



Senior Sales Director Mary Richardson

Miracle Making Overcomers



SEPTEMBER RESULTS & RECOGNITION « OCTOBER, 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

November 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



Peggy Mayrose

SHARING QUEEN



Position Available!!

Happy October Miracle Making Overcomers!!

Congratulations — Earning the Beautiful Soar on Silver Wings Frame in September **Soar Like Never Before** Contest **Peggy Mayrose, Rebecca Parker, CJ Reed, Laura Fiudo, & Pat Meyer**. Winning their key chain and first charm in the Taking Flight Club was **Linda Lamusga, Karen Michal, & Sonya Schulte**. 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, Suzanne Maes-Toay, Laura Fiudo, & Pat Meyer** winning NEW Summer products in our September contest. They sold/took off the shelf for themselves over 25 items in the month. Others keeping track of items sold for our Drawing: Karen Michal! We have a new contest for October 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, Karen Michal, Rebecca Parker, Linda Lamusga, Sonya Schulte, & Kathryn Morgan** 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 September 30th — this will not reflect October 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
 * Theresa M. Anderson
 * Adenike Maruff

Star Team Builders

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

Senior Consultants

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

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

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.



Here We Grow Again!

WELCOME NEW BUSINESS OWNERS!

(These new unit members signed Consultant agreements September 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	\$518.08
Mary Richardson	\$243.56

4% Recruiter Commission Level

Patricia Meyer	\$29.62
Christina Hosmer	\$6.91



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 rectangular gauzy multicolored scarf (74" x 35.5") accented with an engraved Mary Kay® logo on a silver bar can be yours when you achieve the Soar Like Never Before Challenge in October.

"We may encounter many defeats but we must not be defeated."

~ Maya Angelou

The TimeWise® Miracle Set® Selling Challenge

Aug. 26 through Oct. 31, 2023

13

\$100 Visa Gift Card:

Every time you sell 13 NEW TimeWise® Miracle Sets®, Ultimate TimeWise® Miracle Sets® and/or Beyond Ultimate TimeWise® Miracle Sets® during the challenge time frame, you will be automatically entered to win a \$100 Visa gift card! So you could be entered multiple times!

\$200 Visa Gift Card:

At the end of the challenge time frame, there will be a total of 16 Visa gift cards valued at \$200 each awarded to the Independent Sales Directors whose units have the highest number of TimeWise® Miracle Sets®, Ultimate TimeWise® Miracle Sets® and/or Beyond Ultimate TimeWise® Miracle Sets® purchased. The Top 3 units per Seminar affiliation will each be awarded a gift card, and a fourth gift card will be awarded to the unit with the highest average number of sets purchased, allowing smaller units to win as well.



Extended! Introductory Offers!

Share wow-worthy startup options with potential team members in October! Share the Wow Now!

Get all the details at:
MaryKayInTouch > Education >
New Independent Beauty Consultants Start Here



BOOST HOLIDAY SALES! Limited-Edition Mary Kay® 60th Anniversary Trend Collection

These bold, on-trend shades were carefully curated in honor of Mary Kay's visionary Founder and 60 years of making women look and feel beautiful! A perfect holiday gift for customers looking for easygoing glam or end-of-year party looks.

LET MARY KAY PINK WEEKEND™ BEGIN!

Stock up on all things holiday for the sales event of the season!



The hottest shopping weekend of the year is on the way, packed with three days of Mary Kay beauty to fill your sleigh! Most major retailers have been kicking off holiday sales, so why not deliver cheer to your customers a little sooner this year. Encourage your customers to shop **PINK** to help your sales jingle all the way. Just **PINK** of all the possibilities! Get everything you need to turn the weekend pink and help your customers check those gifts off their lists!

- **Friday, Nov. 24:** Have fun turning Friday pink.
- **Saturday, Nov. 25:** Encourage everyone to shop big with small businesses like yours!
- **Monday, Nov. 27:** Celebrate Cyber Monday with your own personal online offers.

Share these 2022 *Mary Kay Pink Weekend™* stats with your new unit members!

Last year, Independent Beauty Consultants with *Mary Kay®* Personal Web Sites saw a boost in sales during *Mary Kay Pink Weekend™*.

marykay.com/ <i>Mary Kay®</i> Personal Web Sites	Number of Transactions	Average Order
Turn Friday Pink 2022	8,200	\$102
Typical Friday	1,440	\$74

Make sure you and your unit members are using digital resources like invitations, *MKeCards®*, emails, social media, calls and texts to share what you're doing for *Mary Kay Pink Weekend™*, including any special pricing or incentives you plan to offer.

We Invested in Product Last Month!

Peggy Mayrose	\$1,960.00	Heather Ruffcorn	\$292.50
Rebecca Parker	\$1,043.00	Lisa King-Porter	\$282.00
C.J. Reed	\$832.00	Deb Chalin	\$240.00
Laura Fiudo	\$740.50	Norma Freeman	\$230.00
Patricia Meyer	\$611.25	Christina Hosmer	\$228.00
Linda Lamusga	\$348.00	Charmaine Carney	\$226.50
Karen Michal	\$316.00	Narjis Shahzad	\$172.75
Sonya Schulte	\$307.50	Riley Jo Schneider	\$28.00
Carolyn Felder	\$292.50	Mary Richardson	\$616.50



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, 2023— June 30, 2024

Consultant	YTD Retail	YTD Add'l Credit	YTD Total
1 Peggy Mayrose	\$6,535.00		\$6,535.00
2 Laura Fiudo	\$4,653.00		\$4,653.00
3 C.J. Reed	\$4,172.00		\$4,172.00
4 Patricia Meyer	\$3,954.00		\$3,954.00
5 Rebecca Parker	\$3,042.00		\$3,042.00
6 Linda Lamusga	\$1,175.00		\$1,175.00
7 Karen Michal	\$1,144.00		\$1,144.00
8 Carolyn Felder	\$1,041.00		\$1,041.00
9 Kathryn Morgan	\$848.00		\$848.00
10 Narjis Shahzad	\$808.00		\$808.00



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!



*Congrats
4th Quarter
Stars!*

CONGRATS 1ST QUARTER \$TARS!

CONTEST ENDED SEPTEMBER 15, 2023

EMERALD

C.J.
Reed



C.J.
Reed



Mary
Richardson

RUBY

Laura
Fiudo



Laura
Fiudo



Peggy
Mayrose



Patricia
Meyer

SAPPHIRE

Mary
Richardson

*Be an
All-Star!*



NEW! TimeWise® Miracle Set®

Prevent premature skin aging starting now.

ORDER NOW ▶



Working with Accountability!

Sensational Sales

CJ Reed	\$1915
Laura Fiudo	\$1751
Pat Meyer	\$300
Peggy Mayrose	\$70

Remarkable Reorders

Pat Meyer	\$300
CJ Reed	\$168
Peggy Mayrose	\$70

Parties with a Purpose

CJ Reed	\$275
Laura Fiudo	\$238
CJ Reed	\$232
CJ Reed	\$208
Laura Fiudo	\$163
CJ Reed	\$132

Fabulous Facials

CJ Reed	\$77
CJ Reed	\$22
CJ Reed	\$16

Amazing On The Go Sales

Laura Fiudo	\$1277
CJ Reed	\$470

Website Orders

CJ Reed	\$315
Laura Fiudo	\$74

New Bookings

CJ Reed	11
Pat Meyer	1
Sets Sold	
CJ Reed	3
Laura Fiudo	1
Pat Meyer	1

WOW Weeks

CJ Reed	\$766
CJ Reed	\$670
Laura Fiudo	\$618
Laura Fiudo	\$547
CJ Reed	\$414
Laura Fiudo	\$396

Pat Meyer	\$300
Laura Fiudo	\$192

WAS Turned In

Laura Fiudo
Pat Meyer
Peggy Mayrose
CJ Reed

Items Sold/Taken Off Shelf Contest

Participating:

Karen Michal

Over 25 Items:

Pat Meyer	30
Suzanne Maes-Toay	40
Laura Fiudo	50
CJ Reed	135

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



OCTOBER CONTEST

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

Personal Win!

For every 25 items
sold, get one free
Holiday Product!

Comment below with
number of items sold/taken
off your shelf!
One Item = One Entry . . .



Fill the Bag!



Ready to win big? For each
guest at our MK events in
October & November,
we'll put a product in the
famous MK Travel Roll-Up
Bag...

... and one lucky
customer will win it all!



How to Enter:
Attend an event: 1 entry
Every \$25 purchase: 1 entry
Host an event (you + 3): 5 entries
Give your opinion on the MK Biz: 5 entries

soar like never before



september Soar Sisters

HOLIDAY STRATEGY TO-DOS:

November

- ◆ Let everyone know that you can help them with their holiday gift buying.
- ◆ Sell giftables and holiday inventory. Continue to provide the Holiday Wish List to those you meet.
- ◆ Continue to SEE MORE FACES – this never changes.
- ◆ Offer holiday-themed beauty experiences and skin care parties.
- ◆ Make your holiday bundles extra amazing with printable holiday gift tags.
- ◆ Review customers' Holiday Wish Lists, and connect with those buying gifts for them.



Pink Weekend!

- ◆ This is the perfect weekend to book new appointments and generate referrals.
- ◆ Post about your sale or event on your Facebook Business Page.
- ◆ Send your customers, family and friends a customized save-the-date email to build anticipation of your sale!
- ◆ Consider changing the cover of your Facebook Business Page to reflect your save-the-date.
- ◆ Build anticipation on your VIP customer page with product videos or images available to you on Mary Kay InTouch® > Products > Product Central.
 - ♥ Ensure you have an overall professional look with Mary Kay Pink Weekend™ digital assets.
- ◆ Individual follow-up with your customers, family and friends is helpful for great results!

November 2023



Sun Mon Tue Wed Thu Fri Sat

1 2 3 4

5 Daylight Savings Time Ends - back 1 hour!



6

7
7 pm Confidently Beautiful Live Flawless Foundation
7:30 pm Zoom Virtual Meeting

8 The Look begins mailing for PCP Winter 2023.

9

10 Early ordering of the Winter 2023 promo items begins for 1st qtr. Star Cons. & The Look PCP enrollees.

11 Veterans Day Observed Postal Holiday



12

13

14
7 pm Confidently Beautiful Live Flawless Foundation
7:30 pm Zoom Virtual Meeting

15 Ordering of the new Winter 2023 promotional items begins for all Cons.

16

17

18

19

20

21
7 pm Confidently Beautiful Live Flawless Foundation
7:30 pm Zoom Virtual Meeting

22

23 All Company & Branch Offices Closed. Postal Holiday.

24

All Company & Branch Offices Closed.

25



PINK FRIDAY!

PINK SMALL BUSINESS SATURDAY!!

26

27

PINK MONDAY!

28
7 pm Confidently Beautiful Live Flawless Foundation
7:30 pm Zoom Virtual Meeting

29 Midnight CST cutoff for Cons to place phone orders.

30

Last working day of the month. Consultants submit online orders until 9 pm CST. Online Agreements accepted 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
Emily Andringa	4	C.J. Reed	36
Dawn Booth	4	Carolyn Felder	26
Cheryl Harens	5	Sandy Mangrum	13
Syvilla Ogun	17	Susan Wiegrefe	8
Lauren Augustine	25	Christina Hosmer	1
		Beth Fortner	1
		Kimberley Hosmer	1



Miracle Making Overcomers

MARY RICHARDSON

Senior Sales Director
2500 Council Springs Pass,
Leander, TX 78641
Phone: 737-757-2024
Cell phone: 512-422-7560
Email: esdmaryrich50@gmail.com
Web: www.maryarichardson.com



To the Excellent...

Highlights this Month:

SEPTEMBER RESULTS, OCTOBER, 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)
- ◆ The TimeWise® Miracle Set® Selling Challenge (Aug. 26 - Oct. 31, 2023)
- ◆ The Great Start™ Journey (EXTENDED through October 31, 2023)

Words of Wisdom

Mary Kay Inc. is a unique way of life that provides the brushes, the oils, the pigments and the canvas in which you can paint your life as you want it to be. You choose your own colors, your own design and your own pattern.



Mary Kay

DELIVER HOLIDAY CHEER early THIS YEAR!

Get ready to make this season merry by meeting all your holiday goals. Start spreading the holiday cheer early and become your customers gift guru 'til that very last stocking is stuffed! Consider these resources your personal holiday helpers!

- ◆ Holiday Issue of *The Look*
- ◆ Holiday Product Videos
- ◆ Holiday Wish List
- ◆ Holiday Open House Invite
- ◆ Holiday Gift Tags



Find products, videos, fliers, gift tags and more at the **Holiday Hub on InTouch!**