



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 Rumfelt
 * 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

Anne DeNoyer	\$157.32
Karen DeNoyer	\$80.42

4% Recruiter Commission Level

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

MARY KAY

GOLDEN Rules

MAKE
THEM
FEEL
IMPORTANT.

YOU CAN EARN* THIS GOLDEN RULES COLLECTION PIECE ONLY IN APRIL! LEARN MORE ON MARY KAY INTOUCH.

*You can earn the Golden Rules Collection piece with personal retail sales of \$600 or more in wholesale Section 1 products this month.

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.

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

~ Jim Rohn

MARY KAY®

THEN. NOW. ALWAYS.

MAKEOVER CONTEST

6
YEARS



A
*Makeover
Contest
for the
Ages*



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!**



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.

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.



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.

12

Mary Kay's Birthday!!



14 Mother's Day

15 Ordering of Summer
2023 items available
for all Consultants.

16

17

18

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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

Patti Rumfelt

21

Anniversaries

Years

Lori Clyde

1

Sarah Stanton

23

Sheila Zehr

25

Donna Pershall

3

Nicole Van Sandt

23

Marsha Evans

24

Amy Franklin

8

Julie Nordin

24

Sharon Dent

21

Barbara Vanderbilt

8

Kristi Peel

25

Holly Russell

21

Andrea Savoie

10

Jennifer Gawronski

28

Sherri Kenny

21

Melissa Roberts

11

Jennifer Kitzmiller

28

Kathy Cantarelli

20

Sandra Boyer Black

13

Kristi Peel

20

Patricia Lefebvre

20

Cheryl Brecko

18

Julie Deyo

19

Kristi Peel

20

Mary Ellen Howell

20

Julie Waldoch

18

Julie Waldoch

18

Leisa Reed

20

Karen Radue

17

Karen Radue

17

Sherry Rice

20

Jalena Peterson

14

Jalena Peterson

14

Sherry Rice

20

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.

* This percentage is well above the current U.S. Better Business Bureau standard that requires charities to spend at least 35 percent of contributions on their stated causes.

