



Women Of Excellence

JANUARY NEWSLETTER WITH DECEMBER RESULTS

QUEEN OF WHOLESALE



Elaine Svec



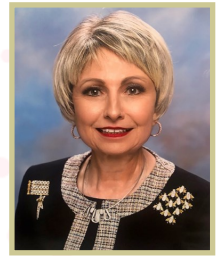
SOAR December Achievers



Elaine Svec



Diane Crabbe



Jo Carol Lee

PROUD REDS



Michelle Sandwell



Who will be next?

WHY BE A STAR CONSULTANT



Curious about all the buzz surrounding STAR?

Check out this flyer for all the details on why becoming a STAR is highly recommended! Plus, discover the perks and benefits of being a STAR!

Don't just aim for success; shine like a STAR and make every quarter your quarter!

[Details](#)

LOOK WHO INVESTED

Elaine Svec	\$649.50
Diane Crabbe	\$619.00
Teri Putnam	\$458.50
Carol Malone	\$369.00
Jolene Arvieux	\$326.50
Dawn Hudson	\$309.00
Sherri Strong	\$269.00
Pamela Mcduffee	\$268.00

Rita Engel	\$251.00
Linda Smith	\$244.50
Patsy North	\$238.00
Craig Sanders	\$232.50
Guila Hall	\$229.00
Michelle Hickey	\$228.00
Mallory Buford	\$226.00

Michelle Sandwell	\$200.00
Cheryl Bruner	\$150.00
Chanenna Davis	\$87.50
Barbara McDaniel	\$82.00
Tina Clemmons	\$78.00
Barbara Gentry	\$62.00
Jo Carol Lee	\$815.50

ON-TARGET for Year Long Consistency

"Begin to build in your mind a dream. Then write it down and make your goal realistic." - Mary Kay Ash

Shooting for the Stars!

TOP IN SALES
COMPANY COURT OF SALES



Diane Crabbe



Michelle Sandwell



Teri Putnam

CONSULTANT

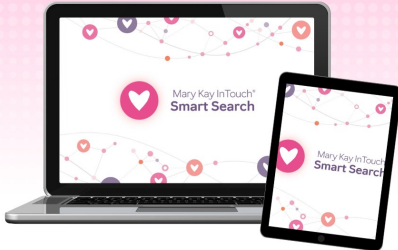
- 1 Diane Crabbe
- 2 Michelle Sandwell
- 3 Teri Putnam
- 4 Barbara McDaniel
- 5 Michelle Hickey
- 6 Renita Swedberg
- 7 Sheri Davis
- 8 Elaine Svec
- 9 Pamela Mcduffee
- 10 Vickie King

YTD RETAIL

- \$7,399.00
- \$4,859.00
- \$4,259.00
- \$2,542.00
- \$2,446.00
- \$2,169.00
- \$1,987.00
- \$1,951.00
- \$1,882.00
- \$1,879.00

NEW INTOUCH HOW TO VIDEOS

NEW INTOUCH HOW-TO VIDEOS



CHECK THEM
OUT TODAY

Details

Our new Intouch platform is packed with features, but to truly tap into its beauty, you have to see it in action! That's where our awesome tutorial videos come in! They're like your personal MK Intouch guide, helping you through every step.

Trust me, these videos are not just informative; they're fun! You'll be navigating MK Intouch like a pro in no time, with a sprinkle of Mary Kay inspiration to fuel your fire.

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

Celebrating You!

FEBRUARY BIRTHDAYS

CONSULTANT

CONSULTANT	DATE
Jessica Fleig	4 February
Guila Hall	4 February
Melanie Mullins	5 February
Michelle Sandwell	5 February
Barbara Gentry	8 February
Donna Akin	10 February
Vickie King	16 February
Joanna Simmons	18 February
Barbara McDaniel	23 February
Gloria Aitken	26 February
Kris McEntire	26 February
Deborah Stejskal	28 February

MK ANNIVERSARIES

CONSULTANT

YEARS

Carolyn Booher	5
Belinda Kemp	4



★ Quarter 2 Star Achievers ★



Diane Crabbe
SAPPHIRE



Jo Carol Lee
PEARL



This could be
YOU!!

SETTING GOALS - THE SMART WAY

When setting goals, make sure they are:

S	M	A	R	T
SPECIFIC	MEASURABLE	ATTAINABLE	REALISTIC	TIME-BOUND



Get ready to shine in 2024 with SMART goals that bring joy and success:

- Specific: Paint a clear picture of your goal!
- Measurable: Keep the excitement alive by tracking your progress.
- Achievable: Dream big, but make sure your goals are reachable.
- Relevant: Let your goals light up with the spark of your own values.
- Time-Bound: Set a countdown - your success party awaits!

As you start on this journey, remember that the road to success is often just as exciting as reaching your destination.



Steppin' Up The Ladder



SENIOR CONSULTANT

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

Teri Putnam
Renita Swedberg



STAR TEAM BUILDER

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



Michelle Sandwell



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



Jo Carol Lee

CRUSH YOUR GOALS IN 2024

3 GOAL-SETTING TIPS TO CRUSH YOUR GOALS IN 2024

1

DREAM BIG, PLAN SMART

ONCE YOU HAVE YOUR BIG-PICTURE GOAL, BREAK IT DOWN INTO SMALLER, ACTIONABLE MILESTONES. THINK DAILY, WEEKLY, AND MONTHLY TARGETS TO HELP KEEP YOU MOTIVATED ON THE JOURNEY.

2024

3 GOAL-SETTING TIPS TO CRUSH YOUR GOALS IN 2024

2

EMBRACE THE POWER OF "AND"

INCLUDE GOALS THAT PRIORITIZE SELF-CARE ALONGSIDE YOUR BUSINESS TARGETS. SCHEDULE TIME FOR EXERCISE, RELAXATION, AND SPENDING TIME WITH LOVED ONES. A HAPPY AND HEALTHY YOU IS A MORE PRODUCTIVE AND SUCCESSFUL YOU!

3 GOAL-SETTING TIPS TO CRUSH YOUR GOALS IN 2024

3

TRACK, ANALYZE, ADAPT

REGULARLY TRACK YOUR PROGRESS. ANALYZE WHAT'S WORKING, WHERE YOU'RE FACING CHALLENGES, AND ADAPT YOUR STRATEGIES ACCORDINGLY. CELEBRATING YOUR ACHIEVEMENTS, NO MATTER HOW SMALL, WILL KEEP YOU MOTIVATED AND ON TRACK.

Remember, success in Mary Kay is a journey, not a destination. Here are 3 tips that will help you set realistic, achievable goals and develop the resilience and adaptability to crush them in 2024. So go forth, dream big, work smart, and conquer your Mary Kay goals!

WEEKLY IPAs

(INCOME PRODUCING ACTIVITIES)

IPAs are important because you want to make sure you are spending your time *wisely*, on activities that are actually earning you money, instead of just keeping you busy! Each week, track your IPAs so you can see where you are spending your time and where you need to make adjustments!

IPA	SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
Get 7 new names & numbers							
Get 2 new bookings							
Hold an On-the-Go Appointment							
Hold a Facial							
Hold a Party							
Have a guest to an event							
Sell \$100							
Call 5 customers for reorders							
Share a Marketing video w/ survey							
Hold a Career Chat/Interview							
Add a new Team Member							

How many should I do?? That depends on your goals:

PART-TIME
CONSULTANT

5 IPAs/week

FULL-TIME
CONSULTANT

10 IPAs/week

ON-TARGET
CAR/DIY

15 IPAs/week



Creating

TWO THOUSAND AND TWENTY FOUR

What would you like to be your biggest triumph in 2024?

What advice would you like to give yourself in 2024?

What is the major change you are willing to make to improve your financial results in 2024?

What would you be most happy about completing in 2024?

What major indulgence are you willing to experience in 2024?

What would you most like to change about yourself in 2024?

What are you looking forward to learning in 2024?

What is the biggest risk you are willing to take in 2024?

What about your work are you most committed to changing and improving in 2024?

What is an undeveloped talent you are willing to explore in 2024?

What brings you the most joy? How are you going to have more of that in 2024?

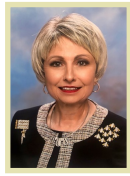
Who or what, other than yourself, are you most committed to loving and serving in 2024?

What one word would you like to have as your theme in 2024?

CREATED BY

NSD Kristin Sharpe

Women of Excellence



Jo Carol Lee

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important dates

Jan 1 - New Year's Day

Jan 17 - Spring PCP enrollment ends

Jan 30 - Last day to place telephone orders

Jan 31 - Last day to place on-line orders

Feb 2 - Reg opens for 1st week of CC

Feb 3 - Reg opens for 2nd week of CC

Feb 8 - Spring Look Book begins mailing

Feb 14 - Valentine's Day

Feb 27 - Last day to place telephone orders

Feb 28 - Last day to place on-line orders

STAY
powerful!

soar
like never
before
MARY KAY



When you order \$600+ whsl in
JANUARY, you will receive this
ACRYLIC MEMO BOARD
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.