

# The Soaring Sensations

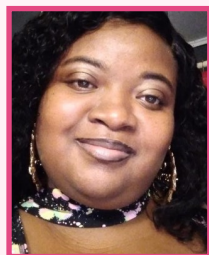
APRIL NEWSLETTER WITH MARCH RESULTS



## Proud Reds



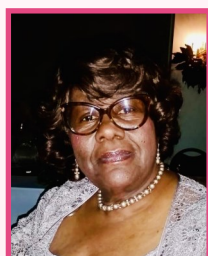
Darrow Riley  
STB



Julia Rickenbacker  
STB



## Powered By Pink MARCH Achievers



Veretta  
Abraham



Johneisha  
Stevenson

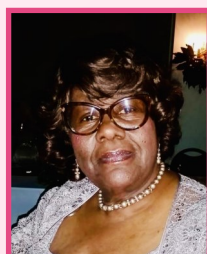


Raven  
Walker



Sonja  
Bennett-Bellamy

## Queen of Wholesale



Veretta Abraham

## Gold Medal



Sonja Bennett-Bellamy



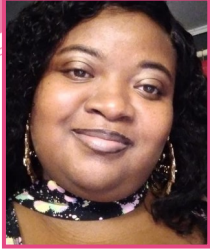
## Quarter 4 On-Target Stars



Name	Whsl \$ + Team	Sapphire	Ruby	Diamond	Emerald	Pearl
Sonja Bennett-Bellamy	\$ 650.00	\$1,150.00	\$1,750.00	\$2,350.00	\$2,950.00	\$4,150.00
Veretta Abraham	\$ 600.00	\$1,200.00	\$1,800.00	\$2,400.00	\$3,000.00	\$4,200.00
Johneisha Stevenson	\$ 600.00	\$1,200.00	\$1,800.00	\$2,400.00	\$3,000.00	\$4,200.00
Raven Walker	\$ 600.00	\$1,200.00	\$1,800.00	\$2,400.00	\$3,000.00	\$4,200.00
Darrow Riley	\$ 277.50	\$1,522.50	\$2,122.50	\$2,722.50	\$3,322.50	\$4,522.50
Kendrick Latham	\$ 250.00	\$1,550.00	\$2,150.00	\$2,750.00	\$3,350.00	\$4,550.00
Julia Rickenbacker	\$ 242.00	\$1,558.00	\$2,158.00	\$2,758.00	\$3,358.00	\$4,558.00
Miranda Benjamin	\$ 237.00	\$1,563.00	\$2,163.00	\$2,763.00	\$3,363.00	\$4,563.00
Shelita Carter	\$ 233.50	\$1,566.50	\$2,166.50	\$2,766.50	\$3,366.50	\$4,566.50
Emily Poole	\$ 229.00	\$1,571.00	\$2,171.00	\$2,771.00	\$3,371.00	\$4,571.00
Reuby Benson	\$ 227.00	\$1,573.00	\$2,173.00	\$2,773.00	\$3,373.00	\$4,573.00
Lisa Hunter	\$ 226.00	\$1,574.00	\$2,174.00	\$2,774.00	\$3,374.00	\$4,574.00
Janet Knox	\$ 226.00	\$1,574.00	\$2,174.00	\$2,774.00	\$3,374.00	\$4,574.00
Lula Gidron	\$ 225.25	\$1,574.75	\$2,174.75	\$2,774.75	\$3,374.75	\$4,574.75
Kiresten Branch	\$ 225.00	\$1,575.00	\$2,175.00	\$2,775.00	\$3,375.00	\$4,575.00
Shaquetta Pelzer	\$ 225.00	\$1,575.00	\$2,175.00	\$2,775.00	\$3,375.00	\$4,575.00

# Shooting for the STARS!

## Top in Sales Company Court of Sales



Julia Rickenbacker



Darrow Riley



Benjamin Abraham

### Consultant

Julia Rickenbacker  
Darrow Riley  
Benjamin Abraham  
Miranda Benjamin  
Johneisha Stevenson  
Raven Walker  
Shelita Carter  
Veretta Abraham  
Sharon Robinson  
Joslyn DiPasalegne

### YTD Retail

\$ 11,280.00  
\$ 4,741.00  
\$ 3,045.00  
\$ 2,855.00  
\$ 2,790.00  
\$ 2,786.00  
\$ 2,690.50  
\$ 2,625.00  
\$ 2,451.00  
\$ 2,447.00

## Top in Sharing Company Court of Sharing



Darrow Riley

Build deep and wide  
for long term  
**success**

### Recruiter

Darrow Riley  
Shelita Carter  
Kiresten Branch  
Sonja Bennett-Bellamy

### New Team Members

1  
1  
1  
8

### YTD Comm

\$ 54.23  
\$ 34.48  
\$ 33.60  
\$535.37

## National Court of Sales



### National

\$40,000 rs/ \$20,000 whsl

### Area

\$20,000 rs/ \$10,000 whsl

### Unit

\$10,000 rs/ \$5,000 whsl

## National Court of Sharing



### National

24 Team Members

### Area

12 Team Members

### Unit

6 Team Members



# May Celebrations



## Happy Birthday!

Name	Birth Date
Tawanda Bellamy	4 May
LaVon Robinson	5 May
Kiresten Branch	7 May
Sara Riley	12 May
Leandra Hayes-Burgess	16 May
Saulteasha Rickenbacker	26 May
Monique Bellamy	30 May

## Happy Anniversary!

Name	Years
Betty Boatwright	2
David Bennett	1
Tawanda Bellamy	1
Phyllis Nance-Webb	1
Gwendolyn Jammeh	1

## Look Who Invested

Veretta Abraham	\$600.00
Johneisha Stevenson	\$600.00
Raven Walker	\$600.00
Darrow Riley	\$277.50
Kendrick Latham	\$250.00
Julia Rickenbacker	\$242.00
Miranda Benjamin	\$237.00
Shelita Carter	\$233.50
Desirae Gause	\$229.00
Emily Poole	\$229.00
Reuby Benson	\$227.00
Lisa Hunter	\$226.00
Janet Knox	\$226.00
Lula Gidron	\$225.25
Kiresten Branch	\$225.00
Shaquetta Pelzer	\$225.00
Sonja Bennett-Bellamy	\$650.00

## Love Checks

Sonja Bennett-Bellamy	13%	\$ 357.76
(does not include unit commissions & bonuses)		
Elissa Latham	4%	\$ 19.16
Darrow Riley	4%	\$ 19.16
Ivy Nance	4%	\$ 18.88
Julia Rickenbacker	4%	\$ 18.01
Kiresten Branch	4%	\$ 9.34
Shelita Carter	4%	\$ 9.08

## Have a Pedicure Party ♥



Summer Feet have never looked so Sweet! The Limited-Edition Pedicure Set has come just in time for your customers to show off their new flip flops with their perfect looking feet!

Use the Pedicure Set as a booking tool for Pedicure Parties!

Order Now

Success is a constantly varying idea held in the mind of each individual. Our personal goals regulate the success we plan to achieve. If we set our goals for the highest possible achievements and follow a few basic steps, we are each destined for success.

~ Mary Kay Ash







# steppin' up the Ladder



## Senior Consultant

1-2 Active Team Members  
4% Commissions  
Earn \$50 Team Building Bonuses

Kiresten Branch  
Shelita Carter  
Elissa Latham  
Ivy Nance



## Star Team Builder

3-4 Active Team Members  
4, 6 or 8% Commissions  
50% Discount on Red Jacket  
\$50 Team Building Bonuses

Julia Rickenbacker  
Darrow Riley



## Team Leader/ Elite Team Leader/ DIQ

5+ Active Team Members  
9 or 13% Commissions  
\$50 Team Building Bonuses  
Earn use of Career Car/ Cash Compensation



## Director

9 or 13% Unit Commissions  
9, 13 or 23% Personal Commissions  
\$100 Team Building Bonuses  
Unit Bonuses  
Earn use of Career Car/  
Cash Compensation



Sonja Bennett-Bellamy

## Ready in RED

First-time Reds can earn a FREE Red Jacket April 1–June 30.

F-R-E-E! Would you like a FREE Red Jacket? That's right! Now through June, first time Red Jackets can receive their beautiful new red jackets for free! If you've been thinking about team building, now is the time! Who has been on your heart lately?



# a note from

Sonja

Enroll your customers to receive the Summer Look Book!



Mails out on May 9th

Deadline to Enroll: April 17th

Enroll Now



Welcome

New Consultants

Name	Recruiter Name
Ariel Daye	Sonja Bennett-Bellamy
Francesca Dixon	Sonja Bennett-Bellamy
Mena Lewis	Sonja Bennett-Bellamy
Johneisha Stevenson	Sonja Bennett-Bellamy
Dominique Walker	Sonja Bennett-Bellamy

Spring is here!! What a great time of year to clear out the dust bunnies and keep hopping. DUST BUNNIES?! We all get them from time to time. Whether in that forgotten corner of the house, missed daily habits or forgotten best business practices, like action items. The best way to tackle dust bunnies is to stay on top of them. When it comes to Spring cleaning, that means working corner to corner, side to side and top to bottom. In Mary Kay that means working your business full circle through **Booking, Selling, Coaching and Team Building**.

Building and continuing good habits allows us to maintain a GROWTH mindset. Maintaining a growth mindset helps to ensure we are sustaining systems that enable future growth—keeping those dust bunnies out! In other words, what we do today, affects tomorrow. This is true for both our personal and our business habits. Visualizing and keeping your goals in sight will help in recognizing the dust bunnies.

Review your goals for the seminar year. Pick the corner, or area that you want to focus first. When that area, task or goal is finished, move to the next, working in manageable “bite size” sections.

Think ahead to the spring and summer opportunities to generate excitement with your customers. Start planning. What does your inventory look like? Where will you see people and what amazing Mary Kay products will you feature?

Here's a few opportunities to consider:

- Administrative Day
- Teacher and Nurse Day
- Mother's and Father's Day
- Weddings & Graduations
- Seminar Year End Customer Appreciation

I'm excited to hear your spring planning goals!

With love and belief,

Sonja

## Team Building Consistency Challenge



Continue to Power Up Your Team-Building with the new Consistency Challenge. When you do the following April through June, you will earn the pink pearl necklace:

- Achieve the Powered by Pink Challenge
- Develop 3 Great Start qualified new personal team members

Details



# Movin' on up!

## THE MARY KAY CAREER PATH

**Start Here**

### Independent Beauty Consultant



- Earn 50% profit on product Sales
- Receive 50% discount on personal use products
- Great Start Product Bonuses
- Star Consultant Prizes
- Monthly & Year long consistency Prizes

### Senior Beauty Consultant (1-2 Active Team Members)



- Earn 50% profit on product Sales
- Receive 50% discount on personal use products
- Great Start Product Bonuses
- Star Consultant Prizes
- Monthly & Year long consistency Prizes
- Great Start Team Building Bonus
- Personal Team commission of 4%

### Star Team Builder (3-4 Active Team Members)



- Earn 50% profit on product Sales
- Receive 50% discount on personal use products
- Great Start Product Bonuses
- Star Consultant Prizes
- Monthly & Year long consistency Prizes
- Great Start Team Building Bonus
- 4%, 6%, or 8% Personal Team commission
- \$100 First Time Red Jacket Bonus

### Team Leader (5-7 Active team Members)



- Earn 50% profit on product Sales
- Receive 50% discount on personal use products
- Great Start Product Bonuses
- Star Consultant Prizes
- Monthly & Year long consistency Prizes
- Great Start Team Building Bonus
- 9% or 13% Personal Team Commission
- Opportunity to go On-Target to earn the use of a Mary Kay Car!

### Elite Team Leader (8+ Active Team Members)



- Earn 50% profit on product Sales
- Receive 50% discount on personal use products
- Star Consultant Prizes
- Monthly & Year long consistency Prizes
- Great Start Team Building Bonus
- 9% or 13% Personal Team Commission
- Opportunity to earn the use of a Mary Kay Car!
- Opportunity to earn 2nd tier Team Commissions

### Director in Qualification (10+ Active Team Members)



- Everything the Elite Team Leader is eligible for PLUS
- Enter Qualification Period to Become an Independent Sales Director
- \$200 bonus when DIQ begins with a Personal Red Jacket Team Member
- up to \$500 Bonus when DIQ is complete with 2 or more Red Jackets in DIQ unit
- 3 months to qualify as a new unit when you meet production goals and have 30+ DIQ Unit members



### Independent Sales Director



- Earn 50% profit on product Sales
- Receive 50% discount on personal use products
- Star Consultant Prizes
- Monthly & Year long consistency Prizes
- \$100 Great Start Team Building Bonuses
- \$100 Red Jacket Bonuses
- 4%, 9%, or 13% Personal Team Commission
- 9%, 13%, or 23% Unit Commission
- Opportunity to earn the use of a Mary Kay Car!
- Cadillac Bonus
- Offspring Sales Director Bonus
- Unit Circle Bonus
- Wellness Award Bonus
- Top Sales Director Trip



### National Sales Director (20+ Offspring Directors)



- Earn 50% profit on product Sales
- Receive 50% discount on personal use products
- Star Consultant Prizes
- 4%, 9%, or 13% Personal Team Commission
- 13% Sales Director Unit Commission
- 10% NSD Unit Commission
- Grand 5 Challenge Bonus
- Annual Luxury Trip
- Leadership Development Bonus
- NSD Motivation Account
- up to 9% offspring unit Commission
- Offspring Bonuses
- Family Security Program
- Career Car or Cash Compensation
- Great Futures Program





# TEACHERS RULE!



Mary Kay  
Fragrance Free Satin  
Hands Set



\$36

**WOW!**  
**GREAT JOB**

Mary Kay  
Satin Lips Set



\$22

Mary Kay  
Fragrance-Free  
Satin Hands®  
Nourishing Shea  
Cream



\$12

**WELL  
DONE!**

Show the teachers in your life just  
how well they measure up!



# Administrative Professionals Day

## GIFT SETS

### Blossoming Success!

Hydrating Lotion and a small desk plant.

Gift tag "Your success blossoms daily.  
Thank you for growing with us!"

**\$21**



### Office Supplies!

Mint Bliss Energizing Lotion for Feet and Legs, White Tea & Citrus Hand Cream, note pad and pen in a decorative bag.

Gift tag "Thank you for supplying us with your talent!"

**\$25**



### All Hands on Deck!



Satin Hands Set includes Hand Softener, Hand Scrub and Hand Cream placed in a gift bag.

Gift tag "Thank you for giving it your all!"

**\$36**

### Water Cooler Talk

Satin Lips Set

Gift tag "We love to hear your thoughts!"

**\$22**



### But First, Coffee!

Includes Satin Hands Hand Cream with a gourmet coffee gift card.

Gift tag "Your hard work is so appreciated. Enjoy your coffee and cream!"

**\$16**



**\$10 Gift Certificate**

LET THE ADMINISTRATIVE PROFESSIONALS IN YOUR LIFE  
KNOW JUST HOW MUCH YOU APPRECIATE THEM!



## important dates

- Apr 17 - Last day to enroll Summer PCP
- Apr 22 - Earth Day
- Apr 28 - Last day to place telephone orders
- Apr 30 - Last day to place on-line orders
- May 8 - Mother's Day
- May 9 - Summer Look Book mailing begins
- May 10 - Early ordering begins
- May 15 - Ordering begins for all
- May 27 - Last day to place telephone orders
- May 30 - Memorial Day
- May 31 - Last day to place on-line orders

## The Soaring Sensations Unit



Sonja Bennett-Bellamy

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When you order \$600+ whsl in April, you will receive this beautiful  
**BRACELET**  
from the *Powered by Pink* Collection.



Earn the Spring Consistency Challenge  
**BRACELET**  
when you achieve the *Powered by Pink* Challenge each month, January through June 2022.