



Future Executive Sr. Sales Director Amy Zietlow

# Amy's Achievers



FEBRUARY RESULTS & RECOGNITION « MARCH, 2023



## Visualize the Win!

Let positive visualization motivate you to earn this key chain cardholder.



## WHOLESALE COURT

Vickie Lee

\$725.00

Susan Roe

\$714.50

Donna Johnson

\$527.00

## SHARING COURT

Amy Zietlow

1

# Be Golden!

BY DR. DENIS WHATLEY, AUTHOR & MOTIVATIONAL SPEAKER

Be willing to say to yourself, "I'm on the right road. I'm doing OK. I'm succeeding." We too frequently become adept at pointing out our flaws and identifying failures. Become equally adept at citing your achievements. Identify things you are doing now that you weren't doing one month ago... six months ago... a year ago. What habits have changed? Chart your progress.

Doing well once or twice is relatively easy. Continuously moving ahead is tough, in part, because we so easily revert to old habits and former lifestyles. Over the long run, you need to give yourself regular feedback to monitor your performance and reinforce yourself positively. Don't wait for an award ceremony, promotion, friend or mentor to show appreciation for your work. Take pride in your own efforts on a daily basis.

Keep the end result in sight. Always see the big picture of the ultimate goal you're working for and the benefits that come with it. During World War II, parachutes were being constructed by the thousands. From the workers point of view, the job was tedious and repetitive. (Like making "cold calls" on the phone or in person.) It involved crouching over a sewing machine eight to ten hours a day, stitching endless lengths of colorless fabric. The result was a seamless heap of cloth. But every morning the workers were reminded that each stitch was part of a life-saving operation. As they sewed, they were asked to think that this might be the parachute worn by their husband, brother or son. Although the work was hard and the hours long, the women and

men on the assembly line understood their contribution to the larger picture. The same should be true with your work. Each thing you do benefits the health and well being of adults and children throughout the world, not just generally, but specifically. These are the visions that drive us through tedious details to the top.

Set up a dynamic daily routine. Getting into a positive routine or groove, instead of a negative rut, will help you become more effective. Why is the subway the most energy efficient means of transportation? Because it runs on a track.

Think of the order in your day, instead of the routine. Order is not sameness, neatness or everything exactly in its place. Order is not taking on more than you can manage, without still being able to do what you really choose. Order is the opposite of complication; it's simplification. Order is not wasting a lot of time trying to find things. Order is avoiding a lot of accusations because you didn't do something you promised. Order is setting an effective agenda with others, so neither of you is disappointed. Order is doing in a day what you set out to do.

Order frees you up. Get into the swing of a healthy, daily routine and discover how much more control you'll gain in your life.

*Amy*

# Spotlight On Team Builders!

Standings are updated as of February 28th — this will not reflect March orders or new team members.

## Team Leaders

Recruiter: Karen DeNoyer  
 Tammie R. Fischer  
 Rebecca A. Kozak  
 Wendy A. Woodson  
 Kristen L. Biesterfeld  
 Kim Eicher  
 Jennifer A. Gawronski  
 Larissa C. Wagner  
 \* Karen A. Radue

Recruiter: Cindy E. Hudson  
 Kristi Peel  
 Patti Rumfelt  
 Vera L. Rivera  
 Donna R. Vargas

Recruiter: Cheryl L. Ryno  
 Cheryl L. Bishop  
 Deborah L. Oleneack  
 \* Linda Adam  
 \* Kimberly Hardt

## Star Team Builders

Recruiter: Debra Archambeau  
 Rhonda J. Ritschke  
 Susan Roe  
 Kelly N. Archambeau

Recruiter: Anne E. DeNoyer  
 Karen DeNoyer  
 Heidi Goelzer  
 Michelle Smith  
 \* Dawn A. Burgstiner  
 \* Janice L. Jensen  
 \* Brittni Carran  
 \* Beth J. Gabb

## Senior Consultants

Recruiter: Janet M. Cunningham  
 Luanne M. Robertson

Recruiter: Rebecca A. Ihli  
 Rachel E. Bolles  
 Gina Ihli  
 \* Yvonne L. Ihli

Recruiter: Yvonne L. Ihli  
 Valerie C. Dines

Recruiter: Donna M. Pershall  
 Shari R. Kime

Recruiter: Diane S. Satkoski  
 \* Susan C. Wandel  
 \* Alison Martin

Recruiter: Larissa C. Wagner  
 Kim Schram

Recruiter: Annette A. Welburn  
 Sheila M. Zehr

are YOU  
 ready TO  
 MOVE UP?

\* To become ACTIVE you must place a \$225 wholesale order.

## Follow the Steps to Success!



### 1 Senior Consultant

(1-2 active team members)

4% Commission

Eligible for \$50 Bonus (new)

### 2 Star Team Builder RED JACKET (3+ actives)

Sr. Consultant benefits plus  
Red Jacket Rebate

4-8% Commission

Eligible for \$50 Bonuses

### 3 Team Leader (5+ actives)

All the previous benefits plus  
9-13% Commission

Team Leader pin

### 4 On-Target for Car!

(8+ actives and \$6,000 wholesale growing to 18 actives and \$26,000 in 4 months or less)

Eligible to earn use of  
Career Car or monthly cash compensation.

### 5 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!

EDITORS ARE LOVING

MARY KAY

CLINICAL SOLUTIONS®  
HA + CERAMIDE HYDRATOR!



## WELCOME NEW BUSINESS OWNERS!

(These new unit members signed Consultant agreements February 1-28.)

New Consultant

Kathy Clancy

From

Brookfield, WI

Sponsored By

Amy Zietlow

# Welcome!

*"I got lucky because I never gave up the search.  
Are you quitting too soon? Or are you willing to  
pursue luck with a vengeance too?"*

*— Jill Konrath, Sales Strategist, Speaker & Author*

## Thank You from Mary Kay

"Love Check" Commissions for Personal Team Building



9% Recruiter Commission Level

Karen DeNoyer

\$5.40

6% Recruiter Commission Level

Debra Archambeau

\$64.70

Anne DeNoyer

\$57.78

4% Recruiter Commission Level

Larissa Wagner

\$20.08

Diane Satkoski

\$9.20

Rebecca Ihli

\$6.04



This March key chain card holder, embellished with the Mary Kay® logo and a gold-tone heart key ring clip, can be the reminder you need to maintain your optimistic mindset. Its navy finish and golden accents also coordinate nicely with other Golden Rules Collection pieces you may have earned.

Each month during the 2022-2023 Seminar year that you have personal retail sales of \$600 or more in wholesale Section 1 products, you can earn a monthly piece from the exclusive Golden Rules Collection.



# MARY KAY

# Flexible OPPORTUNITY. INCREDIBLE Options.

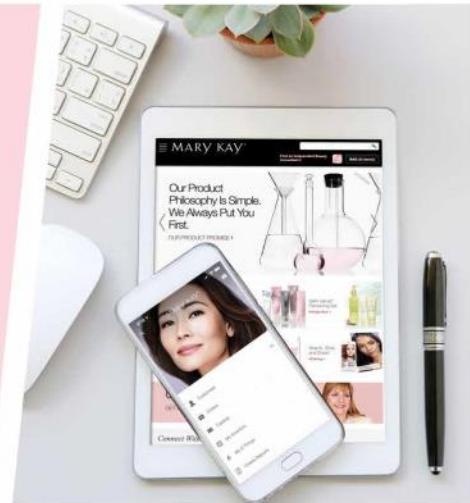
Special *Mary Kay*<sup>®</sup> Startup Options • March 1–31, 2023

A *Mary Kay* business can **fit your life** and meet you where you are right now. It's fun and best of all, it's flexible. **YOU** choose how you start earning a little extra income with your *Mary Kay* business. And these **hard-to-pass-up startup options** can help get you started toward your goals – whatever you envision!

March 1–31, 2023  
Any New or returning  
Independent Beauty Consultant whose  
Independent Beauty Consultant  
Agreement is received and accepted by  
the Company may choose from these  
exciting, limited-time startup options!

## MARY KAY<sup>®</sup> eStart,<sup>†</sup> \$20

The *Mary Kay*<sup>®</sup> eStart<sup>†</sup> is a great way to **work your business from the comfort of home** and still have the opportunity to connect virtually with your customers on a personal level. At a **special price** of only \$20, it's an opportunity worth considering!



## MARY KAY<sup>®</sup> Starter Kit,<sup>†</sup> \$90

This Starter Kit includes everything in *Mary Kay*<sup>®</sup> eStart, plus retail-sized products for sampling (a more than \$400\* value), **additional products and samples for March only**, business resources, and tips and selling techniques designed to help you empower your sales. You'll be ready to connect with your first hostesses and customers with confidence!



These startup options are a limited-time offer; the promotion is subject to change with advance notice.

### HURRY! LIMITED-TIME OFFER! New Business Debut Assortment<sup>++</sup>

You can kick-start your *Mary Kay* business with a curated assortment<sup>++</sup> of easy-to-order and easy-to-sell *Mary Kay*<sup>®</sup> products **PLUS FREE** samples for only \$600 wholesale!

Additional items  
included for  
March only!



Connect with me, your Independent Beauty Consultant, before these incredible offers end!

# We Invested in Product Last Month!

Vickie Lee	\$725.00	Andrea Savoie	\$295.00	Patricia Lang	\$230.00
Susan Roe	\$714.50	Christine Vernon	\$291.00	Debra Archambeau	\$229.50
Donna Johnson	\$527.00	Kelly Zirille	\$267.00	Mary Ellen Howell	\$228.50
Kim Schram	\$502.00	Vicki Graff	\$265.00	Rebecca Ihli	\$228.50
Elizabeth Burton	\$498.00	Karen DeNoyer	\$262.00	Jo Bowman	\$226.10
Diane Satkoski	\$490.00	Anne DeNoyer	\$251.00	Jalena Peterson	\$222.50
Teresa Bush	\$443.50	Pamela Hartman	\$235.00	Rachel Bolles	\$151.00
Valerie Dines	\$435.00	Deanna Bell	\$234.00	Deborah Oleneack	\$116.00
Linda Hepp	\$429.00	Amy Karpstein	\$233.00	Sarah Stanton	\$97.00
Sarah Magnuson	\$399.50	Sandra Muster	\$232.90	Tammy Feuerstein	\$94.00
Patricia Lefebvre	\$398.00	Kathy Clancy	\$232.50	Gina Nagle	\$92.00
Rhonda Ritschke	\$363.80	Shari Kime	\$231.00	Sonia Pineda	\$79.00
Chelsi Drabek	\$361.00	Annette Welburn	\$231.00	Kristen Biesterfeld	\$60.00
Lori Seymour	\$296.00	Gidget Kretchman	\$230.00		



## 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, 2022—June 30, 2023

Consultant	YTD Retail	YTD Add'l Credit	YTD Total
1 Diane Satkoski	\$6,251.00	\$1,200.00	\$7,451.00
2 Mary Ellen Howell	\$4,820.00	\$1,066.00	\$5,886.00
3 Sonia Pineda	\$4,683.00	\$822.00	\$5,505.00
4 Sarah Magnuson	\$4,356.00	\$517.00	\$4,873.00
5 Karen DeNoyer	\$4,180.00	\$531.00	\$4,711.00
6 Vickie Lee	\$2,898.00	\$1,448.00	\$4,346.00
7 Patti Rumfelt	\$3,398.00	\$793.00	\$4,191.00
8 Gina Nagle	\$3,346.00	\$537.00	\$3,883.00
9 Karen Radue	\$3,080.00	\$387.00	\$3,467.00
10 Patricia Lefebvre	\$2,198.00	\$1,208.00	\$3,406.00



Queen's Court of Sharing!

24 New Team Members

July 1, 2022—June 30, 2023

### TOPS IN TEAM BUILDING



Who will be in the  
Court of Sharing  
next year?!





# Aim for the Stars!



## ON-TARGET \$STAR CONSULTANTS!

December 16, 2022 - March 15, 2023



*Shoot for  
Star!!*

*Achieve  
out of this  
world  
rewards!*



*Stars  
Drive  
Cars!!*  
*COME  
ALONG FOR  
THE RIDE  
OF YOUR  
LIFE!*

Consultant Name	Current Wholesale Production	Sapphire \$1,800	Ruby \$2,400	Diamond \$3,000	Emerald \$3,600	Pearl \$4,800
Diane Satkoski	\$ 1,805.00	STAR	\$ 595.00	\$1,195.00	\$1,795.00	\$2,995.00
Michelle Smith	\$ 887.00	\$ 913.00	\$1,513.00	\$2,113.00	\$2,713.00	\$3,913.00
Sarah Magnuson	\$ 818.00	\$ 982.00	\$1,582.00	\$2,182.00	\$2,782.00	\$3,982.00
Vickie Lee	\$ 725.00	\$1,075.00	\$1,675.00	\$2,275.00	\$2,875.00	\$4,075.00
Susan Roe	\$ 714.50	\$1,085.50	\$1,685.50	\$2,285.50	\$2,885.50	\$4,085.50
Michelle Baumgartner	\$ 656.00	\$1,144.00	\$1,744.00	\$2,344.00	\$2,944.00	\$4,144.00
Amy Zietlow	\$ 651.00	\$1,149.00	\$1,749.00	\$2,349.00	\$2,949.00	\$4,149.00
Patti Rumfelt	\$ 637.50	\$1,162.50	\$1,762.50	\$2,362.50	\$2,962.50	\$4,162.50
Mary Ellen Howell	\$ 614.00	\$1,186.00	\$1,786.00	\$2,386.00	\$2,986.00	\$4,186.00
Anne DeNoyer	\$ 608.00	\$1,192.00	\$1,792.00	\$2,392.00	\$2,992.00	\$4,192.00
Christine Vernon	\$ 607.50	\$1,192.50	\$1,792.50	\$2,392.50	\$2,992.50	\$4,192.50
Rhonda Ritschke	\$ 600.80	\$1,199.20	\$1,799.20	\$2,399.20	\$2,999.20	\$4,199.20
Ruth Briski	\$ 587.50	\$1,212.50	\$1,812.50	\$2,412.50	\$3,012.50	\$4,212.50
Mary Erny	\$ 566.00	\$1,234.00	\$1,834.00	\$2,434.00	\$3,034.00	\$4,234.00
Rebecca Kozak	\$ 541.50	\$1,258.50	\$1,858.50	\$2,458.50	\$3,058.50	\$4,258.50
Sonia Pineda	\$ 537.00	\$1,263.00	\$1,863.00	\$2,463.00	\$3,063.00	\$4,263.00
Jo Bowman	\$ 532.10	\$1,267.90	\$1,867.90	\$2,467.90	\$3,067.90	\$4,267.90
Donna Johnson	\$ 527.00	\$1,273.00	\$1,873.00	\$2,473.00	\$3,073.00	\$4,273.00
Karen DeNoyer	\$ 520.50	\$1,279.50	\$1,879.50	\$2,479.50	\$3,079.50	\$4,279.50
Kim Schram	\$ 502.00	\$1,298.00	\$1,898.00	\$2,498.00	\$3,098.00	\$4,298.00
Elizabeth Burton-Garcia	\$ 498.00	\$1,302.00	\$1,902.00	\$2,502.00	\$3,102.00	\$4,302.00
Dawn Burgstiner	\$ 460.00	\$1,340.00	\$1,940.00	\$2,540.00	\$3,140.00	\$4,340.00
Amy Franklin	\$ 460.00	\$1,340.00	\$1,940.00	\$2,540.00	\$3,140.00	\$4,340.00
Susan Faverty	\$ 454.50	\$1,345.50	\$1,945.50	\$2,545.50	\$3,145.50	\$4,345.50
Teresa Bush	\$ 443.50	\$1,356.50	\$1,956.50	\$2,556.50	\$3,156.50	\$4,356.50
Valerie Dines	\$ 435.00	\$1,365.00	\$1,965.00	\$2,565.00	\$3,165.00	\$4,365.00
Linda Hepp	\$ 429.00	\$1,371.00	\$1,971.00	\$2,571.00	\$3,171.00	\$4,371.00
Sarah Stanton	\$ 427.00	\$1,373.00	\$1,973.00	\$2,573.00	\$3,173.00	\$4,373.00
Jennifer Nystrand	\$ 407.00	\$1,393.00	\$1,993.00	\$2,593.00	\$3,193.00	\$4,393.00

# April 2023



*Sun*

*Mon*

*Tue*

*Wed*

*Thu*

*Fri*

*Sat*

## SAVE THE DATE:

Spring Into the 60th is a FREE special virtual event on **MARCH 24** designed to help you bound to the finish line.

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GOOD FRIDAY

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HAPPY EASTER!

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Last day to enroll  
online for Summer  
2023 PCP mailing.

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Midnight CST cutoff  
for Cons to place  
phone orders.

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Last working day of the  
month. Cons online  
orders until 9 pm CST.

### Birthdays

Linda Phillips

Beth Berger

Beth Jones

Tatum Schroeder

Evelyn Champney

Mary Postelli

Christine Redecker

Marsha Evans

Pamela Rezler

Debbie Cali

Janette Hendrix

### Day

2

5

6

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10

14

14

15

15

18

19

Bethel Zabell

Annette Welburn

Kathy Cantarelli

Beth Berger

Donna Pershall

Tami Brozovich

Rebecca Ihli

Cheryl Proctor

Kimberly Hardt

Donna Jewell

### Years

23

24

26

41

36

32

26

23

21

20

Judith Fairfield

Kelly Archambeau

Beth Jones

Christine Redecker

Debbie Cali

Debra Eculano

Michele Padovano

Teresa DeBruyn

Amy Karpstein

Katrina Johnson

Gina Ihli

17

17

12

11

9

4

3

2

1

1

1



## Amy's Achievers

### Amy Zietlow

Future Executive Sr. Sales Director  
1660 N Prospect Ave. Unit 1710  
Milwaukee, WI 53202

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Website: www.amyzielbow.com  
(password: achiever)

To the Incredible...

### Highlights this Month:

#### FEBRUARY RESULTS, MARCH, 2023

- ◆ Quarter 4 Star Consultant Quarterly Contest (March 16 - June 15, 2023)
- ◆ Golden Rules Challenge (July 1, 2022 – June 30, 2023)
- ◆ Share the Mary Kay Dream Global Challenge (January 1 – June 30, 2023)
- ◆ Most Important Things Game (January 1 – June 30, 2023)
- ◆ 8 out of the Gate (January 1 – June 30, 2023)
- ◆ Sell to Play App Challenge (January 1 - March 31, 2023)
- ◆ Startup Options Promotion (March 1-31, 2023)

### Words of Wisdom

“Visualize a year filled with accomplishments and the realization of your goals. Filling your mind with positive expectancy and focusing on what you plan to accomplish provide energy that multiplies when you set a desired goal and work toward it.”



mary Kay

### WHY YOU SHOULD WEAR Red!

All you need is 3 Active Team Members!

- 1 You Get to Wear the Red Jacket No more worrying what to wear!!
- 2 It's the stepping stone to your 1st Career Car!
- 3 You are joining the the Top 6% of Beauty Consultants!
- 4 You earn a \$50 Cash Bonus for each new Great-Start Qualified new team member!
- 5 You are learning the skills needed to be a Director.
- 6 You are eligible for 4%, 6%, or 8% commission on your team wholesale.
- 7 You are passing on Mary Kay's legacy to others. Her dream was a sea of RED!
- 8 Special Red Jacket trainings at Workshops, Seminar and Career Conference!
- 9 Special training opportunities throughout the year
- 10 You are a role-model for others!

