



THE SOARING SENSATIONS

NOVEMBER NEWSLETTER WITH OCTOBER RESULTS

Queen of Wholesale



Marilyn Woody

Proud Reds



Leslie Greene

ACHIEVER

POWER UP & GROW

ACHIEVED MONTH ONE & TWO

(\$600 WHOLESALE)



Sonja Bennett



Your Turn to Shine



Your Turn to Shine



Want a fun new party idea that your customers will love? Try a Stuff-a-Roll-Up Bag Party!

Here's how it works:

- When your hostess gathers some friends for a fun beauty experience, she can earn a FREE Roll-Up Bag
- Plus, she'll get a special discount on everything she can stuff inside!

It's a playful, engaging way to share products, pamper guests, and spark new excitement in your business!

DOWNLOAD

Quarter 2 On-Target Stars

Name	Whsl\$+TB*	Sapphire	Ruby	Diamond	Emerald	Pearl
Cheryl Batteast	\$611.00	\$1,189.00	\$1,789.00	\$2,389.00	\$2,989.00	\$4,189.00
Melvin Jennings	\$609.00	\$1,191.00	\$1,791.00	\$2,391.00	\$2,991.00	\$4,191.00
Brenda Howard	\$606.50	\$1,193.50	\$1,793.50	\$2,393.50	\$2,993.50	\$4,193.50
Marlynne Brown	\$602.00	\$1,198.00	\$1,798.00	\$2,398.00	\$2,998.00	\$4,198.00
Vickie Cowans	\$600.00	\$1,200.00	\$1,800.00	\$2,400.00	\$3,000.00	\$4,200.00
Antoinette Daye	\$600.00	\$1,200.00	\$1,800.00	\$2,400.00	\$3,000.00	\$4,200.00
Nicole Shields	\$600.00	\$1,200.00	\$1,800.00	\$2,400.00	\$3,000.00	\$4,200.00
Sonja Bennett	\$1,350.50	\$449.50	\$1,049.50	\$1,649.50	\$2,249.50	\$3,449.50

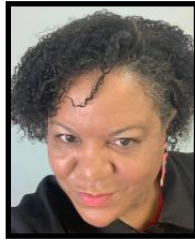


🎉 LET YOUR GOALS GROW 🎉

SALES LEADERS COMPANY COURT OF SALES



Bernard Johnson



Leslie Greene



Janet Conner-Knox

CONSULTANT

Bernard Johnson

Leslie Greene

Janet Conner-Knox

MEGHAN Bellamy

Cheryl Batteast

Eric Bellamy

Brenda Howard

Sherrod Knox

Vickie Cowans

Daphne Watson

YTD RETAIL

\$2,315.00

\$1,979.00

\$1,719.00

\$1,596.00

\$1,574.00

\$1,568.00

\$1,565.00

\$1,564.00

\$1,562.00

\$1,560.00

Barrier Restore 1:1:3



DETAILS



Designed to rescue and reinforce the skin's natural barrier, this powerhouse formula is perfect for anyone experiencing redness, dryness, or sensitivity – especially during the colder months.

Why your customers will love it:

- Helps reduce redness in as little as two weeks!
- Strengthens and protects the skin barrier
- Works with any moisturizer for healthy, balanced skin
- Ideal for all skin types, especially sensitive or compromised skin

Now's the time to share it!

QUEENS'

COURT OF SALES



QUEEN

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

PRINCESS

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

UNIT

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

QUEENS'

COURT OF SHARING



QUEEN

24 Team Members

PRINCESS

12 Team Members

UNIT

6 Team Members

"Aim high enough that you will have to stretch your ability and your potential to reach it." - Mary Kay Ash



ANOTHER YEAR OF FABULOUS



DECEMBER

BIRTHDAYS

CONSULTANT	DATE
Bernard Johnson	12
Holly Hamlin	14
Samantha Johnson	20
Candace Leach	20
Wanda Pettiford	23
Sherrod Knox	26
Keyona Hardison	29

MK ANNIVERSARIES

CONSULTANT	YEARS
Ericka Dennis	1
Endres Holt	1



INVESTING IN GROWTH... GLOWING WITH PURPOSE

Marilyn Woody	\$235.00	Lawrence Fennell	\$225.50	Endres Holt	\$225.00
Lawrence Fennell Jr	\$230.00	Amber Greene	\$225.50	Sonja Bennett	\$611.00
Amirah Greene	\$229.00	Tamara Chase	\$225.00		
Joslyn DiPasalegne	\$228.00	Greg Greene	\$225.00		



LOVE CHECKS



Leslie Greene	9%	\$142.65
Sonja Bennett	9%	\$197.28

Does not include Unit Commissions and Bonuses

Gift Wrapping Video



Gift-Giving Inspiration Alert! From bedazzled skincare to DIY beaded keychains and creative wrapping hacks – it's the perfect way to add a personal touch to your customer gifts.

Re-create one of the ideas for your next customer delivery or open-house display – it's an easy way to make your gifts sparkle!

WATCH





GROWIN' AND

GOIN' UP

SENIOR CONSULTANT

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



TEAM BUILDING
MK CONFIDENT MODULE



STAR TEAM BUILDER

3-4 Active Team Members
4, 6 or 8% Commissions
50% Discount on Red Jacket
\$50 Team Building Bonuses



READY IN RED
MK CONFIDENT MODULE



TEAM LEADER ELITE TM LEADER DIQ

5+ Active Team Members
9 or 13% Commissions
\$50 Team Building Bonuses
5% Second -Tier Team Commission (Elite/DIQ)

Leslie Greene



DIQ

MK CONFIDENT MODULE

DIRECTOR

4, 9, or 13% Personal Commissions
9, 13 or 23% Unit Commissions
\$100 Team Building Bonuses
Unit Bonuses

Earn use of Career Car/
Cash Compensation

Sonja Bennett



Skin Analyzer App - Share the App!



The holidays can be busy, but that doesn't mean your customer connections have to slow down! The Skin Analyzer App is your secret tool to keep serving your customers – even when everyone's schedules are full!

Why it's so beneficial this season:

- Personalized skincare without meeting in person
- Customers feel cared for and confident
- Saves time for you and them
- Builds trust and consistency

Pro Tip: Share the app as part of your "holiday skin check-up" service – a quick, no-stress way to help customers keep glowing through the season!

A POWER NOTE FROM SONJA

The more you
practice the art
of **thankfulness**,
the more you
have to be
THANKFUL for.

– Norman Vincent Peale

Leaves are falling, familiar scents of autumn fill the air, and hearts are bursting with gratitude! I am grateful to be on this journey – grateful to share this amazing opportunity, grateful for our team and **grateful for YOU!**

As you soak in this beautiful season and spend time with family and friends, I hope you'll take a moment to reflect on your own journey of gratitude. Think about the many ways you brighten the lives of those around you. One of the greatest gifts we can offer is simply our time—whether it's shared with loved ones, neighbors, or new friends we've yet to meet. Even the smallest gestures, like a handwritten "I'm grateful for you" note, can leave a lasting impression and warm someone's heart.

Remember to keep thinking Pink! **PINK WEEK - Pink Friday, Small Business Saturday, Sharing Sunday, Cyber Monday - is around the corner!** There is still time to plan your holiday sales strategy. Put pen to paper, write down what you are working towards and what is needed to achieve that goal. Be specific with your plans and goals to track your progress and stay motivated. Always feel free to connect with me for ideas and inspiration. I am here for you!

"Make every day count. Make every hour count. Make every minute count. And don't stop until you have exercised your full potential, realizing your impossible dream and fulfilling your total destiny to become the person that you, and only you are capable of being."

– Mary Kay Ash

Love and Belief,

Sonja

Pink Weekend Ideas



Pink Weekend is Almost Here! Get ready to make this weekend extra special for your customers and your business! *Here are a few ideas you could use:*

- **Create a Pink Weekend Bundle Deal:** "Self-Care Set" - mask + eye patches + lotion = save 15%!
- **Offer Early Access:** Give your VIP customers first dibs Thursday night - everyone loves a sneak peek!
- **Send a Fun Reminder:** A quick email or text with your shopping link keeps them excited and ready to shop!



Spring PCP Enrollment is open from **Nov. 10 - Dec. 11**, enroll your customers so they'll receive the new Spring Look Book—complete with a sample! Plus, you'll unlock early ordering of the gorgeous new spring products.

Get ready to bloom into spring!

DOWNLOAD 

2025 WINTER PRODUCTS

\$46

Mary Kay Clinical Solutions®
Barrier Restore 1:1:3

MARY KAY

CLINICAL
SOLUTIONS

BARRIER
RESTORE 1:1:3

Mary Kay® Shimmer
Eye Shadow Stick

\$20
each

Mary Kay® Great
Heights™ Waterproof
Mascara
\$18

MARY KAY

Pinch
SUCCESS

PINK WEEKEND

Game Plan

NOVEMBER 24TH

MONDAY

- Change your FB Group Cover picture.
- Post in your group, announce your sale, or give a *save the date*, build excitement!
- Email your customers.

Bonus:

- Post in your stories and/or personal page.

NOVEMBER 27TH

THURSDAY

- Post a 1 day countdown.
- Enjoy your day!



NOVEMBER 30TH

SUNDAY

- Post a Sharing Sunday: Share what you love about your MK Biz, or share a It Just Fits video.



NOVEMBER 25TH

TUESDAY

- Post a 3 day countdown.
- Text your customers.

NOVEMBER 28TH

FRIDAY

- Post your deal in your group.
- Post in your stories and/or personal page, but be careful not to share exact discount.

DURING THE SALE

- Text/call customers who ordered and offer them a booking or swag deal.
- Package orders and arrange delivery.
- Send CDS orders, the sooner you place them the sooner your customers will receive their products.

AFTER THE SALE

- Post a thank you at the end of the sale

NOVEMBER 26TH

WEDNESDAY

- Post a 2 day countdown.
- Call VIP customers.

Bonus:

- Post in your stories and/or personal page.

NOVEMBER 29TH

SATURDAY

- Post your Small Biz Saturday promo.
- Reach out to customers who didn't order during Black Friday and offer them a Small Biz Saturday promo.



DECEMBER 1ST

MONDAY

- Post your Cyber Monday promo.
- Reach out to customers who didn't order yet and offer them a Cyber Monday promo.



Tips:

Schedule your posts ahead of time, so all you need to do next week is engage with comments.

On your website:

Turn OFF EZ Ship
Turn OFF Guest Checkout
Set your Free Shipping Level

THE SOARING SENSATIONS



SONJA BENNETT

4508 Kenning Park Drive
Raleigh, NC 27616
803-347-1922
www.sonjabennettbellamy.com

IMPORTANT DATES

- Nov 10** - Early ordering begins
- Nov 15** - Ordering open for all
- Nov 27** - Thanksgiving
- Nov 28** - Pink Friday
- Nov 28** - Last day to place telephone orders
- Nov 29** - Small Business Saturday
- Nov 30** - Last day to place on-line orders
- Dec 1** - Cyber Monday
- Dec 15** - Quarter 2 Ends
- Dec 16** - Quarter 3 Begins
- Dec 25** - Merry Christmas
- Dec 30** - Last day to place telephone orders
- Dec 31** - Last day to place on-line orders

NOV. & DEC. CHALLENGE



Enjoy exclusive rewards when you achieve the
Power UP & Grow Selling Challenge! Earn

800 STAR CREDITS

when you order \$600 or more in whsl Section 1
products* in November and December!

MARY KAY

POWER UP & GROW SELLING CHALLENGE TRACKING SHEET

The Power UP & Grow Selling Challenge time frames:
• July 1 - Aug. 30, 2025
• Sept. 1 - Oct. 31, 2025
• Nov. 1 - Dec. 31, 2025

A challenge is achieved when an Independent Beauty Consultant or Independent Sales Director orders \$600 or more in wholesale Section 1 products* each month during any challenge time frame.

How To: Check each box once you've reached \$600 in wholesale Section 1 products for that month. You must check a box two months in a row to achieve one of the challenge time frames (Ex. July and August, September and October, November and December). If requirements are met, you can earn special Power UP & Grow Selling Challenge rewards featured on Mary Kay InTouch®.

CHALLENGE 1:

July \$600	+	Aug. \$600
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CHALLENGE 2:

Sept. \$600	+	Oct. \$600
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CHALLENGE 3:

Nov. \$600	+	Dec. \$600
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*Not to legitimate consumer demand. The order(s) can be a single order or cumulative orders of \$600 with Customer Delivery Service, Guest Checkout and EZ Ship order amounts count toward your products. The Independent Beauty Consultant will receive their reward inside their qualifying order. *One reward per achiever.

DOWNLOAD