

Seminar 2023 Unit Awards



CJ Reed

Mary Kay Queens Court of Sales
Unit Queen of Sales
Unit Queen of Sharing



Laura Fiudo

Mary Kay Princess
Court of Sales
Unit Queens Court
#2 in Unit Sales



Pat Meyer

Unit Queens Court
#3 in Unit Sales



Peggy Mayrose

Unit Queens Court
Rookie of the Year

Unit Queens Court

CJ Reed, Laura Fiudo, Pat Meyer, Peggy Mayrose

Unit Princess Court

Rebecca Parker, Karen Michal, Cynthia Corbett, Jane Bryan

Unit Jr Princess Court

Lisa King-Porter, Suzanne Maes-Toay, Carolyn Felder, Lou Weiss, Cindy Lopez, Lynette Harens, Sonya Schulte, Adenike Maruff, Riley Jo Schneider, Annette Canarr, Christina Hosmer, Deb Chalin, Katherine Hidalgo, Linda Lamusga

Unit Loaylty Court

Susan Weigrefe, April Peloquin, Theresa Anderson, Lynda Paulson, Charmaine Carney, Heather Ruffcorn

Thanks for a great Mary Kay Year!!



Senior Sales Director Mary Richardson

Miracle Making Overcomers



JUNE RESULTS & RECOGNITION « JULY, 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

August 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



Position Available!!

Happy New Seminar Year Miracle Making Overcomers!!

WOW!! You all simply amaze me!! I am so very proud of each and every one of you – running to the finish line of the Seminar year towards your goals and being a part of our amazing come from behind victory to earn another FREE CAR!! Thank you, thank you from the bottom of my grateful heart – you make my heart so happy!!

Congratulations — Earning the gorgeous necklace in June *Golden Rules* Contest **CJ Reed, Rebecca Parker, Laura Fiudo, & Peggy Mayrose!!** Winning a fun surprise in the June On Track Club was **Lynette Harens, Pat Meyer, Carolyn Felder, Christina Hosmer, Cynthia Corbett, Jane Bryan, Kristen Maddux, & Karen Michal!!** Who's going to join us in the winning??

Congratulations to **CJ Reed and Reed's Rockets**, are in Director in Qualification – they are ready to 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, & Pat Meyer** winning NEW Summer products in our June contest. They sold/took off the shelf for themselves over 25 items in June. Others keeping track of items sold for our Drawing: Karen Michal, Peggy Mayrose, & Suzanne Maes-Toay! We have a new contest for July 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 **CJ Reed, Rebecca Parker, Laura Fiudo, Peggy Mayrose, Lynette Harens, Pat Meyer, Carolyn Felder, Christina Hosmer, Cynthia Corbett, Jane Bryan, Kristen Maddux, Karen Michal, Suzanne Maes-Toay, & Cindy Lopez** 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 June 30th — this will not reflect July orders or new team members.



DIQS

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

Senior Consultants

Recruiter: Lynette D. Harens
 Cheryl A. Harens

 Recruiter: Christina M. Hosmer
 Kimberley Hosmer
 * Zanna F. Alaiwi

 Recruiter: Linda R. Lamusga
 Margaret Riess
 * Kathryn A. Morgan

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

 Recruiter: Patricia S. Meyer
 Laura D. Fiudo

* 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.

soar like never before

CHALLENGE

JULY 1, 2023 - JUNE 30, 2024

Believe in your potential and that all possibilities are within reach, and your Mary Kay business can sparkle with brilliant opportunity! Every party can become a pivotal moment. Every product sale can boost your momentum. And every conversation you have about the flexibility of running a small business can elevate your life in unimaginable ways.



Take the Challenge!

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**.

Each piece in the *Soar Like Never Before* Collection is inspired by the “On Silver Wings” poem. This year’s collection includes accessories and custom-designed jewelry that you can only get by achieving this challenge. Establishing a strong customer base and selling \$600* or more a month in wholesale Section 1 products can help you become a quarterly Star Consultant and so much more.



STAY MOTIVATED! Fill in the butterfly when you achieve each monthly challenge.

 JULY Set Your Sights on Success!	 AUG. Soar With Your Story!	 SEPT. Party Like Never Before!	 OCT. Celebrate Your True Colors!
 NOV. Glow With Gratitude.	 DEC. Radiate Good Cheer!	 JAN. Stay Powerful!	 FEB. Ascend With Ambition!
 MARCH Take Flight With Confidence!	 APRIL Elevate Your Goals!	 MAY Uphold the Vision.	 JUNE Aim for Sky-High Success!

*The order(s) to support the personal retail sales of \$600 or more in wholesale Section 1 products requirement per month can be placed in one single order or placed in cumulative orders, as long as the orders are placed in the same calendar month. Customer Delivery Service, Guest Checkout and EZ Ship order amounts count toward your personal retail sales of \$600 or more in wholesale Section 1 products. You'll receive your monthly reward inside your qualifying order. One reward per achiever each month.



Here We Grow Again!

WELCOME NEW BUSINESS OWNERS!

(These new unit members signed Consultant agreements June 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	\$329.95
9% Recruiter Commission Level	
Mary Richardson	\$435.53
4% Recruiter Commission Level	
Patricia Meyer	\$34.69
Lynette Harens	\$9.42



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.



The July collection piece will charm its way into your heart. This set of six stretchy bracelets features colorful beads, three of which include the words "believe," "soar" and "Mary Kay." You'll adore the Mary Kay-branded charms and the single paper airplane charm – a wink to this year's theme. Set your sights on success, and add playful flair to your look!

"Some people want it to happen, some wish it would happen, others make it happen." ~ Michael Jordan

Team Building Goals for My Mary Kay Business!!

I will be a . . .

_____ by September 1st
_____ by November 1st
_____ by January 1st
_____ by March 1st
_____ for Career Conference
_____ by May 1st
_____ by July 1st
_____ for Seminar

Active Team Members*

Senior Consultant = 1

Star Team Builder = 3

Team Leader = 5

Future Sales Director = 8

DIQ = 10 to submit

On-Target Car = 5 +

\$5,000 combined
personal/team production
in a wholesale Section 1
calendar month



* An Independent Beauty Consultant is considered active in the month a minimum \$225 wholesale Section 1 product order is received by the Company and in the following two calendar months.

NEW! Chat With a Live Agent on *Mary Kay InTouch*®!

You can now experience Golden Rule service through the [Customer Success live chat](#). This new feature is accessible through *Mary Kay InTouch*® during normal business hours (Monday through Friday, 9 a.m. – 6 p.m. CT).

With this fabulous new feature, you can:

- Check order status or shipping status.
- Replace missing or damaged product.
- Address pending IBC Agreement questions.
- Inquire about *Applause*® magazine mailing.

Additional topics will be added with future enhancements.

To start chatting with an agent, click on the “Chat With Us!” bar on the bottom right-side of the screen.

Note: If you see “Agents Unavailable,” during business hours, this means all the agents are busy helping other sales force members. Try waiting a few minutes and then refreshing your page.

Another convenient way to get support for your business is through the self-service option. This helpful feature can be used during or after business hours by calling 800-272-9333 and selecting option 4. To utilize the self-service option, you will need to set up a PIN through *Mary Kay InTouch*® > myProfile > My Self-Service PIN.

The Customer Success team is excited to be continuing Mary Kay Ash’s dream to keep the Golden Rule a number one priority. As Mary Kay Ash said, “that’s service with a style – the Mary Kay style!”



We Invested in Product Last Month!

C.J. Reed	\$3,215.80	Karen Michal	\$319.00
Rebecca Parker	\$1,089.00	Riley Jo Schneider	\$280.50
Laura Fiudo	\$867.30	Cheryl Harens	\$235.50
Peggy Mayrose	\$626.70	April Peloquin	\$227.50
Lynette Harens	\$480.50	Deb Chalin	\$225.20
Patricia Meyer	\$471.60	Heather Ruffcorn	\$207.00
Carolyn Felder	\$471.00	Lisa King-Porter	\$159.60
Christina Hosmer	\$384.50	Cindy Tran	\$130.00
Cynthia Martinets	\$380.00	Annette Canarr	\$124.00
Jane Bryan	\$363.00	Mary Richardson	\$934.20
Kristen Maddux	\$334.95		

MULTI-PURPOSE Cream Products

LIMITED-EDITION MARY KAY LIP & CHEEK CREAM BLUSH



CREAM BLUSH PROVIDES BUILDABLE COLOR WITH FRESH, HYDRATING INGREDIENTS.

MARYKAY.INFO

MARY KAY 60 YEARS OF INSPIRATION, INNOVATION & IMPACT

What sets us apart? Not just one thing but many facets that, put together, create a brand unlike the rest.

THE COMPANY



FOUNDER

Mary Kay Ash, from humble beginnings to a champion of ensuring women could take their rightful place in the business world.

ACHIEVEMENT

Mary Kay Ash was recognized as one of the "Most Outstanding Women in the 20th Century" by USA Today.

60 YEARS IN BUSINESS, outlasting hundreds of Fortune 500 companies

35+ MARKETS Mary Kay® products are sold in dozens of countries around the world.

POSITIVE IMPACT

MORE THAN \$200 MILLION

Donated by Mary Kay Inc. and the Mary Kay Ash FoundationSM since 1963 to provide research and support services for cancers affecting women, help end domestic violence, beauty and safeguard our planet and communities, and encourage girls to follow their dreams.

\$36.5 MILLION

Awarded by the Mary Kay Ash FoundationSM since 1996 to research and support programs for cancers affecting women.

MORE THAN \$55 MILLION

Awarded by the Mary Kay Ash FoundationSM since 2001 to more than 2,700 domestic violence shelters supporting over 6 million women seeking shelter and services to be free from abuse.

ZERO-LANDFILL STATUS

Achieved by global Mary Kay manufacturing facilities.

100% RENEWABLE ENERGY

Powers the Mary Kay world headquarters and manufacturing facility.



MORE THAN 1 MILLION

Trees planted in partnership with the Arbor Day Foundation.



MARY KAY® PRODUCTS

133

Product awards in prestigious U.S. publications since 2012.



MORE THAN 500K

Tests conducted every year to ensure product safety, quality and performance.



39

GOOD HOUSEKEEPING

Mary Kay® products (and counting!) currently have earned the Good Housekeeping Seal—the most recognized consumer emblem in the U.S.

UP TO 1.1 MILLION Products produced every day at the Richard R. Rogers Manufacturing / R&D Center in Lewisville, Texas.

HUNDREDS OF PRODUCTS

Including skin care, color and fragrance in our global portfolio.



MORE THAN 1,600

Global patents, which shows our dedication to innovation.

A MARY KAY BUSINESS

100%

Of Independent Beauty Consultants are independent business owners with the flexibility to grow their businesses in ways that work best for them.

MILLIONS OF WOMEN

All over the world have enriched their lives, their families' lives and the lives of countless others through the Mary Kay opportunity.

50%

is the profit all Independent Beauty Consultants can earn on product sales.*

VALUES

GO-GIVE

Women selflessly helping other women because we're stronger together.



FAMILY OWNED & LED

MAKE ME FEEL IMPORTANT

Following Mary Kay Ash's guidance, we imagine everyone has a sign around their neck with this sentiment.

GOLDEN RULE

Guided by the principle of treating others the way they would like to be treated.

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*The 50% gross profit calculation is based on a minimum personal retail sales volume of \$225 in wholesale Section 1 products.

Aim for the Stars!



*Congrats
3rd Quarter
Stars!*

EMERALD

C.J.
Reed

SAPPHIRE

Mary
Richardson

Laura
Fiudo



CONGRATS 4TH QUARTER \$TARS!

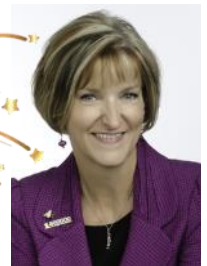
CONTEST ENDED JUNE 15, 2023



C.J.
Reed



Laura
Fiudo



Mary
Richardson



EXTENDED

Through June 30, 2024!

That means for this entire Seminar year, your unit members will be eligible to enter the Director-in-Qualification program with 8 or more active* personal team members from the month prior and debut as a new Independent Sales Director with 24 active team members once all production requirements have been met. Make sure to share the details with your unit members now that they have more time to debut as a Mary Kay Independent Sales Director with reduced requirements!

*An Independent Beauty Consultant is considered active with personal retail sales of \$225 in wholesale Section 1 products and will remain active for two months following any month with this amount in sales.

Working with Accountability!

Sensational Sales

CJ Reed	\$3405
Laura Fiudo	\$601
Pat Meyer	\$564
Cindy Lopez	\$28

Remarkable Reorders

CJ Reed	\$732
Pat Meyer	\$482
Cindy Tran	\$28

Parties with a Purpose

CJ Reed	\$311
CJ Reed	\$253
CJ Reed	\$153
CJ Reed	\$151
CJ Reed	\$124
CJ Reed	\$68

Fabulous Facials

CJ Reed	\$192
CJ Reed	\$113
CJ Reed	\$108
CJ Reed	\$100
CJ Reed	\$88
CJ Reed	\$80

Amazing On The Go Sales

CJ Reed	\$872
Laura Fiudo	\$601
Pat Meyer	\$82

Wonderful Website Orders

CJ Reed	\$60
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New Bookings

CJ Reed	15
---------	----

Sets Sold

CJ Reed	7
---------	---

Pink Possibility Chats

CJ Reed	
---------	--

WOW Weeks

CJ Reed	\$865
CJ Reed	\$789
CJ Reed	\$761
CJ Reed	\$678
Pat Meyer	\$564
CJ Reed	\$312
Laura Fiudo	\$295
Laura Fiudo	\$255

WAS Turned In

Laura Fiudo	
Pat Meyer	
CJ Reed	
Cindy Lopez	

Items Sold/Taken Off Shelf

Contest Participating:

Karen Michal	
Suzanne Maes-Toay	
Peggy Mayrose	

Over 25 Items:

Laura Fiudo	36
Pat Meyer	37
CJ Reed	165



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



JULY CONTEST

WHEN WE SELL 300 ITEMS WE WILL HAVE A DRAWING FOR ONE WINNER TO RECEIVE A COLLECTION OF NEW SEASONAL PRODUCTS!

PERSONAL WIN!

FOR EVERY 25 ITEMS SOLD, GET ONE FREE NEW PRODUCT!

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

Taking Flight Club

DON'T JUST FLY.

SOAR



Be a part of the Taking Flight Club!! Order \$300 WS this month to win the newest products or something fun!

SOAR
like never
before

See How High You Can Soar!

Start this Seminar year with your eye on the prize. Use the energizing power and knowledge from Seminar 2023 to inspire your plan and propel you forward as you work that plan.

August 2023



Sun Mon Tue Wed Thu Fri Sat

Be an All-Star!

**ACHIEVE THE ALL-STAR
STAR CONSULTANT PROGRAM
JUNE 16, 2023- JUNE 15, 2024**

1	2	3	4	5		
		Seminar	Seminar	Seminar	Seminar	
6	7	8	9	10	11	12
Seminar		7 pm Fab Five Live Invite your friends and customers to join! 7:30 pm Zoom Virtual Meeting (details below)	Fall 2023 PCP mailing of <i>The Look</i> begins.	Fall 2023 early ordering begins.		
13	14	15	16	17	18	19
		Ordering of the Fall 2023 promo items for all Consultants. 7 pm Fab Five Live Invite your friends and customers to join! 7:30 pm Zoom Virtual Meeting (details below)		Last day to enroll online for the Holiday 2023 PCP mailing of <i>The Look</i> .		
20	21	22	23	24	25	26
		7 pm Fab Five Live Invite your friends and customers to join! 7:30 pm Zoom Virtual Meeting (details below)				
27	28	29	30	31		
		7 pm Fab Five Live Invite your friends and customers to join! 7:30 pm Zoom Virtual Meeting (details below)		Midnight CST cutoff for Consultants to place phone orders. Last working day of the month. Consultants 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
Jesenia Baltazar	2	Linda Lamusga	33
Margaret Riess	2	Lou Weiss	23
Jenifer Cameron	12	Lynda Paulson	6
Jane Bryan	13	Heidi Halgren	1
Kimberley Hosmer	13		
Peggy Mayrose	24		
Riley Jo Schneider	29		
Adenike Maruff	31		





Miracle Making Overcomers

MARY RICHARDSON

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To the Incredible...

Highlights this Month:

JUNE RESULTS, JULY, 2023

- ◆ Quarter 1 Star Consultant Quarterly Contest (June 16 - September 15, 2023)
- ◆ #MaryKay60 Social Media Challenge (May 1 – Sept. 30, 2023)
- ◆ 8 Out of the Gate Promotion for DIQs EXTENDED (Through June 30, 2024)
- ◆ Soar Like Never Before Challenge (July 1, 2023 – June 30, 2024)

Words of Wisdom

The dream I have for you soars on silver wings. Seminar is the place where your dreams are given the power to move forward.

You'll have more knowledge, information and inspiration to soar higher than you ever have before.



MAKE IT A GREAT START!

New Independent Beauty Consultant Great Start™ Journey COMING SOON!

Welcome to the confidence-boosting wins and motivating gains. Welcome to an educational experience unlike any other. Welcome to the **Great Start™ Journey**, launching this fall!

Created for new Independent Beauty Consultants, the **Great Start™ Journey** intuitively guides new Independent Beauty Consultants through the first four months of their Mary Kay business with simplified, **essential information and education**. This allows them to focus on learning to sell with confidence from the start! **Great Start™ qualifications are not changing.**

Be sure to attend Seminar! There will be presentations at the Expo, General Session, and more in-depth information during the Sales Director Business Meeting.