: March 24, 2023

TIME: 5 p.m. Central time

Get all the details at MaryKayInTouch.com.