



Super Stars!



JUNE RESULTS & RECOGNITION ♦ JULY, 2021

**Sr. Sales Director
Christina Smith**



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



a NOTE FROM YOUR DIRECTOR . . . 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
 Tesha Montgomery
 * Valeda L. Anderson
 * Dee J. Walker
 * Terisha Windgassen

Team Leaders

Recruiter :Kelly L. Lucas
 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



**Are you
 ready to
 move up?**

** 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

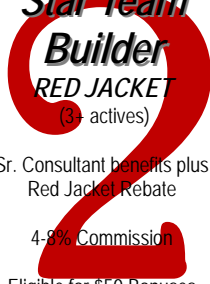
RED JACKET

(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

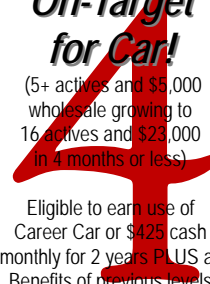
Team Leader pin



On-Target for Car!

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

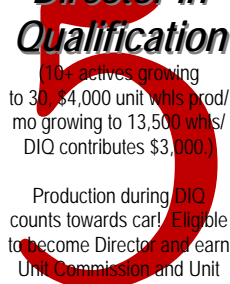
Eligible to earn use of
 Career Car or \$425 cash
 monthly for 2 years PLUS all
 Benefits of previous levels



Director in Qualification

(10+ actives growing
 to 30, \$4,000 unit whls prod/
 mo growing to 13,500 whls/
 DIO contributes \$3,000.)

Production during DIO
 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

<i>Ginger Smith</i>	<i>\$305.27</i>
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4% Recruiter Commission Level

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

Team Building TIP OF THE MONTH!

Be a Gold Medal Winner!

By NSD Mollye Morrow

Share your opportunity with five people in one calendar month to win the Gold Medal!

1. Decide that you can be a Gold Medal Winner!
2. Skin care classes are the best way to find recruits. Book 7 per week so you'll have 5 classes.
3. Do the 4-Point Recruiting Plan at every skin care class.
4. Do at least 5 interviews each week.
5. Follow up, and follow up on the follow up. Take your prospects to Skin Care Classes with you. Call her and overcome her objection, see her husband, and answer his questions, etc. Opportunity is knocking at your door!

“You may have a fresh start any moment you choose, for this thing we call 'failure' is not the falling down, but the staying down.” ~Mary Pickford



parties

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.**



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.
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We Invested in Product Last Month!

Lisa A. Nash	\$1,590.50	Catherine H. Meng	\$278.00	Cindy L. Funk	\$200.75
Alicia D. Hill	\$1,295.25	Jane C. Kemp	\$270.75	Melissa L. Beech	\$200.50
Elaine Green	\$878.00	Rhonda Pouliot	\$269.00	Phyllis P. Ward	\$200.25
Sharon K. Michaud	\$805.00	Lindsay Lawson	\$265.75	Racheal R. Arends	\$184.50
Pamela Sherman	\$646.50	Angela L. Johnson	\$253.50	Hayley C. McKinnis	\$145.50
Denise M. Michaud	\$610.00	Wendy K. Mathewson	\$238.50	Amy C. Monreal	\$138.50
Felissa B. Boutwell	\$600.50	Dena M. Hunter	\$231.50	Michelle McKinney	\$122.50
Lisa Tice	\$408.25	Rachel A. Madril	\$223.00	Jane A. Denton	\$86.00
Nancy R. Fischer	\$408.00	Alicia D. Beasley	\$218.50	Shawanna F. Bryant	\$75.50
Deborah L. Roberts	\$402.00	Hope Butler	\$213.50	Yvonne I. Smith	\$70.25
Lori A. Hurlburt	\$400.75	Sara E. Holland	\$209.50	Adonica Hall	\$55.50
Louanne Green	\$400.25	Cathy B. Klimetz	\$207.25	Ila R. Okke	\$42.00
Mirella D. Espejo	\$357.00	Renee Dixon	\$205.75	Barbara C. Melahn	\$19.00
Cristy B. Brantley	\$326.00	Debora Escobar	\$205.50	Anna G. Faggard	\$15.00
Heather A. Harris	\$306.50	Sharon K. Schoepflin	\$202.50	Monica T. Green	\$702.25
Linda A. Buck	\$302.00	Jessica A. Knight	\$201.00		
Debbie L. Moser	\$296.00				

Shooting for the Courts!

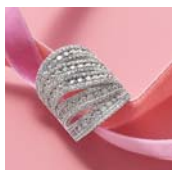
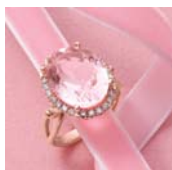
TOP 10 IN RETAIL SALES

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

	Consultant	YTD Retail	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

TOPS IN TEAM BUILDING

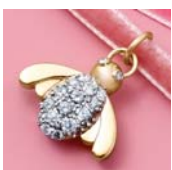
	Recruiter	New Team Mbrs	YTD Comm
1	Alicia D. Beasley	2	\$180.32
2	Mary L. Waters	1	\$144.12
3	Adonica Hall	2	\$90.71
4	Shawanna F. Bryant	1	\$27.64
5	Kayla T. Green	1	\$15.97



Queen's Court of Sales!

\$40,000 retail

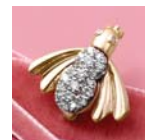
July 1, 2021 — June 30, 2022



Queen's Court of Sharing!

24 New Team Members

July 1, 2020 — June 30, 2021





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 Fall 2021 PCP mailing of *The Look* begins. 7

8 9 10 Early ordering of Fall 2021 promo items for 4th quarter stars & those enrolled in *The Look* for Fall 2021 PCP. 11 12 13 14

15 Ordering of the Fall 2021 promo items for all Consultants. 16 17 Last day to enroll online for the Holiday 2021 PCP mailing of *The Look*. 18 19 20 21

22 23 24 25 26 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.

be an All-Star!

Achieve the All-Star 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 Kostelecky
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 Stars!

Christina Smith

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12354 Rhoades Lane
Springfield, FL 79586

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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

