



Blessed

BEELEVERZ

Christi Rossi INDEPENDENT SENIOR SALES DIRECTOR



SEPTEMBER 2023
UNIT NEWSLETTER

AUGUST RESULTS

Happy Hour

YOU EARNED
HAPPY HOUR
Cynthia D'Andrea
\$650+ & 2 New Team Members in August

Consultant Qualifications completed at least 11
10 Personal Team Building Medals (5 or more new team members signed)
25 from \$2,000 PWA + all team 1 team member ordering \$2,000 wholesale total
\$650 personal wholesale & 1 new team member signed

Director Qualifications completed at least 11
10 or more Unit Great Start Qualified
25 for more new Unit Agreements
\$2,000 personal wholesale & 1 new team member signed

YOU EARNED
HAPPY HOUR
Janel Mills
\$650+ & 1 New Team Member in August

Consultant Qualifications completed at least 11
10 Personal Team Building Medals (5 or more new team members signed)
25 from \$2,000 PWA + all team 1 team member ordering \$2,000 wholesale total
\$650 personal wholesale & 1 new team member signed

Director Qualifications completed at least 11
10 or more Unit Great Start Qualified
25 for more new Unit Agreements
\$2,000 personal wholesale & 1 new team member signed

soar like never before

ACHIEVERS



WELCOME new consultants

JENNIFER FLORES
PROUD SPONSOR
JANEL MILLS

CHRISTIAN CISNEROS
PROUD SPONSOR
ADA ANDERSON

MINDY NADEAU
PROUD SPONSOR
CHRISTI ROSSI

WALTER DANDREA
PROUD SPONSOR
HEATHER NEUGART

HEATHER NEUGART
PROUD SPONSOR
CYNTHIA D'ANDREA

RACHEL PAINE
PROUD SPONSOR
CYNTHIA D'ANDREA

WELCOME

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!

*Completed Year-Long Consistency Challenge



HAPPY HOUR
TRAINING - INSPIRATION - RECOGNITION - FUN

Consultant Qualification (complete at least 1)

- 1 Personal Team Building Medal (5 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

Director Qualification (complete at least 1)

- 1 4 or more Unit Great Start Qualified
- 2 10 or more new Unit Agreements
- 3 Personal Gold Medal

October 4, 2023
12pm CST | 1pm EST
Zoom ID will be sent to you upon completion of qualifications

Blessed BeelieverZ August TOP 3 TEAMS



Janel Mills' Graceful Achievers \$1,654.50



Zory Hall's Brilliant Resilient Bees \$1,141



Pauline Doan's Team \$1,130.75



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!

RED JACKET = 3-4 ACTIVE PERSONAL TEAM MEMBERS

RISING RED RUMBLE

MK 60th Anniversary Celebration! RISING RED RUMBLE

SEPTEMBER 13, 2023

6:30PM CT | 7:30PM ET
ZOOM: 668 160 8642

Note time change!

Guests encouraged to attend with you! ALL consultants are invited!



ALL CONSULTANTS are invited to this exclusive SPECIAL monthly zoom call! SPECIAL RECOGNITION FOR OUR RED JACKETS!



Special Recognition for FIRST TIME REDS!

Red Jacket Leaders



Lynelle Colon
TEAM LEADER

- Brenda Carbajal
- Evangelina Morales
- Mary Beth Robbins-Hall
- Stacey Shrimplin-Kaser
- Kenia Rivers
- Karen Serrano*
- Mechelle Galloyet-Mcdonald*
- Evelyn Pagan*
- Heather Kostura*



Ada Anderson
STAR TEAM BUILDER

- Jodie Cooper
- Angelita Mosley
- Tammy Tibbs
- Katrina Sergent
- LaShelle Furr*
- Jeanie Gigon*
- Faith Johnson*
- Susan Miller*



Zory Hall
STAR TEAM BUILDER

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



Janel Mills
TEAM LEADER

- Cynthia Reyes
- Milagros Vazquez
- Giselleze Torres
- Wendy Chacon
- Janelle Quinones Ricci
- Rose Acosta*
- Avelina Diaz*
- Shonda Johnson*
- Viviana Lopez*
- Cecilia Mills*
- Magda Benavides*
- Aida Rivera*
- Jennifer Flores*
- Christina Alverio*

*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

Cynthia D'Andrea

- Stephanie Patel
- Heather Neugart*
- Rachel Paine*

Pauline Doan

- Jackie Miller
- Teresa Weiler

Jenein Hamilton

- Kammi Berry

Jill Leary

- Sandra Swarts

Luz Melendez

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

Marty Woods

- Sheri Kelly
- Marie Hendry*

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

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QUARTER ONE STAR CONSULTANT TRACKING

June 16 - September 15, 2023

MARY KAY Star Consultant Program
June 16 - Sept. 15, 2023

Be a rising star! You can receive prizes and experiences in the Star Consultant Program while building your Mary Kay business. Here's a small selection of featured prizes this quarter. So check the Star Consultant Program Boutique website for even more rewards. And don't forget: The achievements you enjoy through the Star Consultant Program can help you earn rewards in other Mary Kay programs, so keep reaching for the star!

| | |
|--|---|
| pearl | pearl |
| Solo Stone Ranger Fire Pit and Stove \$599.00 | Apple AirPods (3rd Generation) with Lightning Charger \$249.00 |
| Theragear Pro \$199.00 | Richard Roy 12 Piece Crown-Definition Cookware Set \$499.00 |
| pearl | pearl |
| Magic Chef Portable \$149.00 | Shark Deluxe Steam Pocket Mop \$199.00 |
| Key-Start Heavy-Duty Single-Match Gas with Invert-Adjustable Burners \$199.00 | Shark-Hemmary 2-Piece Tula Set \$199.00 |
| emerald | diamond |
| Colson Travel Scope 50 Portable Telescope \$199.00 | Brighton House Heart Earrings and Necklace Set \$299.00 |
| Keen Granite Stone Oven 2 Slice Toaster \$199.00 | Water-Sensory Spa Charcoal Gel \$99.00 |
| ruby | sapphire |
| High-Motor Power Food Processor and Blender \$199.00 | Preppers Miraculous Sunglasses \$199.00 |
| Supernova Pro Live Stream 32" Power Bag Light \$199.00 | Lily Pulitzer Stainless Steel Home Bottle \$199.00 |
| Cooker's 3-Piece Pizza Grilling Set \$199.00 | Distasteful Lulu Stripe Tote \$199.00 |

On Target Q1 STAR CONSULTANTS
As of September 7, 2023!
June 16, 2023 - September 15, 2023

| | | | |
|---|--|---|---|
| Christi Rossi Total: \$5,994.40 PEARL ACHIEVED! | Josie Knitter Total: \$5,130.20 PEARL ACHIEVED! | Sandra Swarts Total: \$2,431.50 Needed for Diamond: \$568.50 | Cynthia D'Andrea Total: \$1,900.50 Needed for Ruby: \$499.50 |
| Christian Cisneros Total: \$1,818.50 Needed for Ruby: \$581.50 | Marty Woods Total: \$1,280.80 Needed for Star: \$519.20 | Pauline Doan Total: \$1,020 Needed for Star: \$780 | Stacey Shrimplin-Kaser Total: \$986.60 Needed for Star: \$813.40 |
| Jodie Cooper Total: \$899.50 Needed for Star: \$900.50 | Schrieka Shakeel Total: \$815 Needed for Star: \$985 | Blessed Believerz | |

soar like never before BOSS

YTD COURTS



Queen of Sales
Josie Knitter

\$5,268



Queen of Sharing
Ada Anderson

2Q

TOP TEN

- Josie Knitter \$5,268.00
- Christian Cisneros \$4,104.00
- Cynthia D'Andrea \$3,801.00
- Sandra Swarts \$3,794.00
- Jodie Cooper \$2,141.50
- Ada Anderson \$1,913.00
- Schrieka Shakeel \$1,838.00
- Maria Irizarry \$1,401.00
- Janel Mills \$1,370.00
- Martha Woods \$1,308.00



SEPTEMBER 2023

PARTY NEVER LIKE BEFORE!

ACHIEVE YOUR SOAR MAGNETIC CLEAR ACRYLIC PHOTO FRAME WITH \$600+ CUMULATIVE WHOLESALE THIS MONTH!

soar like never before BOSS

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 NATIONAL SALES DIRECTOR LILY GAUTHREUX AS SHE HELPS YOU CONTINUE SOARING TO YOUR DREAMS THIS SEMINAR YEAR!

TUESDAY SEPTEMBER 19TH
7 PM PST. 8 PM MST
9 PM CST. 10 PM EST
ON ZOOM

Lily Gauthreaux
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



Great Start BOOTCAMP

MONDAYS @7:15 - 8:00PM ET

This is training for new consultants still in their Great Start Period

BY INVITE ONLY

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

IT GIRL
45 Faces
15 Career Chats
\$1200 wholesales order
2 New Team Members

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



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!



JOIN US FOR OUR MEET UP MONDAY
RIGHT AT YOUR FINGERTIPS EVERY **MONDAY @6:30-7PM ET**



JOIN US FOR OUR Million \$ Movers & Shakers

HELD ON **SEPTEMBER 4TH @6:30-8:00PM ET**

AT THE MAKE YOUR MARK
247 W VOORHIS AVE | DELAND, FL 32720




THIS IS FULL CIRCLE TRAINING NECESSARY FOR YOUR BUSINESS

Pop this on your schedule, set your alarm

I CAN'T WAIT TO SEE YOU!
Held on beez1 zoom (all lowercase)

BOSS



SEPTEMBER 2023 - BLESSED BEELEVERZ

| SUNDAY | MONDAY | TUESDAY | WEDNESDAY | THURSDAY | FRIDAY | SATURDAY |
|--------|--|--|---|--|---|--|
| 27 | 28 | 29 | 30 | 31 | 01 | 02 |
| | | | | | | Pastries & Pampering 10am-12pm @ Hammer & Stain 121 Victoria Commons Blvd, Deland, FL RSVP & Guest required to attend |
| 03 | 04 MILLION \$ MOVERS & SHAKERS 8:30-10:00PM Make your Mark 247 West Voorhis Ave Deland, FL 32720 (room id: beez1 (all lowercase)) | 05 | 06 Lunch & Learn Pagesetters 12:15pm EST HAPPY HOUR ZOOM 1:00pm EST on ZOOM must qualify to attend | 07 | 08 Holiday Early Ordering | 09 |
| | WEEKLY SUBMIT SCORECARD | ENGAGE TO ELEVATE 8-9:30pm EST in e2e FB Group | 13 Lunch & Learn Pagesetters 12:15pm EST WINNING WEDNESDAY 8:30EST / 7:30 CST zoom id: 3372960173 PW: shine | 14 ORLANDO AREA DIRECTOR/RED MEETING 10AM EST DREAM BIG! Q & A EVENT ON ZOOM 7PM CST 8PM EST | 15 Payday Qualify for Pre-Soar zoom with \$300 by the 15th! | 16 Winter PCP Enrollment opens |
| 10 | 11 NO MEET-UP MONDAY on GREAT START BOOTCAMP today ENGAGE TO ELEVATE 8:00-9:30 EST in e2e FB Group | 12 Holiday Ordering Open for ALL | 13 WINNING WEDNESDAY 8:30EST / 7:30 CST zoom id: 3372960173 PW: shine | 14 DREAM BIG! Q & A EVENT ON ZOOM 7PM CST 8PM EST | 15 Qualify for Pre-Soar zoom with \$300 by the 15th! | 16 Winter PCP Enrollment opens |
| 17 | 18 Meet Up Monday 6:30-7:00pm EST on ZOOM Great Start Bootcamp 7:15-8:00pm EST by invitation only | 19 Pre-Soar Prize Zoom 10PM ET must qualify to attend | 20 Lunch & Learn Pagesetters 12:15pm EST | 21 7pm EST Virtual Star Party with Maranda, Style Expert | 22 DREAM BIG! Q & A EVENT ON ZOOM 7PM CST 8PM EST | 23 10am Star Photo Shoot & Dream Centre in Orlando 1pm Virtual Star Party with Robert Jones, Makeup Artist |
| 24 | 25 Bookin' Bits @ Noon EST Zoom 954-390-6992 Meet Up Monday 6:30-7:00pm EST on ZOOM Great Start Bootcamp 7:15-8:00pm EST by invitation only | 26 | 27 Lunch & Learn Pagesetters 12:15pm EST WINNING WEDNESDAY 8:30EST / 7:30 CST zoom id: 3372960173 PW: shine | 28 DREAM BIG! Q & A EVENT ON ZOOM 7PM CST 8PM EST | 29 | 30 LAST DAY to register for Making the Magic Happen, Central FL Fall Advance at the reduced rate! |



A1 CLUB ACHIEVERS



- | | |
|------------------|------------------------|
| Josie Knitter | Jodie Cooper |
| Christi Rossi | Wendy Chacon |
| Cynthia D'Andrea | Stacey Shrimplin-Kaser |
| Maria Irizarry | Julie Tussing |
| Sandra Swarts | Chris Sekunna |
| Janel Mills | Janelle Quinones Ricci |
| Martha Woods | Irene De Jesus |
| Cheryl Davis | Giselieze Torres |
| Jaclyn Miller | Cynthia Reyes |
| Mary Hanneman | Zory Hall |
| Ada Anderson | Leslie Steinwachs |
| Karen Schindell | Kenia Rivers |
| Pauline Doan | |



SEPTEMBER CELEBRATIONS!



celebrate

HAPPY BIRTHDAY



- Janelle Quinones Ricci
 Susann Pool-Vega
 Mindy Nadeau
 Giselieze Torres
 Barbara Pawley
 Gayle Yenzer

HAPPY MK ANNIVERSARY

- Susann Pool-Vega
 Janel Mills
 Sheri Kelly
 Barbara Pawley



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



Ada Anderson Zory Hall

SENIOR CONSULTANTS



Cynthia D'Andrea Pauline Doan Jenein Hamilton Jill Leary Luz Melendez Marty Woods

Blessed Believerz

