



Michelle's Millionaires

August Newsletter with July Results

Premier Club

YOU LOOK GOOD IN RED



Gracie Curbow
DIQ



Lee Commerford
Elite Team Leader



Denise Raffa
Elite Team Leader



Brandy Akins
Team Leader



Stephanie Richter
Team Leader



Doris Harper
Star Team Builder



Beth Kellum
Star Team Builder



OUR SENIOR CONSULTANTS

Cathe Baker
Rachel Butler
April Gosnell

Jennifer Pirkle
Donna Thompson
Tristan Wedge

HAPPY BIRTHDAY

HAPPY ANNIVERSARY

Terri McClure	3 September	Cyndie Finney	19 September
Gary Jones	5 September	Paula Leet	19 September
Kacie Armour	6 September	Deidra Hill	21 September
Donna Bass	6 September	Sherry Bowling	22 September
Tabatha Scarborough	6 September	Regina Watts	23 September
Brenda Cooper	7 September	Stephanie Richter	24 September
Jennifer Welch	7 September	Patsy Clements	25 September
Mandy Ginn	11 September	Betty Strickland	25 September
Melissa Spencer	11 September	Shelley Neighbors	26 September
Pamela-Jo Young	14 September	Vicki Bobby	27 September
Pat Duncan	16 September	Doris Harper	30 September

Kim Scarborough	14	Cassandra Hughes	6
Julie Glass	13	Susan Richards	5
Tiffany Merck	10	Shaunta Williams	4
Sherry Bowling	9	Brittany Campbell	4
Candice Merck	9	Rachel Butler	4
Frances Beasley	8	Jean Leccese	3
Rene Breedlove	8	Sentria Lowe	2
Loretta Baber	8	Van Hnuni	2
Gloria Rast	6	Christy Yearta	2

September

Achievement Celebrations

ON TARGET QUARTER I STARS



Name	Whsl \$ + TB*	Sapphire	Ruby	Diamond	Emerald	Pearl
Beth Kellum	\$3,425.50	\$0.00	\$0.00	\$0.00	\$174.50	\$1,374.50
Doris Harper	\$2,443.80	\$0.00	\$0.00	\$556.20	\$1,156.20	\$2,356.20
Alexis Langston	\$1,835.00	\$0.00	\$565.00	\$1,165.00	\$1,765.00	\$2,965.00
Susan Corley	\$1,815.00	\$0.00	\$585.00	\$1,185.00	\$1,785.00	\$2,985.00
Linda Turner	\$1,498.65	\$301.35	\$901.35	\$1,501.35	\$2,101.35	\$3,301.35
Terry Townley	\$1,184.40	\$615.60	\$1,215.60	\$1,815.60	\$2,415.60	\$3,615.60
Heath George	\$1,164.70	\$635.30	\$1,235.30	\$1,835.30	\$2,435.30	\$3,635.30
Gracie Curbow	\$1,019.50	\$780.50	\$1,380.50	\$1,980.50	\$2,580.50	\$3,780.50
April Gosnell	\$914.50	\$885.50	\$1,485.50	\$2,085.50	\$2,685.50	\$3,885.50
Lisa Martin	\$884.00	\$916.00	\$1,516.00	\$2,116.00	\$2,716.00	\$3,916.00
Olivia Lamas	\$881.00	\$919.00	\$1,519.00	\$2,119.00	\$2,719.00	\$3,919.00
Denise Raffa	\$870.00	\$930.00	\$1,530.00	\$2,130.00	\$2,730.00	\$3,930.00
Brandy Akins	\$772.30	\$1,027.70	\$1,627.70	\$2,227.70	\$2,827.70	\$4,027.70
Natalie Henry	\$666.00	\$1,134.00	\$1,734.00	\$2,334.00	\$2,934.00	\$4,134.00
Sherry Kilby	\$656.00	\$1,144.00	\$1,744.00	\$2,344.00	\$2,944.00	\$4,144.00
Susan Richards	\$626.00	\$1,174.00	\$1,774.00	\$2,374.00	\$2,974.00	\$4,174.00
Brandy Martin	\$621.00	\$1,179.00	\$1,779.00	\$2,379.00	\$2,979.00	\$4,179.00
Steve Booker	\$605.20	\$1,194.80	\$1,794.80	\$2,394.80	\$2,994.80	\$4,194.80
Frances Beasley	\$589.20	\$1,210.80	\$1,810.80	\$2,410.80	\$3,010.80	\$4,210.80
Cari Fleeman	\$536.00	\$1,264.00	\$1,864.00	\$2,464.00	\$3,064.00	\$4,264.00
Vicky Davis	\$525.00	\$1,275.00	\$1,875.00	\$2,475.00	\$3,075.00	\$4,275.00
Cathe Baker	\$499.00	\$1,301.00	\$1,901.00	\$2,501.00	\$3,101.00	\$4,301.00
Betty Jameson	\$468.50	\$1,331.50	\$1,931.50	\$2,531.50	\$3,131.50	\$4,331.50
Jimmie Carol Elrod	\$462.50	\$1,337.50	\$1,937.50	\$2,537.50	\$3,137.50	\$4,337.50
Julie Glass	\$452.30	\$1,347.70	\$1,947.70	\$2,547.70	\$3,147.70	\$4,347.70
Cathy Ryan	\$442.00	\$1,358.00	\$1,958.00	\$2,558.00	\$3,158.00	\$4,358.00
Kaylah Murray	\$422.70	\$1,377.30	\$1,977.30	\$2,577.30	\$3,177.30	\$4,377.30
Michelle Cape	\$5,385.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00

AUGUST SUMMER BUNDLE

Download



Treat your customers to a sizzlin' summer with this must-have summer essentials bundle:

- Say goodbye to makeup meltdowns with our Finishing Spray
- Achieve a radiant complexion with our CC Cream
- Add a pop of vibrant color to their eyes with our Liquid Eye Shadow!

When they purchase these three products, you can choose to offer them 50% off our Waterproof Mascara!

Help your customers upgrade their summer beauty routine and make a splash with our Sizzlin' Summer Essentials bundle today!

MONTHLY TOP 5 WHOLESALE ORDERS



Heath George
\$921.50



Linda Turner
\$767.25



Doris Harper
\$705



Gracie Curbow
\$663.50



Beth Kellum
\$655

NATIONAL Court of Sales



NATIONAL

\$40,000 rs/ \$20,000 whsl
\$1500 whsl monthly

AREA

\$20,000 rs/ \$10,000 whsl
\$750 whsl monthly

UNIT

\$10,000 rs/ \$5,000 whsl
\$400 whsl monthly

YEAR TO DATE TOP 5 COURT OF SALES



Heath George
\$1,843

Linda Turner
\$1,640

Gracie Curbow
\$1,542

Doris Harper
\$1,410

Beth Kellum
\$1,310

King

IT'S HERE!

NEW
AND
IMPROVED



Mary Kay® Oil-Free Eye
Makeup Remover

Available to Order!

NEW AND IMPROVED

THE BEST JUST GOT BETTER! Our award-winning Oil-Free Eye Makeup Remover just got a makeover. This new and improved formula has a new blend of cleansing agents that raise the bar in eye makeup removal. Plus it features a bottle and cap made from Post-Consumer Recycled (PCR) materials, reflecting our commitment to sustainable packaging.

And, of course, it still has all the other amazing attributes of our original formula that you know and love!

Check out the THREE videos!

Watch

YEAR TO DATE TOP COURT OF SHARING



This could be YOU!



This could be YOU!



This could be YOU!



This could be YOU!



This could be YOU!

Queen

WELCOME

Jimmie Elrod

is the Newest Team Member of
Michelle Cape



NATIONAL *Court of Sharing*



NATIONAL

24 Team Members
2 Qualified monthly

AREA

12 Team Members
1 Qualified monthly

UNIT

6 Team Members
6 Interviews monthly

THEN. NOW. ALWAYS. MAKEOVER CONTEST LOOKS

LIMITED-EDITION BUNDLES!

Chromafusion Eye Shadow:
Sunlit Rose
Merlot
Blossom

Chromafusion Blush:
Rosy Nude

Gel Semi-Shine Lipstick:
Rosewood

**EVERYDAY
Look Bundle**

LIMITED-EDITION BUNDLES!

**GLAM
Look Bundle**

Chromafusion Eye Shadow:
Biscotti
Hazelnut
Cinnabar
Espresso
Gold Status

Fanorama Mascara
Chromafusion Blush:
Juicy Peach

Chromafusion Contour:
Latte

Unlimited Lip Gloss:
Nude Blush

LIMITED-EDITION BUNDLES!

**ICONIC
Look Bundle**

Chromafusion Eye Shadow:
Blossom
Rose Gold
Rustic

Chromafusion Blush:
Desert Rose

Gel Semi-Matte Lipstick:
Red Stiletto

The results are in! Our Then. Now. Always. Makeover Contest had a ton of entries, and our winners really blew us away! Check out each of the looks chosen: Everyday, Glam, and Iconic. Share these timeless looks with your customers so they can try them out, and purchase the full look in a convenient bundle!

Hello
August

A Note from Michelle

Welcome to Abundant August! This is our time to reach above and beyond and to truly dig into the depth of our dreams – to Share– Observe – Activate - Reach and SOAR into something more!

Here are a few ways to sharpen your focus:

Share – Share your why's with everyone! Even to those who have been in your circle a while. Let them know why you're excited about your business now and find at least one new person every month to share the opportunity. Mary Kay Ash believed this is the greatest opportunity, in her honor, how many interview and sharing opportunities will you find this year?

Observe – If you're a seasoned consultant, reflect on what has been working for your business and what areas you would like to see change. If you're new to Mary Kay, ask around and observe what works for others.

Activate – You have been gifted with talents that are uniquely yours. Take action steps towards attainable goals to activate your ideas. What systems can you put in place today that will make an impact on your business tomorrow?

Reach – Reach out to me! Together we can find systems that work for you. Let's connect!

We are only limited by our imaginations and what we believe we can achieve. I believe together we are soaring to great heights this year!

Love & Belief,

Michelle



Michelle Cape
Future Executive Sr.Sales Director

(770)654-0766

219 Ivy Trl

Hartwell, GA 30643

INGREDIENT FOCUS - RESVERATROL



Say hello to the skincare superhero derived from grapes! This antioxidant-packed ingredient revolutionizes beauty routines with incredible benefits:

- Age-Defying Magic: Fights wrinkle-causing free radicals, keeps skin youthful.
- Firm & Glow: Stimulates collagen, leaving skin firm and radiant.
- Calm & Cool: Soothes irritation, perfect for sensitive skin. Say goodbye to redness!
- Brighten Up: Unveils a luminous complexion and fades dark spots.
- Moisture Booster: Locks in moisture, keeps skin hydrated & soft.

Add some resveratrol-infused skincare to your customers' routines with our Clinical Solutions C + Resveratrol Line-Reducer, TW 3D Matte Foundation, and our TW Miracle Set!

[Click for Details](#)

Soar Like Never Before

They ordered \$600+ whsl in JULY & earned this prize from the SOAR LIKE NEVER BEFORE.



JULY ACHIEVERS

Heath George
Linda Turner
Doris Harper
Gracie Curbow
Beth Kellum
April Gosnell
Denise Raffa
Terry Townley
Lisa Martin
Michelle Cape

Year Long Consistency

Earn the Year Long Consistency Challenge
MOTHER OF PEARL FACE WATCH
when you achieve the Soar Like Never Before Challenges each month, July 2023 through June 2024.



ON-TARGET

Heath George
Linda Turner
Doris Harper
Gracie Curbow
Beth Kellum
April Gosnell
Denise Raffa
Terry Townley
Lisa Martin
Michelle Cape

MIRACLE SET MAKEOVER



Our world famous Miracle Set is getting a makeover! Our brand new formula continues to include our patented TimeWise 3D Complex, as well as a new convenient presentation!

The NEW Miracle Set features:

- Visible results in as few as 2 weeks
- An extra application of the TimeWise 3D Complex
- A single moisturizer for both day and night
- Daytime-specific ingredient to help skin's moisture barrier
- Nighttime-specific ingredient known to help calm & soothe
- The SPF 30 your skin needs
- And the visual improvement of multiple signs of aging that you have come to love and expect from TimeWise products

Details

LOVE CHECKS

Gracie Curbow	9%	\$54.50
Denise Raffa	9%	\$42.21
Lee Daniel Commerford	9%	\$41.29
April Gosnell	4%	\$32.51
Brandy Akins	9%	\$20.52
Tristan Wedge	4%	\$12.40
Stephanie Richter	9%	\$5.22
Doris Harper	4%	\$5.16
Michelle Cape	13%	\$465.73

(does not include unit commissions & bonuses)



Steppin' Up The Ladder



SENIOR CONSULTANT

- 1-2 Active Team Members
- 4% Commissions
- \$50 Team Building Bonus

-
- Cathe Baker
 - Rachel Butler
 - April Gosnell
 - Jennifer Pirkle
 - Donna Thompson
 - Tristan Wedge



STAR TEAM BUILDER

- 3-4 Active Team Members
- 4, 6, or 8% Commissions
- \$50 Red Jacket Rebate
- \$50 Team Building Bonus



-
- Doris Harper
 - Beth Kellum



TEAM LEADER/ ELITE TEAM LEADER/DIQ

- 5+ Active Team Members
- 9 or 13% Commissions
- \$50 Team Building Bonuses
- Earn the use of a Career Car or Cash Compensation
- 5% Second-Tier Team Commission (Elite/DIQ)



Gracie Curbow - DIQ

Lee Commerford - ETL
Denise Raffa

Brandy Akins - TL
Stephanie Richter

DIRECTOR

- 4, 9, or 13% Personal Commissions
- 9, 13 or 23% Unit Commissions
- \$100 Team Building Bonuses
- Unit Bonuses
- Earn use of Career Car/
Cash Compensation



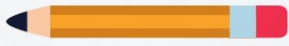
Michelle Cape

Back To School

SHOPPING LIST

Enjoy \$10 FREE when your order is over \$100!

PENCILS
Lip, Eye, or Brow



BUY 2,
GET 1
Free



ALL
FRAGRANCE
ITEMS FOR MEN
AND WOMEN

ERASERS
Foundations, Concealers,
Age-Fighting and Repair items.



20% off



30% off

PAINTS
Cheek and Eye Color



BUY 1,
GET 2ND
1/2 off

SATIN HANDS
PAMPERING SET

CRAYONS
All Lip Color



BUY 1,
GET 2ND
1/2 off



20% off

BACKPACKS &
CARRYING CASES

Buy everything you need to fill it and
receive the compact at 20% off.



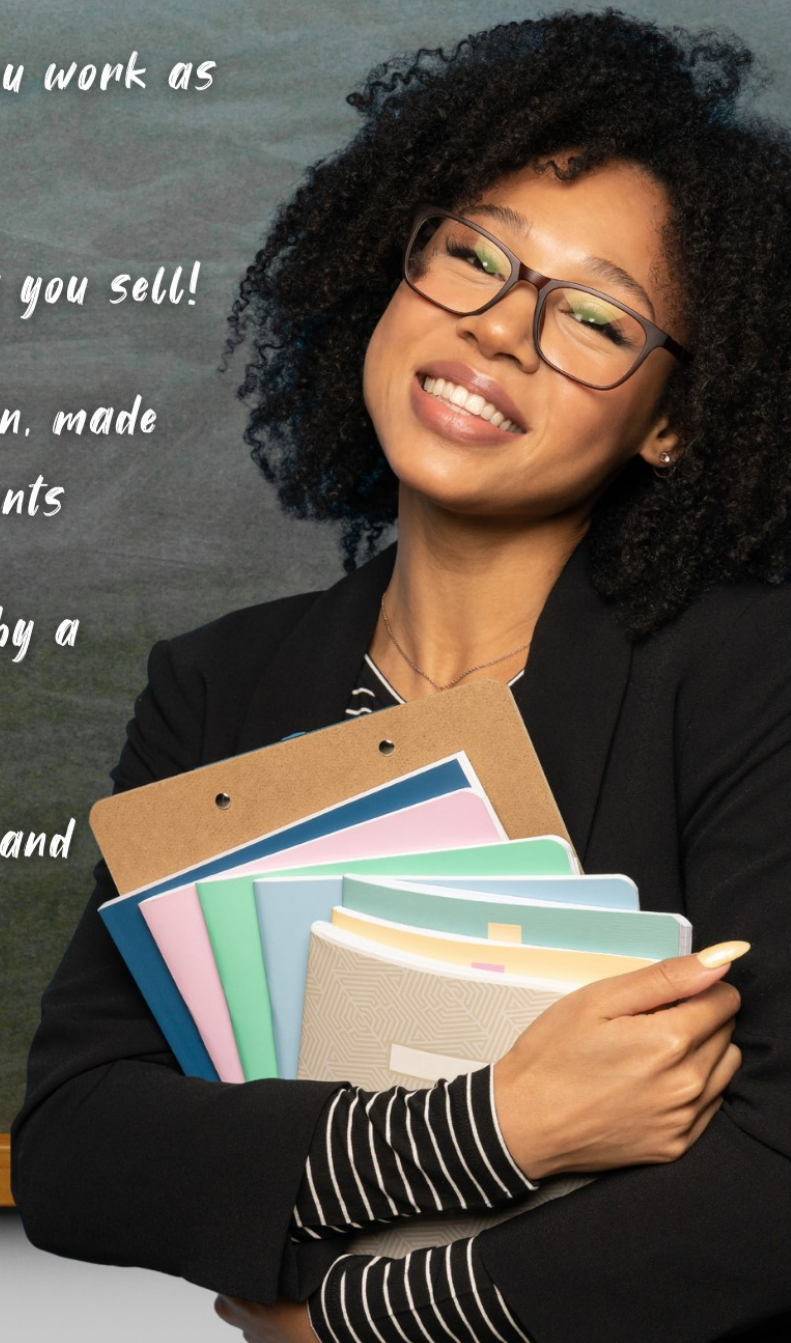
20% off

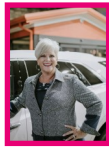
NOW THRU AUGUST 31

Back to School Bonus!

Totally Flexible. Totally Fun!

- ☆ *Help women look & feel amazing!*
- ☆ *Make your own schedule as you work as much or as little as you'd like*
- ☆ *Earn 50% profit on everything you sell!*
- ☆ *Sell products you can believe in, made with the highest quality ingredients*
- ☆ *Work with a company started by a woman made for women*
- ☆ *Take advantage of educational and personal growth opportunities*





MICHELLE CAPE

219 Ivy Trl
Hartwell, GA 30643
(770)654-0766

important dates

- Aug 9** - Fall PCP mailing begins
- Aug 10** - Fall PCP early ordering begins
- Aug 15** - Fall ordering open for all
- Aug 17** - Holiday PCP enrollment ends
- Aug 30** - Last day to place telephone orders
- Aug 31** - Last day to place on-line orders
- Sep 2** - Holiday PCP mailing begins
- Sep 4** - Labor Day
- Sep 10** - Holiday PCP early ordering begins
- Sep 13** - Mary Kay 60th Anniversary
- Sep 15** - Holiday ordering open for all
- Sep 29** - Last day to place telephone orders
- Sep 30** - Last day to place on-line orders

To the Amazing



When you order \$600+ whsl in AUGUST, you will receive this cute **MK-BRANDED WAX STAMP KIT** Soar Like Never Before Collection piece.



Earn the Year Long Consistency Challenge **MOTHER OF PEARL FACE WATCH** when you achieve the Soar Like Never Before Challenges each month, July 2023 through June 2024.