



Senior Sales Director Mary Richardson

Miracle Making Overcomers



AUGUST RESULTS & RECOGNITION « SEPTEMBER, 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

October 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



Laura Fiudo

SHARING QUEEN



Christina Hosmer

Happy September Miracle Making Overcomers!!

Congratulations — Earning the fun Sealing Wax Set in August *Soar Like Never Before* Contest **Laura Fiudo, Peggy Mayrose, Pat Meyer, & CJ Reed!!** Winning their key chain and first charm in the Taking Flight Club was **Rebecca Parker & Lynda Paulson**. 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 **Laura Fiudo, CJ Reed, Suzanne Maes-Toay, & Pat Meyer** winning NEW Summer products in our August 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 & Peggy Mayrose! We have a new contest for September 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, Lynda Paulson, Narjis Shahzad, & 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 August 31st — this will not reflect September orders or new team members.



DIQS

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

Star Team Builders

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

Senior Consultants

Recruiter: Lynette D. Harens
 Cheryl A. Harens

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 August 1-31.)

New Consultant
Narjis Shahzad

From
Blaine, MN

Sponsored By
Christina Hosmer

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



13% Recruiter Commission Level	
C.J. Reed	\$403.20
9% Recruiter Commission Level	
Mary Richardson	\$96.48
4% Recruiter Commission Level	
Patricia Meyer	\$39.40
Christina Hosmer	\$9.26



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 **magnetic clear acrylic photo frame** features the On Silver Wings poem (in English on one side and in Spanish on the other side). It also showcases an engraved Mary Kay® logo on both sides. This frame can be yours when you achieve the Soar Like Never Before Challenge in September.

“What seems to us as bitter trials are often blessings in disguise.”
~ Oscar Wilde

*Celebrate! Amaze!
Sparkle!*

CHECK OFF THEIR WISH LISTS!

Share fun, new gift ideas from limited edition to Mary Kay® faves.

- ✓ **NEW! Limited-Edition Mary Kay® Body Care Set, \$30.**
- ✓ **NEW! Limited-Edition Mary Kay® Mandarin Blooms Body Wash, \$18.**
- ✓ **NEW! Limited-Edition Mary Kay® Shimmer Liquid Eye Shadow in Champagne, Sparkling and Rosé, \$18.**
- ✓ **NEW! Limited-Edition MKMen® Citrus Woods Body Wash, \$18.**
- ✓ **NEW! Limited-Edition Gift With Purchase.**

**HOLIDAY
2023**

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! There will be 60 winners randomly selected. This allows all independent sales force members – regardless of career path status – to have an opportunity to win!

\$200 Visa Gift Card:

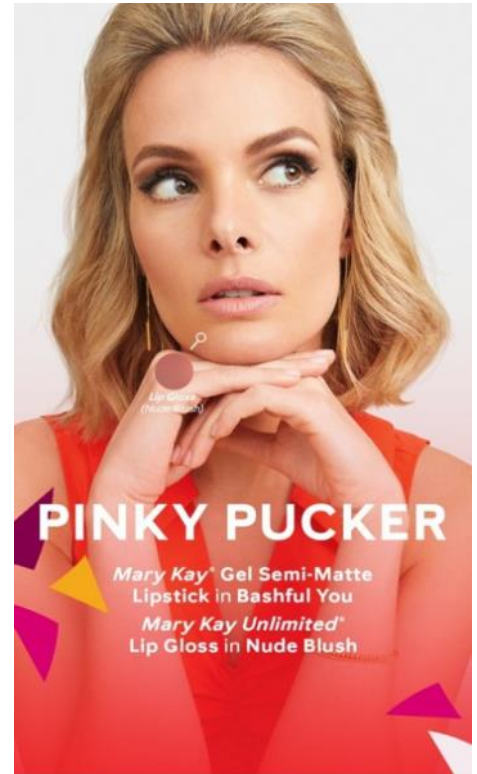
At the end of the challenge time frame, there will be a total of 16 Visa gift cards valued at \$200 each awarded to the Independent Sales Directors whose units have the highest number of TimeWise® Miracle Sets®, Ultimate TimeWise® Miracle Sets® and/or Beyond Ultimate TimeWise® Miracle Sets® purchased. 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.



We Invested in Product Last Month!

Laura Fiudo
\$985.00
Peggy Mayrose
\$956.50
Patricia Meyer
\$763.00
C.J. Reed
\$605.00
Rebecca Parker
\$478.00
Lynda Paulson
\$390.00
Karen Michal
\$256.00
Annette Canarr
\$248.00
Suzanne Maes-Toay
\$245.50

Cindy Tran
\$241.50
Narjis Shahzad
\$231.50
Lisa Wilson
\$230.00
Lisa Moyer
\$225.50
Riley Jo Schneider
\$129.00
Jane Bryan
\$106.00
Christina Hosmer
\$12.50
Mary Richardson
\$794.00



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 Laura Fiudo	\$3,172.00		\$3,172.00
2 Patricia Meyer	\$2,732.00		\$2,732.00
3 Peggy Mayrose	\$2,615.00		\$2,615.00
4 C.J. Reed	\$2,508.00		\$2,508.00
5 Rebecca Parker	\$956.00		\$956.00
6 Kathryn Morgan	\$848.00		\$848.00
7 Lynda Paulson	\$780.00		\$780.00
8 Suzanne Maes-Toay	\$743.00		\$743.00
9 Lou Weiss	\$616.00		\$616.00
10 Margaret Riess	\$522.00		\$522.00



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!*

ON-TARGET \$STAR CONSULTANTS!

June 16 - September 15, 2023

EMERALD

**C.J.
Reed**

RUBY

**Laura
Fiudo**

SAPPHIRE

**Mary
Richardson**

*Be an
All-Star!*



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	\$3,054.20	STAR	STAR	STAR	\$ 545.80	\$1,745.80
Laura Fiudo	\$2,237.10	STAR	\$ 162.90	\$ 762.90	\$1,362.90	\$2,562.90
Peggy Mayrose	\$1,834.20	STAR	\$ 565.80	\$1,165.80	\$1,765.80	\$2,965.80
Patricia Meyer	\$1,819.60	STAR	\$ 580.40	\$1,180.40	\$1,780.40	\$2,980.40
Carolyn Felder	\$590.50	\$1,209.50	\$1,809.50	\$2,409.50	\$3,009.50	\$4,209.50
Karen Michal	\$575.00	\$1,225.00	\$1,825.00	\$2,425.00	\$3,025.00	\$4,225.00
Rebecca Parker	\$563.50	\$1,236.50	\$1,836.50	\$2,436.50	\$3,036.50	\$4,236.50
Lynette Harens	\$480.50	\$1,319.50	\$1,919.50	\$2,519.50	\$3,119.50	\$4,319.50
Jane Bryan	\$469.00	\$1,331.00	\$1,931.00	\$2,531.00	\$3,131.00	\$4,331.00
Kathryn Morgan	\$424.00	\$1,376.00	\$1,976.00	\$2,576.00	\$3,176.00	\$4,376.00
Lynda Paulson	\$390.00	\$1,410.00	\$2,010.00	\$2,610.00	\$3,210.00	\$4,410.00
Annette Canarr	\$372.00	\$1,428.00	\$2,028.00	\$2,628.00	\$3,228.00	\$4,428.00
Suzanne Maes-Toay	\$371.50	\$1,428.50	\$2,028.50	\$2,628.50	\$3,228.50	\$4,428.50
Cindy Tran	\$371.50	\$1,428.50	\$2,028.50	\$2,628.50	\$3,228.50	\$4,428.50
Narjis Shahzad	\$344.00	\$1,456.00	\$2,056.00	\$2,656.00	\$3,256.00	\$4,456.00
Kristen Maddux	\$334.95	\$1,465.05	\$2,065.05	\$2,665.05	\$3,265.05	\$4,465.05
Lou Weiss	\$308.00	\$1,492.00	\$2,092.00	\$2,692.00	\$3,292.00	\$4,492.00
Sonya Schulte	\$307.50	\$1,492.50	\$2,092.50	\$2,692.50	\$3,292.50	\$4,492.50
Margaret Riess	\$261.00	\$1,539.00	\$2,139.00	\$2,739.00	\$3,339.00	\$4,539.00
Riley Jo Schneider	\$254.00	\$1,546.00	\$2,146.00	\$2,746.00	\$3,346.00	\$4,546.00
Katherine Hidalgo	\$244.00	\$1,556.00	\$2,156.00	\$2,756.00	\$3,356.00	\$4,556.00
Linda Lamusga	\$239.75	\$1,560.25	\$2,160.25	\$2,760.25	\$3,360.25	\$4,560.25
Debra Heggernes	\$236.00	\$1,564.00	\$2,164.00	\$2,764.00	\$3,364.00	\$4,564.00
Emily Andringa	\$231.00	\$1,569.00	\$2,169.00	\$2,769.00	\$3,369.00	\$4,569.00
Lisa Wilson	\$230.00	\$1,570.00	\$2,170.00	\$2,770.00	\$3,370.00	\$4,570.00

*Hello, Introductory
Offers!*

Share wow-worthy startup options with potential team members – here for a limited time! Share the Wow Now!



Working with Accountability!

Sensational Sales

CJ Reed	\$1704
Laura Fiudo	\$1058
Pat Meyer	\$664
Cindy Lopez	\$232

Remarkable Reorders

Cindy Lopez	\$232
CJ Reed	\$199
Pat Meyer	\$20

Parties with a Purpose

CJ Reed	\$196
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Fabulous Facials

CJ Reed	\$92
CJ Reed	\$90
Laura Fiudo	\$82
Laura Fiudo	\$77
CJ Reed	\$76
CJ Reed	\$66
CJ Reed	\$62
Laura Fiudo	\$54

Pat Meyer	\$50
CJ Reed	\$36

Amazing On The Go Sales

CJ Reed	\$878
Laura Fiudo	\$692
Pat Meyer	\$594

Website Orders

Laura Fiudo	\$154
CJ Reed	\$12

New Bookings

CJ Reed	17
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Sets Sold

CJ Reed	1
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WOW Weeks

Pat Meyer	\$457
CJ Reed	\$432
CJ Reed	\$428

CJ Reed	\$427
CJ Reed	\$417
Laura Fiudo	\$390
Laura Fiudo	\$284
Cindy Lopez	\$232
Laura Fiudo	\$197

WAS Turned In

Laura Fiudo
Pat Meyer
CJ Reed
Cindy Lopez

Items Sold/Taken Off Shelf Contest

Participating:

Karen Michal
Peggy Mayrose

Over 25 Items:

Pat Meyer	35
Suzanne Maes-Toay	37
CJ Reed	53
Laura Fiudo	76



LIVING the FAIRYTALE

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

Your keychain comes with your first charm earned.

September
Anniversary Charm

Dreams do come true!

soar like never before



august Soar Sisters



www.glambossgraphics.com

SEPTEMBER CONTEST

When we sell 300 items we will have a drawing for one winner to receive a collection of new Holiday Products!

PERSONAL WIN!

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

Comment below with the number of items sold or taken off your shelf!
One item = One entry

SPECIAL-EDITION! Mary Kay® 60th Anniversary Shopping Bags



(Section 2) while supplies last!

Sold in packs of 10:
five large bags, which hold even the largest Mary Kay® skin care sets (12.5" x 10" x 4") and five small bags (6.25" x 9" x 4").
No limits. Sold on Section 2 in packs of 10 for \$8.

October 2023



Sun Mon Tue Wed Thu Fri Sat

1 2 3 4 5 6 7
 7 pm Confidently Beautiful Live Flawless Foundation
 7:30 pm Zoom Virtual Meeting

8 9 10 11 12 13 14
 Columbus Day Observed Postal Holiday
 7 pm Confidently Beautiful Live Revealing your Radiance
 7:30 pm Zoom Virtual Meeting

15 16 17 18 19 20 21
 Last day to enroll online for Winter PCP mailing of *The Look*.
 7 pm Confidently Beautiful Live Gift Ideas
 7:30 pm Zoom Virtual Meeting

22 23 24 25 26 27 28
 7 pm Confidently Brows that Wow
 7:30 pm Zoom Virtual Meeting

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

FALL/HOLIDAY QUARTERLY SOCIAL MEDIA PLAYBOOK AVAILABLE NOW ON INTOUCH!

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

Kathryn Morgan	6
Debra Heggernes	10
Katherine Hidalgo	10
Linda Mace	10
Narjis Shahzad	10
Beth Fortner	15
Kristen Box-Rojas	17
Lou Weiss	18
Lynette Harens	22
Kristina Reed	26
Magdalene Williams	30

Day

6
10
10
10
10
15
17
18
22
26
30

Anniversaries

Rebecca Parker	29
Heather Ruffcorn	24
Charmaine Carney	21
Linda Mace	18
Robin Gelschus	2
Peggy Mayrose	1
Adenike Maruff	1
Ann Reinartz	1
Carla Mandrell	1

Years

29
24
21
18
2
1
1
1
1



Miracle Making Overcomers

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To the Outstanding...

Highlights this Month:

AUGUST RESULTS, SEPTEMBER, 2023

- ◆ Quarter 2 Star Consultant Quarterly Contest (September 16 - December 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)
- ◆ The TimeWise® Miracle Set® Selling Challenge (Aug. 26 - Oct. 31, 2023)

Words of Wisdom

“I know now that my legacy is assured. The Company has my name, but it also has a life of its own. And its life’s blood is the philosophy that many thousands of women have made a part of their lives. They embody that philosophy of sharing and giving, and as such, it will always live on.”



BECOMING SAVVY IN SOCIAL MEDIA

Ready to become a confident social creator? Whether you’re a new Independent Beauty Consultant or an independent sales force member who wants to level up your social selling skills, you can complete this module for help marketing your Mary Kay business on social media.

Each lesson walks you through the steps of designing a social media plan to promote your business, including details on how to set up your social media accounts. You’ll find great ideas for content, and for new Beauty Consultants, you’ll discover a suggested posting plan for your first 30 days, along with video examples.

Get all the details on MaryKayInTouch.com > Resources > Digital Zone > Social Media Central.

