

The Soaring Sensations

NOVEMBER NEWSLETTER WITH OCTOBER RESULTS



Proud Red



This could be
YOU



Golden Rule October Achievers



Terri
Abraham



Dot
Spence



Tina
Tyus-Shaw



Sonja
Bennett-Bellamy

Queen of Wholesale



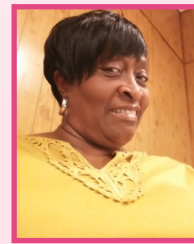
Terri Abraham

Gold Medal



Sonja Bennett-Bellamy

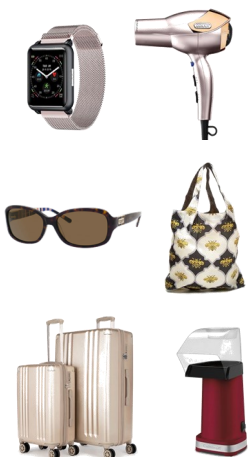
Bronze Medal



Darrow Riley



LaVina Brown



Quarter 2 On-Target Stars



Name	Wholesale \$ + Team Building*	Sapphire	Ruby	Diamond	Emerald	Pearl
Sonja Bennett-Bellamy	\$1,201.50	\$ 598.50	\$1,198.50	\$1,798.50	\$2,398.50	\$3,598.50
Terri Abraham	\$ 603.00	\$1,197.00	\$1,797.00	\$2,397.00	\$2,997.00	\$4,197.00
Dot Spence	\$ 603.00	\$1,197.00	\$1,797.00	\$2,397.00	\$2,997.00	\$4,197.00
Tina Tyus-Shaw	\$ 603.00	\$1,197.00	\$1,797.00	\$2,397.00	\$2,997.00	\$4,197.00
Antoinette Daye	\$ 600.00	\$1,200.00	\$1,800.00	\$2,400.00	\$3,000.00	\$4,200.00
Tracy Thomas	\$ 600.00	\$1,200.00	\$1,800.00	\$2,400.00	\$3,000.00	\$4,200.00

"When we have nothing in our futures to anticipate, a void exists. Think about it. Don't our biggest thrills in life come from realizing goals? Having a purpose is so important to life that you must cherish your goal and give it priority. "

~ 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
Tracy Thomas
Elissa Latham
Antoinette Daye
Miranda Benjamin
Kiresten Branch
Tiffany Davis
Deirdre Hinton

YTD Retail

\$2,948.00
\$2,643.00
\$2,623.00
\$2,226.00
\$1,906.00
\$1,604.50
\$1,414.00
\$1,400.50
\$1,094.00
\$1,094.00

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



Download

Print

Earn PINK CASH! Another great way to engage your customers during this holiday season is to have a special... when they make purchases with you in November, during Pink Weekend or a specific time frame you set, then they earn PINK CASH. For each \$50 they spend, they receive \$10 CASH to use towards their purchases between December 1-15.



December Celebrations

Happy Birthday!

Name	Birth Date
Kendrick Latham	1 December
Carolyn Ware	9 December
Ayana Hernandez	11 December
Bernard Johnson	12 December
Holly Hamlin	14 December
Tiffany Davis	20 December
Sherrod Knox	26 December
Lisa Hunter	28 December

Happy Anniversary!

Name	Years
Iana Daye	1
Veretta Abraham	1
Bernita Cooper	1
Vilma Cordero	1
Steve Rousseau	1
Charlene Slaughter	1

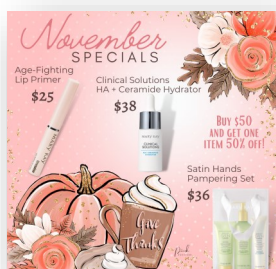
Look Who Invested

Terri Abraham	\$603.00
Dot Spence	\$603.00
Tina Tyus-Shaw	\$603.00
Tracy Thomas	\$372.00
Desirae Gause	\$237.50
Kiresten Branch	\$236.00
Tiffany Davis	\$236.00
Deirdre Hinton	\$236.00
Ashley Pfeiffer	\$236.00
Miranda Benjamin	\$232.00
Elissa Latham	\$225.00
Tiffany Mathews	\$102.00
Sonja Bennett-Bellamy	\$600.50

Love Checks

Sonja Bennett-Bellamy	13%	\$ 466.12
(does not include unit commissions & bonuses)		
Darrow Riley	4%	\$ 18.28
Elissa Latham	4%	\$ 9.50
Kiresten Branch	4%	\$ 9.44
Deirdre Hinton	4%	\$ 9.44
Shelita Carter	4%	\$ 4.08

November Customer Special



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

November can be a busy month! Grab what you need, find the perfect gifts, and try that product you've been curious about! While you're at it, snag something extra for half off! Some of my faves:

- The Age-Fighting Lip Primer not only helps keep your lip color in place, it also has anti-aging ingredients to reduce fine lines around your lips
- The Clinical Solutions HA + Ceramide Hydrator has Hyaluronic Acid and Ceramide to keep your skin hydrated as the air gets drier
- Our fan-favorite Satin Hands Pampering Set is an MK staple for a reason- the three part system softens, exfoliates, and moisturizes your hands for long lasting care

Download



steppin' up the Ladder



Senior

Consultant

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

Kiresten Branch

Shelita Carter

Deirdre Hinton

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



PINK WEEKEND!



Pink FRIDAY

Pink Friday is a major selling day, be prepared to make it your best ever! You can offer special deals throughout the day, and offer your best deals early in the morning. Have your customers leave their orders on your voice mail, email, or text so you know the time ordered and give them the appropriate deal!

Small Business SATURDAY

YOU are a small business! Remind your customers that you appreciate them supporting you and your home-based business, and offer a special deal on your personal favorites, have an open house, or do a customer drawing.

Cyber MONDAY

Cyber Monday is perfect to promote online sales. Direct your customers to your website, and offer a special deal to registered customers, or highlight the apps we have such as the Skin Analyzer app or Mirror Me - offer a special deal on the recommended products!

3 BIG SHOPPING DAYS

a note from

Sonja

Thanksgiving was Mary Kay Ash's favorite holiday and what a perfect time of year to reflect on our dreams and aspirations and embrace our Golden Opportunities theme.

Here are a few ways to **Share Joy** through your Mary Kay Business.

- Thank clients with a personal, handwritten note
- Send an e-card with the Holiday Look Book link
- Find a cause to support
- Party with a purpose – donate proceeds
- Host a Holiday Open House – In person or Virtual
- Share the dream today – who do you know who needs the positivity of Mary Kay?
- Remember the men – eye catching, prewrapped bundles are a hit
- Share samples with a smile – give that personal Mary Kay touch with every connection
- Participate or create a Random Acts of kindness Day
- Share you by sharing your time

The best part of being an independent business owner is the ability to make decisions that not only impact our lives but have the potential to greatly impact others.

I am so grateful I was given the opportunity to share the Mary Kay dream with you!

Love & Belief,

Sonja

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



Go-venember!

**STAR CONSULTANT PROGRAM
DOUBLE TEAM BUILDING CREDIT**

star consultant Program

Earn your star and receive an additional **600 Team-Building Credits** for each qualified NEW Personal Team Member you add from Nov. 1-Dec. 15!

Are you a Star? Is Star your goal? Now through Dec. 15th, Stars who add Qualified Team members receive **DOUBLE** Star Team Building Credits! That's right, for every Qualified Team Member you add, you will earn 1200 Star credits towards whatever prize you choose! You could quickly jump from Sapphire Star to Diamond Star when you party and share with your besties! What's on YOUR Star wish list?

Details



Welcome

New Consultants

Name	Recruiter Name
Tiffany Arledge	Darrow Riley
Monica McKelvie	Darrow Riley
Sara Riley	Darrow Riley
Tiffany Davis	Deirdre Hinton
Malika Becton	Antoinette Daye
Jacqueline Grady	Antoinette Daye
Keisha Langley	Shelita Carter
CheKasha Brown	LaVina Brown
Anissa James	LaVina Brown
Curtis McClardy	LaVina Brown
Deirdre Hinton	Kiresten Branch
Willette Smith	Kiresten Branch
Rene Baker	Sonja Bennett-Bellamy
Brian Biles	Sonja Bennett-Bellamy
Cynthia Bowman	Sonja Bennett-Bellamy
Ayana Hernandez	Sonja Bennett-Bellamy
Renee McCoy-Caldwell	Sonja Bennett-Bellamy
Ashley Pfeffer	Sonja Bennett-Bellamy
Carolyn Ware	Sonja Bennett-Bellamy
Ruby Williams	Sonja Bennett-Bellamy

Limited-Edition Mary Kay
Illuminea Body Soufflé

\$32



Winter

NEW! Limited-Edition
Mary Kay Illuminea Bundle

\$99



NEW! Limited-Edition Mary Kay
Hint of Mint Lip Balm

\$10



NEW! Limited-Edition Mary Kay
Beauty Box

\$48



2022

Pink
SUCCESS

Twelve days of Christmas
On the first day of Christmas my MK Lady gave to me...

Day 1

\$29
Retail price: \$37

Santa Approved Coal
Charcoal Mask and Mask Applicator



Twelve days of Christmas
On the second day of Christmas my MK Lady gave to me...

Day 2

\$65
Retail price: \$72

Lots of Hugs
Two Satin Hands Sets (any fragrance)



Twelve days of Christmas
On the third day of Christmas my MK Lady gave to me...

Day 3

\$29
Retail price: \$38

Kiss Me Under The Mistletoe
Satin Lips Set & Lip Gloss



Twelve days of Christmas
On the fourth day of Christmas my MK Lady gave to me...

Day 4

\$65
Retail price: \$75

Exfoliate The Old In With The New
Skinvigorate Sonic™ Skin Care System



Twelve days of Christmas
On the fifth day of Christmas my MK Lady gave to me...

Day 5

\$55
Retail price: \$68

Peel Away The Years
Revealing Radiance® Facial Peel



Twelve days of Christmas
On the sixth day of Christmas my MK Lady gave to me...

Day 6

\$99
Retail price: \$120

Miracle on 34th Street
TimeWise Miracle Set 3D®




Twelve days of Christmas
On the seventh day of Christmas my MK Lady gave to me...

Day 7

\$59
Retail price: \$68

Joy to the Artist
Brush Set & Brush Cleaner



Twelve days of Christmas
On the eighth day of Christmas my MK Lady gave to me...

Day 8

\$44
Retail price: \$54

The Ultimate Gift Bag
Travel Roll Up Bag & Empty Perfect Palette



Twelve days of Christmas
On the ninth day of Christmas my MK Lady gave to me...

Day 9

\$24
Retail price: \$28

Love the Wow in Your Brow
Eye Brow Tint and Precision Brow Liner



Twelve days of Christmas
On the tenth day of Christmas my MK Lady gave to me...

Day 10

\$25
Retail price: \$30

A Twinkle in Your Eye
Eyeliner, Lash Intensity Mascara, Eye Makeup Remover




Twelve days of Christmas
On the eleventh day of Christmas my MK Lady gave to me...

Day 11

\$25
Retail price: \$30

Merry Kissmas
Lipstick and Lip Liner



Twelve days of Christmas
On the twelfth day of Christmas my MK Lady gave to me...

Day 12

\$19
Retail price: \$24

The Perfect Pair
Satin Hands Cream & Mint Bliss Energizing Lotion for Feet and Legs



[CLICK HERE TO DOWNLOAD THE INDIVIDUAL PICTURES](#)

important dates

Nov 10 - Early ordering for Winter Products

Nov 15 - All Consultants can order Winter Products

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

Dec 15 - Quarter 2 Star Contest Ends

Dec 16 - Quarter 3 Star Contest Begins

Dec 25 - Merry Christmas

Dec 29 - Last day to place telephone orders

The Soaring Sensations Unit



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GOLDEN
Rules

SHARE
JOY!



When you order \$600+ whsl in November, you will receive these fun **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.