



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!*

## How to Stay Motivated

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 Rumpfelt  
Vera L. Rivera  
Donna R. Vargus

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

## Senior Consultants

Recruiter: Janet M. Cunningham  
Luanne M. Robertson

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

## Star Team Builders

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

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

Recruiter: Larissa C. Wagner  
Kim Schram

Recruiter: Annette A. Welburn  
Sheila M. Zehr

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

Recruiter: Yvonne L. Ihli  
Valerie C. Dines

Recruiter: Donna M. Pershall  
Shari R. Kime

are you  
ready to  
MOVE UP?

\* 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!

(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.

### 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*® 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  
Agreement is received and accepted by  
the Company may choose from these  
exciting, **limited-time startup options!**

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

The *Mary Kay*® *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® *Starter Kit*,<sup>+</sup> \$90

This Starter Kit includes everything in *Mary Kay*® *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*® 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)

|    | 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 Rumpfelt    | \$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 Sales!*  
**\$40,000 retail**  
 July 1, 2022— June 30, 2023



*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<br>Wholesale<br>Production | Sapphire<br>\$1,800 | —Wholesale Production Needed for Star— |                    |                    |                  |
|-------------------------|------------------------------------|---------------------|--|--------------------|--------------------|------------------|
|                         |                                    |                     | Ruby<br>\$2,400                        | Diamond<br>\$3,000 | Emerald<br>\$3,600 | Pearl<br>\$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.

1

2 3 4 5 6 7 8

GOOD FRIDAY

9 10 11 12 13 14 15

HAPPY EASTER!

16 17 18 19 20 21 22

Last day to enroll online for Summer 2023 PCP mailing.

23 24 25 26 27 28 29

Midnight CST cutoff for Cons to place phone orders.

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

### Birthdays

| Day |                    |
|-----|--------------------|
| 2   | Linda Phillips     |
| 5   | Beth Berger        |
| 6   | Beth Jones         |
| 9   | Tatum Schroeder    |
| 10  | Evelyn Champney    |
| 14  | Mary Postelli      |
| 14  | Christine Redecker |
| 15  | Marsha Evans       |
| 15  | Pamela Rezler      |
| 18  | Debbie Cali        |
| 19  | Janette Hendrix    |

Bethel Zabell

Annette Welburn

Kathy Cantarelli

### Anniversaries

|    |                |
|----|----------------|
| 23 | Beth Berger    |
| 24 | Donna Pershall |
| 26 | Tami Brozovich |
| 26 | Rebecca Ihli   |
| 23 | Cheryl Proctor |
| 21 | Kimberly Hardt |
| 20 | Donna Jewell   |

### Years

|    |                    |
|----|--------------------|
| 17 | Judith Fairfield   |
| 17 | Kelly Archambeau   |
| 12 | Beth Jones         |
| 11 | Christine Redecker |
| 9  | Debbie Cali        |
| 4  | Debra Euculano     |
| 3  | Michele Padovano   |
| 2  | Teresa DeBruyn     |
| 1  | Amy Karpstein      |
| 1  | Katrina Johnson    |
| 1  | Gina Ihli          |



## Amy's Achievers

### Amy Zietlow

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

Email: amyzietlow@charter.net  
Phone: 608-779-5866  
Website: www.amyzietlow.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

All you need is 3 Active Team Members!

# Red!

- 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!

