

The Soaring Sensations

JULY NEWSLETTER WITH JUNE RESULTS



Proud Red



Darrow Riley
STB

Queen of Wholesale



Carmen Blakney-Bennett

Quarter 4 Star



Sonja Bennett-Bellamy
Sapphire

Gold Medal



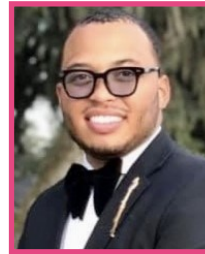
Sonja Bennett-Bellamy



Powered By Pink June Achievers



Carmen
Blakney-Bennett



Davion
Petty



Bernard
Johnson



David
Bennett



Sonja
Bennett-Bellamy



Powered
by Pink

July Customer Special



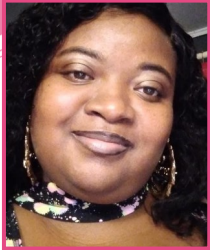
Boost July sales! Your customers may be busy with summer fun, but you can still offer them some essentials to keep looking fabulous. You can post this graphic explaining each featured product, and when they order fifty dollars they can add another item at half off! Stock up on faves and try something new!

Download

Shooting for the STARS!

Top in Sales

Company Court of Sales



Julia Rickenbacker



Darrow Riley



Miranda Benjamin

Consultant

Julia Rickenbacker
Darrow Riley
Miranda Benjamin
Shelita Carter
Joslyn DiPasalegne
Benjamin Abraham
Sharon Robinson
Reuby Benson
Kiresten Branch
Johneisha Stevenson

YTD Retail

\$11,744.00
\$ 5,305.00
\$ 3,307.00
\$ 3,274.50
\$ 3,205.00
\$ 3,045.00
\$ 3,013.00
\$ 2,867.50
\$ 2,824.00
\$ 2,790.00

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
17

YTD Comm

\$ 54.23
\$ 45.49
\$ 43.86
\$1,259.61

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



August Celebrations



Happy Birthday!

Name	Birth Date
Mena Lewis	4 August
Cynthia Holloway	5 August
Anthony Harrington	6 August
Emelia Taylor	6 August
Shaquetta Pelzer	12 August
Bettina Pope	12 August
Elissa Latham	14 August
LaVina Brown	17 August
Renee McCoy-Caldwell	17 August
Eric Bellamy	19 August
Yvette Jones	20 August
Pamela Stevenson	27 August
Dot Spence	29 August

Happy Anniversary!

Name	Years
Emily Poole	3
Darrow Riley	2
Sharon Robinson	2
Monique Bellamy	1
Cammy Grate	1
Brenda Howard	1
Tonya Penny	1
LaVon Robinson	1
Denea Bryant	1
Saulteasha Rickenbacker	1

Look Who Invested

Carmen Blakney-Bennett	\$751.00
Davion Petty	\$608.00
Bernard Johnson	\$607.00
David Bennett	\$600.00
Holly Hamlin	\$366.50
Reuby Benson	\$275.20
Shelita Carter	\$256.40
Kiresten Branch	\$225.50
Cynthia Holloway	\$225.00
Sonja Bennett-Bellamy	\$601.00

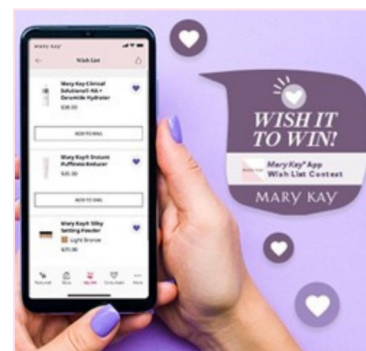
Love Checks

Sonja Bennett-Bellamy	13%	\$469.50
(does not include unit commissions & bonuses)		
Shelita Carter	4%	\$ 11.01
Kiresten Branch	4%	\$ 10.26

Wish It To Win It

Featuring the *Mary Kay*® App Wish List, this contest is all about encouraging your customers to save their beauty faves to one convenient place. When they do, their name – and yours – will be entered to win a \$50 Visa gift card – no purchase necessary! So go ahead, tell your customers to list every item their hearts desire. Mary Kay is making beauty wishes come true!

[Click here for Details](#)





steppin' up the Ladder



Senior

Consultant

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

Kiresten Branch
Shelita Carter



Star

Team Builder

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

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

21 Day Challenge

Do these things for 21-Days in a row. Try to do them IN ORDER! It forms a habit that leads to incredible balance, peace of mind, and SUCCESS!

1. Complete your 6 Most Important things to do list before going to bed
2. Get out of bed on time (you determine the best time for you)
3. Make Your Bed (messes around you slow you down and frustrate)
4. Get dressed in workout clothes (more likely to workout!)
5. Have breakfast
6. Straighten your house (limit this to 15-20 minutes... do what you can in that timeframe)
7. Read, Pray, Devotional Time
8. Workout (at least 20 minutes)
9. Deal with Personal/Family tasks... ie: Make Dr. Appts, call teachers, write love notes to Hubby/ Kids
10. Write one THANK YOU note to someone that makes a difference in your life.
11. Shower & Dress for the day (no sweats on workdays)
12. Do 1-3 hours worth of IPA'S (Income Producing Activities) for your MK business. If you can BOOK IT, COACH IT, SELL IT, OR RECRUIT IT... it's an IPA!
13. Return Calls from the day. Do not take ANY incoming calls until proactive list is done... it's called avoiding distractions! There is usually no "MK Emergency" that can't wait until you complete your list.
14. Read and return emails (notice, where this ranks on the list)

Highlight each item off as you do it! Doing that gives you an INCREDIBLE feeling of accomplishment. Sticking to your list helps you to develop the SELF DISCIPLINE necessary to be SUCCESSFUL working for yourself.

a note from

Sonja

Happy Mary Kay New Year!

WOW! What an amazing PINK race we just finished! Whether you achieved all the goals you set for yourself or not, I want you to take time to reflect, rejoice, regroup, and celebrate YOU! Maybe you hit it out of the park and had your best year ever, or maybe you faced unexpected challenges. However, you finished last seminar year, celebrate your achievements with team members and customers, and share your New Year goals with them.

Now is the perfect time to REFLECT on the past year and PLAN AHEAD. You have probably heard the term, "Summer Slide", referring to the slip or slide in academic knowledge students often face after summer break. This can be a challenge for educators and student alike. The academic summer slide is often combatted by using incentive programs that reward students for achieving certain goals, such as completing a reading list. Did you know that we can experience the same sort of "Summer slide" in business?

How can you avoid a summer slide in your business? Decide to have a **SUCCESS SUMMER** instead. That does not mean missing out on all the fun that summer has to offer. It does mean STRATEGICALLY PLANNING your weeks. Carve out FAMILY TIME, FUN TIME and PINK TIME such as Booking Calls, Sales Planning and Team Building. Mary Kay gives us awesome prizes and incentives to work towards. Take time to browse the Star Poster and write down at least one prize you are willing to work towards. Write down your goals. Attend as many Pink meetings as possible and seek out growth opportunities. Remember, I am here to support your success into the Pink New Year, through the summer and beyond.

With love and belief,

Sonja

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



Look Who is Registered

Kiresten Branch
Elissa Latham
Julia Rickenbacker
Darrow Riley
Sonja Bennett-Bellamy



Welcome

New Consultants

Name	Recruiter Name
Carmen Blakney-Bennett	Sonja A. Bennett-Bellamy
Bettina Pope	Sonja A. Bennett-Bellamy
Emelia Taylor	Sonja A. Bennett-Bellamy
Kelly Williams	Sonja A. Bennett-Bellamy
Benjamin Wilson	Sonja A. Bennett-Bellamy
Tomeka Bryant	Sonja A. Bennett-Bellamy
Gwendolyn Jammeh	Sonja A. Bennett-Bellamy
Cynthia Holloway	Sonja A. Bennett-Bellamy
Davion Petty	Sonja A. Bennett-Bellamy
Kristy Tate	Sonja A. Bennett-Bellamy
Lashauna Butler	Sonja A. Bennett-Bellamy

Help Boost Your Business

Did you know that 60 percent of Consultants who use the program are contacted by their customers, and 42 percent receive orders from their customers after *The Look* arrives in the mail?



ENROLLMENT DEADLINE - July 17

- Enroll June 16 – July 17, 2022.
- Mails Aug. 10, 2022.
- Only 90¢ per name.* (PRICE INCREASE)

Enroll Now

GOLDEN Rules

CHALLENGE

JULY 1, 2022 – JUNE 30, 2023

THINKING OF OTHERS IS WHAT SETS YOU APART WITH A MARY KAY BUSINESS.

And as we approach our 60th anniversary, we celebrate being founded on the principle of the Golden Rule: Do unto others as you would have them do unto you. And how you put this simple, but treasured philosophy into practice can make all the difference in your success. From simple acts of kindness to shifting into a Go-Give mindset, YOU can be a shining example of what it means to be Golden. And at Mary Kay, *Golden Rules!* This year, while celebrating our 60th anniversary, we're embracing our Founder's legacy by sharing a glint and glimmer of the Golden Rule every month in actionable ways.

THE CHALLENGE

Each month during the 2022–2023 Seminar year that an Independent Beauty Consultant has personal retail sales of \$600* or more in wholesale Section 1 products, she can earn a monthly piece from the *Golden Rules* Collection. Establishing a strong customer base and selling \$600* or more a month in wholesale Section 1 products can help you become a quarterly Star Consultant and so much more.

THE COLLECTION

Each piece in the *Golden Rules* Collection is inspired by the Golden Rule, the others-first principle that Mary Kay Ash founded her Company on. This year's collection includes custom accessory items, as well as jewelry items designed by celebrity designer R.J. Graziano. They're fabulous items that you can't get in a store – you can only get them by achieving this challenge.

*The order(s) to support the personal retail sales of \$600 or more in wholesale Section 1 products requirement per month can be placed in one single order or placed in cumulative orders, as long as the orders are placed in the same calendar month. Customer Delivery Service, Guest Checkout and EZ Ship order amounts count toward your personal retail sales of \$600 or more in wholesale Section 1 products. You'll receive your monthly reward inside your qualifying order. One reward per achiever each month.

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MARY KAY

GOLDEN Rules

SEMINAR 2023 GOALS

I WILL BE A...

_____ by August 1st
 _____ by September 1st
 _____ by October 1st
 _____ by November 1st
 _____ by December 1st
 _____ by January 1st
 _____ by March 1st
 _____ by July 1st

Leadership
Conference

Career Conference

Seminar 2023

OTHER GOALS:

Number of Monthly Selling Appt. _____

Monthly Retail Goal: \$ _____

Quarterly Wholesale Goals: \$ _____

June 16 – Sept. 15 \$ _____

Sept. 16 – Dec. 15 \$ _____

Dec. 16 – Mar. 15 \$ _____

Mar. 16 – June 15 \$ _____

Monthly Team Building Appts _____

of New Team Members per month _____

Medal Goal (Gold=5, Silver=4, Bronze=3) _____

PCP Customers Enrolled Each Qtr _____

of Quarters as a Star Consultant _____

CAREER LEVEL

Active* Team Members

Senior Consultant 1-2

Star Team Member 3-4

Team Leader 5-7

Elite Team Leader 8+ OR 5+ w/ 1 Red

DIQ

10+ Active Team Members
by the 1st of month to
submit

Grand Achiever

Build to 16 team
members w/ \$23,000 Team
Production in 1-4 months



Director

Build to 30+ unit members
w/ \$13,500 Unit Production
in 1-3 months

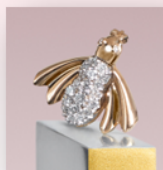
*A consultant is considered active in the month she places a \$225 w/s order and the following 2 months.

QUEEN'S COURT OF SALES



\$40,000 Retail Production
07/01/22– 06/30/23

QUEEN'S COURT OF SHARING



Add 24 Great Start
Qualified* Personal Team
Members

* A Great Start-qualified team member is one who has \$600 or more in wholesale Section 1 products within their Great Start time frame.

important dates

July 1 - Mary Kay Seminar 2023 Begins
July 4 - Independence Day
July 21 - 24 - Ruby Seminar Dates
July 25 - 28 - Sapphire Seminar Dates
July 28 - Last day to place telephone orders
July 30 - Last day to place on-line orders
July 29 - Aug 1 - Emerald Seminar Dates
Aug 2 - Aug 5 - Diamond Seminar Dates
Aug 28 - Last day to place telephone orders
Aug 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
July, you will receive this beautiful
BRACELET
from the *Golden Rules* Collection.



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