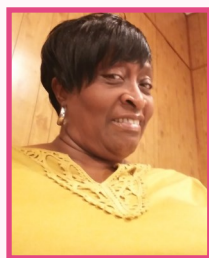


# The Soaring Sensations

JUNE NEWSLETTER WITH MAY RESULTS



## Proud Red



Darrow Riley  
STB

## Queen of Wholesale



Joslyn DiPasalegne



## Powered By Pink MAY Achievers



Sonja  
Bennett-Bellamy



Powered  
by Pink



Powered  
by Pink

## Gold Medal



Sonja Bennett-Bellamy

## Summer of Power

Have 4 Powerful Days every week, for the next 13 weeks. Keep in mind that the end result is to keep on track for your MONTHLY POWER START. This is a tool to help keep you on the date book and in front of people. CONSISTENCY is key! Focus on the Activities and the Results will come!

- ▶ BOOK (at least) one new selling appointment
- ▶ SELL something (focus on \$100 day)
- ▶ MAKE (a min. of one) Strong Recruiting Attempt
- ▶ GET 3 NEW NAMES - (Warm chatter, referrals)



## Quarter 4 On-Target Stars

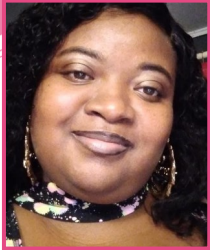


Name	Wholesale \$ + Team Bldg*	Sapphire	Ruby	Diamond	Emerald	Pearl
Sonja Bennett-Bellamy	\$1,888.50	\$ 0.00	\$ 511.50	\$1,111.50	\$1,711.50	\$2,911.50
Dominique Walker	\$ 604.00	\$1,196.00	\$1,796.00	\$2,396.00	\$2,996.00	\$4,196.00
Ariel Daye	\$ 600.50	\$1,199.50	\$1,799.50	\$2,399.50	\$2,999.50	\$4,199.50
Pamela Stevenson	\$ 600.50	\$1,199.50	\$1,799.50	\$2,399.50	\$2,999.50	\$4,199.50
Veretta Abraham	\$ 600.00	\$1,200.00	\$1,800.00	\$2,400.00	\$3,000.00	\$4,200.00
Eric Bellamy	\$ 600.00	\$1,200.00	\$1,800.00	\$2,400.00	\$3,000.00	\$4,200.00
Franchesca Dixon	\$ 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

# 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  
Johneisha Stevenson  
Raven Walker

### YTD Retail

\$ 11,744.00  
\$ 5,305.00  
\$ 3,307.00  
\$ 3,274.50  
\$ 3,205.00  
\$ 3,045.00  
\$ 3,013.00  
\$ 2,809.50  
\$ 2,790.00  
\$ 2,786.00

## 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  
13

### YTD Comm

\$ 54.23  
\$ 44.33  
\$ 43.86  
\$ 926.03

## 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



# July Celebrations



## Happy Birthday!

Name	Birth Date
Jalen Walker	1 July
Erica Simmons	10 July
Amanda Bailey	13 July
Ruby Williams	18 July
Janet Knox	21 July
Sharon Robinson	25 July

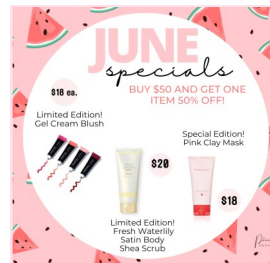
## Happy Anniversary!

Name	Years
Sonja Bennett-Bellamy	25
Ivy Nance	5
Leandra Hayes-Burgess	5
Shondra Abraham	1
Terri Abraham	1
Deborah Calloway	1
Elizabeth Hawkins	1
Dot Spence	1
Annee Sugick	1

## Look Who Invested

Joslyn DiPasalegne	\$379.00
Darrow Riley	\$282.00
Emily Poole	\$229.00
Miranda Benjamin	\$226.00
Sonja Bennett-Bellamy	\$631.50

## June Customer Special ♥



We have fabulous new products this season that your customers are going to love- why not share an incentive with them? For example, you can send this image to your customers, and offer 50% off one item for each \$50 they purchase at full price. This invites your customers to spend more, AND try new products that they will want to reorder again later!

Download

## Bountiful Harvest

IPA SHEET

"I once read that 80 percent of all lost customers were lost as a result of neglect. Failing to follow up with continued guidance and genuine interest is like planting a field and then never watering or weeding the crop. What could become a bountiful harvest instead results in a sparse yield."

Are you doing the activity to get the results you want to achieve? If you want to earn a Career Car, are your activities "Income Producing Activities" or are they just "Activities"? There is a difference!

Click above for a sheet that lists "Income Producing Activities" and how many you need to do in order to reach your goal. If the activity you are doing now is not on the list, then it is likely not helping you reach your goal, and that activity is something that should be delegated to a family member or an office assistant.

You have to decide how bad you want to reach your goal, plan your activities (work) and then work your plan! And the more consistent you work, the more confident you will become with the product and your presentations.

ACTION CURES FEAR! Think about that... Action... Cures....Fears!





# 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  
 Julia Rickenbacker



## 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

MARY KAY®  
**SEMINAR**  
 2022



WATCH VIDEO

Bring your Go-Give spirit to Seminar 2022 as we continue to grow and reach forward to the future.

Come experience the *Mary Kay*® products of the future and learn some invaluable selling tips. Discover new goals for yourself as we celebrate you and your dreams. Learn all you can from the amazing education offered at Seminar, where you can walk away inspired and on fire for your Mary Kay business.

Wouldn't it be amazing to develop your team to new heights this Seminar year? Catch a dream, cast a vision and share it with others. Imagine what we'll accomplish by Seminar 2023, just in time to celebrate our big 60th anniversary at Mary Kay!

# a note from

Sonja

Seminar Year 2022 is coming to a close. We are wrapping up 4<sup>th</sup> quarter and our Powered by Pink challenges, and tracking our way to year end victories!

With the finish line in sight, It might be tempting to slow down, or maybe even stop, but what would happen if you stopped short? Have you ever noticed the one thing all racers crossing the finish line have in common? They **KEEP GOING!** Whether they are in the lead, pulling ahead or relentlessly dragging themselves across, the finishers all decide—**failure is not an option!** They don't stop NEAR, in FRONT or ON the finish line. They're not turning to look at what other racers are doing. They remain focused on their own goal. **CROSSING THE FINISH LINE.** In doing that, they race well past the finish and the momentum keeps them moving FORWARD.

### How do you race the Mary Kay Way?

1. Share your specific year end goals with your family, friends and customers. They want to share your wins.
2. Remember, you are not only racing towards your goals, you are an inspiration to others.
3. Whatever your goal is, set your sight ahead, stay the course, RUN FULL OUT, and **FINISH STRONG!** A race finished strong leads to a stronger start in the next race.

I am so excited to be racing with you and cheering on our team as we cross the finish line together!

With love and belief,

Sonja

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



Look Who is  
Registered

Sonja Bennett-Bellamy



Welcome

New  
Consultants

Name	Recruiter Name
David E. Bennett	Sonja A. Bennett-Bellamy
Glory Gilbert	Sonja A. Bennett-Bellamy
Bernard Johnson	Sonja A. Bennett-Bellamy
Sherrod Knox	Sonja A. Bennett-Bellamy
Jalen Walker	Sonja A. Bennett-Bellamy
Tirrea Waymer	Sonja A. Bennett-Bellamy



June Skin Care Promotion  
60% Off Qualifying Sets

Finish the Seminar year strong with this amazing offer! Get 60% off\* the suggested retail price of **qualifying** skin care sets/bundles, **while supplies last.**

Ex: TW Miracle 3D Set

Regular Whsl	→	\$60 x 13 Sets = \$780
June Promo	→	\$48 x 13 Sets = \$624
Retail Sales	→	\$120 x 13 Sets = \$1560

**\$936 PROFIT**

# Father's Day

## Gift Ideas



### Skin Care Regimen

MKMen® Daily Face Wash  
MKMen® Shave Foam  
MKMen® Advanced Eye Cream  
MKMen® Advanced Facial Hydrator Sunscreen Broad Spectrum SPF 30\*

### Cooling After-Shave Gel

Cityscape® Cologne Spray  
True Original® Cologne Spray  
Domain® Cologne Spray  
MK High Intensity® Cologne Spray  
MK High Intensity® Sport Cologne Spray  
MK High Intensity Ocean® Cologne Spray

*Pink*  
SUCCESS



# POWER HOUR

You are calling for:

- Bookings with Reorders
- Shake up your Makeup
- Skincare follow-up
- Hostess Special
- New customer facial
- Booking referrals
- Requesting referrals
- Hydrasession Facial
- Pedi Party
- Team Building apts
- Guest to an Event
- Portfolio
- foundation checkup
- Try out new products

# Booking

Grab your calendar, phone, list of leads + customers to call

- Take **10 minutes** to calm yourself, mark out your available times in your date book, and practice your script.
- Next 50 minutes: Get Booking!

Name	left message	spoke to/ got response	sale	booked for facial	booked for party	booked for career chat
1.						
2.						
3.						
4.						
5.						
6.						
7.						
8.						
9.						
10.						
11.						
12.						
13.						
14.						
15.						
16.						
17.						
18.						
19.						
20.						

# important dates

- June 15 - 4th Quarter Ends
- June 19 - Father's Day
- June 28 - Last day to place telephone orders
- June 30 - Last day to place on-line orders
- June 30 - Last day of Mary Kay Seminar Year
- 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

# The Soaring Sensations Unit



Sonja Bennett-Bellamy

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POWER UP YOUR  
*bookings*



When you order \$600+ whsl in June, you will receive these beautiful  
**EARRINGS**  
from the *Powered by Pink* Collection.

POWER UP YOUR  
*enthusiasm!*



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