



Kim's Diamond Dynasty Unit

NOVEMBER NEWSLETTER WITH OCTOBER RESULTS

QUEEN OF WHOLESALE



Chelle Lamb



SOAR October Achievers



Chelle Lamb



Shaneshia Nickerson



Kim Evans

PROUD REDS



Chelle Lamb



Shaneshia Nickerson

HOLIDAY GIFT WRAPPING AT IT'S BEST



Watch

Ready to Elevate Your Gift Wrapping Game for the Holidays?

The holiday season is just around the corner, and it's the perfect time to add that extra touch of magic to your Mary Kay gift deliveries. I've got a fantastic video that's packed with innovative and creative holiday gift wrapping ideas that will truly impress your customers. Watch the video, get inspired, and let's make this holiday season extra beautiful for your customers.



★ Quarter 2 On-Target Stars ★

Name	Whsl \$ + TB*	Sapphire	Ruby	Diamond	Emerald	Pearl
Chelle Lamb	\$2,199.00	\$0.00	\$201.00	\$801.00	\$1,401.00	\$2,601.00
Shaneshia Nickerson	\$881.50	\$918.50	\$1,518.50	\$2,118.50	\$2,718.50	\$3,918.50
Kim Evans	\$1,685.50	\$114.50	\$714.50	\$1,314.50	\$1,914.50	\$3,114.50

"Be sure to use your time wisely. Review your priorities. Ask the question, 'What is the best use of my time right now?' Many of us spend half our time wishing for things we could have if we hadn't spent half our time just wishing." - Mary Kay Ash

Shooting for the Stars!

TOP IN SALES COMPANY COURT OF SALES



Chelle Lamb



Shaneshia Nickerson



Michelle Dickerson

CONSULTANT

- 1 Chelle Lamb
- 2 Shaneshia Nickerson
- 3 Michelle Dickerson
- 4 Nichole Steward
- 5 Kimberly McCall
- 6 Michelle Jean-Charles
- 7 Joyce Mann
- 8 Pearl Lamb
- 9 Juanita DeGraffinreed
- 10 Rebbie Ellisor-Taylor

YTD RETAIL

- \$13,707.00
- \$3,765.00
- \$3,611.00
- \$2,403.00
- \$1,519.00
- \$1,390.00
- \$1,381.00
- \$1,111.00
- \$1,050.00
- \$995.00

National COURT OF SALES



NATIONAL

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

AREA

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

UNIT

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

National COURT OF SHARING



NATIONAL

24 Team Members

AREA

12 Team Members

UNIT

6 Team Members

NOVEMBER HOLIDAY GUIDE

**CELEBRATE.
AMAZE. SPARKLE.**

NOVEMBER

- No need to wait until *Mary Kay Pink Weekend*™. You can turn the whole month of November pink by letting everyone know that you can help them with their holiday gift-buying right now!
- Sell giftables and holiday products. Continue to provide the holiday wish list to those you meet.
 - 1 Make your holiday bundles extra amazing with printable **holiday gift tags**.
- Offer holiday-themed beauty experiences and skin care parties as a way to connect with more people during the holiday shopping season.
- Review your customers' holiday wish lists, and connect with those buying gifts for them.

Mary Kay Pink Weekend™
(Turn Friday Pink, Shop Big With a Small Business and Cyber Monday)

- 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!

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"Your journey to success begins with a single step." - Joe DiMaggio

Mary Kay has crafted a November Holiday Guide checklist that's your roadmap to a successful month. You can use this guide now to supercharge your November strategy and make this holiday season your best one yet!



Celebrating You!


DECEMBER BIRTHDAYS


CONSULTANT	DATE
Amina Cephus	4 December
Kimberly Burke	7 December
Daphne Freeman	13 December
Carmen Pinson	17 December
Torria Driver	21 December
Warnetta Givens-Duncan	26 December

MK ANNIVERSARIES

CONSULTANT	YEARS
Velma Livingston	3
Nichole Steward	2
Daphne Freeman	1


CONSULTANT OCTOBER ORDERS

 ON-TARGET for Year Long Consistency

 Chelle Lamb
Shaneshia Nickerson
Rebbie Ellisor-Taylor
Kimberly McCall

Pearl Lamb
Latoya Parks
Joyce Mosely
Alice Wilder

Joyce Mann
Glenda Robertson-Allen
Torria Driver
Saroya Owens

Warnetta Givens-Duncan
Michelle Jean-Charles
Kenyanna Wright
 Kim Evans

WELCOME NEW CONSULTANTS



NEW CONSULTANT

Kimberly Burke
Anita Thomas

FROM

Austell, GA
Powder Springs, GA

RECRUITER

Kim Evans
Nichole Steward

NOVEMBER REFRESH AND REVIVE



Treat your customers with a special this month... Refresh and Revive, where you can help give your customers' eyes the pampering they deserve.

Here's the deal: When customers purchase Hydrogel Eye Patches and Indulge Soothing Eye Gel, they'll not only rejuvenate their eyes but also get to enjoy the cherry on top - 50% OFF our luxurious Satin Lips Set!

Help give your customers' eyes the love they deserve this month and let their beauty shine!

[Download](#)



Steppin' Up The Ladder



SENIOR CONSULTANT

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

- Michelle Dickerson
- Torria Driver
- Stephanie Green
- Michelle O. Jean-Charles
- Kimberly McCall
- Nichole Steward



STAR TEAM BUILDER

- 3-4 Active Team Members
- 4, 6 or 8% Commissions
- 50% Discount on Red Jacket
- \$50 Team Building Bonuses



- Chelle Lamb
- Shaneshia Nickerson



TEAM LEADER/ ELITE TEAM LEADER/DIQ

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



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



Kim Evans

2023 NEW BEAUTIES

Brighten Your Everyday!



Transform the chilly and gloomy into the vibrant and lively with our NEW beauty pick-me-ups!

Take a look at these fresh, confidence-boosting Limited-Edition items:

- Orchard Peach Satin Hands Pampering Set

- Orchard Peach Satin Hands Nourishing Shea Cream
- MK Body Care Set
- 60th Anniversary Eye Shadow Palette
- Trend Collection Velvet Lip Crayon
- Trend Collection Nail Polish
- 60th Anniversary Collection Bag

MEDIA MENTIONS

Harness the Power of Media Mentions!

I'm thrilled to share some fantastic news—our Mary Kay products have been making headlines in the beauty world! But these mentions aren't just for us; they're for you and your customers. Here's how you can use these shoutouts to elevate your business:

1. Encourage them to follow the experts' advice!
2. Let your customers know that they can achieve the latest lip trends with Mary Kay!
3. Share these features to inspire and excite their creativity!

It's time to showcase the best of Mary Kay and help your beauty business shine!



A BEAUTY BRIEFING WITH Kim

Gratitude
is the most beautiful
way to express all
that's in your heart with
two words *Thank You.*
~ Katrina Mayer



Text Script: Prepare to unwrap the beauty of winter with our upcoming Winter edition of "The Look" headed straight to your mailbox! Get ready for the latest makeup trends, skincare secrets, and dazzling winter looks to keep you radiant all season long. I can't wait for you to discover the beauty inside, let me know your favorites.



PLANNING FOR PINK WEEKEND



If you're still deciding on the promotions to run, I've got some fabulous resources for you! Click the link, to find useful flyers for Pink Friday, Small Business Saturday, Cyber Monday, and tips on how to make the weekend a smashing success. Remember, you don't have to do EVERYTHING - simply choose what works best for you and your business.

Get inspired and make this Pink Weekend extra special for your customers!

Love and belief,

Kim

November Team Building

10 SHARING APPOINTMENTS

When you complete 10 Sharing Appointments in November you will earn an **Amazon Bee Bracelet.**

We can do your appointments face to face or over the phone with your customers. If you do the appointments yourself, I must follow-up for you to earn the prize.

Names and numbers must be filled in below to earn your **Amazon Bee Bracelet!**



Consultant Name: _____



Name

Phone

1. _____
2. _____
3. _____
4. _____
5. _____
6. _____
7. _____
8. _____
9. _____
10. _____

Diamond Dynasty Unit

Kim Evans (678)516-8357 klevans2015@gmail.com

PINK WEEKEND *Ideas*

Pink Weekend is a HUGE sales weekend! Plan your promotions now to maximize your sales. You get to decide what sales, if any, you'd like to run during Pink weekend- but whatever you decide, make sure you make a BIG deal out of it: let your customers know, build excitement and create a sense of urgency!

Here are a few suggestions that might inspire an idea that will be right for your business.

PINK FRIDAY

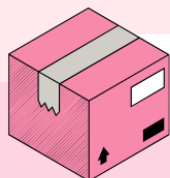
- Have a staggered sale, for example: 30% off for order that come in before 8am, 25% for order 8am-12pm, 20% 12-4pm, 15% after 4pm. Have your customers leave their orders on your voice mail, email, or text so you know the time ordered and give them the appropriate deal!
- Emphasize what you want to sell most: 30% off all skincare sets, 25% off supplements, 20% off makeup
- Buy 2, Get 1 free
- Do a customer drawing when you hit your sales goal "when we hit \$1,000 in sales for the day, one customer will get their order at half off!"
- Take a look at your inventory and make a special sale on something you have a lot of, or out of season limited edition items
- Email, text, and post your sale in your customer group!



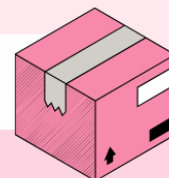
SMALL BUSINESS SATURDAY



- Let your customers know how much you appreciate them and what their sales support in your home: "I am so grateful for all of my customers! Your orders pay for Susie's ballet class each month. As a thank you for supporting my small business, I am offering a special gift with purchase with all orders today"
- Have a special deal on YOUR favorite products
- Have a special deal on your most popular products
- Have a special deal on the first Mary Kay products you ever tried
- Small business owners are busy ladies! Have a 5-minute-face deal that includes a products for a quick makeup look: CC Cream, lip gloss, blush, liquid eye shadow, mascara
- Have an open house



CYBER MONDAY



- Have a discount for customers who are registered on your website or the Mary Kay shopping app
- Promote the Skin Analyzer app, and offer a discount on the recommended products
- Have your customers try the Mirror Me app and offer a special deal on their favorite Look
- Remind your customers about stocking stuffers and hard to shop for loved ones - like MEN- and offer a discount on those products
- Offer a gift with purchase
- Do a special drawing for a special product from everyone who ordered over the weekend

This November

STUFF A



Hurry!
My Roll-Ups
go fast!

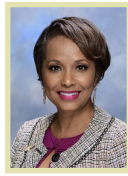
ROLL UP BAG

Pink
SUCCESS

When you have 4 or more girlfriends join you for a party & \$200 or more in sales (before your order) you will receive a **FREE ROLL-UP BAG** and **40% off** everything you can **STUFF** into it.

Your guests must be 18 years of age or older and cannot currently have a Mary Kay Consultant.

Kim's Diamond Dynasty Unit



Kim Evans

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Powder Springs, GA 30127
(678)516-8357

important dates

- Nov 10** - Early ordering begins
- Nov 11** - Veteran's Day—Postal Holiday
- Nov 15** - Ordering open for all
- Nov 23** - Happy Thanksgiving
- Nov 24** - Pink Friday
- Nov 25** - Small Business Saturday
- Nov 26** - Sharing Sunday
- Nov 27** - Cyber Monday
- Nov 29** - Last day to place telephone orders
- Nov 30** - Last day to place on-line orders
- Dec 15** - Quarter 2 Ends
- Dec 16** - Quarter 3 Begins
- Dec 25** - Merry Christmas
- Dec 29** - Last day to place telephone orders
- Dec 31** - Last day to place on-line orders

glow
WITH
GRATITUDE.



soar
like never
before
MARY KAY

When you order \$600+ whsl in
NOVEMBER, you will receive this two-layered
WING-INSPIRED NECKLACE
from the *Soar Like Never Before* Collection.

soar
like never
before
MARY KAY



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.