



Blessed BEELEEVERZ

Christi Rossi INDEPENDENT SENIOR SALES DIRECTOR



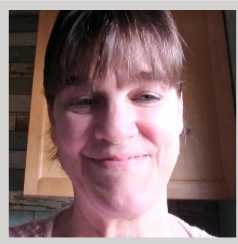
FEBRUARY 2022
UNIT NEWSLETTER

JANUARY RESULTS

Golden Girls



SARAH
ROBINSON



LYNETTE
TESTERMAN



JOSIE
KNITTER

POWERED BY



Pink ACHIEVERS



Sarah Robinson



Lynette Testerman



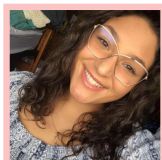
Josie Knitter



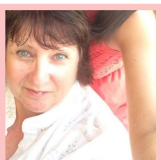
Cheryl Davis



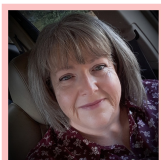
Karen Schindell



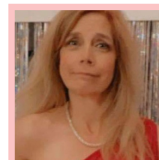
Lucia D'Andrea



Leslie Steinwachs



Jill Leary

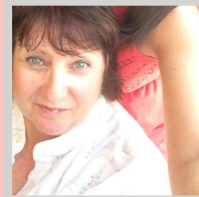


Pauline Doan



Christi Rossi

WELCOME new consultants



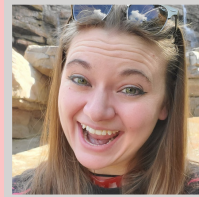
LESLIE
STEINWACHS

PROUD RECRUITER:
CHRISTI ROSSI



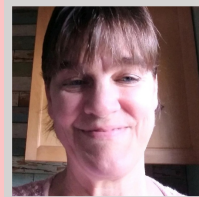
ESMIRNA
REYES

PROUD RECRUITER:
LUZ MELENDEZ



SARAH
ROBINSON

PROUD RECRUITER:
CHRISTI ROSSI



LYNETTE
TESTERMAN

PROUD RECRUITER:
CHERYL DAVIS



On-Target for the
Spring & Year-Long
Consistency Challenges!

Earn your Powered by
PINK jewelry this month
by placing a \$600
(cumulative) wholesale
order!



BEZ Teams of Teams

JANUARY 2022

Top Teams

1. Cheryl's Miracle Achievers \$2,642.38
2. Zory's Brilliant Resilient Bees \$2,085.50
3. Luz's Determined Divas \$1,136.50



RISING RED RUMBLE

MARCH 9, 2022
6:00PM CT | 7:00PM ET



featuring NSD Dawn Offen Sweeney

ALL **RED JACKETS** are invited to this exclusive monthly zoom call! End the month officially in **RED** (with 3+ active team members) for your invite.



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!



EARN YOUR BEEZ BUZZ BOX!

- EARN YOUR EXCLUSIVE BEEZ BUZZ BOX EACH MONTH YOU ARE OFFICIALLY A **RED JACKET** WITH 3 OR MORE ACTIVE TEAM MEMBERS
- EARN AN **ENHANCED BEEZ BUZZ BOX** (INCLUDES A FULL-SIZE PRODUCT GIFT) WHEN YOU AND YOUR TEAM ACHIEVE **TEAM \$2000** IN THE MONTH
- THE **#1 RED JACKET** FOR THE MONTH (WITH HIGHEST TEAM + PERSONAL PRODUCTION) WILL EARN AN EXTRA SPECIAL **SURPRISE** IN HER BUZZ BOX!

Red Jacket Leaders



Lynelle Colon

ELITE TEAM LEADER

- Mary Beth Robbins-Hall
- Jessica Bellville
- Branda Carabajal
- Mechelle Gallyot-McDonald
- Evangelina Morales
- Evelyn Pagan
- Connie Totman
- Lily Velazquez
- Maria Ramos
- Teresa Ferriera*
- Brenda Ramos*
- Terry-Luz Cruz*
- Charlynn Porter*
- Clarissa Bonilla*
- Ariel Bradford*
- Celene Ennevor*
- Monica Landreau*
- Margaret Martinez*
- Betzaida Mercado*
- Aimee Portes*
- Evelyn Potter*
- Lucy Rodriguez*
- Rossane Rodriguez*
- Zeneida Santana*
- Carissa Wilson*
- Sarah Mullins*
- Lisa Sexton*



Zory Hall

STAR TEAM BUILDER

- Shemay Castro
- Janel Mills
- Diana Alvarado
- Janet Reinalda
- Shelia Hamberlin*
- Ivonne Bachar*
- Irene De Jesus*
- Penny Rivera*
- Bette-Jean Bertram*
- Christina Hauck*
- Candi Treat*
- Joann Castanon*

*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

Cheryl Davis

- Shannon Myers
- Lynette Testerman
- Minnie Bryant*
- Darlene Gwinnett*
- Folami Hokulani*

Pauline Doan

- Jackie Miller
- Teresa Weiler
- Clarice Ellis*
- Terri Shurdom*
- Nathalia Smith*

Luz Melendez

- Cheryl Davis
- Dolores Guzman
- Kimberlie Jones*
- Olga Flores*
- Esmirna Reyes*

Lily Velazquez

- Juliette Santiago
- Alinah Torres*
- Lindsey Walton*
- Alexander Howard*
- Julybeth Velez*
- Marissa Rivera*

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

QUARTER THREE STAR CONSULTANT TRACKING

Quarter 3 : December 16, 2021 - March 15, 2022

NAME	CONTEST POINTS	left for:				
		SAPPHIRE	RUBY	DIAMOND	EMERALD	PEARL
Christi Rossi	6,364	★	★	★	★	★
Sarah Robinson	3,687.50	★	★	★	★	1112.50
Josie Knitter	3,605	★	★	★	★	1195
Karen Schindell	3,220.45	★	★	★	379.55	1579.55
Cheryl Davis	2,776.25	★	★	223.75	823.75	2023.75
Lynette Testerman	1,903	★	497	1097	1697	2897
Jill Leary	1,093.80	706.20	1306.20	1906.20	2506.20	3706.20
Pauline Doan	1,017	783	1383	1983	2583	3783
Sherry Rumel	930	870	1470	2070	2670	3870
Connie Totman	683	1117	1717	2317	2917	4117
Lucia D'Andrea	624	1176	1776	2376	2976	4176
Luz Melendez	614	1186	1786	2386	2986	4186
Leslie Steinwachs	603.50	1196.50	1796.50	2396.50	2996.50	4196.50
Patricia Cox	599.50	1200.50	1800.50	2400.50	3000.50	4200.50
Zory Hall	554.50	1245.50	1845.50	2445.50	3045.50	4245.50
Jackie Miller	547	1253	1853	2453	3053	4253

YTD COURTS



Queen of Sales
Josie Knitter
\$17,589



Queen of Sharing
Lynelle Colon

TOP TEN

- 1 Josie Knitter \$17,589
- 2 Marty Woods \$16,179
- 3 Cheryl Davis \$11,417
- 4 Jill Leary \$10,771
- 5 Sherry Rumel \$9,380
- 6 Sarah Robinson \$8,536
- 7 Chris Sekunna \$8,012
- 8 Lynelle Colon \$7,354
- 9 Lisa Strauser \$7,214
- 10 Mary Hanneman \$6,729

TOP TEN

- 1 Lynelle Colon 5Q
- 2 Marty Woods 4Q
- 3 Cheryl Davis 2Q
- 4 Ruby Killingsworth 1Q
- 5
- 6
- 7
- 8
- 9
- 10

February 2022 Consultant



CA\$H GIVEAWAY!

WHEN WE COMPLETE
30 SHARES
I'M GIVING AWAY

\$100

WHEN WE HAVE
10 NEW
I'M GIVING AWAY

\$150

WHEN WE HAVE
20 NEW
I'M GIVING AWAY

\$300

Get an entry into the CA\$H giveaway for EVERY INTERVIEW GUIDE (front & back completed) you turn into Christi!

Sign your agreement (new Beauty Consultants) and get an entry into the drawing!

New Beauty Consultants who become Great-Start Qualified in December will get 5 extra entries into the CA\$H drawing!

*Interview Guides must be turned into Christi WITH ALL QUESTIONS ANSWERED to count for the contest. Email completed guides to christirossimk@gmail.com



FEBRUARY Items Sold Challenge

When our Unit sells 800 items in February ... 1 person will win the ENTIRE NEW Spring Line (\$267 retail value).

Please post your items sold in our Facebook group to be entered to win! * Contest sheet due by Tuesday, March 1

Sell 30 items, \$300 w/s* 1 NEW Spring Product
Sell 60 items, \$600 w/s* 2 NEW Spring Products + Feb. Pink Power Jewelry
Sell 90 items, \$900 w/s* 3 NEW Spring Products + Feb. Pink Power Jewelry
Sell 120 items, \$1200 w/s* 4 NEW Spring Products + Feb. Pink Power Jewelry

1	31	61	91
2	32	62	92
3	33	63	93
4	34	64	94
5	35	65	95
6	36	66	96
7	37	67	97
8	38	68	98
9	39	69	99
10	40	70	100
11	41	71	101
12	42	72	102
13	43	73	103
14	44	74	104
15	45	75	105
16	46	76	106
17	47	77	107
18	48	78	108
19	49	79	109
20	50	80	110
21	51	81	111
22	52	82	112
23	53	83	113
24	54	84	114
25	55	85	115
26	56	86	116
27	57	87	117
28	58	88	118
29	59	89	119
30	60	90	120



Name: _____
Items Sold _____

Wholesale Orders:

\$200 \$220 \$240 \$260 \$280 \$300 \$320 \$340 \$360 \$380 \$400 \$420 \$440 \$460 \$480 \$500 \$520

Wholesale* Cumulative amount of orders between February 1-28. Not just based on wholesale ordering. Sell * Must sell the number of items listed on sheet each month.

Build your Bracelet!

earn CHARMS every time you:



ADD a Great-Start Qualified TEAM MEMBER

earn a TEAMBUILDING MEDAL (BRONZE, SILVER, OR GOLD)



Monthly Giveaway!

Get an entry into our monthly blanket giveaway when:

- you promote yourself up the career path! (1 entry for every promotion in the month)
- you recruit a new team member (1 entry for every new team member)
- you bring in a new Personal Qualified Team Member (5 entries!)

At the end of the month we'll do a drawing for one lucky winner to get this adorable, cozy MK throw blanket!



POWER UP YOUR

Team building!

JANUARY - MARCH 2022

EARN THIS THREE-STRAND GOLD & PINK PEARL BRACELET WHEN YOU:

- ✓ \$600 WHOLESALE IN JAN
- ✓ \$600 WHOLESALE IN FEB
- ✓ \$600 WHOLESALE IN MAR
- ✓ ADD 3 NEW GSQ JAN - MAR



PINK

A1 CLUB ACHIEVERS

Sarah Robinson
Lynette Testerman
Josie Knitter
Cheryl Davis
Karen Schindell
Lucia D'Andrea
Leslie Steinwachs
Jill Leary
Pauline Doan
Sherry Rumel
Luz Melendez
Lizzette Rivera
Chris Sekunna
Jackie Miller
Carol Carson

Teresa Weiler
Janet Reinalda
Julia Fink
Cindy Spray
Karen Cyrankowski
Mary Beth Robbins-Hall
Ivy Thomas
Evelyn Pagan
Patricia Cox
Courtney Ford
Evangelina Morales
Connie Totman
Shannon Myers
Jennifer Stapleton
Christi Rossi

MARCH CELEBRATIONS!



HAPPY BIRTHDAY

Lynelle Colon	Luz Cervantes
Kammi Berry	Celebe Ennevor
Josie Knitter	LaShandah Owens
Gretchen Partington	Jessica Bellville
Marlyce Rodriguez	Pauline Doan
Karen Schindell	Aimee Portes
Patricia Phelan	Penny Rivera

HAPPY MK ANNIVERSARY

Serene Dorgan	9
Gina Pinkham	5
Monia Landreneau	1
Brenda Carbajal	1

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 totaling \$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

Senior Consultants

Star Team Builders

Team Leaders

Elite Team Leaders

Directors-in-Confederation

Blessed BeLieverZ

offering sales director

Christi Rossi

212 HAVERFORD CT
DEBARY, FL 32713



FULFILLING A MILLION
DREAMS IN OUR
MILLION DOLLAR YEAR!



To the Fabulous:

