



Senior Sales Director Mary Richardson

Miracle Making Overcomers



OCTOBER RESULTS & RECOGNITION « NOVEMBER, 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

December 2023 Goals

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

Happy November Miracle Making Overcomers!!

Congratulations — Earning the Beautiful Scarf in October **Soar Like Never Before** Contest **Lynette Harens, CJ Reed, & Laura Fiudo**. Winning their key chain and first charm in the Taking Flight Club was **Susan Wiegrefe & Dawn Booth**. Who's going to join us in the winning??

Congratulations to **CJ Reed & Suzanne Maes-Toay** winning NEW Holiday products in our October contest. They sold/took off the shelf for themselves over 25 items in the month. Others keeping track of items sold for our Drawing: Jane Bryan & Pat Meyer! We have a new contest for November and we need everyone to help us reach our goal of 300 items this month!! Even 1 item for yourself – will give you an entry to win!!

Congratulations to **CJ Reed, Laura Fiudo, Peggy Mayrose, Pat Meyer, Suzanne Maes-Toay, Dawn Booth, Susan Wiegrefe, Cindy Lopez, Lynette Harens, & Jane Bryan** 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:

RETAIL SALES QUEEN



CJ Reed

WHOLESALE QUEEN



CJ Reed

SHARING QUEEN



Position Available!!

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 October 31st — this will not reflect November orders or new team members.



DIQS

Recruiter: C.J. Reed
 Deb Chalin
 Christina M. Hosmer
 Lisa R. King-Porter
 Linda R. Lamusga
 Peggy Mayrose
 Patricia S. Meyer
 Karen Michal
 Annette R. Canarr
 Suzanne Maes-Toay
 Lynda M. Paulson
 Lisa Wilson
 * Emily R. Andringa
 * Lou Weiss
 * April L. Peloquin
 * Syvilla Ogun

Senior Consultants

Recruiter: Christina M. Hosmer
 Narjis Shahzad
 * Kimberley Hosmer

 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.

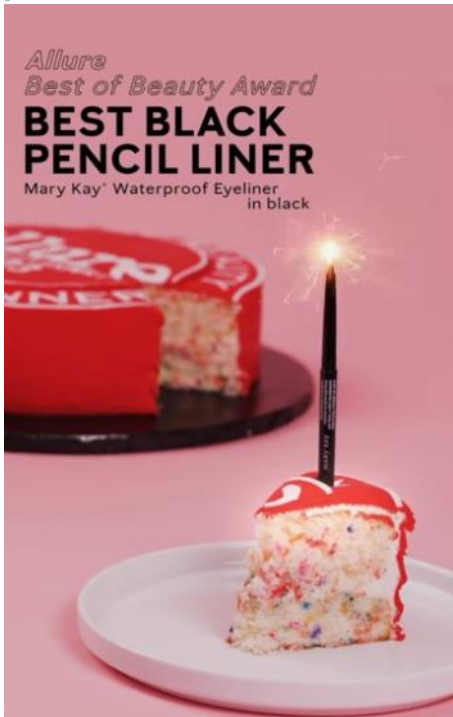
Director in Qualification

(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!



WELCOME NEW BUSINESS OWNERS!

(These new unit members signed Consultant agreements October 1-31.)

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



9% Recruiter Commission Level

Mary Richardson \$271.60

C.J. Reed \$25.83

4% Recruiter Commission Level

Patricia Meyer \$38.74



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.



This two-layered, wing-inspired necklace can be yours when you achieve the Soar Like Never Before Challenge in November.

"Women have always been the strong ones of the world." — Coco Chanel

WINTER 2023 NEW PRODUCTS

Winter 2023 New Products available November 15th for all sales force members (or November 10th, for Star Consultants who qualified during the June 15-September 15, 2023 quarter, or if you enrolled in The Look for Winter 2023 through PCP).

Brighten Your Every Day:

- ◆ Orchard Peach Satin Hands® Pampering Set
- ◆ Orchard Peach Satin Hands® Nourishing Shea Cream
- ◆ Mary Kay® Body Care Set
- ◆ Mary Kay® 60th Anniversary Eye Shadow Palette
- ◆ Mary Kay® Velvet Lip Crayon
- ◆ Mary Kay® Nail Polish
- ◆ Mary Kay® 60th Anniversary Collection Bag

Visit
www.MaryKayIntouch.com
for more information.

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



\$10,000 CHRISTMAS SALES

By Stephanie Eisenberg

- | | |
|---|---------|
| 1. 10 silent hostesses sell \$150 each | \$1,500 |
| 2. Contact 10 husbands with wives' wish list at \$100 or 20 husbands with \$50 each | \$1,000 |
| 3. Eight holiday shopping coffees at \$150 (30-55 minutes each) | \$1,200 |
| 4. One skin care class per week through Christmas at \$150 | \$2,400 |
| 5. Holiday Open House (1 at \$500 or 2 at \$250) | \$500 |
| 6. Contact businesses for 100 employee gifts at \$20 each | \$2,000 |
| 7. Contact doctors, lawyers, office managers and realtors for 50 gifts at \$30 each | \$1,500 |

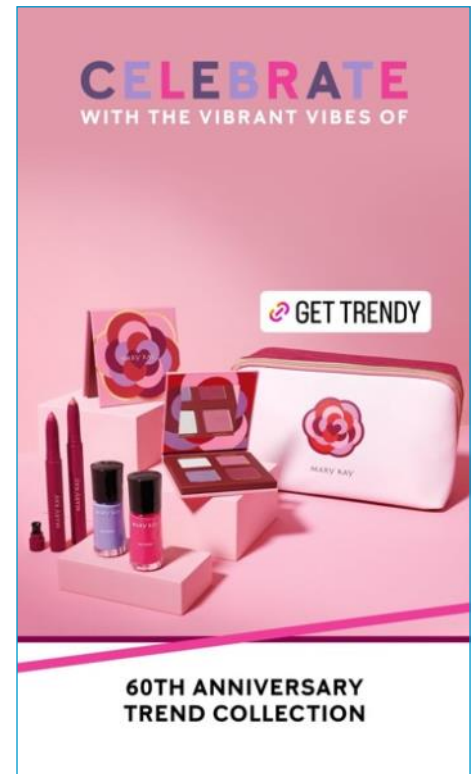
\$10,000

You'll be a PEARL STAR!! You can pay CASH for all your family gifts and have a Stress Free Holiday Season!



We Invested in Product Last Month!

C.J. Reed	Rebecca Parker
\$1,254.50	\$294.00
Laura Fiudo	Patricia Meyer
\$968.50	\$211.00
Lynette Harens	Christina Hosmer
\$735.50	\$76.00
Susan Wiegrefe	Sonya Schulte
\$564.00	\$22.00
Dawn Booth	Mary Richardson
\$463.75	\$668.00



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	\$6,882.00		\$6,882.00
2	Laura Fiudo	\$6,590.00		\$6,590.00
3	Peggy Mayrose	\$6,535.00		\$6,535.00
4	Patricia Meyer	\$4,382.00		\$4,382.00
5	Rebecca Parker	\$3,615.00		\$3,615.00
6	Lynette Harens	\$1,471.00		\$1,471.00
7	Linda Lamusga	\$1,175.00		\$1,175.00
8	Karen Michal	\$1,144.00		\$1,144.00
9	Susan Wiegrefe	\$1,128.00		\$1,128.00
10	Carolyn Felder	\$1,041.00		\$1,041.00



Queen's Court of Sales!

\$40,000 retail

July 1, 2023— June 30, 2024



Queen's Court of Sharing!

24 New Team Members

July 1, 2023— June 30, 2024

TOPS IN TEAM BUILDING



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

Aim for the Stars!



ON-TARGET \$STAR CONSULTANTS!

SEPTEMBER 16 - DECEMBER 15, 2023

*Congrats
1st Quarter
Stars!*

DIAMOND
C.J. Reed

RUBY
Mary
Richardson

SAPPHIRE
Laura Fiudo
Peggy Mayrose
Patricia Meyer

*Shoot for
STAR!!*



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
Peggy Mayrose	\$1,960.00	STAR	\$ 440.00	\$1,040.00	\$1,640.00	\$2,840.00
C.J. Reed	\$1,727.50	\$ 72.50	\$ 672.50	\$1,272.50	\$1,872.50	\$3,072.50
Laura Fiudo	\$1,429.00	\$ 371.00	\$ 971.00	\$1,571.00	\$2,171.00	\$3,371.00
Rebecca Parker	\$1,337.00	\$ 463.00	\$1,063.00	\$1,663.00	\$2,263.00	\$3,463.00
Patricia Meyer	\$822.25	\$ 977.75	\$1,577.75	\$2,177.75	\$2,777.75	\$3,977.75
Lynette Harens	\$735.50	\$1,064.50	\$1,664.50	\$2,264.50	\$2,864.50	\$4,064.50
Susan Wiegrefe	\$564.00	\$1,236.00	\$1,836.00	\$2,436.00	\$3,036.00	\$4,236.00
Dawn Booth	\$463.75	\$1,336.25	\$1,936.25	\$2,536.25	\$3,136.25	\$4,336.25
Linda Lamusga	\$348.00	\$1,452.00	\$2,052.00	\$2,652.00	\$3,252.00	\$4,452.00
Carolyn Felder	\$322.00	\$1,478.00	\$2,078.00	\$2,678.00	\$3,278.00	\$4,478.00
Christina Hosmer	\$304.00	\$1,496.00	\$2,096.00	\$2,696.00	\$3,296.00	\$4,496.00
Heather Ruffcorn	\$292.50	\$1,507.50	\$2,107.50	\$2,707.50	\$3,307.50	\$4,507.50
Deb Chalin	\$240.00	\$1,560.00	\$2,160.00	\$2,760.00	\$3,360.00	\$4,560.00
Suzanne Maes-Toay	\$239.50	\$1,560.50	\$2,160.50	\$2,760.50	\$3,360.50	\$4,560.50
Norma Freeman	\$230.00	\$1,570.00	\$2,170.00	\$2,770.00	\$3,370.00	\$4,570.00
Kristen Maddux	\$229.00	\$1,571.00	\$2,171.00	\$2,771.00	\$3,371.00	\$4,571.00



Stars Drive Cars!!

COME ALONG FOR THE RIDE OF YOUR LIFE!



Radiate in RED

NEW! 2023–2026 Red Jacket Collection

These new jackets will showcase your style as you radiate with your energy, positivity and boldness! The new collection will be available for purchase starting June 15, 2023. Place your order by July 10, 2023, to receive your red jacket in time to wear it at Seminar 2023! Get all the details at MaryKayInTouch.com.

Working with Accountability!

Sensational Sales

CJ Reed	\$3048
Laura Fiudo	\$540
Cindy Lopez	\$280
Pat Meyer	\$203

Remarkable Reorders

CJ Reed	\$184
Cindy Lopez	\$56

Parties with a Purpose

CJ Reed	\$398
CJ Reed	\$342
CJ Reed	\$322
CJ Reed	\$178
CJ Reed	\$142
CJ Reed	\$141

Fabulous Facials

Cindy Lopez	\$116
Cindy Lopez	\$108

Amazing On The Go Sales

Laura Fiudo	\$540
Pat Meyer	\$203
CJ Reed	\$82

Website Orders

CJ Reed	\$1056
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New Bookings

CJ Reed	13
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Sets Sold

CJ Reed	4
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WOW Weeks

CJ Reed	\$810
CJ Reed	\$809
CJ Reed	\$738
CJ Reed	\$691
Cindy Lopez	\$224
Pat Meyer	\$203
Laura Fiudo	\$195

WAS Turned In

Laura Fiudo
Cindy Lopez
Pat Meyer
CJ Reed

Items Sold/Taken Off Shelf Contest

Participating:

Jane Bryan
Pat Meyer

Over 25 Items:

Suzanne Maes-Toay	25
CJ Reed	95

THANK YOU FOR BEING ACCOUNTABLE
WITH YOUR WEEKLY ACCOMPLISHMENT
SHEETS!!



November Contest

WHEN WE SELL 300 ITEMS
WE WILL HAVE A
DRAWING! ONE LUCKY
WINNER WILL RECEIVE A
COLLECTION OF WINTER
PRODUCTS!

Personal WIN	For every 25 products sold, get 1 free holiday item!
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Comment below with the number of items sold or taken off your shelf!
1 item = 1 entry



LIVING the FAIRYTALE

Earn your charm each month when you place at least a \$300 WS order and/or add 1 new team member.

four keychain comes with your first charm earned.

November A Piece of my Heart



Dreams do come true!

soar like never before



october Soar Sisters



www.glambossgraphics.com

Do you want a \$1,000 in sales by the time you wake up on Pink Friday?
Try this Shop-a-thon idea to jump start your holiday sales!



Pink Friday Shop-a-thon!

The biggest shopping day of the year is here, and you are in for such a treat! You can receive discounts on your orders during different times of the day. My voicemail and email record the time and date on all incoming messages. And the earlier you shop, the more you can save.

It doesn't start until 6am, so don't get silly and shop at midnight the night before thinking you'll get a jump on it! But don't lose hope if you can't get up and shop by 6 am. There are different ways to save money that day. This new annual shop-a-thon will begin at 6am and end at 8pm. The discounts will start at 6am and end at noon, but wait! You can still save BIG! Even if you shop from Noon to 8pm, you can still be a winner because I will place all of the orders into a drawing. One name will be selected, and that whole order will be FREE! The winner will be notified the next day by telephone! Doesn't that sound terrific?

ALL persons placing orders will be put into a drawing. One lucky winner will be selected and get their order FREE!!

Here's how the discount works:

Call or email in your order between:

6am-6:59am.....	30% discount
7am-7:59am.....	25% discount
8am-8:59am.....	20% discount
9am-9:59am.....	15% discount
10am-10:59am.....	10% discount
11am-11:59am.....	5% discount

From Noon-8 pm, you will still have a chance to save 100% in the drawing!

December 2023



Sun Mon Tue Wed Thu Fri Sat

		FRIDAY, NOVEMBER 24 Have fun turning Friday PINK! SATURDAY, NOVEMBER 25 Encourage all to shop BIG with PINK small businesses like yours! MONDAY, NOVEMBER 27 Celebrate PINK Monday with special online offers!	1	2		
3	4	5 7 pm Confidently Beautiful Live Holiday Looks 7:30 pm Better Together Virtual Meeting	6	7	8	9
10	11	12 7 pm Confidently Beautiful Live Last minute Gifts 7:30 pm Better Together Virtual Meeting	13	14	15 End of Star Quarter 	16
17	18	19 Spring 2024 PCP online enrollment begins.	20	21	22	23
24	25 Christmas Day 	26	27	28	29	30 Midnight CST cutoff for Cons to place phone orders.
31 Last day of the month to place online orders by 9pm & agreements until midnight.						

MEETING DETAILS -

Tuesday 7 pm Confidently Beautiful Live
www.facebook.com/groups/confidentlybeautifulwithmk/ Invite your friends and customers to join!

Tuesdays 7:30 pm Better Together Virtual Meeting
<https://us02web.zoom.us/j/87208472577?pwd=T3lTdU1vYUlvWG5ZRk5XU3hPT2FQUk09>
Meeting ID: 872 0847 2577
Passcode: 512828

Birthdays	Day	Anniversaries	Years
Karen Michal	2	Linda Judkins	36
Laura Fiudo	5	Patricia Meyer	34
Rebecca Parker	12	Dawn Booth	25
Sonya Schulte	15	Riley Jo Schneider	2
Norma Freeman	20	April Peloquin	1
Theresa Anderson	25	Lisa Wilson	1
		Magdalene Williams	1
		Kristina Reed	1
		Jesenia Baltazar	1
		Rosemary Sheffel	1



Miracle Making Overcomers

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To the Exceptional...

Highlights this Month:

OCTOBER RESULTS, NOVEMBER, 2023

- ◆ Quarter 2 Star Consultant Quarterly Contest (September 16 - December 15, 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

Appreciation is the oil that keeps the machinery of human relations working well, and they must have a positive can-do attitude and gratitude. Thank you combined with good service keeps those customers at your door.



Tips to Make TimeWise® Miracle Set® Time-Worthy!

Keep the monumental momentum you and your unit gained from participating in the *TimeWise® Miracle Set®* Selling Challenge going and utilize the power of one more! Skin care makes a great holiday gift, so open the door for one more customer and one more reorder possibility! Make the most of your time selling the *TimeWise® Miracle Set®*:

Book a party!

- Put more parties on the books easily with **Mary Kay® Shop My Party!**
- Invite new customers and team members with a **branded party invitation.**
- Educate your guests on making skin care miracles with the **Pop-Up Party Guide** and the **TimeWise® Order of Application.**
- Host your party looking pretty AND professional with a **virtual party background.**

All of this and more available on the **TimeWise® Miracle Set® Hub** on InTouch. **Show off on social media!**

If you're looking for fun, new ways to promote the new *TimeWise® Miracle Set®*, go to InTouch > Resources > Digital Zone > Social Media Central where you'll find great resources for promoting this set.

