

The Soaring Sensations

FEBRUARY NEWSLETTER WITH JANUARY RESULTS



Queen of Wholesale



Ruby Williams



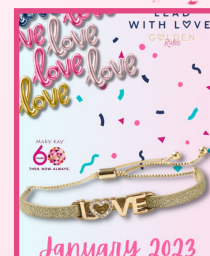
Golden Rule January Achievers



Ruby Williams



Rene Baker



Golden Rules

Proud Red



This could be YOU

February Customer Special



Love is in the air - and so is good skin care! Love yourself with some extra pampering this month! Indulge in self-care and try a new look with my special promo this month! When you spend \$50, you get to choose an extra item for HALF OFF!

Some of my February Favorites are:

- The Supreme Hydrating Lipstick - glide into silky smooth kissable color!
- Mary Kay Fragrances - choose your signature scent, and snag one for your special guy!
- TimeWise Repair Lifting Bio-Cellulose Mask - This unsung hero packs serious power to lift and firm and present your most radiant skin!

Download



Quarter 3 On-Target Stars



Name	Wholesale \$ + Team Building*	Sapphire	Ruby	Diamond	Emerald	Pearl
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
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
Desirae Gause	\$ 537.50	\$1,262.50	\$1,862.50	\$2,462.50	\$3,062.50	\$4,262.50

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

Shooting for the STARS!

Top in Sales
Company Court of Sales



Terri Abraham



Tina Tyus-Shaw



Dot Spence

Consultant

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

YTD Retail

\$ 2,948.00
\$ 2,643.00
\$ 2,623.00
\$ 2,519.00
\$ 2,494.00
\$ 2,304.50
\$ 2,226.00
\$ 1,979.00
\$ 1,850.50
\$ 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!

Radiate in Red - Coming Soon



With all of the Team Building challenges and incentives the company is giving us, it's time to check out the brand new collection of Red Jackets! From classic to edgy to current and fun, there's a special red jacket for everyone!

Fall in LOVE with RED!
Are you ready to claim yours?

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

March Celebrations

Happy Birthday!

Name	Birth Date
Jacqueline Grady	4 March
Benjamin Wilson	4 March
Monica McKelvie	7 March
Dominique Walker	7 March
Breonna Johnson	16 March
Tiffany Mathews	24 March
Reuby Benson	25 March
Tina Tyus-Shaw	27 March
Veretta Abraham	28 March
Malika Becton	28 March
Shelita Carter	30 March

Happy Anniversary!

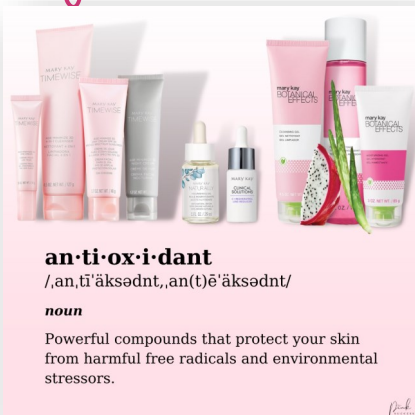
Name	Years
Joslyn DiPasalegne	5
Vanessa Hickmon	4
Ariel Daye	1
Franchesca Dixon	1
Mena Lewis	1
Johneisha Stevenson	1
Dominique Walker	1

Look Who Invested

Ruby Williams	\$600.50
Rene Baker	\$600.00
Darrow Riley	\$242.00
Lisa Hunter	\$238.50
Janet Knox	\$236.00

Sharon Robinson	\$231.00
Desirae Gause	\$226.50
Reuby Benson	\$225.50
Kiresten Branch	\$225.00
Ashley Pfeffer	\$96.00

Ingredient Focus - an-ti-ox-i-dant



What do dark chocolate and quality skincare have in common? ANTIOXIDANTS! Wonder why antioxidants are so super important? Let's break it down!

- Antioxidants fight against free radicals, coming from diet, germs, pollution, etc.
- Keeping free radicals in check is important to prevent oxidized stress from messing with your body and damaging your skin
- You can amp up your Free Radical fighters within your body with antioxidant-rich foods such as yummy dark chocolate and blueberries
- You can care for your skin with antioxidant packed skincare like:
 - TimeWise Miracle Set 3D
 - Botanical Effects Regimen
 - Mary Kay Naturally products & MORE!



steppin' up the Ladder



Senior Consultant

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

Kiresten Branch
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



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



This little game can totally generate more BOOKINGS and SALES! Give your customers a certain time frame to pick a heart, send them the image of the number they

picked. It is up to you, but you could do something like "deal or no deal" and let them pick again if they think they can get a better deal.

Download Images

National LASH Day is Feb. 19! Many women will grab their mascara before anything else for their Dash-Out-the-Door makeup look, and we have a variety of options to meet their needs:

- versatile Fanorama
- defining Lash Love
- expansive Lash Intensity
- volumizing Ultimate
- elongating Lash Love Lengthening

And remind them, at the end of the day, they will want to remove their mascara gently & completely with our moisturizing Oil-Free Makeup Remover!



a note from

Sonja

Hello February!

What an exciting time of year to be in business! We are in the second half of our Golden Opportunities seminar year and ON OUR WAY to the 60th!

Are you excited about the faces you're seeing and working towards the 60 faces in 60 days company challenge? Whether 60 faces is your norm or a stretch, goals can be achieved with first a dream, then a plan, then taking action. Demonstrating products, booking facials and parties, and sharing the opportunity consistently is the key to working full circle. If you are a new consultant or it's been a while, I encourage you to earn or to "re-learn" your BLING badge by reviewing the training modules that can be found under the Education tab in your InTouch. Understanding our products and systems in depth is a great confidence booster!

By sharing our knowledge and giving our time to others, we get to live Mary Kay Ash's dream that began with believing - ONE WOMAN CAN!

If you act enthusiastic, you will become enthusiastic – and it will spread like wildfire. – Mary Kay Ash.

Love & Belief,

Sonja

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

MARY KAY®
SPRING
INTO THE 60TH

Save the Date...

for the Spring into the 60th virtual event! All Mary Kay independent sales force members are invited to watch the premiere on March 24, 2023 on InTouch. It's absolutely FREE and will include great educational content and motivational moments. You'll hear from top independent sales force leaders, along with important business updates from Mary Kay Team U.S. Leaders. This is the motivational boost you're looking for as we spring toward our big celebration at Seminar! Plus, all consultants and directors who are on-target for Seminar 2023 awards will be invited to an exclusive virtual class on April 24th!

Details

Be **FEARLESS**
in the pursuit
of what
sets your soul
on **FIRE**.

- Jennifer Lee



Welcome

New
Consultants

Name

Nicole Chandler

Ralishia A. Warren

Recruiter Name

Desirae E. Gause

Desirae E. Gause

Spring 2023



\$15

SUN CARE
AFTER-SUN
REPLENISHING
GEL

\$18
EACH



SUPREME
HYDRATING LIPSTICK

\$38



CLINICAL SOLUTIONS® FERULIC +
NIACINAMIDE BRIGHTENER

CLINICAL SOLUTIONS® PHA +
AHA RESURFACER

CREAM BRONZER DUO
STICK AND CREAM
HIGHLIGHTER DUO STICK

\$18
EACH



\$10
EACH



HAND CREAM

MY WEEKLY PLAN/ IPA SHEET

week of: _____

4 Hour IPA (Income Producing Activities= 4 Hours/Day (5 Days/Week)
Schedule 30 minutes to an hour time slots that work for you & fill in what you are willing to do for your business. What can you commit to for the week?

Booking Coaching Cust. Serv. Sharing the Opportunity

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
5AM	5AM	5AM	5AM	5AM	5AM	5AM
6AM	6AM	6AM	6AM	6AM	6AM	6AM
7AM	7AM	7AM	7AM	7AM	7AM	7AM
8AM	8AM	8AM	8AM	8AM	8AM	8AM
9AM	9AM	9AM	9AM	9AM	9AM	9AM
10AM	10AM	10AM	10AM	10AM	10AM	10AM
11AM	11AM	11AM	11AM	11AM	11AM	11AM
12PM	12PM	12PM	12PM	12PM	12PM	12PM
1PM	1PM	1PM	1PM	1PM	1PM	1PM
2PM	2PM	2PM	2PM	2PM	2PM	2PM
3PM	3PM	3PM	3PM	3PM	3PM	3PM
4PM	4PM	4PM	4PM	4PM	4PM	4PM
5PM	5PM	5PM	5PM	5PM	5PM	5PM
6PM	6PM	6PM	6PM	6PM	6PM	6PM
7PM	7PM	7PM	7PM	7PM	7PM	7PM
8PM	8PM	8PM	8PM	8PM	8PM	8PM
Bookings Coached Appts. Sales (NEW AND REORDER) \$ Sharing Appts	Bookings Coached Appts. Sales (NEW AND REORDER) \$ Sharing Appts	Bookings Coached Appts. Sales (NEW AND REORDER) \$ Sharing Appts	Bookings Coached Appts. Sales (NEW AND REORDER) \$ Sharing Appts	Bookings Coached Appts. Sales (NEW AND REORDER) \$ Sharing Appts	Bookings Coached Appts. Sales (NEW AND REORDER) \$ Sharing Appts	Bookings Coached Appts. Sales (NEW AND REORDER) \$ Sharing Appts

My Week Includes:

Quiet/Faith/Exercise Time
Family Time
Date Night
Other Job

My Star:

Orders Placed This Week:

\$ Wholesale Order
Date Placed:
\$ Wholesale Order
Date Placed:
Star Total to Date: \$

Weekly Sales:
Sales Goal: \$
Total Sales: \$

Team Building:
Sharing Appts Held:
New Team Members:

of bookings scheduled for next week:

Color in your weekly plan sheet with the coordinating colors to plan your week!

important dates

- Feb 8** - Spring Look Book begins mailing
- Feb 10** - Early Spring ordering begins
- Feb 14** - Valentine's Day
- Feb 15** - Spring Ordering open for everyone
- Feb 27** - Last day to place telephone orders
- Feb 28** - Last day to place on-line orders
- 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

The Soaring Sensations Unit



Sonja Bennett-Bellamy

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GOLDEN
Rules

WALK A MILE
IN HER SHOES!



When you order \$600+ whsl in
February, you will receive these beautiful
EARRINGS
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.