



Senior Sales Director Mary Richardson

Miracle Making Overcomers



FEBRUARY RESULTS & RECOGNITION « MARCH, 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

April 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 March Miracle Making Overcomers!!

Congratulations — Earning the gorgeous earrings in February **Golden Rules** Contest **CJ Reed, Laura Fiudo, Pat Meyer, & Lou Ann Weiss!!** Winning NEW products in the February On Track Club was **Cindy Lopez!!** 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, Laura Fiudo, Pat Meyer, & Suzanne Maes-Toay** winning NEW Spring products in our February contest. They sold/took off the shelf for themselves over 25 items in February. Others keeping track of items sold for our Drawing: Riley Jo Schneider & Lou Ann Weiss! We have a new contest for March 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, Cindy Lopez, Charmaine Carney, Riley Jo Schneider, Suzanne Maes-Toay, Karen Michal, Kathryn Morgan & Peggy Mayrose** – 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 February 28th — this will not reflect March orders or new team members.



DIQS

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

Senior Consultants

Recruiter: Theresa M. Anderson
 Rosemary G. Sheffel

 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!

EDITORS ARE LOVING
MARY KAY
CLINICAL SOLUTIONS®
HA + CERAMIDE HYDRATOR!



WELCOME NEW BUSINESS OWNERS!

(These new unit members signed Consultant agreements February 1-28.)

New Consultant

From

Sponsored By

Who will be here next month?!

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



9% Recruiter Commission Level

Mary Richardson \$183.42

C.J. Reed \$183.20

4% Recruiter Commission Level

Patricia Meyer \$31.70



"Do what you love and success will follow. Passion is the fuel behind a successful career."—Meg Whitman, Former CEO HP



This March key chain card holder, embellished with the Mary Kay® logo and a gold-tone heart key ring clip, can be the reminder you need to maintain your optimistic mindset. Its navy finish and golden accents also coordinate nicely 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.

MARY KAY

Flexible OPPORTUNITY. INCREDIBLE *Options.*

Special *Mary Kay*® Startup Options • March 1–31, 2023

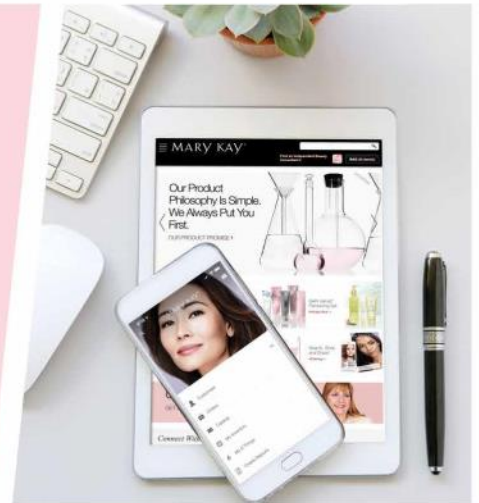
A Mary Kay business can **fit your life** and meet you where you are right now. It's fun and best of all, it's flexible. **YOU** choose how you start earning a little extra income with your Mary Kay business. And these **hard-to-pass-up startup options** can help get you started toward your goals – whatever you envision!

March 1–31, 2023

Any *new* or *returning*
Independent Beauty Consultant whose
Agreement is received and accepted by
the Company may choose from these
exciting, **limited-time startup options!**

MARY KAY® *eStart*,[†] \$20

The *Mary Kay*® *eStart*[†] is a great way to **work your business from the comfort of home** and still have the opportunity to connect virtually with your customers on a personal level. At a **special price** of only \$20, it's an opportunity worth considering!



MARY KAY® *Starter Kit*,[†] \$90

This Starter Kit includes everything in *Mary Kay*® *eStart*, plus retail-sized products for sampling (a more than \$400* value), **additional products and samples for March only**, business resources, and tips and selling techniques designed to help you empower your sales. You'll be ready to connect with your first hostesses and customers with confidence!



These startup options are a limited-time offer; the promotion is subject to change with advance notice.

HURRY! LIMITED-TIME OFFER! *New Business Debut Assortment*^{††}

You can kick-start your Mary Kay business with a curated assortment^{††} of easy-to-order and easy-to-sell *Mary Kay*® products **PLUS FREE** samples for only \$600 wholesale!

*Additional items
included for
March only!*



Connect with me, your Independent Beauty Consultant,
before these incredible offers end!

We Invested in Product Last Month!

C.J. Reed	\$1,205.50	Kristen Box-Rojas	\$231.00
Laura Fiudo	\$792.50	Cyrena McGee	\$228.00
Patricia Meyer	\$636.00	Carolyn Felder	\$225.00
Lou Weiss	\$624.00	Peggy Mayrose	\$105.00
Cindy Tran	\$314.00	Lisa King-Porter	\$87.00
Riley Jo Schneider	\$297.50	Dawn Booth	\$62.50
Suzanne Maes-Toay	\$268.50	Annette Canarr	\$45.50
Lauren Augustine	\$252.00	Theresa Anderson	\$24.00
Adenike Maruff	\$245.50	Mary Richardson	\$602.30

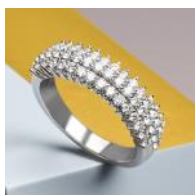


Shooting for the Courts!

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	\$22,346.00	\$3,461.00	\$25,807.00
2 Laura Fiudo	\$13,957.00	\$2,316.00	\$16,273.00
3 Patricia Meyer	\$7,570.00	\$820.00	\$8,390.00
4 Peggy Mayrose	\$6,107.00	\$1,836.00	\$7,943.00
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	\$2,596.00	\$482.00	\$3,078.00
10 Lou Weiss	\$3,066.00		\$3,066.00



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	\$504.00

Who will be in the Court of Sharing this 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	\$3,603.50	STAR	STAR	STAR	STAR	\$1,196.50
Laura Fiudo	\$1,826.00	STAR	\$ 574.00	\$1,174.00	\$1,774.00	\$2,974.00
Mary Richardson	\$1,268.30	\$ 531.70	\$1,131.70	\$1,731.70	\$2,331.70	\$3,531.70
Patricia Meyer	\$1,224.50	\$ 575.50	\$1,175.50	\$1,775.50	\$2,375.50	\$3,575.50
Lou Weiss	\$757.00	\$1,043.00	\$1,643.00	\$2,243.00	\$2,843.00	\$4,043.00
Sonya Schulte	\$547.50	\$1,252.50	\$1,852.50	\$2,452.50	\$3,052.50	\$4,252.50
Karen Michal	\$541.00	\$1,259.00	\$1,859.00	\$2,459.00	\$3,059.00	\$4,259.00
Carolyn Felder	\$452.50	\$1,347.50	\$1,947.50	\$2,547.50	\$3,147.50	\$4,347.50
Riley Jo Schneider	\$397.50	\$1,402.50	\$2,002.50	\$2,602.50	\$3,202.50	\$4,402.50
Jane Bryan	\$390.50	\$1,409.50	\$2,009.50	\$2,609.50	\$3,209.50	\$4,409.50
Lynda Paulson	\$372.25	\$1,427.75	\$2,027.75	\$2,627.75	\$3,227.75	\$4,427.75
Cindy Tran	\$350.50	\$1,449.50	\$2,049.50	\$2,649.50	\$3,249.50	\$4,449.50
Christina Hosmer	\$335.50	\$1,464.50	\$2,064.50	\$2,664.50	\$3,264.50	\$4,464.50
Peggy Mayrose	\$334.00	\$1,466.00	\$2,066.00	\$2,666.00	\$3,266.00	\$4,466.00
Lisa King-Porter	\$312.00	\$1,488.00	\$2,088.00	\$2,688.00	\$3,288.00	\$4,488.00
Charmaine Carney	\$271.00	\$1,529.00	\$2,129.00	\$2,729.00	\$3,329.00	\$4,529.00
Annette Canarr	\$270.50	\$1,529.50	\$2,129.50	\$2,729.50	\$3,329.50	\$4,529.50
Suzanne Maes-Toay	\$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
Lauren Augustine	\$252.00	\$1,548.00	\$2,148.00	\$2,748.00	\$3,348.00	\$4,548.00
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
Kathryn Morgan	\$233.00	\$1,567.00	\$2,167.00	\$2,767.00	\$3,367.00	\$4,567.00

You're Invited!

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

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

TIME: 5 p.m. Central time



Working with Accountability!

Sensational Sales

CJ Reed	\$1916
Laura Fiudo	\$923
Pat Meyer	\$868
Cindy Lopez	\$312
Lou Weiss	\$72

Remarkable Reorders

CJ Reed	\$551
Pat Meyer	\$446

Parties with a Purpose

CJ Reed	\$337
CJ Reed	\$268
CJ Reed	\$215
Cindy Lopez	\$196
Pat Meyer	\$193
CJ Reed	\$192
CJ Reed	\$146

Fabulous Facials

Laura Fiudo	\$124
Cindy Lopez	\$116
CJ Reed	\$42
CJ Reed	\$23

Amazing On The Go Sales

Laura Fiudo	\$799
Pat Meyer	\$229
Lou Weiss	\$72
CJ Reed	\$16

Website Orders

CJ Reed	\$220
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New Bookings

CJ Reed	18
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Sets Sold

Laura Fiudo	2
CJ Reed	2

Pink Possibility Chats

CJ Reed

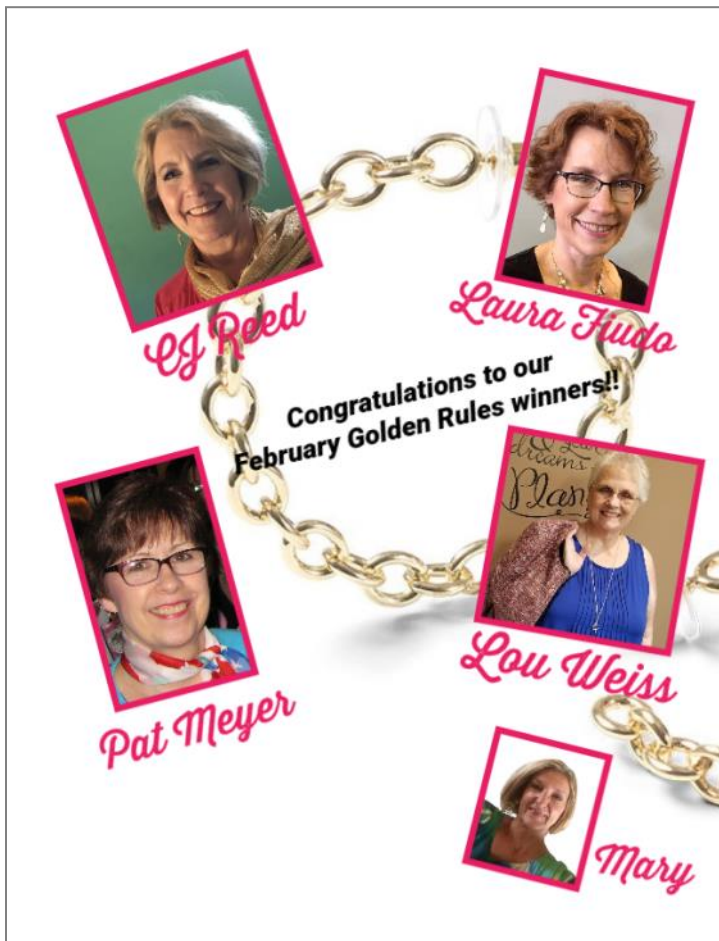
WOW Weeks

CJ Reed	\$791
CJ Reed	\$613
Laura Fiudo	\$427
Pat Meyer	\$422
CJ Reed	\$335
Pat Meyer	\$316
Laura Fiudo	\$259

WAS Turned In

Laura Fiudo
Pat Meyer
CJ Reed
Cindy Lopez
Lou Weiss

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



March On Track Club

Be a part of the On Track Club -- order \$300 WS to win either fun jewelry or the newest products!!

Order \$300ws this month and win one of the newest products!!



THERE HAS NEVER BEEN A BETTER TIME TO

START A MARY KAY BUSINESS

Through March 31, choose from **two** limited-time start up options.

So that's What Recruiting is all About?!

by Dr. Ann Vertel, www.unitcoach.com

So you think you hate sales and you're not good at it. Or perhaps recruiting (which is also sales) feels too "pushy." You don't like trying to convince someone to do something they don't want to.

Then stop!

Where on earth did you get the idea that sharing the opportunity was about hogtying some poor unsuspecting soul, throwing them over your shoulder, and dragging them into a happy life? Did someone along the way tell you that you had to convince, connive, cajole, arm-twist, lie, fib, leave out details, put on a fake voice and a phony expression and do your level best to force someone into a decision to join the company?

There are two ways to look at recruiting. The first makes you feel like you are doing something smarmy and

underhanded - that you are on one side of the table and your prospect is on the other side of the table and it's a big game of chess. Your prospect becomes your opponent and your mission becomes the defeat of all her objections until there are none left and she simply surrenders out of exhaustion. This is the mindset of scarcity and competition. A winner and a loser. A victim and a victor.

The second way to look at recruiting is through a mindset of abundance (there is plenty to go around) and collaboration (we are in this together).

Now don't discount the enormity of the difference between the two - it is huge, a chasm in fact.

If I showed you a gathering of 100 women and told you to go convince ten of them to join, it might seem like a daunting task.

But if I told you that there were ten women in that group that didn't need convincing, they just needed to hear about the opportunity and they would jump at the chance to join, and all you had to do was go and find out which ten they were, could you do that? Of course you could (and I probably couldn't stop you!).

That's what recruiting is all about. It's not about convincing women to do something they don't want to do. It's about finding the ones that want to do what you have to offer.



April 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 8

7 pm Fab Five Live
Invite your friends and customers to join!
7:30 pm Zoom Virtual Meeting (details below)

GOOD FRIDAY

9 10 11 12 13 14 15

HAPPY EASTER!

7 pm Fab Five Live
Invite your friends and customers to join!
7:30 pm Zoom Virtual Meeting (details below)

16 17 18 19 20 21 22

Last day to enroll online for Summer 2023 PCP mailing.

7 pm Fab Five Live
Invite your friends and customers to join!
7:30 pm Zoom Virtual Meeting (details below)

23 24 25 26 27 28 29

Midnight CST cutoff for Cons to place phone orders.

30 Last working day of the month. Cons online orders until 9 pm CST.

7 pm Fab Five Live
Invite your friends and customers to join!
7:30 pm Zoom Virtual Meeting (details below)

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

Carolyn Felder
Mary Richardson
Heidi Halgren
C.J. Reed
Robin Gelschus

Day

12
16
18
25
28

Anniversaries

Cynthia Martinets
Margaret Riess
Cheryl Harens
Rhonda Jasinsky

Years

31
29
2
1

I Love My Unit!



Miracle Making Overcomers

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To the Incredible...

Highlights this Month:

FEBRUARY RESULTS, MARCH, 2023

- ◆ Quarter 4 Star Consultant Quarterly Contest (March 16 - June 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)
- ◆ Sell to Play App Challenge (January 1 - March 31, 2023)
- ◆ Startup Options Promotion (March 1-31, 2023)

Words of Wisdom

“Visualize a year filled with accomplishments and the realization of your goals. Filling your mind with positive expectancy and focusing on what you plan to accomplish provide energy that multiplies when you set a desired goal and work toward it.”



WHY YOU SHOULD WEAR

All you need is 3 Active Team Members!

Red!

- 1 You Get to Wear the Red Jacket No more worrying what to wear!!
- 2 It's the stepping stone to your 1st Career Car!
- 3 You are joining the the Top 6% of Beauty Consultants!
- 4 You earn a \$50 Cash Bonus for each new Great-Start Qualified new team member!
- 5 You are learning the skills needed to be a Director.
- 6 You are eligible for 4%, 6%, or 8% commission on your team wholesale.
- 7 You are passing on Mary Kay's legacy to others. Her dream was a sea of RED!
- 8 Special Red Jacket trainings at Workshops, Seminar and Career Conference!
- 9 Special training opportunities throughout the year
- 10 You are a role-model for others!

