



Senior Sales Director Mary Richardson

Miracle Making Overcomers



DECEMBER RESULTS & RECOGNITION « JANUARY, 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

February 2023 Goals

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

RETAIL SALES QUEEN



Laura Fiudo

WHOLESALE QUEEN



Rebecca Parker

SHARING QUEEN



CJ Reed

Happy January Miracle Making Overcomers!!

Happy New Year!! Don't you love new beginnings?? 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 December **Golden Rules** Contest **CJ Reed, Peggy Mayrose, & Rebecca Parker!!** 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!! **CJ earned a Gold Medal** adding 5 new personal team members in December – 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, Karen Michal, Pat Meyer, & Lou Weiss** winning pampering products in our December contest. They all sold/took off the shelf for themselves over 25 items in December. Others keeping track of items sold for our Drawing: Charmaine Carney & Suzanne Mae-Toay! We have a new contest for January 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 **Suzanne Maes-Toay, Cindy Lopez, Peggy Mayrose, Lou Ann Weiss, Lynette Harens, Theresa Anderson, Karen Michal, Charmaine Carney, CJ Reed, Laura Fiudo, Pat Meyer, Cynthia Corbett, & Rebecca Parker** – they all had entries into our Monthly Drawing– the winner of the drawing will be receiving Business Supplies from me!! Congratulations to **Pat Meyer** winning the \$50 CASH prize!!

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 December 31st — this will not reflect January orders or new team members.



DIQS

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

Senior Consultants

Recruiter: Theresa M. Anderson
 Rosemary G. Sheffel
 Recruiter: Lynette D. Harens
 Cheryl A. Harens
 Recruiter: Linda R. Lamusga
 Debra R. Heggernes
 * Kathryn A. Morgan
 * Margaret Riess
 Recruiter: Cynthia C. Martinets
 Beth Fortner
 * Traci M. Perdue
 * Amy L. Gonzalez
 Recruiter: Peggy Mayrose
 Ann Reinartz
 Recruiter: Patricia S. Meyer
 Laura D. Fiudo

* 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

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 December 1-31.)



A VIDEO SERIES
Team-Up
TUESDAYS

Rachel Statile
Independent Future Executive
Senior Sales Director

*Team Up to Start the
Year Strong!*

Learn Rachel's top three team-building tips for a successful start to the new year!

GET ALL THE DETAILS IN THE VIDEO:
MaryKayInTouch > Education >
How To Team Build.

New Consultant

Jesenia Baltazar
April Peloquin
Kristina Reed
Rosemary Sheffel
Magdalene Williams
Lisa Wilson

From

Maple Grove, MN
Osseo, MN
Inver Grove Heights, MN
Amery, WI
Minnetonka, MN
Saint Paul, MN

Sponsored By

C.J. Reed
C.J. Reed
C.J. Reed
Theresa Anderson
C.J. Reed
C.J. Reed

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

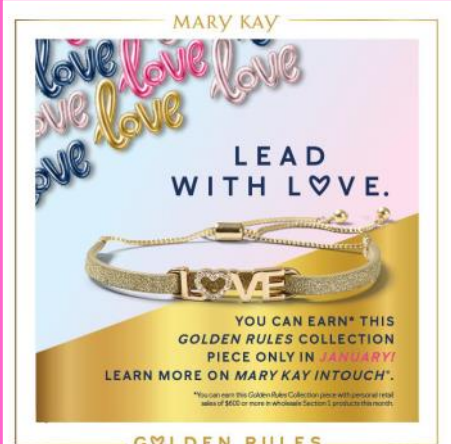


13% Recruiter Commission Level

C.J. Reed \$534.16
Mary Richardson \$275.85

4% Recruiter Commission Level

Patricia Meyer \$18.33
Theresa Anderson \$9.08



This **January collection piece** puts love at the forefront of your leadership style. This golden adjustable bracelet features a soft, sparkly leather wristband and the word "LOVE" in golden letters, plus the collection's signature heart design with tiny sparkling stones. This dazzling accessory is 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.

"The beauty of empowering others is that your own power is not diminished in the process." - Barbara Colorose

Let's Make History!

SHARE THE MARY KAY DREAM GLOBAL CHALLENGE JAN. 1 – JUNE 30, 2023

Independent Sales Directors and Independent Beauty Consultants who from Jan. 1 to June 30, 2023, add one or more new personal team members during the challenge time frame to help us reach our goal of 600,000 new team members will receive:

- ◆ A special video message from Nathan Moore at the end of the challenge time frame.
- ◆ A Bling Button at Seminar 2023.

The Top 60 independent sales force members in each global region with the highest number of new personal team members during the challenge time frame will be recognized on a special LED billboard placed in front of the Mary Kay world headquarters in Addison, Texas, during our biggest event of the year – Seminar!

You can connect with friends, family and new faces in so many ways. Check out this video to see how you can share this special challenge on your social media channels!



SHARE THE MARY KAY DREAM

THEN. NOW. ALWAYS.™



DIAMOND POWER START

60 FACES IN 60 DAYS CHALLENGE January 1 – March 1, 2023

In honor of our diamond anniversary, we want to challenge you to book 60 facials in 60 days! It's the perfect way to help achieve the Share the Mary Kay Dream Global Challenge of adding 600,000 new team members worldwide! As our Founder Mary Kay Ash said, "Decide to take leadership over your future and set goals. The difference between top and bottom people is the difference between the goals that they set – so become a goal-setting, goal-inspired, goal-achieving person." Then, now and always, these words remain relevant.

Let them spark you to achieve this dazzling goal. You can do it!

What better way to jump-start the year than with a Diamond Power Start – 60 facials in 60 days!



INDEPENDENT BEAUTY CONSULTANT MOST IMPORTANT THINGS GAME

January 1 – June 30, 2023

As an Independent Beauty Consultant, you can celebrate Mary Kay's 60th anniversary year with a fun game designed to help you grow your Mary Kay business AND reward you at the same time! You can run on one of two tracks for a chance to earn either a commemorative scarf or the scarf AND a red jacket from the 2023–2026 Red Jacket Collection.

Earn the Scarf:

- ◆ Develop three or more Great Start-qualified new personal team members.
- ◆ Be a Star Consultant in either Quarter 3 or Quarter 4.



Earn the Scarf, a Mary Kay® Red Jacket and Onstage Recognition:

- ◆ Develop five or more Great Start-qualified new personal team members.
- ◆ Be a Star Consultant in either Quarter 3 or Quarter 4.



We Invested in Product Last Month!

Rebecca Parker	\$1,054.40	April Peloquin	\$239.50
Peggy Mayrose	\$905.20	Suzanne Maes-Toay	\$236.40
C.J. Reed	\$785.80	Deb Chalin	\$234.80
Karen Michal	\$581.80	Robin Gelschus	\$227.50
Laura Fiudo	\$458.20	Rosemary Sheffel	\$227.00
Lynette Harens	\$423.60	Kristina Reed	\$226.50
Theresa Anderson	\$351.00	Lisa Wilson	\$225.50
Patricia Meyer	\$336.50	Annette Canarr	\$225.00
Lou Weiss	\$319.20	Cindy Tran	\$124.90
Cynthia Martinets	\$303.20	Riley Jo Schneider	\$28.00
Jasmine Thompson	\$280.00	Beth Fortner	\$10.00
Dawn Booth	\$261.20	Mary Richardson	\$745.60
Lisa Moyer	\$246.40		

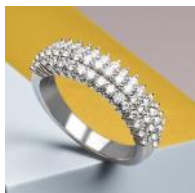


Shooting for the Courts!

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	\$16,530.00	\$3,461.00	\$19,991.00
2 Laura Fiudo	\$11,134.00	\$2,316.00	\$13,450.00
3 Peggy Mayrose	\$5,324.00	\$1,836.00	\$7,160.00
4 Patricia Meyer	\$5,774.00	\$820.00	\$6,594.00
5 Rebecca Parker	\$5,402.00		\$5,402.00
6 Cynthia Martinets	\$2,659.00	\$1,611.00	\$4,270.00
7 Karen Michal	\$3,014.00	\$482.00	\$3,496.00
8 Suzanne Maes-Toay	\$2,488.00		\$2,488.00
9 Lisa King-Porter	\$1,972.00	\$482.00	\$2,454.00
10 Jane Bryan	\$1,843.00	\$486.00	\$2,329.00



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	4	\$363.00

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





Aim for the Stars!



*Congrats
1st Quarter
Stars!*

EMERALD
C.J. Reed

RUBY
Laura Fiudo

SAPPHIRE
Patricia Meyer
Mary
Richardson



*Shoot for
Star!!*

*Achieve
out of this
world
rewards!*

CONGRATS 2ND QUARTER \$TARS!

CONTEST ENDED DECEMBER 15, 2022



C.J.
Reed



Laura
Fiudo



Mary
Richardson



Rebecca
Parker



Peggy
Mayrose



Stars Drive Cars!!

COME ALONG FOR THE RIDE OF YOUR LIFE!

Working with Accountability!

Sensational Sales

Laura Fiudo \$890
Pat Meyer \$557
Cindy Lopez \$124

Remarkable Reorders

Pat Meyer \$130

Spectacular Shows

Pat Meyer \$202

Parties with a Purpose

Your name here!

Fabulous Facials

Pat Meyer \$84

Amazing On The Go Sales

Laura Fiudo \$890
Pat Meyer \$141

Website Orders

Cindy Lopez \$124

New Bookings

Your name here!

Sets Sold

Laura Fiudo 2
Pat Meyer 1

Pink Possibility Chats

Your name here!

WOW Weeks

Pat Meyer \$416
Laura Fiudo \$295
Laura Fiudo \$264
Laura Fiudo \$235

WAS Turned In

Laura Fiudo
Pat Meyer
Cindy Lopez

Items Sold/Taken Off Shelf

Contest

Participating:
Charmaine Carney
Suzanne Maes-Toay 30

Over 25 Items:

Lou Weiss 41
Pat Meyer 42
Karen Michal 52
Laura Fiudo 81
CJ Reed 108



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



Rebecca Parker



Peggy Mayrose

CONGRATULATIONS TO OUR
DECEMBER WINNERS!
WINNING THIS BRACELET!



CJ Reed



Mary

January Contest

When we sell 300 items we will have a drawing for one winner to receive a collection of New Products!

Personal Win!

For every 25 products sold, get one free New Product!

More Info:

Comment below with the number of items sold or taken off your shelf!
1 Item = 1 Entry

BECOMING MORE EFFECTIVE AS A RECRUITER

THE STRATEGIC VALUE OF NETWORK MARKETING WITH POTENTIAL RECRUITS

By NSD JoAnne Barnes with Excerpts by Dr. Tom Barrett

In our Mary Kay business it is important how we relate our business to potential recruits' lives, needs, hopes and wishes. When we do this our business becomes immediately relevant to them. People will tell you why they need to join you in business if you listen for three things: **their DREAM, their DESIRE and their DISCONTENTMENT.** The following are great lead in statements to create interest and start a fire:

- ◆ I know you work hard for your money. Have you ever found a way to have money work for you?
- ◆ After paying the bills, is it difficult to have any money left over to invest? Has anyone ever shown you how to begin to have money work for you **even if you don't have any money to invest at this time?**
- ◆ Have you ever thought seriously about when you want to retire and the income level at which you want to retire? Do you have a specific investment or retirement strategy that is working for you?
- ◆ I am currently working with people with the goal of creating freedom of time and money. I have discovered that it is far less difficult to create financial freedom than I ever knew. **This investment requires**

an up-front investment: not of money, but of time and effort.

- ◆ If I could show you a way to have both people and money working for you to relieve your financial pressure, would you be interested in just listening?
- ◆ If there were a way of working hard for a handful of years and then be financially free, would it be worth looking at?
- ◆ I used to dismiss selling/MK/network marketing as a silly attempt to create a little extra income. I thought it was an industry full of hype and lacking in substance and professionalism. Now I can see that it is a real strategy for creating freedom and money. Has anyone ever taken the time to show you how and why this business works?

LISTEN IN 3-D for People's : Dreams, Desires and Discontentment- This is their way of telling you why they need to join you.

BE AN ACE....SPEAK WITH AUTHORITY, CONVICTION, AND ENTHUSIASM.



NEW! Sell To Play Mary Kay® App Challenge

Jan. 1 – March 31, 2023

For ALL independent sales force members!

Connect with your customers and make shopping for *Mary Kay*® products easier than ever while earning the chance to win!

You'll be entered into a drawing for a \$60 Visa gift card when you receive orders from **five or more different customers** in the *Mary Kay*® App during the challenge time frame.

You have the chance to achieve the challenge each month!

Each month, **60 Independent Beauty Consultant achievers** who receive five orders in January, February or March will be randomly selected for a total of 180 sales force achievers.

Achievers will be announced on *Mary Kay In Touch*® by the 10th of the following month.

February 2023



Sun Mon Tue Wed Thu Fri Sat

			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 Spring Look Book begins to mail for those who enrolled in PCP	10 Early ordering of Spring 2023 promo items for 2nd quarter stars & enrollees in The Look for Spring 2023 PCP.	11
12	13	14 <i>Happy Valentine's Day</i>	15 Ordering of Spring 2023 promo items open for all Cons.	16	17	18
19	20 President's Day. Postal Holiday.	21 7 pm Fab Five Live Invite your friends and customers to join! 7:30 pm Zoom Virtual Meeting (details below)	22	23	24	25
26	27	28 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. 7 pm Fab Five Live 7:30 pm Zoom Virtual Meeting				



*"Have enough courage to trust love one more time and always one more time."
-Maya Angelou*

MEETING DETAILS -

Tuesday 7 pm Fab Five Live
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
Erin Kay	3
Annette Canarr	10
Colleen Flynn	10
Ann Reinartz	12
Anniversaries	Years
Mary McCormick	9





Miracle Making Overcomers

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To the Awesome...

Highlights this Month:

DECEMBER RESULTS, JANUARY, 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

“What you can do - or dream you can do - begin it. Courage has genius, power and magic in it. Only engage your goals and the mind begins to grow. Begin it and the work will be completed.”



Mary Kay

A Recipe for Goal Setting

Achieving your goals can be as easy as reading a recipe. Independent Senior Sales Director Peg Percival of Saint Johns, Michigan, created a formula for goal setting.

Her plan is simple. She gathered 12 plastic storage bags, one for each month, and filled each with the following:

- ◆ 25 Beauty Books (Pass these out to find new prospects for facials.)
- ◆ 8 Class Envelopes (This will remind you to hold a minimum of eight classes a month.)
- ◆ 40 Sales Tickets (Have this be your minimum sales activity.)
- ◆ 15 Independent Beauty Consultant Agreements (Challenge yourself to share the marketing plan fifteen times.)

Only put one bag on your desk per month and challenge yourself to empty that bag during the month. If you empty the bag that month, then your work is finished. However, if you should fall short and not be able to empty the bag, simply put the unused contents in a 13th bag. This way you may begin each month fresh. Should you finish a bag early, go back to the 13th bag and begin to work on it.