



Future Executive Sr. Sales Director Amy Zietlow

Amy's Achievers



MARCH RESULTS & RECOGNITION « APRIL, 2023



Spread the Love!

Bring out the brilliance in every connection as you earn these beautiful earrings.



WHOLESALE COURT

Diane Satkoski

\$712.00

Jennifer Nystrand

\$548.50

Sarah Magnuson

\$489.50

SHARING COURT

Positions
Available!!

Be Golden!

Be a Money Makin' Woman!

adapted from Teresa Jackson



The success that you experience in your Mary Kay career is based on the number of business related activities you do consistently. By incorporating the following activities into your business routine, you can increase your weekly earnings and achieve the goals you set!



EACH DAY WITHOUT FAIL • • •

1. Choose a coffee shop to go to on workday mornings. Spend 15 minutes in the coffee shop alone and introduce yourself to one new person there.
2. Send out five customer mailings, such as promotional brochures, postcards, thank you notes, birthday cards, etc.
3. Listen to one motivational tape.
4. Call five customers.
5. Hand out 10 business cards.

EACH WEEK WITHOUT FAIL • • •

1. Make one new friend.
2. Make a friendly call to two customers to book a skin care class.
3. Ask five friends, relatives or customers for referrals.
4. Get the names and phone numbers of two women who are getting married soon and call them to offer to do facials and makeovers for their wedding party.
5. Call your enthusiastic customers and tell them about the Mary Kay opportunity.



EACH MONTH WITHOUT FAIL • • •

1. Attend one civic social gathering.
2. Send thank you notes to customers who attended your skin care classes.
3. Invite several customers and their husbands over to your home for the evening.
4. Send anniversary and birthday cards to customers.

ROUTINELY • • •

1. Leave business cards at stores, restaurants and ticket counters.
2. Keep in touch with your customers.
3. Check with new neighbors — the wife might need a new job.
4. Make friends with the apartment managers in large complexes and offer to give them and their new tenants free facials. Offer the managers referral credit.
5. Invite new neighbors over for coffee to get acquainted. During the conversation you can easily bring up your Mary Kay career.
6. Talk about the Mary Kay opportunity wherever you go.



Spotlight On Team Builders!

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

Elite Team Leaders

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

Team Leaders

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

Star Team Builders

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

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

Senior Consultants

Recruiter: Janet M. Cunningham
Luanne M. Robertson

Recruiter: Yvonne L. Ihli
Valerie C. Dines

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

Recruiter: Sarah Magnuson
Sarah M. Engdahl
* Barbara Vanderbilt

Recruiter: Donna M. Pershall
Shari R. Kime

Recruiter: Luanne M. Robertson
Cindy L. Akers

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

Recruiter: Diane S. Satkoski
Susan C. Wandel
Gidget M. Kretchman

Recruiter: Larissa C. Wagner
Kim Schram

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

** 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.

How Your Customers Can Sell For You

Ann Vertel, www.UnitCoach.com

Have you ever been to a car dealership or a Pediatrician's office or even a beauty salon and seen photos all over the wall of happy customers? Often they are pictures of the customer and the service provider together, arms around each other, with big smiles on their faces.

What do you think when you see those photos?

If you're like me, you identify with the customers and want that satisfied smile too. And your opinion of the service, product, and salesperson goes up. You think, wow, if all these people are so satisfied with this person, I know I

will be too!

Much like how word-of-mouth testimonials work when we hear them, those photos are a strong and powerful visual testimonial.

So how does that translate into the world of direct sales? Well, what if you take a photo of you and each of your customers (after their makeover, of course!). You could add those photos to a Happy Customer folder you carry with you while you're out and about. Then you can approach potential customers by asking them if they'd like to see and be included in your Happy Customer Club.

You might also have individual

photos taken of you and each of your consultants on a night when you're both dressed up. Add those to the back of the Happy Customer folder.

For those customers who are willing, make the photos fun and zany as that will make your folder much more interesting than page after page of stiff, posed photos. The idea is to create a visual display that your potential customers and consultants would want to be a part of. "Oh, that looks like so much fun - how can I join?"

Let your happy customers do the selling for you!

Thank You from Mary Kay

"Love Check" Commissions for Personal Team Building



9% Recruiter Commission Level

<i>Anne DeNoyer</i>	<i>\$157.32</i>
<i>Karen DeNoyer</i>	<i>\$80.42</i>

4% Recruiter Commission Level

<i>Annette Welburn</i>	<i>\$18.18</i>
<i>Sarah Magnuson</i>	<i>\$10.92</i>
<i>Luanne Robertson</i>	<i>\$9.96</i>
<i>Diane Satkoski</i>	<i>\$9.56</i>
<i>Debra Archambeau</i>	<i>\$9.32</i>
<i>Donna Pershall</i>	<i>\$4.56</i>

**"If you are not willing to risk the usual
you will have to settle for the ordinary."**
~ Jim Rohn



These **APRIL EARRINGS** are an adorable and stylish expression of the love that comes from reminding others of their inherent value. Linked with Mary Kay's signature pink, the sweet golden heart is a perfect complement to any Golden Rules Collection piece 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®

THEN. NOW. ALWAYS.



MAKEOVER CONTEST

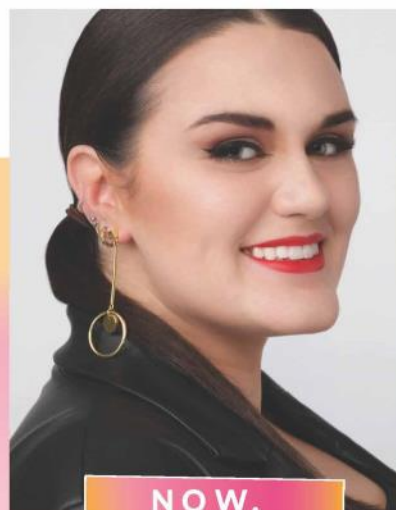


6
YEARS

A Makeover Contest for the Ages



THEN.



NOW.



ALWAYS.

CELEBRATE 60 YEARS OF BEAUTY THAT EMPOWERS.

The *Mary Kay® Then. Now. Always. Makeover Contest* allows you to create your own era-inspired makeup look from the '60s to the present. Your unique look could win big!

Three grand prize winners will receive a \$1,500 cash prize (gift card) and an assortment of *Mary Kay®* products, plus their winning looks will be turned into exclusive limited-edition 60th Anniversary Looks that will be featured on social media. Ten honorable mention winners will receive a \$500 cash prize (gift card) and an assortment of *Mary Kay®* products. **When you win a cash prize and *Mary Kay®* products, your Independent Beauty Consultant does too!**

**WINNERS
WILL BE
ANNOUNCED
THE WEEK OF
JUNE 5-9!**

**CONTACT YOUR
INDEPENDENT BEAUTY
CONSULTANT TODAY,
AND DISCOVER YOUR
NEW LOOK.**

HOW TO ENTER:

1. Book a color appointment with your Independent Beauty Consultant to create your era-inspired look.
2. Complete the entry form on the contest website, and submit a photo of your new look from April 3 through May 12, 2023, along with a caption including how your look is inspired by *Then, Now or Always*.

HOW TO WIN:

1. A panel of Mary Kay judges will choose the top 13 finalists based on originality and creativity, adherence to the contest theme, and the makeover look and caption.
2. The public will vote on the top 13 finalists to determine the three grand prize winners and 10 honorable mention winners.



EXAMPLE CAPTION

The '70s were my favorite time because people were encouraged to be themselves and to experiment with bold style and color. My look is inspired by that time and reminds me of the creativity and fun of that decade.



SCAN ME
TO ENTER.

Images for inspiration only

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We Invested in Product Last Month!

Diane Satkoski \$712.00
 Jennifer Nystrand \$548.50
 Sarah Magnuson \$489.50
 Susan Faverty \$454.50
 Carolyn Olson \$422.25
 Dawn Burgstiner \$406.50
 Jennifer Oster \$367.00
 Mary Erny \$346.50
 Donna Vargas \$344.00
 Beth Bruggink \$325.00
 Patricia Lefebvre \$314.00
 Bethel Zabell \$310.50
 Sue Hardy \$304.00
 Sonia Pineda \$303.00
 Karen Radue \$291.50
 Shirley Allen \$286.00
 Kristen Biesterfeld \$277.00
 Sarah Engdahl \$273.00
 Carol Rasmussen \$272.50

Denise Curtis \$255.00
 Beth Jones \$251.50
 Cindy Akers \$249.00
 Tracy Siegler \$242.00
 Susan Wandel \$239.00
 Sandra Boyer Black \$230.00
 Beth Gabb \$226.50
 Mary Ellen Howell \$225.00
 Donna Pershall \$225.00
 Luanne Robertson \$225.00
 Amy Franklin \$214.00
 Christine Vernon \$212.50
 Karen DeNoyer \$192.50
 Gina Nagle \$186.00
 Rhonda Ritschke \$178.00
 Shari Kime \$114.00
 Valerie Dines \$91.00
 Kelly Archambeau \$55.00
 Anne DeNoyer \$12.50



Replenish your skin's moisture with Special-Edition[®] Mary Kay[®]

2-STEP HYDRATING SHEET MASK!



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	\$7,675.00	\$1,200.00	\$8,875.00
2	Mary Ellen Howell	\$5,270.00	\$1,066.00	\$6,336.00
3	Sonia Pineda	\$5,289.00	\$822.00	\$6,111.00
4	Sarah Magnuson	\$5,335.00	\$517.00	\$5,852.00
5	Karen DeNoyer	\$4,565.00	\$531.00	\$5,096.00
6	Vickie Lee	\$2,898.00	\$1,448.00	\$4,346.00
7	Gina Nagle	\$3,718.00	\$537.00	\$4,255.00
8	Patti Rumfelt	\$3,398.00	\$793.00	\$4,191.00
9	Karen Radue	\$3,663.00	\$387.00	\$4,050.00
10	Patricia Lefebvre	\$2,826.00	\$1,208.00	\$4,034.00



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!



CONGRATS 3RD QUARTER \$TARS!

CONTEST ENDED MARCH 15, 2023



*Shoot for
Star!!*

*Achieve
out of this
world
rewards!*



**SAPPHIRE
STAR
CONSULTANT**
Diane Satkoski



Stars Drive Cars!!

COME ALONG FOR THE RIDE OF YOUR LIFE!

A Makeover Contest for the Ages!

Get in on this fun booking and team-building
opportunity!!



May 2023



Sun Mon Tue Wed Thu Fri Sat

1 2 3 4 5 6

7 8 Summer 2023 mailing of *The Look* begins. 9 10 Early ordering for Summer 2023 promo items begins for 3rd Quarter Stars & Cons enrolled in Summer PCP. 11 12 13

Mary Kay's Birthday!!



14 Mother's Day 15 Ordering of Summer 2023 items available for all Consultants. 16 17 18 19 20

21 22 23 24 25 26 27

28 29 Memorial Day 30 Midnight CST cutoff for Cons to place phone orders. 31 Last working day of the month. Cons online orders until 9 pm CST. Online Agreements accepted until midnight.



Seminar 2023

Registration opens April 20

Sapphire: July 22-25
Emerald: July 26-29
Diamond: July 30 - Aug. 2
Ruby: Aug. 3-6

Birthdays	Day			Anniversaries	Years
Lori Clyde	1	Patti Rumpfelt	21	Sheila Zehr	25
Donna Pershall	3	Sarah Stanton	23	Marsha Evans	24
Amy Franklin	8	Nicole Van Sandt	23	Sharon Dent	21
Barbara Vanderbilt	8	Julie Nordin	24	Holly Russell	21
Andrea Savoie	10	Kristi Peel	25	Sherri Kenny	21
Melissa Roberts	11	Jennifer Gawronski	28	Kathy Cantarelli	20
Sandra Boyer Black	13	Jennifer Kitzmiller	28	Patricia Lefebvre	20
Cheryl Brecko	18			Kristi Peel	20
Mary Ellen Howell	20			Julie Deyo	19
Leisa Reed	20			Julie Waldock	18
Sherry Rice	20			Karen Radue	17
				Jalena Peterson	14
				Michelle Smith	5





Amy's Achievers

Amy Zietlow

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(password: achiever)

To the Marvelous...

Highlights this Month:

MARCH RESULTS, APRIL, 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)
- ◆ Team Up For Women (April 1 – May 12)
- ◆ Mary Kay® Then. Now. Always. Makeover Contest (April 3 – May 12, 2023)

Words of Wisdom

“I have learned to imagine an invisible sign around each person’s neck that says, ‘Make me feel important!’ I respond to it immediately, and I never cease to be amazed at how positively people react.”



Mary Kay

The power of WOMEN HELPING WOMEN

Mary Kay Ash
FOUNDATION

Throughout her life, **Mary Kay Ash** showed others how to live. And how to *give*. She gave hope to women who lacked opportunity and self-esteem, and she gave financial support to the causes she believed in. Mary Kay Ash believed in the power of **women working together** to help others. You can be part of her *legacy of love* today!

Your gift to The Mary Kay Ash Foundation™ supports:

- Research dedicated to finding cures for cancers **affecting women**. We support top medical scientists who are searching for a cure for breast, uterine, cervical and ovarian cancers.
- Programs committed to **ending domestic violence**. We provide grants to women’s shelters and supporting community outreach programs.

The Mary Kay Ash Foundation™ is dedicated to ending women’s cancers and domestic abuse.

Learn more at
marykayashfoundation.org

MORE
THAN **97%**

of your donation is used to support cancer research and programs to prevent violence.

LESS
THAN **3%** goes to administrative expenses.



* The percentages are based on the current U.S. Better Business Bureau standards that require charities to spend at least 65 percent of all contributions on their stated causes.