

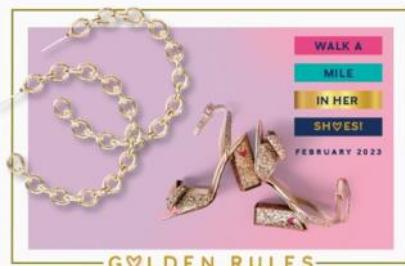


Future Executive Sr. Sales Director Amy Zietlow

# Amy's Achievers



JANUARY RESULTS & RECOGNITION « FEBRUARY, 2023



## Listen to Learn!

Put yourself in others' shoes this month as you earn these beautiful earrings.



## WHOLESALE COURT

Michelle Smith  
\$887.00

Michelle Baumgartner  
\$656.00  
Patti Rumfelt  
\$637.50

## SHARING COURT

Positions Available!!

# Be Golden!

## SUCCESS COMES WHEN YOU Lead With Your Strengths

DR. ANN VERTEL, LEADERSHIP AND SUCCESS EXPERT



We all have unique gifts and talents. We're really good at some things and, well, not so good at others.

I spent a year and a half majoring in electrical engineering before I finally threw in the towel and recognized my strengths weren't there.

I had a successful 20-year career as a naval officer, but many times it was frustrating and demoralizing because I never really felt like I "fit."

This isn't to say that you shouldn't attempt to grow and learn and become everything you were meant to be. It means you should honor and lead with your strengths.

### TRY THIS EXERCISE.

On a piece of paper, make two columns. In the left column, list at least ten of your strengths, talents, gifts, and skills. You know, the kind of things that come naturally to you – your genius!

They may be such a part of you that you've never really thought of them as strengths before. You probably lose track of time when you do them, or it all just feels like it flows.

In the right column, write down the parts of your work that lend themselves well to that particular strength.

If you said one of your strengths is "listening well" then the parts of your business that are best served by that strength might be "customer follow up" and "networking events."

What if you have strengths without a matching area in your work or business?

Then get creative.

Develop a business way of showcasing that strength, talent, or skill.

### FOR EXAMPLE

Let's say one of your strengths and passions is "cooking." At first glance, you might think it has nothing to do with your business. But answer this question:

"How can I best showcase my talent and love of cooking in my business?"

Maybe you combine a product demonstration with a cooking class. Or use cooking type words, themes, and symbols as part of your metaphors when explaining complicated concepts in meetings.

Maybe you rebrand yourself a little by adding cooking utensils to your personal brand marketing and how you're known. Hey, the "Cooking Consultant" could be a distinct niche!

### SET YOURSELF UP FOR SUCCESS

You will always do better by leading with your strengths than by trying to do something you were not designed to do.

And it's a whole lot more fun doing something that lights you up than slogging through another day trying to be someone else.

Sure, you can work on your weaknesses but you'll just get "better" weaknesses. Why not play to your strengths and enjoy the process at the same time??!

# Amy

# Spotlight On Team Builders!

Standings are updated as of January 31st — this will not reflect February orders or new team members.

## Elite 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  
 \* Debbie Cali

## Star Team Builders

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

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

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

Recruiter: Gidget M. Kretchman  
 Mary J. Erny  
 Julie A. Chubb  
 Janette Hendrix  
 \* Stephanie Swanson  
 \* Nicole Van Sandt

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

## Senior Consultants

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

Recruiter: Kristen L. Biesterfeld  
 Jenny L. Thatcher

Recruiter: Janet M. Cunningham  
 Luanne M. Robertson

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

Recruiter: Stephanie Swanson  
 Tamie Gundrum

Recruiter: Annette A. Welburn  
 Sheila M. Zehr  
 \* Susan M. Faverty  
 \* Cheryl Proctor

\* 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.



# Get BOOK smart!

## As Mary Kay Ash said,

*"Bookings are the lifeline of your Mary Kay business. When you book appointments, your business can start to grow. One booking can lead to more bookings, sales, customers and potential team members."*

### WHO SHOULD I BOOK?

- Co-workers (current, former and spouses)
- Babysitters
- Clubs/organization members
- Teachers/aides-staff/parents
- Church friends
- Neighbors (former and current)
- High school/college friends
- Service providers (hairdressers, nail technicians, bank tellers, retail clerks, cleaners, postal workers, dental hygienists)
- Social media friends

### BOOKING IDEAS:

- Give women a reason to book a party. Here are a few to get you started:
  - Hostess program incentives
  - New products
  - Special occasions (bridal, back-to-school, spa day)
  - Gifts - you can be her shopping service!
  - Girlfriend time - who doesn't want this?

### WHAT DO I NEED?

Confidence and belief are great traits when it comes to finding customers and booking appointments. And remember booking is a skill. The more you practice, the more confident you become and the better you'll get!

Helpful starters:

- Education and motivation under the Education tab on [MaryKayInTouch.com](http://MaryKayInTouch.com).
- Learn by watching others
- Professional image

## Thank You from Mary Kay

"Love Check" Commissions for Personal Team Building



### 9% Recruiter Commission Level

*Karen DeNoyer* \$114.57

### 6% Recruiter Commission Level

*Anne DeNoyer* \$87.12

*Cindy Hudson* \$61.53

### 4% Recruiter Commission Level

*Debra Archambeau* \$18.68

*Cheryl Ryno* \$14.87

*Janet Cunningham* \$1.66



These February earrings, with their golden link hoop design, are a beautiful reminder of the connectedness you share with others. These hoops are subtle, but sophisticated, and are perfect for wearing 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.

# POWER IN POSSIBILITY

## Spring 2023



### BREAK THROUGH TO A NEW YOU!

DEFY THE ILLUSION OF LIMITATIONS WITH INNOVATIVE OFFERINGS THAT ALLOW YOU TO GROW BOLDER THIS SPRING.

- Mary Kay Clinical Solutions® Ferulic + Niacinamide Brightener
- Mary Kay Clinical Solutions® PHA + AHA Resurfacer
- Limited-Edition Mary Kay® Hand Cream
- Special-Edition Mary Kay® Sun Care After-Sun Replenishing Gel
- Mary Kay® Supreme Hydrating Lipstick, new shades
- Limited-Edition Mary Kay® Cream Bronzer Duo Stick and Cream Highlighter Duo Stick



THE BLAZER



THE CROP



THE BOMBER

## Radiate in Red!

### 2023-2026 RED JACKET COLLECTION

The new stylers certainly will showcase Reds as they radiate with their energy, positivity and boldness! The new collection will be available for purchase later this year. Stay Tuned!

You can step into power this year as you develop teams and realize your dreams! Don't forget about the Most Important Things Game and the chance to earn a free jacket and commemorative scarf.

*Get all the details at [MaryKayInTouch.com](http://MaryKayInTouch.com).*



# We Invested in Product Last Month!

Michelle Smith	\$887.00	Mary Erny	\$315.50	Karen DeNoyer	\$191.00
Michelle Baumgartner	\$656.00	Gina Nagle	\$304.50	Cheryl Brecko	\$174.50
Patti Rumfelt	\$637.50	Anne DeNoyer	\$270.50	Karen Radue	\$174.50
Diane Satkoski	\$603.00	Beth Jones	\$256.00	Tamie Gundrum	\$152.00
Ruth Briski	\$587.50	Mary Stone	\$253.00	Kimberly Hardt	\$138.75
Rebecca Kozak	\$541.50	Amy Franklin	\$246.00	Christine Vernon	\$124.00
Jennifer Nystrand	\$407.00	Tatum Schroeder	\$243.00	Tami Genovese	\$91.50
Mary Ellen Howell	\$385.50	Rhonda Ritschke	\$237.00	Vera Rivera	\$64.00
Pamela Rezler	\$356.50	Cheryl Bishop	\$233.00	Monica Osinski	\$59.00
Yolanda Cordero	\$352.00	Kelly Archambeau	\$230.00	Carol Rasmussen	\$56.00
Tammie Fischer	\$331.00	Sonia Pineda	\$228.00	Dawn Burgstiner	\$53.50
Sarah Stanton	\$330.00	Wendy Woodson	\$226.00	Carole Boughan	\$42.00
Kristi Peel	\$324.00	Bethel Zabell	\$225.00	Luanne Robertson	\$41.50



## 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	\$5,271.00	\$1,200.00	\$6,471.00
2 Mary Ellen Howell	\$4,363.00	\$1,066.00	\$5,429.00
3 Sonia Pineda	\$4,525.00	\$822.00	\$5,347.00
4 Patti Rumfelt	\$3,398.00	\$793.00	\$4,191.00
5 Karen DeNoyer	\$3,656.00	\$531.00	\$4,187.00
6 Sarah Magnuson	\$3,557.00	\$517.00	\$4,074.00
7 Gina Nagle	\$3,162.00	\$537.00	\$3,699.00
8 Karen Radue	\$3,080.00	\$387.00	\$3,467.00
9 Julie Waldock	\$1,684.00	\$1,684.00	\$3,368.00
10 Sherri Kenny	\$1,802.00	\$1,336.00	\$3,138.00



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!*



Consultant Name	Current Wholesale Production	Wholesale Production Needed for Star					Pearl \$4,800
		Sapphire \$1,800	Ruby \$2,400	Diamond \$3,000	Emerald \$3,600		
Michelle Smith	\$ 887.00	\$ 913.00	\$1,513.00	\$2,113.00	\$2,713.00	\$3,913.00	
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	
Patti Rumfelt	\$ 637.50	\$1,162.50	\$1,762.50	\$2,362.50	\$2,962.50	\$4,162.50	
Diane Satkoski	\$ 603.00	\$1,197.00	\$1,797.00	\$2,397.00	\$2,997.00	\$4,197.00	
Ruth Briski	\$ 587.50	\$1,212.50	\$1,812.50	\$2,412.50	\$3,012.50	\$4,212.50	
Rebecca Kozak	\$ 541.50	\$1,258.50	\$1,858.50	\$2,458.50	\$3,058.50	\$4,258.50	
Donna Johnson	\$ 527.00	\$1,273.00	\$1,873.00	\$2,473.00	\$3,073.00	\$4,273.00	
Linda Hepp	\$ 429.00	\$1,371.00	\$1,971.00	\$2,571.00	\$3,171.00	\$4,371.00	
Amy Zietlow	\$ 422.00	\$1,378.00	\$1,978.00	\$2,578.00	\$3,178.00	\$4,378.00	
Jennifer Nystrand	\$ 407.00	\$1,393.00	\$1,993.00	\$2,593.00	\$3,193.00	\$4,393.00	

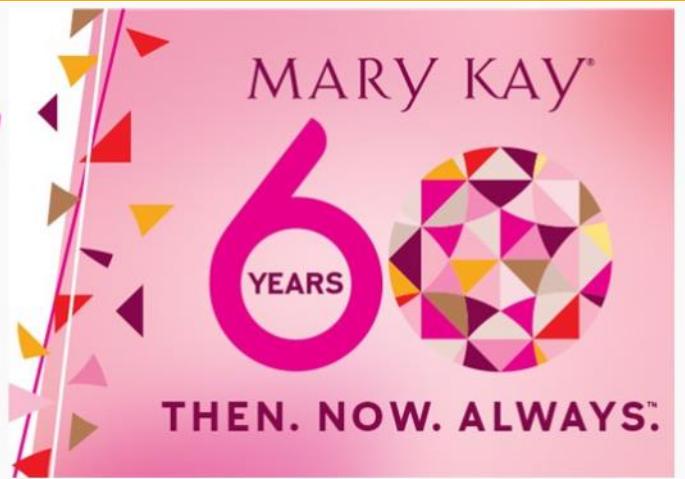
A simple way to stay on track for Star Consultant:

- Sapphire** = Sell \$300 Retail per week
- Ruby** = Sell \$400 Retail per week
- Diamond** = Sell \$500 Retail per week
- Emerald** = Sell \$600 Retail per week
- Pearl** = Sell \$800 Retail per week
- Pearl** = Sell \$1,000 Retail per week
- Pearl** = Sell \$1,300 Retail per week
- Pearl** = Sell \$1,600 Retail per week

*Also remember  
that you earn 600  
extra "star" points for  
each qualified team  
member you add  
during the quarter.*

## Focus in February!!

We're On Our Way to the 60th with  
team-building initiatives and more!



# March 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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15 **Star Quarter Ends!**

16 Summer 2023 PCP online enrollment for *The Look* begins.

17 St. Patrick's Day

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Spring Into the 60th virtual event.  
Details on InTouch.

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Midnight CST cutoff for Cons to place phone orders.  
Last working day of the month.  
Cons submit online orders until 9 pm CST. Online Agreements accepted until midnight.

## Birthdays

Christine Vernon  
Kelly Archambeau  
Carole Boughan  
Stephanie Swanson  
Rachel Bolles  
Linda Hepp  
Chelsi Drabek  
Sarah Magnuson  
Denise Curtis

## Day

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Debra Eculano  
Pamela Hartman  
Anne DeNoyer  
Cindy Akers  
Amy Karpstein  
Deborah Oleneack

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## Anniversaries

Amy Zietlow  
Beth Gabb  
Cheryl Brecko  
Renee Pigman  
Deanna Bell  
Donna Vargas  
Cindy Mengel  
Jenny Thatcher  
Sandra Muster

## Years

33  
26  
24  
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20  
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13  
9



## Amy's Achievers

### Amy Zietlow

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(password: achiever)

To the Fabulous...

### Highlights this Month:

#### JANUARY RESULTS, FEBRUARY, 2023

- ◆ Quarter 3 Star Consultant Quarterly Contest (December 16, 2022 - March 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)
- ◆ Diamond Power Start 60 Faces in 60 Days Challenge (January 1 – March 1, 2023)
- ◆ Sell to Play App Challenge (January 1 - March 31, 2023)

## Words of Wisdom

Make every decision based on the **Golden Rule**, putting yourself in the other person's shoes and trying to think how she would like to have her problem resolved if you were in her shoes and she was in yours. I guarantee you that it works.



*Mary Kay*



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

The event will be full of exciting product information, important business updates from Mary Kay Team U.S. leaders, great educational content, and you'll hear from top Independent Sales Directors and Independent National Sales Directors. The event will be available online so you can view it when you want and as often as you like.

No registration required. The virtual event is completely free and is available to all independent sales force members.

**DATE:** March 24, 2023

**TIME:** 5 p.m. Central time

*Get all the details at [MaryKayInTouch.com](http://MaryKayInTouch.com).*