



The Soaring Sensations

JULY NEWSLETTER WITH JUNE RESULTS

QUEEN OF WHOLESALE



Samantha Johnson



WELCOME NEW CONSULTANTS

<u>Name</u>	<u>Recruiter Name</u>
Tawanna R. Draughn	Sonja A. Bennett
Gwendolyn Jammeh	Sonja A. Bennett
Franchesca D. Dixon	Sonja A. Bennett
Samantha C. Johnson	Sonja A. Bennett
Holley A. Richardson	Sonja A. Bennett
Teresa Jenkins	Sonja A. Bennett



POWER UP June Achievers



Sonja
Bennett



This could be
YOU



This could be
YOU

QUARTER 4 STAR



Sonja Bennett
PEARL

GOLD MEDAL ACHIEVER



Sonja
Bennett

★ Quarter 1 On-Target Stars ★

Name	Whsl\$+TB*	Sapphire	Ruby	Diamond	Emerald	Pearl
Samantha Johnson	\$609.20	\$1,190.80	\$1,790.80	\$2,390.80	\$2,990.80	\$4,190.80
Holley Richardson	\$605.20	\$1,194.80	\$1,794.80	\$2,394.80	\$2,994.80	\$4,194.80
Franchesca Dixon	\$605.00	\$1,195.00	\$1,795.00	\$2,395.00	\$2,995.00	\$4,195.00
Tawanna Draughn	\$603.10	\$1,196.90	\$1,796.90	\$2,396.90	\$2,996.90	\$4,196.90
Teresa Jenkins	\$603.00	\$1,197.00	\$1,797.00	\$2,397.00	\$2,997.00	\$4,197.00
Gwendolyn Jammeh	\$601.40	\$1,198.60	\$1,798.60	\$2,398.60	\$2,998.60	\$4,198.60
Shamyra Bellamy	\$319.00	\$1,481.00	\$2,081.00	\$2,681.00	\$3,281.00	\$4,481.00
Raven Walker	\$255.50	\$1,544.50	\$2,144.50	\$2,744.50	\$3,344.50	\$4,544.50
Carolyn Livingston	\$226.00	\$1,574.00	\$2,174.00	\$2,774.00	\$3,374.00	\$4,574.00



Shooting for the Stars!

TOP IN SALES COMPANY COURT OF SALES



Carolyn Livingston



Ivy Nance



Wanda Pettiford

CONSULTANT

Carolyn Livingston
Ivy Nance
Wanda Pettiford
Joslyn DiPasalegne
Cheryl Lyons
Amaria Thomas
Samantha Johnson
Raven Dunn
Holley Richardson
Tawanna Draughn

YTD RETAIL

\$4,344.00
\$3,749.00
\$3,433.00
\$2,955.00
\$2,569.00
\$1,594.00
\$1,582.00
\$1,581.00
\$1,580.00
\$1,579.00

NEW National COURT OF SALES



NATIONAL

\$45,000 rs/ \$22,500 whsl

AREA

\$22,500 rs/ \$11,250 whsl

UNIT

\$11,250 rs/ \$5,625 whsl

National COURT OF SHARING



NATIONAL

24 Team Members

AREA

12 Team Members

UNIT

6 Team Members

START WITH A GOAL AND PLAN

Goal Setting

WHY SET GOALS?

- When goals are set, things happen!
- Goals make you feel good about yourself and provide attitude adjustments.
- Goals establish self-discipline, motivation, good habits, and patterns to follow.
- Goals give you direction and purpose, and take you where you want to go.
- A goal will stop others from controlling your life.

SETTING A GOAL:

1. Decide exactly what you want - be very specific.
2. Aim high - you should have "butterflies." Stretch your limits.
3. Create visuals. The subconscious mind accepts all information as fact & cannot distinguish between what is real and what is imagined & believed.
4. Involve family members. Find out what's in it for them.
5. Pick someone to enable.
6. Define where you are and where you need to be.
7. Determine what you are capable of in a day, a week, a month & year.
8. Write your goals in detail & talk about them with appropriate people.
9. Focus on your goal daily. If a goal is not focused on for three days, it's as if it never existed.
10. See goals as if they had already happened.
11. Keep your FOCUS. (Follow One Course until Successful.)
12. Quitting is not an option.
13. Set another goal immediately upon reaching a goal.

THE GOAL CYCLE:



REASONS PEOPLE DON'T SET GOALS:

1. They are not sold on the benefits.
2. They feel it's safer not to.
3. They fear commitment, failure, or success.
4. They have a poor attitude or focus.
5. They don't want to put in the effort.

GOALS CAN BE NEGATIVE IF:

1. They are too big.
2. They are out of your sphere of interest.
3. You believe luck is necessary to achieve it.
4. You set your goal by comparing yourself with others' accomplishments.
5. You are doing it for someone else.

S.M.A.R.T. GOALS

Specific
Measurable
Achievable
Relevant
Time-bound

"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.

New Seminar Year, New Possibilities! What will YOU accomplish this seminar year? Whether you're dreaming of your first Red Jacket, earning your way to Star Consultant, or walking across that stage at Seminar... it all starts with a clear goal and a bold plan!

Here's how to get started:

1. Reflect on last year – what worked, what didn't?
2. Visualize your BIG goal – picture it, feel it, BELIEVE it.
3. Break it down – monthly, weekly, even daily actions make it real!

Your business grows as YOU grow. Don't wait for motivation – create momentum by taking your first step today.

Download

Red June 2020 by [Logo]

Celebrating You!

AUGUST BIRTHDAYS

CONSULTANT	DATE
Elaine Taylor	2
Debra Morris-Relf	6
Bettina Pope	12
LaVina Brown	17

MK ANNIVERSARIES

CONSULTANT	YEARS
Emily Poole	6
Darrow Riley	5
Sharon Robinson	5

LOOK WHO INVESTED

Samantha Johnson	\$609.20
Raven Dunn	\$608.70
Holley Richardson	\$605.20
Franchesca Dixon	\$605.00
Tawanna Draughn	\$603.10

Teresa Jenkins	\$603.00
Gwendolyn Jammeh	\$601.40
Wanda Pettiford	\$339.50
Shamyra Bellamy	\$319.00
Raven Walker	\$255.50

Cheryl Lyons	\$232.00
Carolyn Livingston	\$226.00
Sonja Bennett	\$779.10

MARY KAY makeover UNLEASH YOUR CONFIDENCE CONTEST

Choose A Look | Re-Create It | Share It With Us



Details

MAKEOVER CONTEST

The NEW Mary Kay Makeover Challenge starts 7/15!

Have you reached out to your customers to get those color appointments booked? Now's the perfect time to help them refresh their look and feel amazing!

PLUS, both YOU & your customer could each WIN a \$5,000 Gift Card!

Try this quick script to share with your customers:

"Hi [Name]! I'm excited to tell you Mary Kay just launched a new Makeover Challenge, and we both have a chance to win \$5,000 each just by participating! It's the perfect time to refresh your look with a personalized makeover. When would be a good time to book your appointment?"

"I have often said that we are doing something far more important than just selling cosmetics; we are changing lives." - Mary Kay Ash

A BEAUTY BRIEFING WITH Sonja



PCP Enrollment is NOW OPEN!
The Fall/Holiday Preferred Customer Program enrollment is officially OPEN – and **heads up: the dates have changed this Seminar year!**

You have from **July 1st to August 1st** to enroll your customers and make sure they get the gorgeous new look book delivered right to their mailbox – featuring all the must-haves for Fall + the start of the Holiday Season!

Enroll

SKIN CARE REGIMEN COMPARISON CHART

SKIN CARE REGIMEN COMPARISON CHART

Timeless Beauty® Value First Set	Timeless® Miracle Set	Mary Kay® Skin Care Line	Clear Proof® Acne System	MKMax® Regimen
Address signs of aging	Early to moderate signs of aging	No signs of aging	Mild to moderate acne	Early to moderate signs of aging
Powered by the Timeless® Complex, Timeless Beauty® restores skin from the damage of the past and reimagines a vision of youthful skin.	Reset the pace of skin's visible signs of aging by supporting skin's critical repair with the Timeless 3D Complex.	Empty level! Simple skin care	Visibly clearer skin in 7 days!	From cleansing to fighting the visible signs of premature aging to evening, there's a clear, fast solution for every skin type.
Suitable for all skin types	Normal to Dry skin and Combination to Oily skin	Mary Kay® Regimen designed for Normal to Dry skin. Mary Kay® Moisturizing Regimen designed for Combination to Oily skin.	Suitable for all skin types	Suitable for all skin types
Restores a fresh appearance and the look of youthful skin.	Reforce skin's ability to last in order with a three-step morning and nighttime routine.	Maintain clear, healthy skin in a few simple steps.	Clear up blemishes and help maintain a clear complexion.	Formulated with antioxidants and exfoliants to help fight free radicals, which come from the environment and can contribute to lines and wrinkles.

MARY KAY

Download

Happy Mary Kay New Year!

What a pink and Powered Up year we had! Now it's time to gear up for new beginnings! July is one of the best months in Mary Kay. We have a full, fresh year ahead of us with endless possibilities.

Reflecting on the past year, here are a few steps to kick start your Mary Kay New Year:

Evaluate - How did your achievements line up with your goals?

Envision - Define a clear vision of where you see yourself a week, a month, a year from now.

Educate - What area(s) do you want to learn, grow or refine?

Embrace - Take on the year with enthusiasm and gusto!

Embark - Anything can be changed or achieved once the journey has begun!

I'm excited to see where the road ahead leads us this year!
We are better together!

Love and Belief,
Sonja

POWER UP & GROW

Earn this Mary Kay Packed Party Earring Set PLUS 400 Star Credits!

Details

SUPPORT YOUR
LE ORDER
AUGUST 2025

NEW MK CHALLENGE

Introducing a brand-new Mary Kay challenge designed to boost your momentum, grow your sales, and fuel your path to leadership!

Sell \$600+ in wholesale Section 1 products in BOTH July and August, and you will earn an exclusive Mary Kay Packed Party Earring Set and 400 Star Credits!

This is your moment to build consistency, confidence, and community. Whether you're aiming for more sales, more rewards, or just more FUN—this challenge was made for YOU. Are you ready to Power UP & Grow?!

POWER UP & GROW Seminar 2026 GOALS

I WILL BE A...

_____ by August 1st
 _____ by September 1st
 _____ by October 1st
 _____ by November 1st
 _____ by December 1st
 _____ by January 1st -Leadership Conference
 _____ by March 1st -Career Conference
 _____ by July 1st -Seminar 2026

Career Level	Active* Team Members
Senior Consultant	1-2
Star Team Member	3-4
Team Leader	5-7
Elite Team Leader	8+
DIQ	8+ Active Team Members by the 1st of the month to submit
Director	Build to 24 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.

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 _____

Queen's Court of Sales



\$45,000 Retail Production
07/01/25-06/30/26

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.

POWER UP &
GROW
 SEMINAR 2026
 July 1, 2025 - June 30, 2026

Queen's Court
 of Sales



\$45k Personal Retail Production / \$22.5k Wholesale

\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500
\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500
\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500
\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500
\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500

Queen's Court
 of Sharing



The Soaring Sensations



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important dates

Jul 1 - Mary Kay Seminar 2026 Begins

Jul 1 - Fall/Holiday PCP enrollment begins

Jul 4 - Independence Day

Jul 30 - Last day to place telephone orders

Jul 31 - Last day to place on-line orders

Aug 1 - Fall/Holiday PCP enrollment ends

Aug 29 - Last day to place telephone orders

Aug 31 - Last day to place on-line orders

Mindset Tips for a Beautiful Start

Believe BIG!

Trust in your potential.
Belief fuels action!



Progress > Perfection

Small steps lead to big wins.
Keep moving.



Speak Success

Positive self-talk creates positive results. Say it, see it, achieve it!

