



Future Executive Sr. Sales Director Amy Zietlow

Amy's Achievers



OCTOBER RESULTS & RECOGNITION « NOVEMBER, 2022



Share a Positive Outlook!

Share joy this month as you earn these cheerful-looking earrings.



WHOLESALE COURT

Julie Waldock

\$842.00

Vickie Lee

\$724.00

Barbara Vanderbilt

\$690.00

SHARING COURT

Positions
Available!!

Be Golden!

Make your customers feel important!

BY BRIAN TRACY, AUTHOR & MOTIVATIONAL SPEAKER

Listening is the Key

Listening builds self-esteem. It has been said that, "Rapt attention is the highest form of flattery." When you listen intently to another person and it is clear that you genuinely care about what that other person is saying, his or her self-esteem goes up. His or her feeling of personal value increases. He or she feels more worthwhile and important as a human being. You can actually make another person feel terrific about himself or herself by listening in a warm, genuine, caring way to everything he or she has to say.

Pay Close Attention

When a man and a woman go out for the first time, they spend an inordinate amount of time talking and listening to each other. They look into each other's eyes and hang on every word. They are each fascinated by the personality of the other. The more each listens to the other, the more positive and happy each of them feel and the stronger becomes the bonds of affection between them.

Focus 100% On the Other Person

The opposite of listening is ignoring. You always listen to that which you most value. You always ignore that which you devalue. The fastest way to turn a person off, to hurt their feelings and make them feel slighted and angry is to simply ignore what they are saying or interrupt them in the middle of a thought. Ignoring or interrupting is the equivalent of an emotional slap in the face. Men especially have to be careful about their natural desire to make a remark or an observation in the middle of a conversation. This can often cause the sales conversation to come to a grinding halt.

Action Exercises

First, take every opportunity to make the other person feel important by listening attentively to what he or she says.

Second, avoid interrupting the other person by slowing down and pausing for a few moments after he or she has stopped speaking.

Make it your goal to make your customers feel important!

Amy

Spotlight On Team Builders!

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

Elite Team Leaders

Recruiter: Anne E. DeNoyer
 Karen DeNoyer
 Heidi Goelzer
 Janice L. Jensen
 Brittini Carran
 Beth J. Gabb
 Dawn A. Burgstiner
 * Leisa J. Reed
 * Linda Phillips

Team Leaders

Recruiter: Karen DeNoyer
 Kristen L. Biesterfeld
 Larissa C. Wagner
 Debbie Cali
 Jennifer A. Gawronski
 Karen A. Radue
 * Rebecca A. Kozak
 * Wendy A. Woodson

Star Team Builders

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

Senior Consultants

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

Recruiter: Janet M. Cunningham
 Luanne M. Robertson

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

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

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

To become ACTIVE you must place a \$225 wholesale order.

Recruiter: Yvonne L. Ihli
 Valerie C. Dines
 Chris Fuller

Recruiter: Sarah Magnuson
 Barbara Vanderbilt

Recruiter: Donna M. Pershall
 Shari R. Kime

Recruiter: Luanne M. Robertson
 Cindy L. Akers

Recruiter: Cheryl L. Ryno
 Deborah L. Oleneack
 * Barbara J. Williams

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

Recruiter: Annette A. Welburn
 Susan M. Faverty
 Cheryl Proctor

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!

(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

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.



The biggest shopping day of the year is here, and you are in for such a treat! You can receive discounts on your orders during different times of the day. My voicemail and email record the time and date on all incoming messages. And the earlier you shop, the more you can save.

It doesn't start until 6am, so don't get silly and shop at midnight the night before thinking you'll get a jump on it! But don't lose hope if you can't get up and shop by 6 am. There are different ways to save money that day. This new annual shop-a-thon will begin at 6am and end at 8pm. The discounts will start at 6am and end at noon, but wait! You can still save BIG! Even if you shop from Noon to 8pm, you can still be a winner because I will place all of the orders into a drawing. One name will be selected, and that whole order will be FREE! The winner will be notified the next day by telephone! Doesn't that sound terrific?

ALL persons placing orders will be put into a drawing. One lucky winner will be selected and get their order FREE!!

Here's how the discount works:

Call or email in your order between:

6am-6:59am.....	30% discount
7am-7:59am.....	25% discount
8am-8:59am.....	20% discount
9am-9:59am.....	15% discount
10am-10:59am.....	10% discount
11am-11:59am.....	5% discount

From Noon-8 pm, you will still have a chance to save 100% in the drawing!

Thank You from Mary Kay

"Love Check" Commissions for Personal Team Building



9% Recruiter Commission Level

Anne DeNoyer	\$93.51
Karen DeNoyer	\$22.23

8% Recruiter Commission Level

Gidget Kretchman	\$213.84
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4% Recruiter Commission Level

Cindy Hudson	\$29.16
Sarah Magnuson	\$27.60
Donna Pershall	\$9.40
Diane Satkoski	\$9.10
Debra Archambeau	\$2.80



The **November Collection** piece celebrates the cheer you feel when you reach out to others and share a little joy. These fun, stylish earrings feature multicolored and multishaped gems that make for an eye-catching accessory. They're perfect for wearing with other Golden Rules Collection pieces you may have earned.

"Create a definite plan for carrying out your desire, and begin at once, whether you're ready or not, to put it into action." ~Napoleon Hill, writer

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.

Let's go for it in **Go-venber!**

You rocked it in October. Now it's time to turn November into **Go-venber!** These business-boosting initiatives can help you and your unit members build on your momentum and make the most of this magical time of year!



For ALL Independent Sales Force Members

- ◆ NEW! Star Consultant Program Double Team-Building Credit
- ◆ *Golden Rules* Challenge - stunning new earrings for November!

corner! The Holiday season is the largest selling opportunity of the year, so be sure you and your unit members get a piece of that sales potential.

For NEW Independent Beauty Consultants

- ◆ \$600 Business Debut Assortment
- ◆ *Business Debut Wish It to Win!* Contest
- ◆ New Independent Beauty Consultant Welcome Video

And as you share the Mary Kay opportunity this month you can double up with the new **Star Consultant Program Double Team-Building Credit!** Remember, women are looking for what you offer - an opportunity for a little extra income, fun and flexibility, a community that values what matters most and a way forward during challenging times. All backed by a Company with a lasting legacy.

Get ready to unleash your PINK POWER and accelerate sales into overdrive with **Winter 2022 products** launching this month and *Mary Kay Pink Weekend™* right around the

Now's the time to turn your November info **GO-VENBER!**



MARY KAY

Business Debut Wish It to Win! Contest

LET THE WISHFUL THINKING BEGIN!

PRODUCTS TO WIN

You can support Independent Beauty Consultants starting their Mary Kay businesses in October or November 2022!

It's easy and fun to shop Mary Kay your way with the Mary Kay App! I'm so excited to start my Mary Kay business and invite you to be a part of the Business Debut Wish It to Win Contest - a fun opportunity just for my customers! Featuring the Mary Kay App Wish List, this contest is all about saving your beauty faves to one super convenient place. When you add products to your Mary Kay App Wish List, you'll be eligible to win a \$50 Visa gift card - no purchase necessary! So go ahead, list every item you desire. Mary Kay is making beauty wishes come true!

HOW TO ENTER

- OCT 1 - DEC 31, 2022
- Download the Mary Kay App.
- Search for me, your Independent Beauty Consultant, by my name and state.
- Click shop with me, and sign in if you already have an account on my Mary Kay Personal Web Site.
- If you have not registered with me, complete the registration process and sign in.
- Find a product you love and add it to your Wish List by tapping the icon.
- Wish! You are now eligible to win a \$50 Visa gift card.

HOW TO WIN

At the end of the contest, 50 customers who have added at least ONE item to their Wish Lists will be randomly selected to receive a \$50 Visa gift card, which can be used for ordering products or for whatever their hearts desire.

HOW TO ENTER

I encourage you to support my new Mary Kay business! Connect with me on the Mary Kay App, and start your Wish List today!

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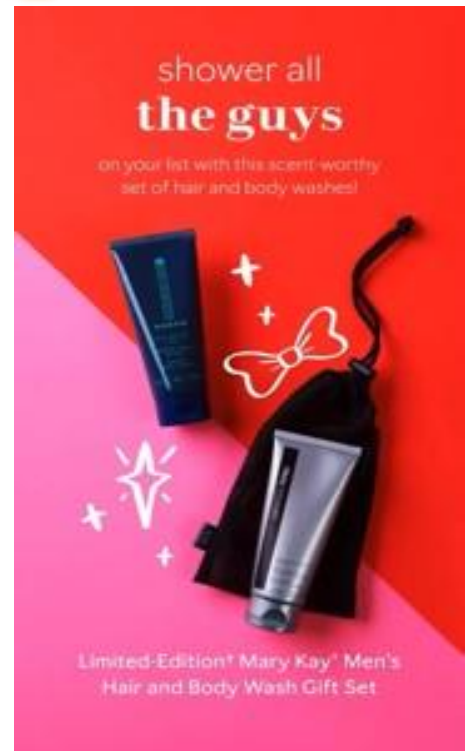
November 1 through December 15, 2022, Star Consultants will be awarded an additional 600 team-building credits for each qualified* new personal team member they add during this time. This gives Star Consultants the opportunity to earn 1,200 team-building credits for each qualified* new personal team member they add during this time.

- ◆ Program credit is any combination of personal retail sales of \$1,800 or more in wholesale Section 1 products plus team-building credits earned for qualified* new personal team members.
- ◆ From Nov. 1 through Dec. 15, 2022, each qualified* new personal team member that Independent Beauty Consultants add earns them 1,200 team-building credits. It's a great way to support wholesale Section 1 orders, earn additional program credits and have the opportunity to move to the next Star Consultant prize category!
- ◆ Wholesale credit card orders are processed and credited ONLY after the accompanying credit card charge is authorized by the credit card company. If authorization is declined, program credits from the order may not count based on the cutoff date.

We Invested in Product Last Month!

Julie Waldock \$842.00
Vickie Lee \$724.00
Barbara Vanderbilt \$690.00
Sherri Kenny \$668.00
Patricia Lefebvre \$604.00
Diane Satkoski \$600.00
Mary Ellen Howell \$533.00
Sonia Pineda \$411.00
Patti Rumfelt \$396.50
Nicole Van Sandt \$391.50
Evelyn Champney \$340.00
Donna Vargas \$332.50
Jule Gast \$311.00
Susan Peterson \$304.50
Janice Jensen \$275.00
Denise Curtis \$269.00
Gina Nagle \$268.50
Karen DeNoyer \$265.50
Sarah Magnuson \$258.50
Lori Clyde \$252.00

Mary Postelli \$250.50
Michele Padovano \$242.50
Shari Kime \$235.00
Tracy Siegler \$234.00
Stephanie Swanson \$231.00
Mary Gail Kell \$230.00
Julie Deyo \$228.00
Cindy Hudson \$228.00
Gidget Kretchman \$227.50
Luanne Robertson \$227.50
Karen Radue \$193.50
Christine Vernon \$168.50
Jennifer Nystrand \$99.50
Sandra Muster \$86.00
Kelly Archambeau \$70.00
Anne DeNoyer \$54.00
Kristen Biesterfeld \$53.50
Jalena Peterson \$40.00
Amy Zietlow \$227.00



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	\$2,667.00	\$1,200.00	\$3,867.00
2	Mary Ellen Howell	\$2,503.00	\$1,066.00	\$3,569.00
3	Julie Waldock	\$1,684.00	\$1,684.00	\$3,368.00
4	Sarah Magnuson	\$2,635.00	\$517.00	\$3,152.00
5	Sonia Pineda	\$2,131.00	\$822.00	\$2,953.00
6	Vickie Lee	\$1,448.00	\$1,448.00	\$2,896.00
7	Barbara Vanderbilt	\$1,380.00	\$1,380.00	\$2,760.00
8	Sherri Kenny	\$1,336.00	\$1,336.00	\$2,672.00
9	Patricia Lefebvre	\$1,402.00	\$1,208.00	\$2,610.00
10	Patti Rumfelt	\$1,653.00	\$793.00	\$2,446.00



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!

SEPTEMBER 16 - DECEMBER 15, 2022



*Shoot for
Star!!*

*Achieve
out of this
world
rewards!*

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
Julie Waldock	\$ 842.00	\$ 958.00	\$1,558.00	\$2,158.00	\$2,758.00	\$3,958.00
Vickie Lee	\$ 724.00	\$1,076.00	\$1,676.00	\$2,276.00	\$2,876.00	\$4,076.00
Barbara Vanderbilt	\$ 690.00	\$1,110.00	\$1,710.00	\$2,310.00	\$2,910.00	\$4,110.00
Sherri Kenny	\$ 668.00	\$1,132.00	\$1,732.00	\$2,332.00	\$2,932.00	\$4,132.00
Patricia Lefebvre	\$ 604.00	\$1,196.00	\$1,796.00	\$2,396.00	\$2,996.00	\$4,196.00
Sarah Magnuson	\$ 604.00	\$1,196.00	\$1,796.00	\$2,396.00	\$2,996.00	\$4,196.00
Diane Satkoski	\$ 600.00	\$1,200.00	\$1,800.00	\$2,400.00	\$3,000.00	\$4,200.00
Mary Ellen Howell	\$ 533.00	\$1,267.00	\$1,867.00	\$2,467.00	\$3,067.00	\$4,267.00
Pamela Hartman	\$ 513.00	\$1,287.00	\$1,887.00	\$2,487.00	\$3,087.00	\$4,287.00
Karen Radue	\$ 489.50	\$1,310.50	\$1,910.50	\$2,510.50	\$3,110.50	\$4,310.50
Cindy Krause	\$ 435.00	\$1,365.00	\$1,965.00	\$2,565.00	\$3,165.00	\$4,365.00
Christine Vernon	\$ 415.00	\$1,385.00	\$1,985.00	\$2,585.00	\$3,185.00	\$4,385.00
Sonia Pineda	\$ 411.00	\$1,389.00	\$1,989.00	\$2,589.00	\$3,189.00	\$4,389.00
Andrea Savoie	\$ 402.00	\$1,398.00	\$1,998.00	\$2,598.00	\$3,198.00	\$4,398.00



Startup Options extended until June, 2023!!

Whether it's the \$130 *Mary Kay*® Starter Kit or \$30 *Mary Kay*® eStart, with or without the optional add-on New Beauty Consultant Sample Pack, new team members can choose how they want to start their Mary Kay business to fit their lifestyles.

If you have new unit members who are new to team building but are ready for Red, remind them that these flexible startup options might make it easier to get that "Yes!" when they share the Mary Kay opportunity!

December 2022



Birthdays	Day	Anniversaries	Years
Barbara Williams	13	Mary Ellen Howell	30
Tami Brozovich	14	Jule Gast	21
Sonia Pineda	14	Chris Fuller	20
Sherri Kenny	17	Rachel Bolles	20
Gloria Neperud	21		
Michelle Baumgartner	27		
Tamie Gundrum	30		

I Love My Unit!

November & December 2022

November 6 - Daylight Savings Time Ends - clocks back 1 hour!

November 10 - Early ordering of the Winter 2022 promotional items begins for 1st qtr. Star Cons. & *The Look* PCP enrollees.

November 11 - Veterans Day Observed Postal Holiday.

November 15 - Ordering of the new Winter 2022 promotional items begins for all Consultants.

November 24 - Happy Thanksgiving! All Company & Branch Offices Closed. Postal Holiday.

November 25 - All Company & Branch Offices Closed.

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

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

December 15 - Star Quarter ends.

December 16 - Spring 2022 PCP online enrollment begins.

December 23 - All Company & Branch Offices Closed.

December 25 - Christmas Day. All Company & Branch Offices Closed. Postal holiday.

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

December 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 Exceptional...

Highlights this Month:

OCTOBER RESULTS, NOVEMBER, 2022

- ◆ Quarter 2 Star Consultant Quarterly Contest (September 16 - December 15, 2022)
- ◆ Star Consultant Program Double Team Building Credit (November 1 - December 15, 2022)
- ◆ Golden Rules Challenge (July 1, 2022 – June 30, 2023)
- ◆ Business Debut *Wish It To Win!* Contest (October 1 - November 30, 2022)
- ◆ Go-vember (November 1-30, 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.”



HOLIDAY STRATEGY TO-DOS

Mary Kay Pink Weekend:

- ◆ This is the perfect weekend to book new appointments and generate referrals.
- ◆ **Communication is key** – Make sure everyone knows the dates and specifics of your events. For example: Utilize postcards, emails, social media, calls and text messages to notify your customers of your sale as the date approaches and again on the day of the sale. Ensure you have an overall professional look with Mary Kay Pink Weekend™ digital assets.
- ◆ Individual follow-up with your customers, family and friends is helpful for great results!

and skin care parties virtually or in person.

- ◆ Sell through giftables and holiday inventory.
- ◆ Offer holiday-themed beauty experiences and skin care parties.
- ◆ Review your customers' **holiday wish lists**, and connect with those buying gifts for them.
- ◆ Book New Year, New You makeovers for January to keep your holiday momentum going.
- ◆ As always, thank everyone who purchased from you this holiday season by sending them a thank-you message.
- ◆ This is also a good time to ask them if starting a Mary Kay business can fit into their lives.

December:

- ◆ Continue to hold beauty experiences

