

The Soaring Sensations

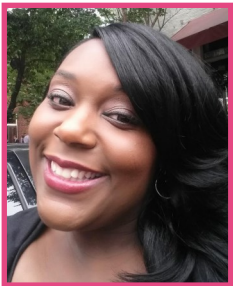
JANUARY NEWSLETTER WITH DECEMBER RESULTS



Proud Reds



Darrow Riley
Star Team Builder



Shelita Carter
Star Team Builder



Powered By Pink DECEMBER Winners



Julia Rickenbacker

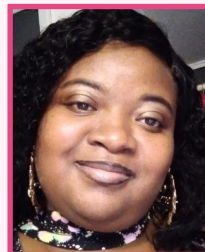


Sonja Bennett-Bellamy



Powered by Pink

Queen of Wholesale



Julia Rickenbacker

Gold Medal

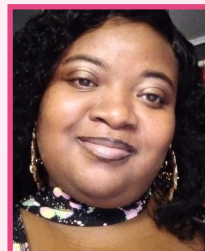


Sonja Bennett-Bellamy

Courage is the triumph of heart and **action** over thought. To be **courageous** is to take determined action, not *without fear*, but **despite** it.

- Tal Cur -

Quarter 2 Star Consultants



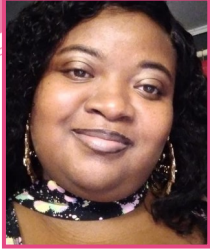
Julia Rickenbacker
Sapphire



Sonja Bennett-Bellamy
Sapphire

Shooting for the STARS!

Top in Sales Company Court of Sales



Julia Rickenbacker



Darrow Riley



Benjamin Abraham

Consultant

Julia Rickenbacker
Darrow Riley
Benjamin Abraham
Sharon Robinson
Terri Abraham
Erica Simmons
Shondra Abraham
Saulteasha Rickenbacker
LaVina Brown
Joslyn DiPasalegne

YTD Retail

\$ 8,208.00
\$ 3,145.00
\$ 3,045.00
\$ 2,451.00
\$ 2,291.50
\$ 1,933.00
\$ 1,910.00
\$ 1,780.00
\$ 1,602.00
\$ 1,546.00

Top in Sharing Company Court of Sharing



Darrow Riley

Build deep and wide
for long term
success

Recruiter

Darrow Riley
Sonja Bennett-Bellamy

New Team Members

1
4

YTD Comm

\$54.23
\$237.78

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



Happy Birthday!

Name	Birth Date
Nikki Simmons	1 February
Julia Rickenbacker	5 February
Lula Gidron	13 February
Vilma Cordero	15 February
Ronschall Love	25 February
Carmen Blakney-Bennett	26 February

Happy Anniversary!

Name	Years
Lisa Hunter	4
Shelly Green	1
Breanna Johnson	1
Julia Rickenbacker	1

Look Who Invested

Julia Rickenbacker	\$602.30
Sharon Robinson	\$230.50
Holly Hamlin	\$227.00
Joslyn DiPasalegne	\$225.00
Sonja Bennett-Bellamy	\$600.00

Love Checks

Darrow Riley	4%	\$24.09
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Start Up Options Extended



Just in time for the new *Power Up Your Team-Building* Consistency Challenge, the popular startup options have been extended through

June 30, 2022, to offer the flexibility to choose how to start a Mary Kay business.

[Click here for Details](#)

Price Changes

The impact caused by the pandemic, including supply shortages, transportation issues, and rising costs of ingredients, has led to many companies adjusting their prices. Beginning Feb. 16, Mary Kay must also change the prices on a number of products, as well as shipping fees.

Remember that you offer more than just amazing products – you provide Golden Rule Service and an unparalleled opportunity that traditional retailers can't compete with.

[FAQ Sheet](#)

[Products w/ price changes](#)





steppin' up the Ladder



Senior Consultant

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

Kiresten Branch
Elissa Latham
Julia Rickenbacker



Star Team Builder

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

Shelita Carter
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



Career Conference Dates

Week 1: March 18-19, 20-21

Week 2: March 25-26, 27-28

Wk 1 Registration - Feb. 2

Wk 2 Registration - Feb. 3

MARY KAY™
**CAREER
CONFERENCE**
2022

Register without canceling and
receive \$40 Retail towards an order

[Click here for Details](#)

a note from

Sonja



Welcome
New
Consultants

Name	Recruiter Name
Iana Daye	Kiresten Branch
Veretta Abraham	Sonja A. Bennett-Bellamy
Bernita Cooper	Sonja A. Bennett-Bellamy
Vilma Cordero	Sonja A. Bennett-Bellamy
Steve Rousseau	Sonja A. Bennett-Bellamy
Charlene Slaughter	Sonja A. Bennett-Bellamy

Happy New Year to my AMAZING unit. I am so proud of each of you and all that we accomplished last year. YOU continued to believe in the dream, kept reaching for your goals and preserving. Together we are crossing the finish line into new beginnings. In Mary Kay we get to celebrate two New Years! We are 6 months into the Seminar year and with 6 Powered Packed months left to finish, now is the perfect time to reflect on both your personal and your business goals.

Start by asking yourself, what systems are working and what needs to be tweaked. Small steps or tweaks now can lead to big rewards in the future.

Here are a few things to consider when rethinking goals:
MET VS SET VS RESET

MET – Was your goal met?

Yes? – It's time to SET a new stretch goal

No? – It's time to RESET and keep going

Here's a quick customer service idea: Reach out with a New Year's greeting and a "Skincare Check-In". Let them know you're booking "Sweet Treat Pampering" sessions for Valentine's and you would love to send them a sample pack. Timewise 3D samples in Normal/Dry or Combination/Oily plus the Hydrating Gel Mask or Charcoal mask make quick and easy gift samples.

As you spend time reflecting, remember each new day is an opportunity for a new beginning. Treat each day as a gift and keep reaching for your goals. I'm looking forward to connecting with you all in the New Year!

With Love and Excitement,

Sonja

Go check out our website and see all that is there for you!

Direct Mail
could mean
Direct Sales for
YOU!



Spring
PREFERRED CUSTOMER PROGRAM

- Enrollment Deadline - Jan 17
- Mails Feb 9 – Arrives in
7 to 10 business days
- Only \$.70 per name

Enroll Now



Independent Future Executive Senior Sales Director Melinda Balling shares tips on how to grow your Mary Kay business through creating good habits, setting goals, and being purposeful in planning to make them a reality.



Click here to
WATCH



Goal Setting



"DON'T LIMIT YOURSELF. MANY PEOPLE LIMIT THEMSELVES TO WHAT THEY THINK THEY CAN DO. YOU CAN GO AS FAR AS YOUR MIND LETS YOU. WHAT YOU BELIEVE. REMEMBER. YOU CAN ACHIEVE."

- MARY KAY ASH.

Why Set Goals?

- When goals are set, things happen!
- Goals make you feel good about yourself and provide attitude adjustments.
- Goals establish self-discipline, motivation, good habits and patterns to follow.
- Goals give you direction and purpose, and take you where you want to go.
- A goal will stop others from controlling your life.

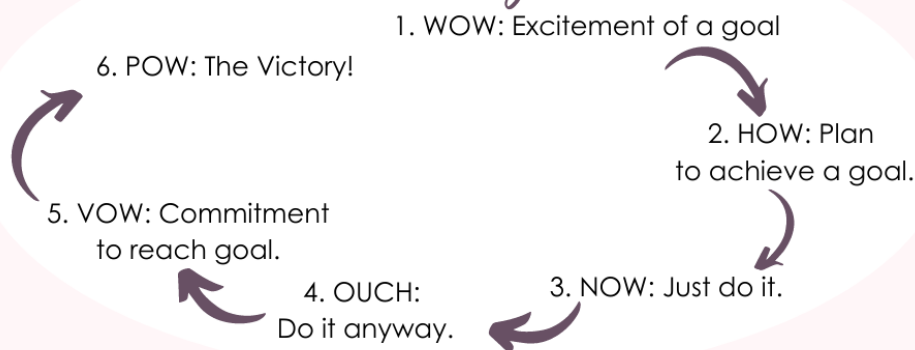
Setting a goal:

1. Decide exactly what you want - be very specific.
2. Aim high - you should have "butterflies." Stretch your limits.
3. Create visuals. The subconscious mind accepts all information as fact & cannot distinguish between what is real and what is imagined & believed.
4. Involve family members. Find out what's in it for them.
5. Pick someone to emulate.
6. Define where you are and where you need to be.
7. Determine what you are capable of in a day, a week, a month & year.
8. Write your goals in detail & talk about them with appropriate people.
9. Focus on your goal daily. If a goal is not focused on for three days, it's as if it never existed.
10. See goals as if they had already happened.
11. Keep your FOCUS. (Follow One Course Until Successful.)
12. Quitting is not an option.
13. Set another goal immediately upon reaching a goal.

Goals Can Be Negative if:

1. They are too big.
2. They are out of your sphere of interest.
3. You believe luck is necessary to achieve it.
4. You set your goal by comparing yourself with others' accomplishments.
5. You are doing it for someone else.

The Goal Cycle:



Reasons Most People Do Not Set Goals:

1. They are not sold on the benefits.
2. They feel it's safer not to.
3. They fear commitment, failure or success.
4. They have a poor attitude or focus.
5. They don't want to work.

Results You Can Expect

This is a guideline based on **averages**, and individual results will of vary based on your individual time and effort. Nothing is guaranteed, but if you put in the **Activity** outlined below, it is reasonable to expect the **Results** shown below.

- The number of Guests at your Parties will range from 3-6, with the average being 4 guests
- Average Sales are \$175 per class
- Average reorder per customer is \$157 per year
- We retain 85% of our customers
- Interview 2 people from each class
- 1 out of every 4 interviewed will join your team

	5 classes/week or 20/month	4 classes/week or 16/month	3 classes/week or 12/month	2 classes/week or 8/month	1 classes/week or 4/month
Time Involved	15-20 hrs/week	10-15 hrs/week	6-8 hrs/week	4-6 hrs/week	2-3 hrs/week
Weekly Sales	\$175 x 5 = \$875	\$175 x 4 = \$700	\$175 x 3 = \$525	\$175 x 2 = \$350	\$175 x 1 = \$175
Annual New Sales	\$875 x 50 = \$43,750	\$700 x 50 = \$35,000	\$525 x 50 = \$26,250	\$350 x 50 = \$14,500	\$175 x 50 = \$8,750
Total Weekly Customers	5 classes x 4 guests = 20 customers/ week	4 classes x 4 guests = 16 customers/ week	3 classes x 4 guests = 12 customers/ week	2 classes x 4 guests = 8 customers/ week	1 classes x 4 guests = 4 customers/ week
Annual Reorder Amount	425 customers x \$157 reorder = \$66,725 annually	340 customers x \$157 reorder = \$53,380 annually	255 customers x \$157 reorder = \$40,035 annually	170 customers x \$157 reorder = \$26,690 annually	85 customers x \$157 reorder = \$13,345 annually
Total Annual Retail Sales	\$110,475/year	\$88,380/year	annually \$66,285/year	\$44,190/year	\$22,095/year
Your Total Annual Profit	\$55,237 & Queen's Court of Sales	\$44,190 & Queen's Court of Sales	\$33,142 & Princess Court of Sales	\$22,095 & Princess Court of Sales	\$11,047 profit for 2 hours/week
Interview 2 at each class =	10 interviews/week= 2.5 team members/week 10 team members/month	8 interviews/week= 2 team members/week 8 team members/month	6 interviews/week= 1.5 team members/week 6 team members/month	4 interviews/week= 1 team members/week 4 team members/month	2 interviews/week= .5 team members/week 2 team members/month
After 1 month you will...	Be a DIQ & earn a Car!	Be an ETL & earn a Car!	Be a Team Leader!	Be a Star Team Builder!	Be a Senior Consultant!

important dates

- Jan 1 - New Year's Day - Postal Holiday
- Jan 16-19 - Leadership Conference
- Jan 17 - Martin Luther King Jr. Day - Postal Holiday
- Jan 17 - Spring PCP Enrollment Deadline
- Jan 29 - Last day to place telephone orders for January
- Jan 31 - Last day to place on-line orders
- Feb 2 - Reg opens for 1st week of CC
- Feb 3 - Reg opens for 2nd week of CC
- Feb 9 - Spring Look Book begins mailing
- Feb 14 - Valentine's Day
- Feb 26 - Last day to place telephone orders
- Feb 28 - Last day to place on-line orders

The Soaring Sensations Unit



Sonja Bennett-Bellamy

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When you order \$600+ whsl in January, you will receive this beautiful
NECKLACE
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.