



Sr. Sales Director Christina Smith's

Super Shining

June Results & Recognition ★ July, 2021



Become a Goal-Setting, Goal-Inspired, Goal-Achieving Person!
July is the time to set your goals for the new Seminar year.



WHOLESALE COURT

Amber Hill
\$1,295.25

Elaine Green
\$878.00

Felissa B. Boutwell
\$600.50

SHARING COURT

Alicia D. Beasley 1

Louanne Green 1

Ginger Smith 1

 **You hold the Key!**

HAVE YOUR BEST YEAR YET!

NOW'S THE PERFECT TIME TO PLAN YOUR NEW YEAR! CHECK OUT THESE GREAT TIPS FROM TOP INDEPENDENT SALES DIRECTORS WHO KNOW WHAT IT TAKES TO GO FROM GOOD TO GREAT! HERE'S WHAT THEY SAY:

1

Attend unit meetings and set a goal with your Independent Sales Director. Break it into bite-sized pieces; celebrate each milestone!

2

Find a power partner. You and your sister Independent Beauty Consultant (or whomever you choose) hold each other accountable and recognize your accomplishments.

3

Create a goal poster. Feature your reason to work and a list of planned accomplishments. You may want to create mini reminders to tuck in a drawer or tape to the fridge.

4

Brush up on technology. Start a Facebook page and get your own Mary Kay® Personal Web Site. Both are instant ways to reach your circle of influence. Organize your customer information in MyCustomersSM.

5

Identify ways to increase existing income-producing activities. If you typically spend an hour a week on customer follow-ups, make it two hours. If you hold two skin care parties a month, shoot for four!



It's July and the clock is reset!

The great thing about the Mary Kay opportunity is that it doesn't matter where you landed on the scoreboard last year because each year is a new opportunity to earn and grow. What are your goals? Do you want to earn the use of a Career Car, step up the Mary Kay career path, be a Star Consultant and choose from fabulous prizes, or make extra cash to treat yourself to a few extras? Whatever it is, remember it's not magical – it's mathematical. The more faces you see, the more successful you can become. You can do it!

Christina

Spotlight On Team Builders!

Standings are updated as of June 30th — this will not reflect July orders or new team members.

Future Directors

Recruiter :Laura A. Davis
Rickita D. Carson
Pamella Cockerham
Joyce A. Davis
Ora D. Davis
Latoya Garrett
Tecora J. Goines
V. Griffin-Luckett
Ruth B Johnson
Tessa Montgomery
* Valeda L. Anderson
* Dee J. Walker
* Terisha Windgassen



**Are you
ready to
move up?**

Team Leaders

Recruiter :Kelly L. Lucas
Veronica F. Ford
Melissa A. Haigler
Sandra K. Pretlow
Melody Sias-Linzey
JoiAnessa Smith
Petrina R. Wynn
* Constance Cromartie

Star Team Builders

Recruiter :Alicia D. Beasley
Alicia R. Arnst
Alicia D. Hill
* Tamia W. Rowland
* Cindy Thompson

Recruiter :Felissa B. Boutwell
Suzanne H. Boutwell
Meredith B Yarbrough
* Jamie N. Andrews

Senior Consultants

Recruiter :Shawanna F. Bryant
Noosha Hussain
Jessica A. Knight
* Verletta C. Donald
* Kendra S. Johnson
Recruiter :Marci H. Ferguson
Elizabeth Alexander
Kim M. Sharp
* Betty B. Wall

Recruiter :Helen C. Poe
John Ethel Robinson
Frances A. Sanders
* Nelda Thomas

Recruiter :Petrina R. Wynn
Andrewnette B Martin
* Nicole A. Johnson

* 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!

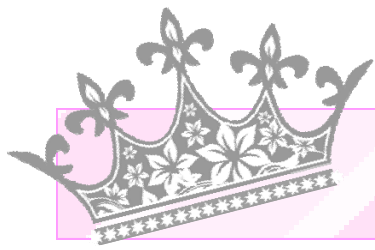
(5+ actives and \$5,000
wholesale growing to
16 actives and \$23,000
in 4 months or less)

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 June 1-30.)

New Consultant	From	Sponsored by
Jane C. Kemp	LEEDS, AL	L. Green
Tamia W. Rowland	BUFORD, GA	A. Beasley
Marcia Turner	PENSACOLA, FL	G. Smith



“A woman is like a diamond: She reaches her full potential under immense amounts of pressure.”
— Unknown

Thank You from Mary Kay

“Love Check” Commissions for Personal Team Building



13% Recruiter Commission Level

Ginger Smith \$305.27

4% Recruiter Commission Level

Alicia D. Beasley \$51.81
Louanne Green \$45.95
Shawanna F. Bryant \$9.72
Elaine Green \$8.02
Adonica Hall \$5.82



Challenge

July 1, 2021 – June 30, 2022

Each month an Independent Beauty Consultant achieves the *Powered by Pink* Challenge, she's eligible to earn a beautiful piece of jewelry from the exclusive Powered by Pink Jewelry Collection by R.J. Graziano.



The July jewelry piece is a showstopper – an exquisite pair of hoop earrings featuring sparkling hot pink baguette crystals. Stunning worn alone, they are also a perfect match to some of the future *Powered by Pink* jewelry pieces you can earn!

“You can waste your life drawing lines. Or you can live your life crossing them.” - Shonda Rhimes

enthusiasm

POWERED BY
pink
MARY KAY

TAKE THE CHALLENGE!

JULY 1, 2021 – JUNE 30, 2022

It was no accident that Mary Kay Ash chose pink as her signature color.

And today, it has evolved into a symbol of **POWER, PASSION AND PURPOSE.**

When you are *Powered by Pink*, it means that you're living your life and working your business the Mary Kay way. It means that whether you're booking parties, finding customers, sharing products or talking with potential team members, you are doing it how Mary Kay Ash taught – **BOLDLY, CONFIDENTLY AND WITH A HEART FOR OTHERS.**

goals

sales

parties

POWER UP!

Each month during the 2021 – 2022 Seminar year that an Independent Beauty Consultants sells enough product to support placing a \$600* or more wholesale Section 1 order, she can earn a monthly jewelry piece from the *Powered by Pink* Jewelry Collection by R.J. Graziano.

Establishing a strong customer base and selling enough product to achieve this challenge can also help you become a quarterly Star Consultant and so much more.

july
POWER UP YOUR GOALS!

august
POWER UP YOUR SALES!

september
POWER UP YOUR SISTERHOOD!

october
POWER UP YOUR SOCIAL GAME!

november
POWER UP YOUR SHARING!

december
POWER UP THE HOLIDAYS!

january
POWER UP YOUR KNOWLEDGE!

february
POWER UP YOUR VIRTUAL SELF!

march
POWER UP YOUR PARTIES!

april
POWER UP YOUR CUSTOMERS!

may
POWER UP YOUR GO-GIVE SPIRIT!

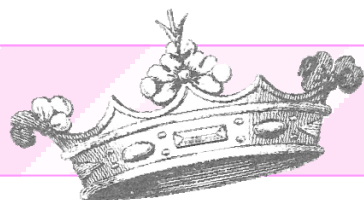
june
POWER UP YOUR BOOKINGS!

*The \$600 or more wholesale Section 1 order requirement per month can be placed in one single order or placed in cumulative orders as long as the orders are placed in the same calendar month. Customer Delivery Service, Guest Checkout and EZ Ship order amounts will also count toward your \$600 or more wholesale Section 1 order requirement. You'll receive your jewelry inside your qualifying order. One jewelry piece per achiever each month. For consistency challenge prizes, you'll receive your prize inside your next product order (does not need to be a qualifying order) following the end of the challenge and month end. One prize per achiever for each consistency challenge.

MK® / MARY KAY® / © 2021 Mary Kay Inc. J2003845 7/21 PRINTED IN U.S.A.

We Invested in Product Last Month!

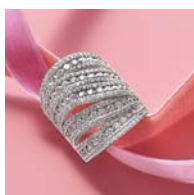
Alicia D. Hill	\$1,295.25	Hope Butler	\$213.50
Elaine Green	\$878.00	Cathy B. Klimetz	\$207.25
Felissa B. Boutwell	\$600.50	Jessica A. Knight	\$201.00
Louanne Green	\$400.25	Melissa L. Beech	\$200.50
Mirella D. Espejo	\$357.00	Hayley C. McKinnis	\$145.50
Cristy B. Brantley	\$326.00	Michelle McKinney	\$122.50
Debbie L. Moser	\$296.00	Shawanna F. Bryant	\$75.50
Jane C. Kemp	\$270.75	Yvonne I. Smith	\$70.25
Rhonda Pouliot	\$269.00	Adonica Hall	\$55.50
Lindsay Lawson	\$265.75	Ila R. Okke	\$42.00
Rachel A. Madril	\$223.00	Anna G. Faggard	\$15.00
Alicia D. Beasley	\$218.50		



Shooting for the Courts!

Top 10 in Retail Sales

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

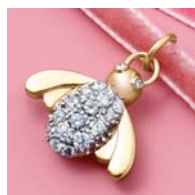


Queen's Court of Sales!

\$40,000 retail

July 1, 2021— June 30, 2022

	Consultant	YTD Retail	Bonus & PCP	Total
1	Karen R. Vincent	\$8,085.50	\$0.00	\$8,085.50
2	Alicia D. Hill	\$7,887.00	\$20.00	\$7,907.00
3	Mary L. Waters	\$7,861.00	\$20.00	\$7,881.00
4	Elaine Green	\$7,440.00	\$175.00	\$7,615.00
5	Felissa B. Boutwell	\$7,378.00	\$160.00	\$7,538.00
6	Alicia D. Beasley	\$6,400.50	\$0.00	\$6,400.50
7	Debbie L. Moser	\$5,949.50	\$0.00	\$5,949.50
8	Cristy B. Brantley	\$4,472.00	\$215.00	\$4,687.00
9	Edie Skillen	\$4,136.00	\$0.00	\$4,136.00
10	Kathleen M. Williams	\$4,022.50	\$0.00	\$4,022.50



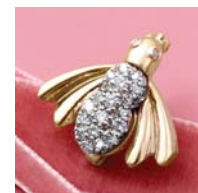
Queen's Court of Sharing!

24 New Team Members

July 1, 2021 — June 30, 2022

Tops in Team Building

	Recruiter	New Team Mbrs	YTD Comm
1	Alicia D. Beasley	2	\$180.32
2	Mary L. Waters	1	\$144.12
3	Adonica Hall	2	\$90.71
4	Shawanna F. Bryant	1	\$27.64
5	Kayla T. Green	1	\$15.97



Aim for the Stars!



**CONGRATS
4th quarter
STARS!**

PEARL

Emily A. Peele

EMERALD

Margaret Hansen

DIAMOND

Yahaira Mateo

RUBY

Valerie N. Christou
Erika Buchanan

SAPPHIRE

Olga Ramirez
Katie Selby
Claudette Rolle



On-Target \$tar Consultants!

June 16 ~ September 15, 2021

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
ALICIA HILL	\$949.75	\$850.25	\$1,450.25	\$2,050.25	\$2,650.25	\$3,850.25
ALICIA ARNST	\$804.13	\$995.87	\$1,595.87	\$2,195.87	\$2,795.87	\$3,995.87
FELISSA BOUTWELL	\$600.50	\$1,199.50	\$1,799.50	\$2,399.50	\$2,999.50	\$4,199.50
CRISTY BRANTLEY	\$439.00	\$1,361.00	\$1,961.00	\$2,561.00	\$3,161.00	\$4,361.00
RACHEL MADRIL	\$430.25	\$1,369.75	\$1,969.75	\$2,569.75	\$3,169.75	\$4,369.75
ALICIA BEASLEY	\$425.25	\$1,374.75	\$1,974.75	\$2,574.75	\$3,174.75	\$4,374.75
LOUANNE GREEN	\$400.25	\$1,399.75	\$1,999.75	\$2,599.75	\$3,199.75	\$4,399.75

A simple way to stay on track for Star Consultant:

- Sapphire** = Sell \$300 Retail per week
- Ruby** = Sell \$400 Retail per week
- Diamond** = Sell \$500 Retail per week
- Emerald** = Sell \$600 Retail per week
- Pearl** = Sell \$800 Retail per week

Also—remember that you earn 600 extra “star” points for each *qualified* team member you add during the quarter.

Share the Dream!

You can use digital resources to let your network know about the event of the year.

Register by August 13th!
All four Seminars will occur simultaneously August 19-21.

MARY KAY
SEMINAR
2021

august 2021



Sun

Mon

Tue

Wed

Thu

Fri

Sat

1 2 3 4 5 6 7

Fall 2021 PCP
mailing of *The Look*
begins.

8 9 10 11 12 13 14

Early ordering of Fall
2021 promo items for
4th quarter stars &
those enrolled in *The
Look* for Fall 2021 PCP.

15 16 17 18 19 20 21

Ordering of the Fall
2021 promo items
for all Consultants.

Last day to enroll
online for the Holiday
2021 PCP mailing of
The Look.

22 23 24 25 26 27 28

29 30 31

Midnight CST cutoff
for Consultants to
place phone orders.

Last working day of the
month. Cons submit online
orders until 9 pm CST.
Online Agreements
accepted until midnight.

be an All-Star!

Achieve the All-Star Consultant Program
June 16, 2021- June 15, 2022



Birthdays

Samantha M. Munoz
Jodie M. Byrd
Alicia D. Beasley
Monica T. Green
Janet Windham
Kathryn D. Lewis
Verletta C. Donald
Malinn Kostecky
Jennifer C. Myrick
Kourtney J. Bradley
S. Claire Green

Day

5
8
11
15
15
22
24
24
24
26
26

Anniversaries

Meredith B Yarbrough
Yvonne I. Smith
Cristy B. Brantley
Kelsey Y. Gordon
Brandi N. Doyle

Years

3
2
2
1
1



Super Shining Stars!

Christina Smith

Sr. Sales Director
12354 Rhoades Lane
Springfield, FL 79586

Phone: 555-123-4567
E-mail: mkdirector@marykay.com



To the Incredible...

Highlights this Month:

June Results, July, 2021

- ◆ Quarter 1 Star Consultant Quarterly Contest (June 16 - September 15, 2021)
- ◆ *Powered By Pink* Yearlong Consistency Challenge (July 1, 2021 - June 30, 2022)
- ◆ Powered by Pink 6-Month Fall Consistency Challenge (July 1– Dec. 31, 2021)
- ◆ Raising Reds DIQ Bonus (Thru December 31, 2021)
- ◆ \$100 First-Time Red Bonus (Thru December 31, 2021)
- ◆ Red Jacket Team-Building Bonus (Thru December 31, 2021)
- ◆ Bring Your Besties Starter Kit Discount (Thru December 31, 2021)
- ◆ 2021 State Contest: Highest and Most Improved (Thru November 30, 2021)

Words of Wisdom

Decide today to build your dream in your mind. Make your goals realistic but high enough so that you will have to stretch to reach them.

~Mary Kay
Ash

