



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
* Brittini Carran
* Beth J. Gabb

Recruiter: Cindy E. Hudson
Kristi Peel
Patti Rumpfelt
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.
- 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.



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 Riitschke	\$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)

	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 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 \$TAR 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—				
		Sapphire \$1,800	Ruby \$2,400	Diamond \$3,000	Emerald \$3,600	Pearl \$4,800
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 Rumpfelt	\$ 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

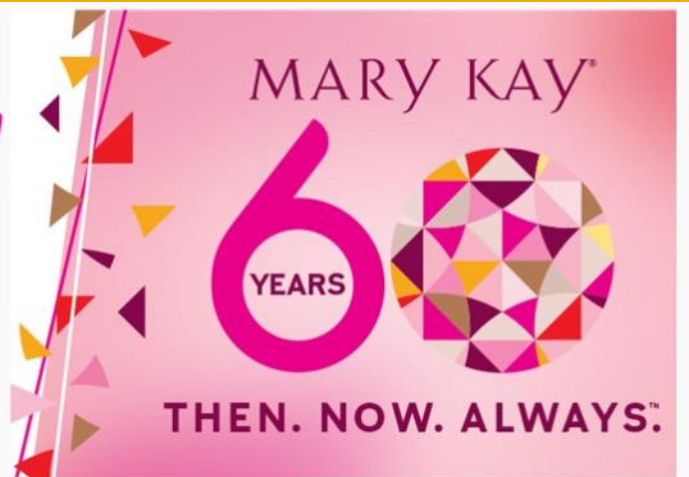
A simple way to stay on track for Star Consultant:

- 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.

1 2 3 4

5 6 7 8 9 10 11

12 13 14 15 **Star Quarter Ends!** 16 Summer 2023 PCP online enrollment for *The Look* begins. 17  St. Patrick's Day 18

19 20 21 22 23 24 25

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

26 27 28 29 30 31

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

Day	
1	Christine Vernon
5	Kelly Archambeau
5	Carole Boughan
5	Stephanie Swanson
7	Rachel Bolles
7	Linda Hepp
10	Chelsi Drabek
11	Sarah Magnuson
20	Denise Curtis

20	Debra Euculano
22	Pamela Hartman
23	Anne DeNoyer
25	Cindy Akers
28	Amy Karpstein
31	Deborah Oleneack

Anniversaries

Years	
33	Amy Zietlow
26	Beth Gabb
24	Cheryl Brecko
21	Renee Pigman
20	Deanna Bell
17	Donna Vargas
15	Cindy Mengel
13	Jenny Thatcher
9	Sandra Muster



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.



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.