



Future Executive Sr. Sales Director Amy Zietlow

Amy's Achievers



AUGUST RESULTS & RECOGNITION « SEPTEMBER, 2022



Choose the Beauty of Possibilities!

Dig in with a positive mindset this month, and you could earn this multicolored beaded key chain wristlet!



WHOLESALE COURT

Jennifer Gawronski
\$459.50
Wendy Whitehead
\$443.50
Mary Ellen Howell
\$434.75

SHARING COURT

Positions Available!!

Be Golden!

Mary Kay..a real job?

SHARED BY ENSD EMERITUS GLORIA MAYFIELD BANKS

Throughout my career I have seen many Consultants come and go because they felt they needed to find a "REAL Job." Why do people think that Mary Kay is NOT a "REAL" job? What classifies an opportunity as a "REAL" job? Does getting a paycheck with the same number of dollars each pay period classify as a "REAL" job? Does working 10 — 40+ hours, and still making the same amount of money classify?

How about getting up very early, taking a shower and leaving your house every day? What about putting your kids in daycare—does that make it a "REAL" job? How about having to schedule vacation time a year in advance? Or having to explain to your supervisor why you need a day off? Maybe that is what makes it a "REAL" job". Maybe you need to be working for someone else, have to report to someone else and let them decide when you deserve a raise.

Let's pretend for a moment. What if we apply "REAL" job guidelines to your Mary Kay business. Just imagine if you devoted 20 hours per week of complete and total focus to doing your Mary Kay job well? What if you set your own goal and always did today's work today instead of waiting until you felt like it? Imagine the possibilities—if you paid attention to profitability and actually took the steps necessary to promote yourself.

You owe it to yourself to make Mary Kay a "REAL" job—even if it's just part-time. Why would you give more time and commitment to someone else's business than you would your own? Do you really want to work for someone else forever?

Wouldn't you prefer to work 20 hours, but get paid like you worked 40 hours? Would you like to be your own boss? Would you like to plan your hours each week to work within

your family's schedule? What if you could take an extra day off one week, then work an extra two hours each day for the next week to make up for it? Do you have this type of freedom with your "REAL" job?

If you feel like you have "tried Mary Kay" and it hasn't worked for you, try asking yourself a few questions.

- If someone with my MK work habits worked for me, would I continue to pay them or reward them?
- Am I consistent in my efforts?
- Do I make calls when I need to make them—no matter what?
- Do I place orders in a timely manner to keep the "store" stocked with the hottest, most up-to-date products?
- Do I give great Customer Service — going over and above what the client expects?
- Do I follow up on all leads and potential recruits quickly and professionally?
- Do I work with my Director on accountability and turn in my weekly accomplishment sheets?
- Do I attend trainings and events in my area?

If you have answered any of these questions with a "NO", perhaps this is an opportunity to change your ways and make new goals for your business this month. Make it a point to treat your Mary Kay business like a "REAL" job—you will earn REAL money, REAL cars, REAL prizes and see REAL changes in your life!

Want to make a REAL difference in the lives of women? I believe we can!

Amy

Spotlight On Team Builders!

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



Team Leaders

Karen DeNoyer

Star Team Builders

Anne E. DeNoyer

Cindy E. Hudson

Rebecca A. Ihli

Gidget M. Kretchman

Senior Consultants

Debra Archambeau

Janet M. Cunningham

Yvonne L. Ihli

Donna M. Pershall

Luanne M. Robertson

Cheryl L. Ryno

Diane S. Satkoski

Annette A. Welburn

**Inactive Member (N1,N2,N3,I1,I2,I3)*

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!

(5+ actives and \$5,000 wholesale growing to 16 actives and \$23,000 in 4 months or less)

Eligible to earn use of
Career Car or \$425 cash
monthly for 2 years PLUS all
Benefits of previous levels

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.

BE AWARE IN OCTOBER

The month of October brings focus to two very important causes supported by The Mary Kay FoundationSM, eliminating cancers affecting women and ending the epidemic of domestic violence against women. Every year, in support of Domestic Violence Awareness Month, The Mary Kay FoundationSM awards \$3 million in grants to 150 domestic violence shelters across the country. The Foundation also awards \$1 million in grants to select doctors and medical scientists focusing on curing cancers that affect women.

We encourage you to consider participating in races like the MK5K® or similar events. You also may want to donate to The Mary Kay FoundationSM or to your favorite charities in support of Domestic Violence Awareness and Breast Cancer Awareness Month.

Thinking pink AND purple can truly make a difference for many women around the country!



Thank You from Mary Kay

"Love Check" Commissions for Personal Team Building



9% Recruiter Commission Level

Amy Zietlow	\$208.80
Karen DeNoyer	\$103.97

4% Recruiter Commission Level

Anne DeNoyer	\$23.08
Yvonne Ihli	\$21.64
Annette Welburn	\$18.69
Cindy Hudson	\$17.20
Luanne Robertson	\$11.86
Janet Cunningham	\$1.24

'If your actions inspire others to dream more, learn more, do more, and become more, you are a leader.' ~John Quincy Adams



The **September collection** piece celebrates the power of positive thinking. This key chain wristlet features an iconic heart charm and multicolored beads on a golden key ring and clasp.

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.

HOLIDAY /
SEPTEMBER 2022 LAUNCH

give joy fully!

MARY KAY

Holiday 2022



\$36



\$12



\$18



\$20

NEW! Limited-Edition
Blissful Pomegranate Satin
Hands® Pampering Set

NEW! Limited-Edition
Blissful Pomegranate Satin
Hands® Nourishing Shea
Cream

NEW! Limited-Edition
Mary Kay® Masking Minis
Nourishing Shea Cream

NEW! Limited-Edition
Mary Kay® Vinyl Shine
Liquid Lip Set



\$15



\$22



\$36



\$8

NEW! Limited-Edition
Mary Kay® Highlight Brush
& Contour Sponge Set

NEW! Limited-Edition
Mary Kay® Silkening Dry Oil

NEW! Limited-Edition
Mary Kay® Women's
Fragrance Set

NEW! Limited-Edition
Mary Kay® Gift Box Set



FREE



FREE



\$28

NEW! Limited-Edition
Gift With Purchase

NEW! Limited-Edition
Gift With Purchase

NEW! Limited-Edition
Mary Kay® Men's Hair and
Body Wash Gift Set



We Invested in Product Last Month!

Jennifer Gawronski	\$459.50	Christine Vernon	\$279.50	Shari Kime	\$151.50
Wendy Whitehead	\$443.50	Pamela Rezler	\$275.50	Bethel Zabell	\$139.00
Mary Ellen Howell	\$434.75	Gina Nagle	\$267.00	Kristen Biesterfeld	\$84.00
Patti Rumfelt	\$430.00	Chris Fuller	\$246.00	Elizabeth Stiller	\$77.50
Melissa Roberts	\$408.50	Sandra Muster	\$246.00	Cheryl Ryno	\$61.00
Diane Satkoski	\$406.00	Jennifer Kitzmiller	\$241.50	Tammy Feuerstein	\$49.00
Ruth Briski	\$398.00	Karen DeNoyer	\$240.50	Yvonne Ihli	\$45.00
Karen Radue	\$386.75	Sherry Rice	\$236.00	Luanne Robertson	\$31.00
Sarah Magnuson	\$329.75	Cheryl Proctor	\$234.75	Amy Zietlow	\$131.00
Dawn Burgstiner	\$327.50	Judith Fairfield	\$234.00		
Rachel Bolles	\$318.00	Susan Faverty	\$232.50		
Anne Hurt	\$318.00	Debra Archambeau	\$232.00		
Cindy Akers	\$296.50	Charlotte Martin	\$230.00		
Valerie Dines	\$295.00	Cindy Hudson	\$228.00		
Vicki Graff	\$295.00	Debbie Cali	\$225.00		



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 Sarah Magnuson	\$1,393.00		\$1,393.00
2 Mary Ellen Howell	\$1,320.00		\$1,320.00
3 Gina Nagle	\$990.00		\$990.00
4 Michelle Baumgartner	\$962.00		\$962.00
5 Jennifer Gawronski	\$919.00		\$919.00
6 Cindy Hudson	\$908.00		\$908.00
7 Gina Ihli	\$888.00		\$888.00
8 Wendy Whitehead	\$887.00		\$887.00
9 Karen DeNoyer	\$877.00		\$877.00
10 Patti Rumfelt	\$860.00		\$860.00



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!

JUNE 16 ~ SEPTEMBER 15, 2022

*Congrats
4th Quarter
Stars!*

RUBY

Diane
Satkoski



Consultant Name	Current Wholesale Production	Sapphire \$1,800	Wholesale Production Needed for Star—			
			Ruby \$2,400	Diamond \$3,000	Emerald \$3,600	Pearl \$4,800
Gina Ihli	\$ 919.25	\$ 880.75	\$1,480.75	\$2,080.75	\$2,680.75	\$3,880.75
Mary Ellen Howell	\$ 887.00	\$ 913.00	\$1,513.00	\$2,113.00	\$2,713.00	\$3,913.00
Sarah Magnuson	\$ 747.25	\$1,052.75	\$1,652.75	\$2,252.75	\$2,852.75	\$4,052.75
Amy Zietlow	\$ 747.00	\$1,053.00	\$1,653.00	\$2,253.00	\$2,853.00	\$4,053.00
Cindy Hudson	\$ 699.50	\$1,100.50	\$1,700.50	\$2,300.50	\$2,900.50	\$4,100.50
Patricia Lang	\$ 622.60	\$1,177.40	\$1,777.40	\$2,377.40	\$2,977.40	\$4,177.40
Kristen Biesterfeld	\$ 615.00	\$1,185.00	\$1,785.00	\$2,385.00	\$2,985.00	\$4,185.00
Mary Erny	\$ 607.00	\$1,193.00	\$1,793.00	\$2,393.00	\$2,993.00	\$4,193.00
Larissa Wagner	\$ 598.00	\$1,202.00	\$1,802.00	\$2,402.00	\$3,002.00	\$4,202.00
Annette Welburn	\$ 586.00	\$1,214.00	\$1,814.00	\$2,414.00	\$3,014.00	\$4,214.00
Gina Nagle	\$ 566.00	\$1,234.00	\$1,834.00	\$2,434.00	\$3,034.00	\$4,234.00
Anne Hurt	\$ 559.50	\$1,240.50	\$1,840.50	\$2,440.50	\$3,040.50	\$4,240.50
Carole Boughan	\$ 558.50	\$1,241.50	\$1,841.50	\$2,441.50	\$3,041.50	\$4,241.50
Sharon Dent	\$ 517.50	\$1,282.50	\$1,882.50	\$2,482.50	\$3,082.50	\$4,282.50
Michelle Baumgartner	\$ 481.00	\$1,319.00	\$1,919.00	\$2,519.00	\$3,119.00	\$4,319.00
Karen DeNoyer	\$ 475.50	\$1,324.50	\$1,924.50	\$2,524.50	\$3,124.50	\$4,324.50
Beth Jones	\$ 464.50	\$1,335.50	\$1,935.50	\$2,535.50	\$3,135.50	\$4,335.50
Jennifer Gawronski	\$ 459.50	\$1,340.50	\$1,940.50	\$2,540.50	\$3,140.50	\$4,340.50
Wendy Whitehead	\$ 443.50	\$1,356.50	\$1,956.50	\$2,556.50	\$3,156.50	\$4,356.50
Patti Rumfelt	\$ 430.00	\$1,370.00	\$1,970.00	\$2,570.00	\$3,170.00	\$4,370.00
Marsha Evans	\$ 424.00	\$1,376.00	\$1,976.00	\$2,576.00	\$3,176.00	\$4,376.00
Alison Martin	\$ 422.50	\$1,377.50	\$1,977.50	\$2,577.50	\$3,177.50	\$4,377.50
Shari Kime	\$ 419.25	\$1,380.75	\$1,980.75	\$2,580.75	\$3,180.75	\$4,380.75
Christine Vernon	\$ 417.50	\$1,382.50	\$1,982.50	\$2,582.50	\$3,182.50	\$4,382.50
Sonia Pineda	\$ 414.00	\$1,386.00	\$1,986.00	\$2,586.00	\$3,186.00	\$4,386.00
Melissa Roberts	\$ 408.50	\$1,391.50	\$1,991.50	\$2,591.50	\$3,191.50	\$4,391.50
Diane Satkoski	\$ 406.00	\$1,394.00	\$1,994.00	\$2,594.00	\$3,194.00	\$4,394.00
Bethel Zabell	\$ 400.00	\$1,400.00	\$2,000.00	\$2,600.00	\$3,200.00	\$4,400.00

Help Kick-Start Their Businesses!

New team members can get a FREE Skinvigorate Sonic™ Skin Care System.



October 2022



LET'S
CELEBRATE

Birthdays	Day	Anniversaries	Years
Vera Rivera	2	Susan Wandel	33
Renee Pigman	4	Janet Cunningham	30
Yvonne Ihli	11	Shari Kime	29
Tracy Siegler	12	Annette Welburn	28
Janet Cunningham	14	Susanne Elder	25
Susan Faverty	14	Elizabeth Stiller	25
Kimberly Hardt	15	Valerie Dines	21
Carolyn Olson	16	Julie Nordin	20
Lori Seymour	16	Nicole Van Sandt	20
Laura Bliss	18	Joanne Rydel	20
Marieta Klink	18	Cheryl Bishop	19
Julie Waldock	18	Wendy Woodson	18
Diane Satkoski	20	Kim Schram	18
Donna Vargas	21	Vera Rivera	17
Rebecca Bonadonna	23	Wendy Whitehead	17
Vicki Graff	24	Rhonda Ritschke	16
Janice Jensen	24	Stephanie Swanson	10
Michelle Smith	25	Mary Postelli	9
Cindy Sheahan	27	Yolanda Cordero	3
Joanne Rydel	28	Jennifer Kitzmiller	2
Patricia Lefebvre	29	Barbara Vanderbilt	1

September & October 2022

September 6 - LABOR DAY. MK Offices Closed. Postal Holiday.

September 9 - Holiday 2022 PCP mailing of *The Look* begins.

September 10 - Early ordering of Holiday 2022 promo items for those enrolled in Fall 2022 PCP.

September 13 - Mary Kay Inc's Anniversary

September 15 - Star Consultant Deadline! Ordering of the new Holiday 2022 promo items for all Consultants.

September 16 - Winter 2022 PCP online enrollment begins for *The Look*.

September 29 - Midnight CST cutoff for Consultants to place phone orders.

September 30 - Last working day of the month. Consultants submit online orders until 9 pm CST. Online Agreements accepted until midnight.

October 10 - Columbus Day Observed. Postal Holiday

October 17 - Last day to enroll online for Winter PCP mailing of *The Look*.

October 30 - Midnight CST cutoff for Consultants to place phone orders.

October 31 - Last working day of the month. Consultants submit online orders until 9 pm CST. Online Agreements accepted until midnight.



Amy's Achievers

Amy Zietlow

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To the Outstanding...

Highlights this Month:

AUGUST RESULTS, SEPTEMBER, 2022

- ◆ Quarter 2 Star Consultant Quarterly Contest
September 16 - December 15, 2022
- ◆ Golden Rules Challenge
July 1, 2022 – June 30, 2023
- ◆ Grand Sales Director Debut Challenge
August 2021 – July 2022
- ◆ Uniquely Hue Makeover Contest
August 16 – September 30, 2022

Words of Wisdom

“Behind every achievement, large or small, lies a plan. If you really want to get things done, the sooner you learn how to plan, the better.”



mary Kay

HOLIDAY STRATEGY TO-DOS

September:

- ◆ Consider personal calendar commitments.
- ◆ Set a specific holiday season goal and timeline.
- ◆ Schedule a virtual or in-person holiday open house, and send save the dates to your VIP customers.
- ◆ Hold virtual or in-person beauty experiences, skin care parties and second appointments throughout the holiday season to see as many faces as possible.
- ◆ Keep the myCustomers+™ App up-to-date to alleviate stress and allow you to be more strategic with your communications in the coming months.
- ◆ Share the Mary Kay opportunity! Who wouldn't want to get in on the **FUN** this holiday season and potentially make some extra cash in the process?

October:

- ◆ See more faces and increase your customer base by continuing to hold virtual or in-person beauty experiences, skin care parties and second appointments.
- ◆ Provide **holiday wish lists** to everyone to generate future sales in the coming months.
- ◆ Prepare your inventory, and ensure you have plenty of giftables ready for November and December.
- ◆ Check the Product Central holiday hub on Mary Kay InTouch®.
- ◆ Send save-the-dates for your Mary Kay Pink Weekend™, including your Turn Friday Pink, Shop Big With a Small Business and Cyber Monday Sales.

