



Blessed

BEEELIEVERZ

Christi Rossi INDEPENDENT SENIOR SALES DIRECTOR



MARCH 2024
UNIT NEWSLETTER

FEBRUARY RESULTS



Happy Hour



HAPPY HOUR

TRAINING - INSPIRATION - RECOGNITION - FUN
FEBRUARY ACHIEVER!



- Consultant Qualification**
(complete at least 1)
- 1 Personal Team Building Medal (3 or more new team members signed)
 - 2 Team \$2,000 (You + at least 1 team member ordering \$2,000 wholesale total)
 - 3 \$650 personal wholesale & 1 new team member signed

Christian Cisneros

HAPPY HOUR

TRAINING - INSPIRATION - RECOGNITION - FUN
FEBRUARY ACHIEVER!



- Consultant Qualification**
(complete at least 1)
- 1 Personal Team Building Medal (3 or more new team members signed)
 - 2 Team \$2,000 (You + at least 1 team member ordering \$2,000 wholesale total)
 - 3 \$650 personal wholesale & 1 new team member signed

Ada Anderson

WELCOME new consultant



JILL ALBERT

PROUD RECRUITER
CHRISTI ROSSI

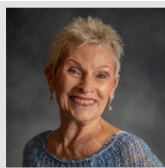


soar like never before

ACHIEVERS



Sandra Swarts*



Josie Knitter



Cheryl Davis



Carolyn Estrella*



Christian Cisneros*



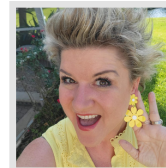
Jodie Cooper



Ada Anderson



Audrey Sylvain



Christi Rossi*



*Completed
Year-Long Consistency
Challenge



soar like never before
MARY KAY

ACHIEVE THE YEARLONG CONSISTENCY CHALLENGE BY COMPLETING THE SOAR LIKE NEVER BEFORE CHALLENGE FOR 12 MONTHS, AND EARN THIS CUSTOM MARY KAY WATCH THAT FEATURES A MOTHER-OF-PEARL FACE AND THE MARY KAY LOGO. YOU'LL ALSO FIND MARY KAY ASH'S SIGNATURE ETCHED ON THE BACK!

MARCH

Take flight with CONFIDENCE!

PLACE \$600+ cumulative wholesale in March to earn your turquoise and iridescent cosmetic bag

soar like never before

Blessed BeelieverZ February TOP TEAMS



Ada Anderson's Team
\$3,402



Lynelle Colon's Team
\$1,653.50



STEP INTO Red!

Cue the confetti & celebrate! When you step into your RED Jacket for the first time, you will earn the Beez Buzz Box & Red Jacket Packet!

YOU'RE INCREDIBLE!

RED JACKET = 3-4 ACTIVE PERSONAL TEAM MEMBERS

RISING RED RUMBLE

RISING RED RUMBLE

MARCH 13, 2024
6:00PM CT | 7:00PM ET

Join us on ZOOM

ALL RED JACKETS are invited to this exclusive monthly zoom call!

Guest Speaker:
Christi Campbell

2 AMAZON GIFT CARDS WILL BE GIVEN AWAY EACH MONTH - GET ENTERED TO WIN WHEN YOU'RE IN THE TOP 10 BASED ON THE RECOGNITION FORMS!

Red Jacket Leaders

Ada Anderson
STAR TEAM BUILDER

Lynelle Colon
STAR TEAM BUILDER

- Jodie Cooper
- Christian Cisneros
- Maria Jannotti
- Angelita Mosley
- Susan Miller*
- LaShelle Furr*
- Jeanie Gigon*
- Faith Johnson*
- Katrina Sergent*
- Tammy Tibbs*
- Terra Pinner*
- Nadia Gerges*

- Audrey Sylvain
- Maria Ramos
- Elvira Irish
- Brenda Carbajal*
- Mary Beth Robbins-Hall*
- Karen Serrano*
- Mechelle Galloyet-Mcdonald*
- Evelyn Pagan*
- Heather Kostura*
- Gillaucya Araujo*
- Kenia Rivers*
- Stacey Shrimplin-Kaser*
- Evangelina Morales*
- Connie Totman*

DON'T MISS OUT ON THIS AMAZING OPPORTUNITY!

MARCH DOUBLE CREDIT! COURT OF SALES

max bonus \$4,000 in addition to \$13,000 cap

Personal WS	Personal Retail	Bonus	Total
\$6,500	\$13,000	\$4,000	\$17,000
\$4,000	\$8,000	\$4,000	\$12,000
\$2,000	\$4,000	\$4,000	\$8,000
\$1,000	\$2,000	\$2,000	\$4,000
\$600	\$1,200	\$1,200	\$2,400
\$400	\$800	\$800	\$1,600
\$225	\$450	\$450	\$900

THIS IS LIKE 3 MONTHS IN 1!

COURT OF SHARING

max bonus 6 in addition to 13 cap

GSQ	Bonus	Total
3	3	6
6	6	12
13	6	19
15	6	19

BOSS

***Inactive team members; regain active status by placing a \$225 wholesale order to receive discount ordering privilege**

CAREER PATH DIQ

10+ active team members
Committed to debuting as a Sales Director in 1-4 months

Elite Team Leader

8+ active team members or
5 active + 1 personal RED

Team Leader

5-7 active team members

Star Team Builder

3-4 active team members

Senior Consultant

1-2 active team members

SENIOR CONSULTANTS

Zory Hall

- Janel Mills
- Irene De Jesus*
- Heather Burch*
- Janet Reinalda*
- Ivonne Bachar*
- Shemay Castro*

Luz Melendez

- Cheryl Davis
- Olga Flores
- Josephine Santiago*
- Esmirna Reyes*

Janel Mills

- Wendy Chacon
- Karla Suszek
- Christina Alverio*
- Milagros Vazquez*
- Jennifer Flores*
- Rose Acosta*
- Avelina Diaz*
- Shonda Johnson*
- Viviana Lopez*
- Cynthia Reyes*
- Giselle Torres*
- Katherine Blix*
- Aida Rivera*
- Janelle Quinones Ricci*
- Cecilia Mills*
- Magda Benavides*
- Yeraldine Feliz*

Pauline Doan

- Jackie Miller
- Teresa Weiler

Susann Pool-Vega

- Gina Pinkham

Jenein Hamilton

- Kammy Berry

Marty Woods

- Marie Hendry
- Sheri Kelly
- Libby Wyrick*
- Lisa Strauser*

Christian Cisneros

- Meredith Baden

***Inactive team members; regain active status by placing a \$225 wholesale order to receive discount ordering privilege**

QUARTER THREE STAR CONSULTANT TRACKING

December 16, 2023 - March 15, 2024

You got this!



3RD QUARTER Star PARTY
MARCH 30TH @ 12:30PM

All 3rd Quarter Stars are invited to a **2 HOUR ST JOHN'S ECO TOUR!**

Meet behind the Swamp House
 488 W Highbanks Rd
 DeBary, FL 32713
 Arrive at 12:30pm
 Ride is from 1:00pm - 3:00pm
 Emerald and Pearl Stars are paid for!
 All others, the cost is \$30
There are limited seats so earn it and register early!

On Target Q3 STAR CONSULTANTS
 as of March 5th
 December 16, 2023 - March 15, 2024

 Christi Rossi Total: \$5,974 PEARL ACHIEVED!	 Carolyn Estrella Total: \$4,354.50 Needed for Pearl: \$445.50	 Josie Knitter Total: \$2,793 Needed for Diamond: \$207	 Christian Cisneros Total: \$2,317.50 Needed for Ruby: \$82.50
 Sandra Swarts Total: \$1,834.50 Needed for Ruby: \$565.50	 Audrey Sylvain Total: \$1,805.50 Needed for Ruby: \$594.50	 Jodie Cooper Total: \$1,669.50 Needed for Star: \$130.50	 Cheryl Davis Total: \$1,322.50 Needed for Star: \$477.50
 Maria Irizarry Total: \$1,247 Needed for Star: \$593	 Jaclyn Miller Total: \$863.50 Needed for Star: \$936.50	<p><i>Blessed Beelieverz</i></p>	

soar like never before

YTD COURTS



Queen of Sales
Josie Knitter

\$21,587



Queen of Sharing
Ada Anderson

2Q

TOP TEN

- Josie Knitter \$21,587.00
- Christian Cisneros \$15,756.00
- Sandra Swarts \$13,280.00
- Jodie Cooper \$11,721.00
- Carolyn Estrella \$9,927.50
- Cynthia D'Andrea \$9,368.00
- Cheryl Davis \$8,305.00
- Maria Irizarry \$7,720.00
- Audrey Sylvain \$6,373.50
- Ada Anderson \$4,517.00

Beez
MEET UP MONDAY

Join us Monday evenings in person or on Zoom as we read & study Atomic Habits by James Clear & Dive into the Boss Babe Series "Be A Risk Taker"

Beehive Studio: 301 N Pine Meadow Dr, DeBary, FL
 (Doors open at 5:45)
6:00-8:00pm EST

Hosted by Sales Director
Christi Rossi

soar like never before
MARY KAY

Special Recognition & drawings for those who achieve \$600+ by the 15th

WHEN YOU HAVE \$300+ WHOLESALE IN BY THE 15TH YOU WILL BE INVITED TO HEAR FROM INNER CIRCLE. SR. NATIONAL SALES DIRECTOR LISA MADSON AS SHE SHARES HOW YOU CAN CONTINUE SOARING TO YOUR DREAMS THIS SEMINAR YEAR!

TUESDAY MARCH 19TH
6:00 PM PST - 7:00 PM MST
8:00 PM CST - 9:00 PM EST
ON ZOOM

Lisa Madson
INNER CIRCLE. SR. NATIONAL SALES DIRECTOR

SOARING HIGHER
Per Page \$600+ by the 15th

CONSISTENCY CLUB

PLACE YOUR \$600+ ORDER BY THE 15TH EACH MONTH
JULY 2023 - JUNE 2024
AND YOU'LL BE ENTERED FOR OUR END OF SEMINAR YEAR GRAND PRIZE DRAWINGS!

ONE \$500 DRAWING
FIVE - \$200 DRAWINGS
FIVE - \$100 DRAWINGS

Treat Yourself AND THE ONES YOU LOVE TO THE NEW! LIMITED EDITION MARY KAY ROSEMARY MINT PEDICURE SET!

Rosemary Mint Foot Scrub

Rosemary Mint Foot Lotion

Nail Buffer

Heart-Shaped Pumice Stone

\$30

BOSS

THE BEEZ

It Factor

IT FACTOR
15 Faces
5 Career Chats
\$650 wholesales order

IT FACTOR ELITE
30 Faces
10 Career Chats
\$1000 wholesales order
1 New Team Member

HOLY IT
60 Faces
25 Career Chats
\$1500 wholesales order
3 New Team Members (Bronze Medal)

soar like never before
MARY KAY

Build your Bracelet!

earn CHARMS every time you:

- add a great-start qualified team member
- earn a teambuilding medal (bronze, silver, or gold)

AND! Receive an actual medal when you earn a teambuilding medal in the month!

START A MARY KAY BUSINESS FOR ONLY \$10!

\$5 **ESTART** the first step in starting a Mary Kay business!

INCLUDES:

- Welcome Brochure, Great Start Brochure, The Look Catalog, TimeWell® Makeup Sensi Sample Set in Normal/Dry & Combination/Oily and TimeWell® Eye Cream Samples
- Access to a beautifully branded Mary Kay® Personal Web Site for one year.
- Free apps to help you sell Mary Kay® products anytime, anywhere.
- Online step-by-step education to help you grow as you go!
- Digital tools and marketing resources for managing your business.
- Customer support.

BOSS



SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
25	26	27	28	29	01	02 Saturday Skincare Social 10am-12pm @ Debarry Executive Center 301 N Pine Meadow Dr Debarry, FL 32713
03 SUBMIT	MILLION \$ MOVERS & SHAKERS 6:00-8:00pm Debarry Executive Center 301 N Pine Meadow Dr, Debarry, FL Engage to Elevate 4pm EST - Must be registered to participate	05	06 HAPPY HOUR ZOOM 1:00pm EST on ZOOM must qualify to attend	07 It Just Fits YouTube Event Featuring Gloria Mayfield Banks 4pm AK 5pm PST 6pm MST 7pm CST 8pm EST	08	09
10 SUBMIT	Meet Up Monday 6:00-8:00pm EST in Person @ Beehive Studio 301 N Pine Meadow Dr, Debarry, FL Virtual Option: Zoom: beez1 CHAPTER 12 Engage to Elevate 4pm EST - Must be registered to participate	12	13 RISING RED RUMBLE 7:00 EST / 6:00 CST REDS are invited to attend WINNING WEDNESDAY 8:30EST / 7:30 CST zoom id: 3372906173 PW: shine	14 Director/Reds Meeting The Center @ Deltona 10am-12pm	15 Payday ★★★★★ Quarter 3 Star Consultant Deadline	16
17 SUBMIT	Meet Up Monday 6:00-8:00pm EST in Person @ Beehive Studio 301 N Pine Meadow Dr, Debarry, FL Virtual Option: Zoom: beez1 CHAPTER 13 Engage to Elevate 4pm EST - Must be registered to participate	19 Pre-Soar Prize Zoom 10pm ET must qualify to attend	20	21	22 Career Conference - Charlotte, NC	23
24 SUBMIT	Meet Up Monday 6:00-8:00pm EST in Person @ Beehive Studio 301 N Pine Meadow Dr, Debarry, FL Virtual Option: Zoom: beez1 CHAPTER 14 Engage to Elevate 4pm EST - Must be registered to participate	26 DREAM BIG! EMPOWERED BY PINK MARKETING EVENT ON ZOOM 4pm AK 5pm PST 6pm MST 7PM CST 8PM EST	27 Power Hour Booking @ 1:00pm EST Zoom 954-240-6092 ALL ARE INVITED TO ATTEND! WINNING WEDNESDAY 8:30EST / 7:30 CST zoom id: 3372906173 PW: shine	28 Feelin' Lucky Glam Session Virtual Pampering Session 7:00 pm EST on Zoom	29	30 Quarter 3 Star Party! 12:30pm St. John's EcoTour
31 SUBMIT	01	02	03	04	05	06

A1 CLUB ACHIEVERS



Christian Cisneros
 Audrey Sylvain
 Josie Knitter
 Sandra Swarts
 Jodie Cooper
 Cheryl Davis
 Ada Anderson
 Carolyn Estrella
 Julie Tussing
 Karla Suszek
 Janel Mills
 Cynthia D'Andrea
 Gina Pinkham
 Zory Hall
 Ketty Ortiz
 Meredith Baden
 Chris Sekunna
 Jaclyn Miller

Kammi Berry
 Susann Pool-Vega
 Schrieka Shakeel
 Karen Cyrankowski
 Pauline Doan
 Darlene Johnson
 Lynelle Colon
 Katy Ray
 Lois Sevcech
 Angelita Mosley
 Maria Ramos



MARCH CELEBRATIONS!



HAPPY BIRTHDAY



Karla Suszek
 Schbert Brown
 Maria Irizarry
 Selina Felton
 Lynelle Colon
 Cynthia Reyes
 Kammi Berry

Josie Knitter
 Marie Hendry
 Patty Phelan
 Heather Watson
 Paula Wagener
 Pauline Doan
 Schrieka Shakeel

HAPPY MK ANNIVERSARY

Gina Pinkham
 Kathryn White
 Suyapa Chacon
 Cynthia D'Andrea
 Angelita Mosley

Amanda Gonzalez
 Maria Tirado
 Katelyn Green



UNDERSTANDING Activity Status & Discount

A1	A2	A3	I1	I2	I3	T1	T
active month 1	active month 2	active month 3	inactive month 1	inactive month 2	inactive month 3	terminated month 1	remaining months
Place at least a \$225 wholesale section 1 order & receive the Earned Discount Privilege of 50%. Additional orders of any size this month are also 50% off.	Earned Discount Privilege of 50% on any size order. A cumulative wholesale order of \$225+ in either of these 2 months will reinstate your A1 Status.		No product ordering discount. Must place at least a \$225 wholesale section 1 order to reactivate and receive the Earned Discount Privilege of 50%.			Will permanently lose all Team Members if no minimum \$225 wholesale section 1 order is placed this month.	After 12 months of not ordering you are no longer a Mary Kay Consultant and must sign a new agreement.
Earned Discount Privilege (EDP) Use of Customer Delivery Service (CDS) Receive Commissions on Team Member Orders Counts as an ACTIVE unit/team member Receives the Applause magazine			No EDP No CDS Forfeits Recruiting Commissions earned Receives the Applause magazine			No EDP No CDS Cannot Recruit No Applause magazine	

Earned Discount Privilege works this way: You receive a 50% discount on any Section 1 wholesale order when you order a minimum \$225 wholesale (\$450 retail). You will continue to receive a 50% discount on any Section 1 product order (regardless of size) as long as you remain "Active".

"Active" status: The month you place a minimum \$225 wholesale order (\$450 retail) and the two following calendar months you are considered "Active." As long as you remain "Active" you receive your Earned Discount Privilege and 50% discount buying power plus the privilege to use the Customer Delivery Service (as long as you also maintain a Propay account)! The \$225 wholesale minimum may be accrued **cumulative** during any single month period. For example, should you already be "Active" and take advantage of your Earned Discount Privilege and place two wholesale orders during a single month period totally \$225 wholesale cumulative during that month period; you would start over again with the month being your **NEW** "Active" Status (A1) and you would have two further months of "Active" status available after that month.

JAN	FEB	MAR	APR	MAY
\$0 INACTIVE	\$225 WHOLESALE A1	\$0 A2	\$0 A3	\$0 INACTIVE
\$225 WHOLESALE A1	\$225 WHOLESALE A1	\$0 A2	\$0 A3	\$0 INACTIVE
\$225 WHOLESALE A1	\$0 A2	\$80, \$145 WHOLESALE A1	\$180 A2	\$225 WHOLESALE A1

Christi Rossi

212 HAVERFORD CT
DEBARY, FL 32713

**8 OUT OF THE GATE PROMOTION EXTENDED
UNTIL JUNE 30, 2024!**



- Must be active
- Must finish with 24 active team members
- Must qualify in one, two, three or four months
- \$13,500 cumulative team wholesale in one, two or three months or \$18,000 cumulative DIQ team wholesale in four months
- \$4,000 minimum team wholesale each month
- DIQs may contribute up to \$3,000 in personal wholesale **BOSS**

To the Fabulous

DIRECTORS IN QUALIFICATION



ELITE TEAM LEADERS



TEAM LEADERS



STAR TEAM BUILDERS



Lynelle Colon



Ada Anderson

SENIOR CONSULTANTS



Pauline Doan



Zory Hall



Luz Melendez



Christian Cisneros



Marty Woods



Janel Mills



Jenein Hamilton



Susann Pool-Vega

Blessed Believerz

