



Miracle Making Overcomers

FEBRUARY NEWSLETTER WITH JANUARY RESULTS

QUEEN OF WHOLESALE



C.J. Reed



SOAR January Achievers



C.J. Reed



Laura Fiudo



Mary Richardson

QUEEN OF RETAIL



C.J. Reed

CAREER CONFERENCE - REGISTER NOW



Registration is NOW OPEN for Career Conference and guess what? You've got options!

In-person or virtual? You choose!

Ready to claim your spot and take your Mary Kay journey to the next level? Registration is open now, but don't wait - registration closes on Feb 29th!

★ Quarter 3 On-Target Stars ★



| Name | Whsl \$ + TB* | Sapphire | Ruby | Diamond | Emerald | Pearl |
|-----------------|---------------|------------|------------|------------|------------|------------|
| Laura Fiudo | \$1,125.50 | \$ 674.50 | \$1,274.50 | \$1,874.50 | \$2,474.50 | \$3,674.50 |
| C.J. Reed | \$ 766.00 | \$1,034.00 | \$1,634.00 | \$2,234.00 | \$2,834.00 | \$4,034.00 |
| Lynda Paulson | \$ 614.00 | \$1,186.00 | \$1,786.00 | \$2,386.00 | \$2,986.00 | \$4,186.00 |
| Patricia Meyer | \$ 489.00 | \$1,311.00 | \$1,911.00 | \$2,511.00 | \$3,111.00 | \$4,311.00 |
| Mary Richardson | \$ 694.00 | \$1,106.00 | \$1,706.00 | \$2,306.00 | \$2,906.00 | \$4,106.00 |

Shooting for the Stars!

TOP IN SALES
COMPANY COURT OF SALES



Laura Fiudo



C.J. Reed



Patricia Meyer

CONSULTANT

- Laura Fiudo
- C.J. Reed
- Patricia Meyer
- Peggy Mayrose
- Rebecca Parker
- Karen Michal
- Carolyn Felder
- Lynda Paulson
- Jane Bryan
- Linda Lamusga

YTD RETAIL

- \$ 13,229.00
- \$ 12,645.00
- \$ 7,358.00
- \$ 6,985.00
- \$ 4,834.00
- \$ 2,571.00
- \$ 2,009.00
- \$ 2,008.00
- \$ 1,999.00
- \$ 1,886.00

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

Daily Action Sheet

Weekly Goal: _____

Date: _____

DAILY ACTION SHEET

So, you got your dream board prepped and your calendar color-coded... now what? Don't get stuck rearranging your products! Here is a fantastic tool to help you stay focused in 2024!

Daily Action Sheet: Focus on what matters, stay excited, and watch your goals turn from "dream" to "done"! Stay organized, motivated, and making progress towards your goals each and every day.

| | |
|---|---|
| <p>6 Most Important Things:</p> <ol style="list-style-type: none"> _____ _____ _____ _____ _____ _____ | <p>Call 5 Customers for reorders & referrals</p> <ol style="list-style-type: none"> _____ _____ _____ _____ _____ |
| <p>Call 5 Team Members</p> <ol style="list-style-type: none"> _____ _____ _____ _____ _____ | <p>Call 5 Potential Hostesses</p> <ol style="list-style-type: none"> _____ _____ _____ _____ _____ |
| <p>Call 5 Potential Team Members Book Sharing Appointments</p> <ol style="list-style-type: none"> _____ _____ _____ _____ _____ | <p>Write 5 Thank-You Notes Hostess, Team Member, Sharing Apts</p> <ol style="list-style-type: none"> _____ _____ _____ |
| <p>Errands for the Day (non-MK)</p> <ol style="list-style-type: none"> _____ _____ _____ _____ | |

Download

Celebrating You!


MARCH BIRTHDAYS


| CONSULTANT | DATE |
|-------------------|------|
| Patricia Meyer | 2 |
| Charmaine Carney | 6 |
| Zanna Alaiwi | 8 |
| Mary McCormick | 8 |
| Lisa Moyer | 8 |
| Amy Gonzalez | 23 |
| April Peloquin | 27 |
| Suzanne Maes-Toay | 29 |

MK ANNIVERSARIES

| CONSULTANT | YEARS |
|------------------|-------|
| Mary Richardson | 44 |
| Sonya Schulte | 29 |
| Barbara Hastings | 9 |
| Jenifer Cameron | 4 |
| Elaine Lemm | 1 |

LOOK WHO INVESTED

| | | | | | |
|---|-----------|-------------------|-----------|---|-----------|
|  C.J. Reed | \$ 766.00 | Heather Ruffcorn | \$ 260.00 | Karen Michal | \$ 226.00 |
|  Laura Fiudo | \$ 645.00 | Katherine Hidalgo | \$ 251.00 | Emily Andringa | \$ 225.00 |
| Patricia Meyer | \$ 394.00 | Mary McCormick | \$ 235.00 | Cindy Tran | \$ 85.00 |
| Traci Perdue | \$ 260.00 | Kathryn Morgan | \$ 231.00 |  Mary Richardson | \$ 605.00 |

 ON-TARGET for Year Long Consistency

3 POWERFUL TIPS FOR BOOSTING YOUR CONFIDENCE

1. Preparation is Power!
Write down a few key questions to ask each client. This gives you a roadmap and prevents fumbling for words.

3 POWERFUL TIPS FOR BOOSTING YOUR CONFIDENCE

2. Embrace the Power of Positive Affirmations
Before meeting a client, repeat positive affirmations. This simple act can shift your mindset and boost your confidence.

3 POWERFUL TIPS FOR BOOSTING YOUR CONFIDENCE

3. Remember, You're the Expert
Don't be afraid to share your own experiences! When you talk about how Mary Kay has helped you, you're not just selling products, you're building a connection and showing your client that you understand their needs.

Facing new clients can send even the most seasoned Mary Kay consultant's butterflies into overdrive. But remember, fear doesn't have to hold you back from building thriving relationships and sharing the beauty of Mary Kay. Here are 3 powerful tips to unleash your inner confidence!

"The first step is the hardest – making the commitment to yourself, for yourself." - Mary Kay Ash



Steppin' Up The Ladder



SENIOR CONSULTANT

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

Linda R. Lamusga
Cynthia C. Martinets
Patricia S. Meyer



STAR TEAM BUILDER

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



TEAM LEADER/ ELITE TEAM LEADER/DIQ

- 5+ Active Team Members
- 9 or 13% Commissions
- \$50 Team Building Bonuses
- Earn use of Career Car/ Cash Compensation
- 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

I Love TO TREAT YOU!

PICK A HEART TO REVEAL WHAT YOU HAVE *won!*



PICK A NUMBER, AND I'LL MESSAGE YOU WITH THE SPECIAL DEAL!

SWEET TREATS

Looking for a February sales idea?

Dive into the love season with a "Pick a Heart" promo! Share the image with your customers through text or social media, and try out this engaging script:

"I'm sharing the love with a limited-time giveaway! Pick a heart, comment or text your number, and I'll reveal the surprise waiting for you!"

Once they've chosen a number, send them their surprise. You can get creative and design your own or click the button to use some pre-made surprises. Let the love-filled fun begin!



A BEAUTY BRIEFING WITH *Mary*

Price adjustments
are coming!
FEBRUARY 16TH
Stock up Now!



Details

Starting February 16th, select Mary Kay products will be experiencing a slight price adjustment.

Click the link for a full list of what will receive a price increase. Stock up on your favorite Mary Kay essentials at the current prices!



Spring **PCP**
Look Who Participated

Lynette Harens
Lisa King-Porter
Jane Bryan
Patricia Meyer
Rebecca Parker
Cindy Tran
Laura Fiudo
C.J. Reed
Mary Richardson



 **MK University**

Hello February - the month of LOVE! Get ready to LEAP into success with enthusiasm and share what you love about your business! I love sharing everything Mary Kay with my team and my customers!

Here are a just a few reasons to love the business we're in:

- Flexibility to work where and when you want
- Impact opportunities - Sharing our "Whys" with others and helping them build their dreams
- Staying Accountable
- Inspirational Training
- No territories
- No quotas
- Lifting others up
- Encouragement from like-minded leaders
- Sharing our products - we have the best of the best!

What do YOU love about your Mary Kay business? Let me know where your Pink dreams are leading you. With hard work, dedication, and determination we can turn DREAMS into REALITY!

Remember to take advantage of the extra Leap Day this month!

Love and belief,
Mary

29 DAYS OF LOVE - VIDEO SERIES



February just got a whole lot sweeter with the 29 Days of Love Video Series! Think of it as a daily dose of inspiration, motivation, and practical know-how to supercharge your team and boost sales! A NEW video will be shared every day, so click below for some inspiration!

No matter where you are in your Mary Kay journey, there's something for everyone in this exciting series!

Watch



\$28
Mineral Facial
Sunscreen Broad
Spectrum SPF 30*

Limited-Edition†
Mary Kay Boundless
Blue™ Eau de
Parfum

\$44



New Spring Products



Mary Kay® Hand Cream **\$10**



4 Hour IPA (Income Producing Activities= 4 Hours/Day (5 Days/Week)

Schedule 30 minutes to an hour time slots that work for you & fill in what you are willing to do for your business. What can you commit to for the week?

MY WEEKLY PLAN/ IPA SHEET

week of: _____

_____ Booking _____ Coaching _____ Cust. Serv. _____ Sharing the Opportunity

| | SUNDAY | MONDAY | TUESDAY | WEDNESDAY | THURSDAY | FRIDAY | SATURDAY |
|------|---|---|---|---|---|---|---|
| 5AM | | 5AM | 5AM | 5AM | 5AM | 5AM | 5AM |
| 6AM | | 6AM | 6AM | 6AM | 6AM | 6AM | 6AM |
| 7AM | | 7AM | 7AM | 7AM | 7AM | 7AM | 7AM |
| 8AM | | 8AM | 8AM | 8AM | 8AM | 8AM | 8AM |
| 9AM | | 9AM | 9AM | 9AM | 9AM | 9AM | 9AM |
| 10AM | | 10AM | 10AM | 10AM | 10AM | 10AM | 10AM |
| 11AM | | 11AM | 11AM | 11AM | 11AM | 11AM | 11AM |
| 12PM | | 12PM | 12PM | 12PM | 12PM | 12PM | 12PM |
| 1PM | | 1PM | 1PM | 1PM | 1PM | 1PM | 1PM |
| 2PM | | 2PM | 2PM | 2PM | 2PM | 2PM | 2PM |
| 3PM | | 3PM | 3PM | 3PM | 3PM | 3PM | 3PM |
| 4PM | | 4PM | 4PM | 4PM | 4PM | 4PM | 4PM |
| 5PM | | 5PM | 5PM | 5PM | 5PM | 5PM | 5PM |
| 6PM | | 6PM | 6PM | 6PM | 6PM | 6PM | 6PM |
| 7PM | | 7PM | 7PM | 7PM | 7PM | 7PM | 7PM |
| 8PM | | 8PM | 8PM | 8PM | 8PM | 8PM | 8PM |
| | Bookings _____ Coached Appts. _____ Sales (REV AND REVENUE) \$ _____ Sharing Appts _____ | Bookings _____ Coached Appts. _____ Sales (REV AND REVENUE) \$ _____ Sharing Appts _____ | Bookings _____ Coached Appts. _____ Sales (REV AND REVENUE) \$ _____ Sharing Appts _____ | Bookings _____ Coached Appts. _____ Sales (REV AND REVENUE) \$ _____ Sharing Appts _____ | Bookings _____ Coached Appts. _____ Sales (REV AND REVENUE) \$ _____ Sharing Appts _____ | Bookings _____ Coached Appts. _____ Sales (REV AND REVENUE) \$ _____ Sharing Appts _____ | Bookings _____ Coached Appts. _____ Sales (REV AND REVENUE) \$ _____ Sharing Appts _____ |

My Week Includes

- Quiet/Faith/Exercise Time
- Family Time
- Date Night
- Other Job
- Booking Appts Calls
- Facials/Party/Shows
- Coaching (HOSTESS, GUEST, UPCOMING APPTS)
- Sharing Appts (BOOKING & SHARING TIME)
- Success Meeting (LOCAL MEETING OR VIA ZOHO)

My Star

Orders Placed This Week:
 \$ _____ Wholesale Order
 Date Placed: _____
 \$ _____ Wholesale Order
 Date Placed: _____
 Star Total to Date: \$ _____

Weekly Sales

Sharing Appts Held: _____
 New Team Members: _____

of bookings scheduled for next week: _____

Color in your weekly plan sheet with the coordinating colors to plan your week!



Miracle Making Overcomers



Mary Richardson

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Leander, TX 78671-4443
(512) 422-7560

important dates

- Feb 2** - Reg opens for 1st week of CC
- Feb 3** - Reg opens for 2nd week of CC
- Feb 8** - Spring Look Book begins mailing
- Feb 14** - Valentine's Day
- Feb 28** - Last day to place telephone orders
- Feb 29** - Last day to place on-line orders
- Mar 15** - Quarter 3 Star Contest Ends
- Mar 16** - Quarter 4 Star Contest Begins
- Mar 30** - Last day to place telephone orders
- Mar 31** - Last day to place on-line orders

ascend
WITH AMBITION!

soar
like never
before
MARY KAY



When you order \$600+ whsl in FEBRUARY, you will receive these **WING-INSPIRED EARRINGS** from the *Soar Like Never Before* Collection.

soar
like never
before
MARY KAY



Earn the Year Long Consistency Challenge **MOTHER OF PEARL FACE WATCH** when you achieve the *Soar Like Never Before* Challenges each month, July 2023 through June 2024.