

The Soaring Sensations

OCTOBER NEWSLETTER WITH SEPTEMBER RESULTS



Proud Red



Darrow Riley
STB



Golden Rule September Achievers



Antoinette
Daye



Sonja
Bennett-Bellamy



Golden
Rules



Welcome

New Consultants

Name

Tiffany King
Benjamin Abraham
Shondra Abraham
Terri Abraham

Recruiter Name

Exeria Tharrington
Sonja A. Bennett-Bellamy
Sonja A. Bennett-Bellamy
Sonja A. Bennett-Bellamy

Name

LaVina Brown
Antoinette Daye
Nicole D. Shields
Tracy K. Thomas

Recruiter Name

Sonja A. Bennett-Bellamy
Sonja A. Bennett-Bellamy
Sonja A. Bennett-Bellamy
Sonja A. Bennett-Bellamy



Quarter 2 On-Target Stars



Name

Sonja Bennett-Bellamy
Antoinette Daye
Vanessa Hickmon
Joslyn DiPasalegne
Ivy Nance
Leandra Hayes-Burgess
Lisa Hunter
Tracy Thomas
Emily Poole
Sharon Robinson

Wholesale \$ + Team Building*

\$ 601.00
\$ 600.00
\$ 298.00
\$ 292.50
\$ 232.00
\$ 231.50
\$ 229.00
\$ 228.00
\$ 227.50
\$ 227.00

Sapphire

\$1,199.00
\$1,200.00
\$1,502.00
\$1,507.50
\$1,568.00
\$1,568.50
\$1,571.00
\$1,572.00
\$1,572.50
\$1,573.00

Ruby

\$ 1,799.00
\$ 1,800.00
\$ 2,102.00
\$ 2,107.50
\$ 2,168.00
\$ 2,168.50
\$ 2,171.00
\$ 2,172.00
\$ 2,172.50
\$ 2,173.00

Diamond

\$2,399.00
\$2,400.00
\$2,702.00
\$2,707.50
\$2,768.00
\$2,768.50
\$2,771.00
\$2,772.00
\$2,772.50
\$2,773.00

Emerald

\$2,999.00
\$3,000.00
\$3,302.00
\$3,307.50
\$3,368.00
\$3,368.50
\$3,371.00
\$3,372.00
\$3,372.50
\$3,373.00

Pearl

\$4,199.00
\$4,200.00
\$4,502.00
\$4,507.50
\$4,568.00
\$4,568.50
\$4,571.00
\$4,572.00
\$4,572.50
\$4,573.00



Shooting for the STARS!

Top in Sales
Company Court of Sales



Antoinette Daye



Elissa Latham



Sharon Robinson

Consultant

Antoinette Daye
Elissa Latham
Sharon Robinson
Lisa Hunter
Vanessa Hickmon
Joslyn DiPasalegne
Tracy Thomas
Darrow Riley
Reuby Benson
Miranda Benjamin

YTD Retail

\$1,604.50
\$1,006.00
\$ 934.00
\$ 930.00
\$ 596.00
\$ 585.00
\$ 531.00
\$ 519.00
\$ 487.00
\$ 486.00

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

Share our amazing Career Opportunity with
everyone at your appointments!

DIQs CAN ATTEND



Leadership

Leadership conference is such a BLAST...
Have you been thinking about Directorship?
Feeling like you're missing out on our special
party time? I have good news for you!! DIQs are
eligible to attend Leadership Conference this
year! If directorship is your goal, don't miss out
on this opportunity to attend Leadership
conference as a DIQ. It's time to get moving!

[Click here for Details](#)

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

November Celebrations

Happy Birthday!

Name	Birth Date
Shondra Abraham	10 November
Antoinette Daye	12 November
David Bennett	19 November
Miranda Benjamin	20 November
Erica Rousseau	22 November
Desirae Gause	23 November
Merceil Bowditch	25 November

Happy Anniversary!

Name	Years
Janet Knox	4
Shelita Carter	1
Reuby Benson	1
Derrick Jones	1
Yvette Jones	1
Ronschall Love	1
Amanda Bailey	1
Anthony Harrington	1
Shanay Ireland	1
Desirae Gause	1
Erica Rousseau	1

Look Who Invested

Antoinette Daye	\$600.00
Vanessa Hickmon	\$298.00
Joslyn DiPasalegne	\$292.50
Ivy Nance	\$232.00
Leandra Hayes-Burgess	\$231.50
Lisa Hunter	\$229.00
Tracy Thomas	\$228.00
Emily Poole	\$227.50
Sharon Robinson	\$227.00
Tiffany Mathews	\$48.00
Sonja Bennett-Bellamy	\$601.00

Love Checks

Sonja Bennett-Bellamy	13%	\$ 333.52
(does not include unit commissions & bonuses)		
Shelita Carter	4%	\$ 1.92

October Customer Special



This is a great way to have your customers try new products.

I LOVE the crisp air of October! It's such a great month to get cozy and pamper yourself a little! This month, indulge yourself and try something new! Stock up on your essentials and get a little something extra for half off! Here are a few of my faves:

- The TimeWise Moisture Renewing Mask is a lifesaver when the air gets drier
- The Mary Kay Gel Eyeliner gives you the dramatic eye look you love for Fall
- Update your foundation for the season with the skincare packed TimeWise 3D Foundation, available in two finishes and twenty-nine shades

Download



steppin' up the Ladder



Senior

Consultant

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

Kiresten Branch
Shelita Carter
Emily Poole



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

Plan Joy Fully - Training Tips for 2022

It's beginning to look a lot like Christmas! We're all starting to think about our Holiday strategies, options, selling opportunities- where do we begin?? Start at The Holiday Shoppe! Here you will find business ideas, resources, and strategies to help you conquer the holiday selling season, and have your best year ever!

Click here for the 2022
Holiday Training
Shoppe



a note from

Sonja

Welcome to October - Our month of Adding Extra to the Ordinary!

Are you feeling the excitement of the fresh new season? As the leaves fall and the autumn winds pick up, we're reminded that change is in the air, fall colors are ripe and the Holiday Season is fast approaching!

The winds of change bring with it the opportunity to enjoy a fresh new outlook in our personal lives and in our businesses. Remind yourself what activities you are putting down (for the season), and which ones you will be picking up. Take time to enjoy seasonal activities and build habits that will carry you through this next selling season.

Here are a few ideas to add the EXTRA to the ordinary.

- Care for your customers by committing to make a difference through exceeding expectations and going the extra Mary Kay mile.
- Whatever your goal, take at least one small step every day, and then take another.
- Do it with a smile—You might be the only friendly face someone sees.
- Be a good listener. Listening to needs is the best sales tool you have. Remember, we're not "selling" we are serving!
- Read something every day. Leaders are readers.
- Send notes, cards, texts, calls, zoom—make a point to reach out to someone you have not heard from in a while. Your customers want to hear from YOU!
- Plan business activities like holiday stop and shops, virtual open houses or a pink pop up party.
- Bring joy— Do something unexpected or anonymously, without expecting anything in return.

Be the EXTRA in the Ordinary and never be afraid to SHINE!

I'm excited to see where this season takes us!

With love and belief,

Sonja

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

Double Credit



Starter Kits Promotion



Drumroll.... DOUBLE CREDIT in October. Your wholesale orders AND new team building will count TWICE this month towards Queen's Court of Sales and Sharing. You can make Giant Leaps this month, go for it!

AND to help with your team building efforts, there is a special DEAL for all starter kits this month!

[Click here for Details](#)

What you do makes a
DIFFERENCE, and
You have to decide,
what kind of *difference*
YOU want to make.

- Jane Goodall

Winter PCP

Enrollment



Winter PCP enrollment deadline is October 17. Give your business a boost. See your sales increase when you enroll your customers. Plus, you have the privilege of ordering winter products before everyone else.

Enroll Now

October 17- Deadline

MK HOLIDAY GIFT GIVING GUIDE

Let me solve your Holiday gifting - I can provide gifting solutions for family, friends, employees, teachers, and all of your helpers at various price points, as well as stocking stuffers, and even gift wrapping to make your holiday shopping go a little easier this year!

LIMITED EDITION FOR HOLIDAY 2022
GIFTS \$36 AND UNDER



\$18

Masking Minis

Two mini masking faves in one adorable, portable set. Includes the Pink Clay Mask and Moisture renewing Gel Mask.



\$36

Pomegranate Satin Hands

This lush scent features juicy pomegranate in our fan-favorite Satin Hands Set.



\$36

Women's Fragrance Set

Three scents included in beautiful gift box.

- Live Fearlessly
- Love Fearlessly
- Dream Fearlessly



\$22

Peaceful Garden Silkening Dry Oil

This luxe, dry body oil features a calming aromatic scent that will elevate your day with a bouquet of delicate floral fragrance



\$12

Mint Bliss

- Mint Bliss lotion for Feet and Legs
- Gift with purchase fuzzy socks



\$15

Highlight & Contour

This tiny but mighty two-piece set helps sculpt, highlight, and set with perfect precision.



\$28

Men's Hair & Body Wash

Shower all the guys on your list with this scent-worthy set of multitasking hair and body washes.



\$20 ea.

Vinyl Shine Liquid Lips

Each showstopping set comes with two bold, smile-inducing shades:

- Vivid Berry & Luminous Red
- Brilliant Brown & Glowing Neutral

Skincare Brand Comparison



MARY KAY TIMEWISE REPAIR SET

- Foaming Cleanser, 4.5 oz- \$30
- Advanced Lifting Serum, 1 fl oz- \$74
- Day Cream SPF 30, 1.7 oz- \$54
- Night Treatment with Retinol, 1.7 oz- \$54
- Eye Renewal Cream, .5 oz - \$44

Individually.....\$256.00 As a set.....**\$215.00**



LANCÔME-ABSOLUE

- Oil-in-Gel Cleanser, 4.2 fl oz. - \$62
- Absolue Revitalizing Oleo-Serum, 1 oz - \$200
- Absolue Premium BX Day Cream SPF 15, 1.7 oz - \$195
- Absolue Night Premium bx Night Cream, 2.6 oz- \$225
- Absolue Revitalizing Eye Cream, .7 oz - \$132

Individually.....**\$814.00** not sold as a complete set



ESTÉE LAUDER

- Advanced Night Micro Cleansing Foam, 3.4 oz - \$32
- Advanced Night Repair Serum, 1oz - \$75
- Revitalizing Supreme+ Moisturizer Global Anti-Aging Cell Power Creme SPF 15, 1.7 oz- \$90
- Revitalizing Supreme+ Night Moisturizer Intensive Restorative Creme, 1.7 oz - \$96
- Advanced Night Repair Eye Supercharged Complex, .5oz - \$66

Individually.....**\$359.00** not sold as a complete set



CHANEL SUBLIMAGE

- Sublimage L'huile-en-gel de Démaquillage - Ultimate Comfort and Radiance-Revealing Gel-to-Oil Cleanser, 5 fl oz - \$110
- Sublimage L'essence Fondamentale- Ultimate Redefining Concentrate, 1.3 fl oz - \$500 (serum)
- Sublimage La Creme Ultimate Skin Regeneration 1.7 oz - \$420 (day & night cream)
- Sublimage La Creme Yeux - Ultimate Regeneration Eye Cream .5 oz - \$260

Individually.....**\$1290.00** not sold as a complete set



MAY LINDSTROM

- The honey mud enzyme & acid facial pudding, 3.38 fl oz- \$90 (cleanser)
- The youth dew balancing facial serum, 1 fl oz - \$140
- The blue cocoon solid oil facial concentrate, 1.69 oz - \$180 (moisturizer)
- No night cream or eye cream

Individually.....**\$410.00** not sold as a complete set



STRIVECTIN

- Anti-Wrinkle Comforting Cream Cleanser, 5oz. - \$29
- Wrinkle Recode™ Line Transforming Melting Serum, 1oz- \$89
- Advanced Retinol Daily Repair Moisturizer Broad Spectrum SPF 30, 1.7 oz - \$99
- Advanced Retinol Nightly Renewal Moisturizer, 1 oz. - \$79
- Advanced Retinol Eye Cream, .5 oz - \$75

Individually.....**\$371.00** not sold as a complete set



PETER THOMAS ROTH

- Peter Thomas Roth Anti-Aging Cleansing Oil, 5 fl. oz - \$30.00
- Peptide 21 Wrinkle Resist Serum, 1oz - \$125
- Peter Thomas Roth Peptide 21 Wrinkle Resist Moisturizer, 1.7 fl. oz - \$95.00
- no specific night cream
- Peptide 21 Wrinkle Resist Eye Cream, .5 oz - \$75

Individually.....**\$325.00** not sold as a complete set

important dates

Oct 17 - Last day to enroll for the Winter PCP

Oct 28 - Last day to place telephone orders

Oct 31 - Last day to place on-line orders

Nov 24 - Happy Thanksgiving - All Company Offices Closed

Nov 25 - Company Holiday - All Company Offices Closed

Nov 29 - Last day to place telephone orders for November

Nov 30 - Last day to place on-line orders for November

The Soaring Sensations Unit



Sonja Bennett-Bellamy

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GOLDEN Rules BE A POSSIBILITY THINKER.



When you order \$600+ whsl in October, you will receive this stylish
MK SCARF
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.