

The Soaring Sensations

MARCH NEWSLETTER WITH FEBRUARY RESULTS



Queen of Wholesale



Parmelia Rainey

Proud Red



Kiresten Branch



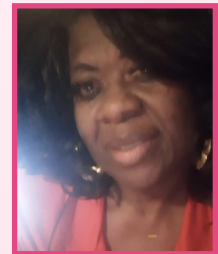
Golden Rule February Achievers



Parmelia Rainey



Breonna Johnson



Johnice Harris



Erica Rousseau



Sonja Bennett-Bellamy



Golden Rules



Quarter 3 On-Target Stars



Name	Wholesale \$ + Team Building*	Sapphire	Ruby	Diamond	Emerald	Pearl
Sonja Bennett-Bellamy	\$ 878.00	\$ 922.00	\$1,522.00	\$2,122.00	\$2,722.00	\$3,922.00
Parmelia Rainey	\$ 660.30	\$1,139.70	\$1,739.70	\$2,339.70	\$2,939.70	\$4,139.70
Shondra Abraham	\$ 605.00	\$1,195.00	\$1,795.00	\$2,395.00	\$2,995.00	\$4,195.00
Benjamin Abraham	\$ 603.00	\$1,197.00	\$1,797.00	\$2,397.00	\$2,997.00	\$4,197.00
Breonna Johnson	\$ 600.50	\$1,199.50	\$1,799.50	\$2,399.50	\$2,999.50	\$4,199.50
Ruby Williams	\$ 600.50	\$1,199.50	\$1,799.50	\$2,399.50	\$2,999.50	\$4,199.50
Rene Baker	\$ 600.00	\$1,200.00	\$1,800.00	\$2,400.00	\$3,000.00	\$4,200.00
Johnice Harris	\$ 600.00	\$1,200.00	\$1,800.00	\$2,400.00	\$3,000.00	\$4,200.00
Erica Rousseau	\$ 600.00	\$1,200.00	\$1,800.00	\$2,400.00	\$3,000.00	\$4,200.00

Shooting for the STARS!

Top in Sales
Company Court of Sales



Terri Abraham



Elissa Latham



Tracy Thomas

Consultant

Terri Abraham
Elissa Latham
Tracy Thomas
Tina Tyus-Shaw
Dot Spence
Desirae Gause
Miranda Benjamin
Antoinette Daye
Kiresten Branch
Sharon Robinson

YTD Retail

\$ 2,948.00
\$ 2,946.00
\$ 2,680.00
\$ 2,643.00
\$ 2,623.00
\$ 2,519.00
\$ 2,481.00
\$ 2,304.50
\$ 1,935.50
\$ 1,752.00

We are looking for women to be in the
Unit Court of Sharing!

Share our amazing Career Opportunity with
everyone at your appointments!

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

Host a party PICK A PRIZE

123
456

There are 6 virtual 4-Leaf Clovers, each containing a FREE gift! Comment below with your clover number and preferred party date. I will private message you to reveal your special gift! See what else you can earn at your party below.

WANT TO GET LUCKY WITH Mary Kay Madness IN MARCH?

LUCKY

LISTEN TO THE MK BUSINESS INFO ON VIDEO, LIVE, OR RECORDED CALL

\$10 MARY KAY

AT LEAST 2 GUESTS SCHEDULED THEIR OWN MAKEOVER OR PARTY

\$10 MARY KAY

PARTY SALES OF \$200+

\$10 MARY KAY

KEEP ORIGINAL APPT TIME AND GIVE ME YOUR GUEST LIST

\$10 MARY KAY

YOU +3 FRIENDS OVER 18 YEARS OLD AT YOUR APPT

\$10 MARY KAY

Host a Party... Pick a Prize

Fill your datebooks with this hostess incentive! Your hostess can pick a clover at the top of the page for a special deal that she will win at her party, and then earn additional hostess credit with the deals at the bottom of the page as well!

Click the button to download PRIZE images.

Click for Prize Images

April Celebrations

Happy Birthday!

Name	Birth Date
Joslyn DiPasalegne	2 April
Kelly Williams	15 April
Lashauna Butler	24 April
Nicole Chandler	24 April
Ivy Nance	30 April

Happy Anniversary!

Name	Years
Kiresten Branch	2
Elissa Latham	2
Merceil Bowditch	1

Look Who Invested

Parmelia Rainey	\$630.30
Breonna Johnson	\$600.50
Johnice Harris	\$600.00
Erica Rousseau	\$600.00
Janet Knox	\$287.50
Nicole Chandler	\$271.50
Raven Walker	\$269.00
Shelita Carter	\$261.80

Darlene Gause	\$234.50
Miranda Benjamin	\$233.00
Ronschall Love	\$231.50
Tracy Thomas	\$227.00
Elissa Latham	\$226.00
Emily Poole	\$225.00
Sonja Bennett-Bellamy	\$610.00



Boost your sales this March!

- When your customer spends at least \$50, you can give them access to purchase an other product at half off!
- You are giving a big discount on that last product, but you are guaranteeing a minimum sale, and potentially increasing the number of products your customer uses!
- If they are ALMOST at \$50, let them know- then, suggest other products they may enjoy!

Download



MARCH 24

CLICK FOR DETAILS



REORDER REMINDERS

CLICK TO WATCH VIDEO



MOST IMPORTANT THINGS

CLICK TO TRACK



steppin' up the Ladder



Senior

Consultant

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

Shelita Carter
Desirae Gause
Elissa Latham
Darrow Riley



Star

Team Builder

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



Kiresten Branch



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

Doing what does NOT come easily by Ann Vertel

Wouldn't it be nice if becoming a success was easy?

Unfortunately, it's not. It takes consistent, daily action, calculated risks and, well...work. Work that involves doing things that don't come easy. Working like that just doesn't sit well with most people, and that's why most people never reach their ultimate potential and spend their whole life wishing and hoping for things to be different. Wishing and wanting and hoping are not strategies...or actions.

You already know what it would take for you to become an uncanny success. The question is, are you willing to do what it takes? Most people aren't. They don't want to give up doing what comes easy or what they're used to or what comes along to fill up their time. Doing the things they would need to do to change their situation just isn't convenient. They'd have to give up things they're used to.

Successful people behave differently. They don't base their pursuit of excellence on the actions that are easy for them. They base their actions on what will make them a success.

Stop trying to get ahead by doing the things that feel safe, comfortable, and easy – that will just get you more of the same. Determine what actions will make you proud of your accomplishments and then do them, however inconvenient and difficult they may be. Only then will you lead the life you desire.

Direct Mail
could mean
Direct Sales for
YOU!



Summer

PREFERRED CUSTOMER PROGRAM

- Enrollment: March 16-April 17
- Mails May 8 – Arrives in 7 to 10 business days
- Only \$.90 per name



Welcome

New Consultants

Name	Recruiter Name
Ronschall Love	Kiresten Branch
Parmelia C. Rainey	Sonja A. Bennett-Bellamy
Shanta Young	Nicole Chandler
Brandy Williams	Desirae E. Gause
Evangelyn Caldwell	Sonja A. Bennett-Bellamy
Johnice Harris	Sonja A. Bennett-Bellamy
Breonna Johnson	Sonja A. Bennett-Bellamy
Yvette Jones	Sonja A. Bennett-Bellamy
Erica Rousseau	Sonja A. Bennett-Bellamy
Charlene Slaughter	Sonja A. Bennett-Bellamy

Gold Medal



Sonja Bennett-Bellamy

a note from

Sonja

Hello March - The harder we work, the more LUCK (success) we will have!

We are Springing ahead towards Mary Kay's 60th Anniversary; **purposefully** planting seeds, **intentionally** finishing goals, and **deliberately** seeking opportunities!

As we emerge from the restful, rejuvenating state of winter, into a period of progress and growth, carefully consider these questions:

- Are you excited about where your business is taking you or where YOU are taking your business?
- How can WE take our business where we envision, rather than letting it "take us"? The answer is simple – with INTENTION. Make a commitment to yourself to work in YOUR win zone by making intentional strides that fit your goals.
- How do we work with intention? By IDENTIFYING your goals and breaking them down to fit into your working time frame.

4th quarter can be broken down into segments:

3 months – 13 weeks – 91 days – of **OPPORTUNITY!**

The opportunity to **SHOWCASE** amazing products.

The opportunity to **ENRICH** women's lives.

The opportunity to **LEAD**.

The opportunity to **SHARE**.

The opportunity for personal and business **GROWTH**.

Luck is what happens when preparation meets opportunity. – Seneca

March Ahead!

Love & Belief,

Sonja

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



March Start Up Options

You can share the Mary Kay Dream this month with the new Start-up Options Promotion! For this month ONLY, your new team members can start their Mary Kay businesses for a special price!

- The FULL MK Starter kit is only \$90
- The eStart is only \$20!

Who do you know who has been considering getting started with this amazing opportunity? Call them today because these special prices only last through March!

Details

MARY KAY CLINICAL SOLUTIONS®

Boosters are dermocosmetic products containing high-concentration ingredients that have been clinically proven for their efficacy.

Depending on the skin care concern, you or your customer may choose to incorporate more than one booster. Learn more in the HOW TO USE section.



Mary Kay Clinical Solutions®
C + Resveratrol
Line-Reducer



Mary Kay Clinical Solutions®
HA + Ceramide
Hydrator



Mary Kay Clinical Solutions®
Ferulic + Niacinamide
Brightener



Mary Kay Clinical Solutions®
PHA + AHA
Resurfacer

ADD BOOSTERS TO YOUR ALREADY-ESTABLISHED SKIN CARE ROUTINE TO TARGET SPECIFIC SKIN CONCERNS.

BEST FOR	LINES + WRINKLES	HYDRATION	BRIGHTNESS / UNEVEN SKIN TONE	SMOOTHNESS
KEY INGREDIENTS	VITAMIN C – Clinically shown to improve the appearance of lines and wrinkles caused by photodamage. RESVERATROL – A highly potent antioxidant with the ability to fight visible signs of skin aging. ACETYL HEXAPEPTIDE-8 – A skin-restoring peptide that helps diminish signals that over time lead to lines and wrinkles.	HYALURONIC ACID (HA) – A powerhouse humectant known to bind more than 1,000 times its weight in water. Two forms of HA take a dual-action approach to combating dry skin. CERAMIDE – Essential for the retention of skin moisture. VERBENA OFFICINALIS EXTRACT – A plant extract known to improve skin hydration and support skin barrier function.	FERULIC ACID – A high-potency antioxidant that acts like a shield to defend from external factors that may lead to skin discoloration. NIACINAMIDE – A form of vitamin B3, this essential nutrient is a brightening superpower. NAVY BEAN EXTRACT – An ingredient known for its brightening efficacy.	POLY-HYDROXY ACID – PHA provides gentle exfoliation on the skin's surface. ALPHA-HYDROXY ACID – AHA provides deep exfoliation below the skin's surface. GLYCERIN – A humectant that helps boost moisture levels.
KEY BENEFITS	Takes wrinkle reduction to the next level with renowned ingredients.	Supports skin's barrier with a unique boost of highly targeted moisturizing ingredients.	Addresses multiple pathways to reduce uneven skin tone and boost skin's brightness with a trio of proven skin-brightening ingredients.	Accelerates surface skin renewal and gently dissolves dead skin cells with a trio of proven skin-smoothing ingredients.
After cleansing and toning, squeeze 6 to 8 drops (usage amount may vary depending on personal preference) into hands. Then smooth evenly onto face.				
HOW TO USE	This booster can be applied both mornings and evenings. It can be layered with HA + Ceramide Hydrator. If using Retinol 0.5 after the retinization process is complete, apply this booster in the mornings and/or on alternate evenings.	This booster can be applied both mornings and evenings. It can be layered with any other booster, however, choose ONLY ONE of the other three boosters based on your primary concern. If using the HA + Ceramide Hydrator with any of the other three boosters, be sure to apply each one separately.	This booster can be applied both mornings and evenings. It can be layered with HA + Ceramide Hydrator. If using Retinol 0.5 after the retinization process is complete, apply this booster in the mornings and prior to Retinol 0.5 in the evenings.	This booster can be applied 2 or 3 times per week in the evenings. It can be layered with HA + Ceramide Hydrator. This product contains AHA, which may increase your skin's sensitivity to the sun. Use broad-spectrum SPF sunscreen protection, and limit sun exposure while using this product. DO NOT USE with Retinol 0.5, with <i>Clear Proof®</i> products containing salicylic acid or on the same day as other exfoliating products.
USE-UP RATE AVERAGE	One month when used twice daily	One month when used twice daily	One month when used twice daily	4 to 5 months when used 2 or 3 times per week

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 DIO & earn a Car!	Be an ETL & earn a Car!	Be a Team Leader!	Be a Star Team Builder!	Be a Senior Consultant!

important dates

- Mar 15 - Quarter 3 Star Contest Ends
- Mar 16 - Quarter 4 Star Contest Begins
- Mar 24 - Spring 60th Virtual Event
- Mar 30 - Last day to place telephone orders
- Mar 31 - Last day to place on-line orders
- Apr 17 - Last day to enroll Summer PCP
- Apr 28 - Last day to place telephone orders
- Apr 30 - Last day to place on-line orders

The Soaring Sensations Unit



Sonja Bennett-Bellamy

4508 Kenning Park Drive
Raleigh, NC 27616
803-347-1922
www.sonjabennettbellamy.com

GOLDEN
Rules

EXPECT

THE

Best!



When you order \$600+ whsl in
March, you will receive this fun
KEY CHAIN CARDHOLDER
from the *Golden Rules* Collection.

GOLDEN
Rules
Golden



Earn the Year Long Consistency Challenge
EARRINGS and BRACELET
when you achieve the Golden Rules Challenge
each month, July 2022 through June 2023.