



Senior Sales Director Mary Richardson

MIRACLE MAKING OVERCOMERS



October Results & Recognition ««« November, 2020

SEMINAR 2021 UNIT GOALS

- ◆ \$400,000 Circle of Achievement
- ◆ 2 New Offspring Directors
- ◆ 4 New Car Drivers
- ◆ 10 Red Jackets
- ◆ 40 Star Consultants
- ◆ 100 Unit Members

DECEMBER 2020 GOALS

- ◆ \$12,000 Unit Wholesale
- ◆ 10 New Unit Recruits
- ◆ 2 New Red Jackets
- ◆ 5 Completing 30 Faces Challenge

#1 RETAIL SALES



Laura Fiudo

#1 WHOLESALE



Rebecca Parker

#1 SHARING



Position Available!!

Happy November Miracle Overcomers!

Are you like me and this time of year think of all the things you are grateful for? Let's flood our minds and social media with gratitude this year! Keeping our minds set on the positives not the negatives, and focusing on all that God has in store for us! His plans for us are to prosper, & to give us hope and a future! Let's focus on things that are true, honorable, fair, pure, beautiful, respectful, merciful, and kind.

Congratulations — Earning the beautiful necklace in October Spark a Chain Reaction Contest: **Rebecca Parker, CJ Reed, & Laura Fiudo!!** It's only \$600 WS in a month to win — we can do it!! AND there is a new Consistency Challenge July—December!!

Congratulations to: **Rebecca Parker, Laura Fiudo, CJ Reed, Cindy Tran, Sue Wiegrefe, Maureen Fiudo, Cynthia Martinets, Linda Lock, Lou Weiss, Sandy Mangrum, Jane Bryan, Pat Meyer, & Vicki Thompson** earning prizes in our October You Spark a Chain Reaction Contest! Check out the one for November— you can be a winner!!

Right now there are soooo many ways to work virtually, less hours, no drive time, etc. If you want to learn more about them, let me know!! What about some extra cash to help pay for those Christmas gifts?? The next several months people will be buying – they might as well buy from YOU!

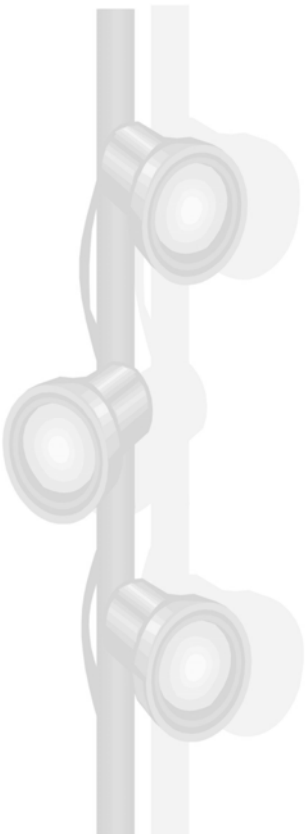
If I haven't told you lately, I am grateful for each one of YOU!! I so love working with all of you. Hearing your voices and good news, receiving your emails, checking your weekly accomplishments....I truly am a blessed woman and I love my life!! I am so grateful for this Company – when you work with discipline and focus – then you can play with joy, knowing what you accomplished!

Let's make this the beginning of something great!

Mary

SPOTLIGHT ON TEAM BUILDERS!

Standings are updated as of October 31st — this will not reflect November orders or new team members.



Elite Team Leaders

Recruiter: C.J. Reed
 Annette R. Canarr
 Jane F. Hauptert
 Linda R. Lamusga
 Suzanne Maes-Toay
 Patricia S. Meyer
 Lynda M. Paulson
 April L. Peloquin
 Lou Weiss
 # Emily R. Andringa
 # Ludmila Maretski
 # Syvilla O. Ogunniran

Senior Consultants

Recruiter: Laura D. Fiudo
 Maureen Fiudo

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

 Recruiter: Cynthia C. Martinets
 Traci M. Perdue
 * Beth Fortner
 # Michelle F. Elliott

Star Team Builders

Recruiter: Maureen Fiudo
 Katie M. Brady
 Linda G. Lock
 Donna J. Webb
 * Barbara Hastings

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!

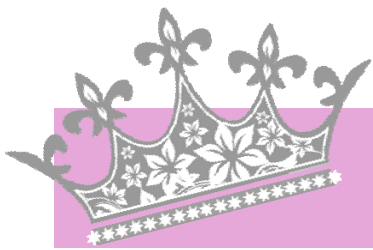
(5+ actives and \$5,000 wholesale growing to 16 actives and \$23,000 in 4 months or less)

Eligible to earn use of Career Car or \$425 cash monthly for 2 years PLUS all Benefits of previous levels

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 October 1-31.)



*Who will
our new
team
members
be next
month?!*



Treat someone special to a surprise spa day!

The Limited-Edition Mary Kay Mad About Masking® Mask Pod Gift Set is the perfect gift for anyone that deserves a little at-home pampering.

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



<i>13% Recruiter Commission Level</i> <i>Mary Richardson</i>	<i>\$367.34</i>
<i>9% Recruiter Commission Level</i> <i>C.J. Reed</i>	<i>\$60.26</i>
<i>6% Recruiter Commission Level</i> <i>Maureen Fiudo</i>	<i>\$36.11</i>
<i>4% Recruiter Commission Level</i> <i>Patricia Meyer</i>	<i>\$36.44</i>
<i>Laura Fiudo</i>	<i>\$17.12</i>

SPARK A CHAIN REACTION!

Challenge

July 1, 2020 – June 30, 2021

Each month during the 2020 – 2021 Seminar year that an Independent Beauty Consultant places a cumulative \$600 or more wholesale Section 1 order, she can earn an ultramodern monthly jewelry piece from the *Spark a Chain Reaction!* Challenge Collection.



The November jewelry piece is a pair of gold-tone earrings with baguette crystal accents. These earrings are perfect worn alone and complement many of the *Spark a Chain Reaction!* jewelry pieces you have earned or could earn!

"I never dreamed about success. I worked for it." ~ Estée Lauder

November



Pick your Prize from the Pretty, Practical, or Products!

Sec. 1 WS Orders	<i>Pretty</i>	<i>Practical</i>	<i>Products</i>
\$250	Surprise from Mary's Prize Chest 	Fleece Headband 	One of Mary's Favs 
\$450	Surprise from Mary's Prize Chest 	MK Cloth Mask 	One of Mary's Favs 
\$600	MK Spark Earrings!		
\$850	Surprise from Mary's Prize Chest 	2 Eyelash Zipper 	One of Mary's Favs 

Wholesale order must be received at Mary Kay by 11/30!

Order Prize from Mary by 12/3 — no voucher = no prize!

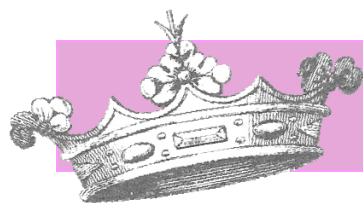
Order your prize at www.maryarichardson.com (2020Vision)

We invested in Product Last month!

Rebecca Parker	\$1,590.25	Jane Bryan	\$274.25
C.J. Reed	\$1,065.50	Patricia Meyer	\$264.00
Laura Fiudo	\$911.00	Vicki Thompson	\$250.50
Cindy Tran	\$520.00	Donna Webb	\$249.30
Susan Wiegrefe	\$473.50	Carolyn Felder	\$232.00
Maureen Fiudo	\$428.00	Dawn Booth	\$225.00
Cynthia Martinets	\$370.50	Kathryn Morgan	\$89.50
Linda Lock	\$352.50	Lynda Paulson	\$73.50
Lou Weiss	\$314.00	Annette Canarr	\$18.00
Sandy Mangrum	\$309.70	Mary Richardsoan	\$1,082.50



Dive into hydration. The Mary Kay® Oil-Free Hydrating Gel hydrates skin for up to 10 hours.



SHOOTING FOR THE COURTS!

Top 10 in Retail Sales

(Based on verified wholesale orders placed to the company as of prior month-end)



Queen's Court of Sales!
\$40,000 retail
 July 1, 2020 — June 30, 2021

	Consultant	YTD Retail	Bonus & PCP	Total
1	C.J. Reed	\$6,484.00	\$4,956.00	\$11,440.00
2	Laura Fiudo	\$5,809.00	\$3,958.00	\$9,767.00
3	Rebecca Parker	\$3,824.00	\$3,957.00	\$7,782.00
4	Cynthia Martinets	\$3,255.00	\$2,408.00	\$5,663.00
5	Maureen Fiudo	\$2,976.00	\$2,218.00	\$5,194.00
6	Patricia Meyer	\$3,471.00	\$1,113.00	\$4,584.00
7	Lou Weiss	\$2,775.00	\$1,148.00	\$3,923.00
8	Cindy Tran	\$1,040.00	\$1,507.00	\$2,547.00
9	April Peloquin	\$1,823.00	\$437.00	\$2,260.00
10	Susan Wiegrefe	\$947.00	\$947.00	\$1,894.00

Tops in Team Building



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



Queen's Court of Sharing!
24 New Team Members
 July 1, 2020 — June 30, 2021

NEW! RAISING REDS

DIQ BONUS!

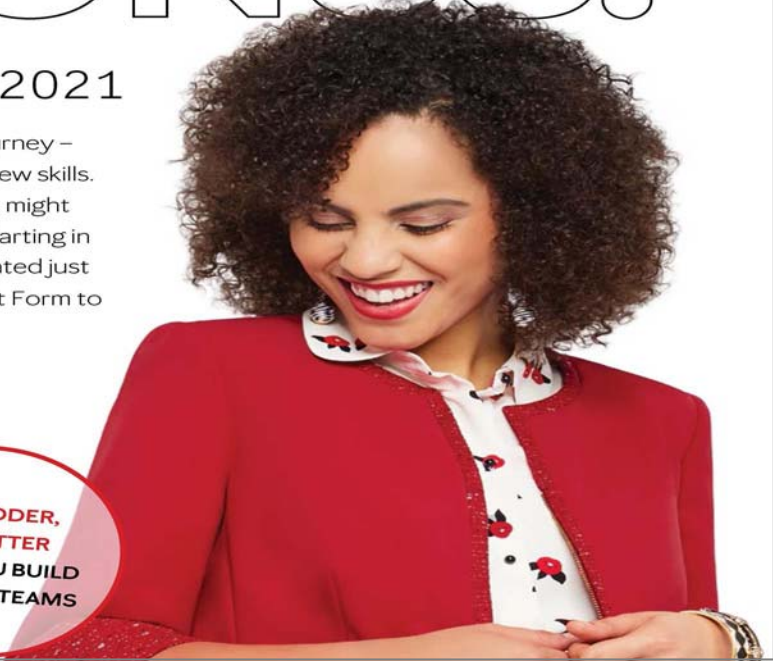
NOVEMBER 2020 – JUNE 2021

You may be looking for the next step in your Mary Kay journey – one that stretches you to grow as a leader and develop new skills. The Independent Sales Director-in-Qualification Program might be right for you, and right now, it's even more exciting! Starting in November, you can take advantage of a NEW bonus created just for achievers like you when you submit your Commitment Form to enter the DIQ Program with **TEAMS of TEAMS!**

HOW IT WORKS:

Starting in November, independent sales force members who enter the DIQ Program with **1 or more active* Red Jackets** will earn a one-time \$200 bonus!

**THE REDDER,
THE BETTER
WHEN YOU BUILD
TEAMS OF TEAMS**



WINTER 2020 NEW PRODUCTS

Winter 2020 New Products available November 15th for all sales force members (or November 10th, for Star Consultants who qualified during the June 16-September 15, 2020 quarter, or if you enrolled in The Look for Winter 2020 through PCP).

Winter 2020 Collection:

- ◆ TimeWise Replenishing Serum C+E™
- ◆ Mary Kay Illuminea™ Extrait de Parfum
- ◆ Mary Kay Illuminea™ Body Soufflé
- ◆ Mary Kay At Play® Contouring Stick
- ◆ Mary Kay At Play® Mini Matte Liquid Lip Color Kit
- ◆ Fragrance-Free Satin Hands® Shea Hand Sanitizer

Visit www.MaryKayIntouch.com for more information.

ORDER ASAP!
Limited Edition items **WILL BE OUT OF STOCK SOON!**





aim FOR the stars!



On-Target \$tar Consultants!

September 16 - December 15, 2020



**CONGRATS
1st quarter
STARS!**

RUBY

C.J. Reed

SAPPHIRE

**Laura Fiudo
Mary
Richardson
Maureen Fiudo**

**Shoot for
STAR this
Quarter!!**

**YOU Can
Do It!!**

Consultant Name	Current Wholesale Production	Sapphire \$1,800	—Wholesale Production Needed for Star—			
			Ruby \$2,400	Diamond \$3,000	Emerald \$3,600	Pearl \$4,800
Rebecca Parker	\$1,590.25	\$209.75	\$809.75	\$1,409.75	\$2,009.75	\$3,209.75
Laura Fiudo	\$1,580.00	\$220.00	\$820.00	\$1,420.00	\$2,020.00	\$3,220.00
C.J. Reed	\$1,551.10	\$248.90	\$848.90	\$1,448.90	\$2,048.90	\$3,248.90
Mary Richardson	\$1,362.60	\$437.40	\$1,037.40	\$1,637.40	\$2,237.40	\$3,437.40
Cynthia Martinets	\$837.50	\$962.50	\$1,562.50	\$2,162.50	\$2,762.50	\$3,962.50
Lynda Paulson	\$725.50	\$1,074.50	\$1,674.50	\$2,274.50	\$2,874.50	\$4,074.50
Patricia Meyer	\$521.00	\$1,279.00	\$1,879.00	\$2,479.00	\$3,079.00	\$4,279.00
Cindy Tran	\$520.00	\$1,280.00	\$1,880.00	\$2,480.00	\$3,080.00	\$4,280.00
Annette Canarr	\$517.00	\$1,283.00	\$1,883.00	\$2,483.00	\$3,083.00	\$4,283.00
Susan Wiegrefe	\$494.00	\$1,306.00	\$1,906.00	\$2,506.00	\$3,106.00	\$4,306.00
Lou Weiss	\$482.10	\$1,317.90	\$1,917.90	\$2,517.90	\$3,117.90	\$4,317.90
Maureen Fiudo	\$466.00	\$1,334.00	\$1,934.00	\$2,534.00	\$3,134.00	\$4,334.00
Donna Webb	\$352.80	\$1,447.20	\$2,047.20	\$2,647.20	\$3,247.20	\$4,447.20
Linda Lock	\$352.50	\$1,447.50	\$2,047.50	\$2,647.50	\$3,247.50	\$4,447.50
Kristen Laine	\$320.50	\$1,479.50	\$2,079.50	\$2,679.50	\$3,279.50	\$4,479.50
Sandy Mangrum	\$309.70	\$1,490.30	\$2,090.30	\$2,690.30	\$3,290.30	\$4,490.30
Linda Lamusga	\$301.50	\$1,498.50	\$2,098.50	\$2,698.50	\$3,298.50	\$4,498.50



**Stars Drive Cars!!
Which Car is in Your Future?!**

Enhance Your Virtual Meetings!

You can give your personal business an upgrade with Working Live.



Working With accountability!



Wonderful Website Orders

Cindy Tran	\$201
Lou Weiss	\$31

Amazing On The Go Sales

Laura Fiudo	\$894
Pat Meyer	\$281
CJ Reed	\$202
Lou Weiss	\$54

Fabulous Facials

CJ Reed	\$129
Lou Weiss	\$67

New Bookings

CJ Reed	2
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WOW Weeks

CJ Reed	\$332
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WAS Turned In

Laura Fiudo
Pat Meyer
CJ Reed
Vicki Thompson
Cindy Tran
Lou Weiss

Let me know what you're doing so I can give you the recognition you deserve!!

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



Sensational Sales

Laura Fiudo	\$894
CJ Reed	\$556
Pat Meyer	\$346
Lou Weiss	\$334
Cindy Tran	\$201
Vicki Thompson	\$98

Remarkable Reorders

CJ Reed	\$225
Lou Weiss	\$182
Vicki Thompson	\$98
Pat Meyer	\$65



A PERSONALIZED PAMPERING GIFT

Treat the special people in your life with a DIY gift basket packed with self-care goodies.



STEP 1:

Find a basket, box, bag or bin

STEP 2:

Add a robe, mug, sleeping mask, tea or any other relaxing, spa goodies

STEP 3:

Pack it with oh-so-soothing products

MARY KAY

December 2020



Sun Mon Tue Wed Thu Fri Sat

ZOOM MEETING DETAILS:

MONDAYS: <https://zoom.us/j/949285394?pwd=dTVldDVLQ1FSeHp2blhtdEVibXVNdz09>

Meeting ID: 949 285 394 Password: 512828

TUESDAYS: <https://us02web.zoom.us/j/81503190484?pwd=RFJyeXdpdDI4VHdVZjva1ZRSU9Ndz09>

Meeting ID: 815 0319 0484 Password: 749516

1	2	3	4	5
	7 pm Girls Night In: Join Zoom Meeting (details above)			

6	7	8	9	10	11	12
	7:00 pm Video Conference Call: Join Zoom Meeting (details above)					

13	14	15 End of Star Quarter	16 Spring 2021 PCP online enrollment begins.	17	18	19
		7 pm Girls Night In: Join Zoom Meeting (details above)				

20	21	22	23	24 All Company & Branch Offices Closed.	25 All Company & Branch Offices Closed. Postal Holiday.	26
	7:00 pm Video Conference Call: Join Zoom Meeting (details above)					



27	28	29	30 Midnight CST cutoff for Consultants to place phone orders.	31 Last working day of the month. Cons submit online orders until 9 pm CST. Online Agreements accepted until midnight.
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Let's Celebrate

Birthdays	Day	Anniversaries	Years
Laura Fiudo	5	Linda Judkins	33
Rebecca Parker	12	Patricia Meyer	31
Sonya Schulte	15	Dawn Booth	22
Norma Freeman	20		
Judy Henry	31		



Miracle Making Overcomers

Mary Richardson

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Web: www.maryarichardson.com



To the exceptional...

Highlights this Month:

September Results, October, 2020

- ◆ Quarter 2 Star Consultant Quarterly Contest (Sept. 16 - Dec. 15, 2020)
- ◆ Seminar Awards 2021 Unit-Building Challenge (July 1, 2020 – June 30, 2021)
- ◆ *Spark A Chain Reaction!* Challenge (July 1, 2020 - June 30, 2021)
- ◆ *Spark A Chain Reaction!* Fall Consistency Challenge (July 1 - Dec. 31, 2020)
- ◆ \$100 Red Jacket Bonus (Thru June 30, 2021)
- ◆ Bring Your Besties Starter Kit Discount (Thru June 30, 2021)
- ◆ Red Jacket Team-Building Bonus (Thru June 30, 2021)
- ◆ Raising Reds DIQ Bonus (November, 2020 - June, 2021)

Words of Wisdom

It isn't always easy to find the time to sit down quietly and reaffirm our long-range objectives, to calculate where you stand on the way to achieving these objectives, and to determine the next logical step to be taken. It is worthwhile to do so. Staying afloat may be urgent, but knowing where you are going is important.

~Mary Kay Ash



HOLIDAY STRATEGY TO-DOS

Mary Kay

December:

Pink Weekend:

SUGGESTED STRATEGY TIPS

- ◆ Post about your sale or event on your Facebook Business Page.
- ◆ Why not change the **COVER** of your Facebook Business Page to reflect the **SAVE-THE-DATE?**
- ◆ Build anticipation on your VIP customer page with product videos or images available to you on the Holiday Hub within Product Central on Mary Kay InTouch®.
- ◆ Send your customers, family and friends a customized **save-the-date** email to build anticipation of your sale!
- ◆ **SEE MORE FACES**, and grow your customer base.
- ◆ Continue to hold beauty experiences and skin care parties virtually or in person.
- ◆ Sell through giftables and holiday inventory.
- ◆ Offer holiday-themed beauty experiences and skin care parties.
- ◆ Book holiday makeovers.
- ◆ Review your customers' **holiday wish lists**, and connect with those buying gifts for them.
- ◆ Book New Year, New You makeovers for January to keep your holiday momentum

