



Blessed

BEELIEVERZ

Christi Rossi SALES DIRECTOR



SEPTEMBER 2024
UNIT NEWSLETTER

AUGUST RESULTS



Happy Hour



HAPPY HANGOUT
SUNDAY, OCTOBER 6 @ 1-3PM

ACHIEVE HAPPY HOUR 2 OF THE 3 MONTHS (JULY / AUGUST / SEPTEMBER) AND EARN YOUR INVITE TO THE EXCLUSIVE HAPPY HANGOUT!

Here's how you achieve HAPPY HOUR!

- Personal Team building Model (3 or more new team members signed)
- Team \$2,000 (You + at least 1 team member ordering \$2,000 wholesale total)
- \$750 personal wholesale & 1 new team member signed

We'll be making a Thanksgiving-Themed decor craft!

Just A Girl With Goals

WELCOME new consultant



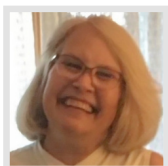
DONNA WILLARD

PROUD RECRUITER:
ADA ANDERSON



POWER YOUR SALES

August Achievers



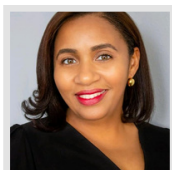
Deborah Laliberte *



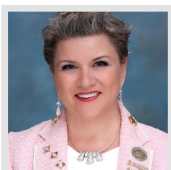
Josie Knitter *



Cynthia D'Andrea *



Janel Mills



Christi Rossi *

POWERUP



September Power Your Sales Prize

*on target
Year-Long Consistency Challenge Prize



Year Long Consistency

POWER YOUR SALES

ACHIEVE THE YEARLONG CONSISTENCY CHALLENGE BY COMPLETING THE POWER UP CHALLENGE FOR 12 MONTHS, AND EARN THIS CUSTOM MARY KAY® CALENDAR!

POWERUP

Blessed BeelieverZ August TOP TEAMS



Janel Mills' Team
\$1,265.00



Zory Hall's Team
\$1,029.50



Cynthia D'Andrea's Team
\$870.00



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

SEPTEMBER 11, 2024
6:00PM CT | 7:00PM ET
Join us on ZOOM



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



Guest Speaker:
NSD Ruth Everhart



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



Lynelle Colon
TEAM LEADER

- Audrey M. Sylvain
- Evangelina Morales
- Maria F. Ramos
- Mary Beth Robbins-Hall
- Stacey A. Shrimplin-Kaser
- Clarissa Bonilla*
- Elvira E. Irish*
- Heather Kostura*
- Kenia Rivers*



Ada Anderson
STAR TEAM BUILDER

- Jodie H. Cooper
- Donna Willard
- Linda J. Mitchel
- Angelita Mosley
- Christian D. Cisneros*
- Tammy Tibbs*
- Betty E. Gutierrez*
- Paola N. Sammons*
- Maria Jannotti*
- Nadia Gerges*
- Terra Pinner*
- Susan Miller*



Zory Hall
STAR TEAM BUILDER

- Irene De Jesus
- Janel Mills
- Shemay Castro
- Janet Reinalda



Janel Mills
STAR TEAM BUILDER

- Katherine Blix
- Vicki Smythe
- Milagros Vazquez
- Christina M. Alverio*
- Sharon L. Brown*
- Wendy R. Chacon*
- Kenia C. Felix*
- Marilu Gonzalez*
- Maria Matos Rubio*
- Delaila Morales*
- Karla Suszek*
- Yeraldine Feliz*
- Giselieze Torres*
- Cynthia Reyes*
- Jennifer Flores*
- Janelle Quinones Ricci*

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

Team Leader

5-7 active team members

Star Team Builder

3-4 active team members

Senior Consultant

1-2 active team members

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

SENIOR CONSULTANTS

Marty Woods

- Marie Hendry
- Sheri J. Kelly*
- Lisa Strauser*

Luz Melendez

- Cheryl F. Davis
- Annie Bailey*
- Olga Flores*

Pauline Doan

- Jaclyn R. Miller
- Teresa L. Weiler

Jenein Hamilton

- Kammi Berry



Enter DIQ with only

8 ACTIVE!

Debut as a Director with only

24 ACTIVE!

EXTENDED
Visit Mary Kay In Touch for more details.

QUARTER ONE STAR CONSULTANT TRACKING

Congrats to our 1st Quarter Stars & On Target Stars

MARY KAY star consultant Program
 AVAILABLE SEPT. 20, 2024
 MARY KAY
 GMM Mary Kay Award
 (LIMITED QUANTITIES)

June 16 - Sept. 15, 2024

Be a rising star! You can earn exciting prizes and experiences in the Star Consultant Program while building your Mary Kay business. Here's a small selection of featured prizes this quarter. But 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 stars!

pearl
 Ocean Navigator Handheld Vacuum
 Coleman Fun on the Water Package
 American Tourister Color Spinner Luggage Set

pearl
 Sunbrella® 21' x 12.5' Smart-1025™ with Grommet Awning
 Jilika Inalsa Acrylic Pitcher With Four Glasses Set

emerald
 Home Bluetooth Speaker and Karaoke Microphone
 Medallion Chills Royal Star Beverage Bucket

diamond
 20' x 14' x 10' Shelter
 Kala Quake-Ready PubSet

ruby
 Mr. Bar-B-Q® Floor Barbecue Tool Set With Case
 Coleman® Easy-Pro® Hot Air Popcorn Maker

sapphire
 Kala Quake-Ready Square Suit Storage - Queen Collection
 Proven® Logging Out Sunglasses - Pink
 Heninger® Egg Capacity Electric Egg Cooker

You got this!

On Target Q1 STAR CONSULTANTS as of September 9th
 JUNE 16, 2024 - SEPTEMBER 15, 2024

Christi Rossi PEARL STAR Achiever! Leading the Way!
 Total # of Stars: 48

Deborah Laliberte RUBY STAR \$192.75
 Total # of Stars: 18
 Needed for Diamond Star

Josie Knitter RUBY STAR \$572.00
 Total # of Stars: 18
 Needed for Diamond

Carol Vanderploeg SAPPHIRE STAR \$415.50
 Total # of Stars: 1
 Needed for Ruby Star

Martha Woods Total: \$1652.50 \$147.50 Needed for Star
 Total # of Stars: 7

Sandra Swarts Total: \$1639.45 \$160.55 Needed for Star
 Total # of Stars: 6

Cynthia D'Andrea Total: \$1,589.00 \$211 Needed for Star
 Total # of Stars: 3

Jodie Cooper Total: \$1415.70 \$384.30 Needed for Star
 Total # of Stars: 3

Audrey Sylvain Total: \$1270.70 \$529.30 Needed for Star
 Total # of Stars: 2

Janel Mills Total: \$1136.25 \$663.25 Needed for Star
 Total # of Stars: 14

Maria Irizarry Total: \$1077.35 \$722.65 Needed for Star
 Total # of Stars: 4

Blessed Believer 3
BOSS

YTD COURTS

Queen of Sales



Court of Sharing



Deborah Laliberte

TOP TEN

1. Deborah Laliberte \$4,823.50
2. Josie Knitter \$3,379.00
3. Cynthia D'Andrea \$3,178.00
4. Sandra Swarts \$2,336.00
5. Martha Woods \$2,077.00
6. Audrey Sylvain \$2,009.00
7. Janel Mills \$1,737.00
8. Carol Vanderploeg \$1,514.00
9. Jodie Cooper \$ 916.00
10. Maria Irizarry \$ 807.00

- Unit Court 6Q & \$10,000
- Princess Court 12Q & \$20,000
- Princess Elite 18Q & \$30,000
- Queen's Court 24Q & \$40,000



Court of Sales
7/1/24-6/30/25
\$40,000 Retail Production

POWERUP!



NSD RUTH EVERHART



NSD AURI HATHWAY



SHOW UP TO POWERUP!

TRACY GIESE - MK CORP STAFF



OCTOBER 11-12
SARASOTA FLORIDA

EVERHART + DRIVEN FALL RETREAT

It's time to celebrate and feel the embrace and enthusiasm of your fellow Mary Kay sisters!

Register at: www.EverhartNationalArea.com

REGISTRATION DEADLINE: 9/23

Registration Fee: \$90
1 night + 2 meals + training

Venmo \$90 to @NSDRuth or \$95 via Paypal

HOTEL INFO.

HOTEL DEADLINE: 9/10

The Carlisle Inn Sarasota
3727 Bahia Vista St. | Sarasota, FL

\$170 per night (Free Breakfast)
for Double Queen or King

Call 1.844.369.2275
"KAY24B" Room Block

or Book online
<https://dhgroup.com/inns/carlisle-inn-sarasota/rooms-rates/>
"KAY24B" Room Block

AGENDA

(Friday) October 11th
Attire: Fiesta-Fun Dress
Power-Up Pre-Party
5:30pm - 6:15pm
Opening Session
6:30pm - 10:00pm
(Saturday) October 12th
Attire: Mary Kay Uniform
9:00am-5:00pm

Blessed Beeliever 2

PRIZE VAULT

GET YOUR NAME ON THE WHEEL FOR A CHANCE TO WIN WHEN YOU ACHIEVE ANY OF THE FOLLOWING:

- \$350 W/SALE BY THE 15TH
- \$700 POWER ACHIEVER
- 1 ENTRY FOR EACH NEW TEAM MEMBER SIGNED
- 5 ENTRIES FOR EACH GREAT START QUALIFIED
- 5 ENTRIES WHEN YOU ARE GREAT START QUALIFIED
- 1 ENTRY WHEN YOU'RE CLEAN ON TARGET FOR STAR

PRIZE WHEEL WILL BE SPUN EACH MONTH!



Blessed Beeliever 2

POWER PARTY

EARN YOUR INVITE IN ANY OF THE FOLLOWING WAYS:

- \$700 POWER ACHIEVER
- ADD A NEW TEAM MEMBER
- ADD 2 PERSONAL QUALIFIEDS
- FINISH THE MONTH CLEAN ON-TARGET FOR STAR

SECOND SUNDAY OF THE MONTH
3:00-5:00pm

@ Christi's Home

RECOGNITION | INSPIRATION | CELEBRATION | EDUCATION



POWER UP

NEW DIRECTOR REWARDS AT LEADERSHIP CONFERENCE 2025

DEBUT FROM AUGUST - DECEMBER 2024

- KATE SPADE TOTE & THEIA JEWELRY SET
- LEADERSHIP CONFERENCE PARTY
- STANDING RECO & BLING BUTTON
- VIP-STATUS JACKET BOUTIQUE EXPRESS LINE ACCESS

DEBUT FROM AUGUST - DECEMBER 2024

WITH 30 - 35 UNIT MEMBERS:

- RECEIVE ALL OF THE ABOVE PLUS...
- A NEW SALES DIRECTOR SUIT JACKET!



POWER UP TO THE MAX!

DEBUT FROM AUGUST - DECEMBER 2024

WITH 36 - UNIT MEMBERS:

- RECEIVE ALL OF THE ABOVE PLUS...
- FREE LEADERSHIP CONFERENCE REGISTRATION!

- TO ENTER THE DIO PROGRAM, AN INDEPENDENT BEAUTY CONSULTANT MUST HAVE 8 OR MORE ACTIVE PERSONAL TEAM MEMBERS THE MONTH PRIOR TO SUBMITTING THE DIO COMMITMENT FORM.
- TO DEBUT AS AN INDEPENDENT SALES DIRECTOR, A DIO MUST HAVE AT LEAST 24 ACTIVE DIO UNIT MEMBERS.
- DIO MUST MEET \$15,500 CUMULATIVE DIO UNIT WHOLESALE SECTION 1 SALES VOLUME IN ONE, TWO OR THREE MONTHS OR \$18,000 CUMULATIVE DIO UNIT WHOLESALE SECTION 1 SALES VOLUME IN FOUR MONTHS.

LUNCH BUNCH
Thursdays @ 11am CT / 12pm ET
ZOOM: Beez1
Join us on ZOOM every Thursday for a POWER HOUR where we'll learn, grow & remind ourselves of the basics of the business. ALL are invited!

THE INNER CIRCLE
POWER Hour!
Last Wednesday of Each Month @ 1pm ET
ZOOM ID: beez1 (all lowercase)
WITH Christi Rosse, Sales Director
A QUICK, ONE HOUR, INSPIRING BOOKING BLITZ! BOOK FOR YOUR UPCOMING APPOINTMENTS, UNIT SELLING, & TEAM BUILDING SCRIPTS PROVIDED!



SEPTEMBER 2024 - BLESSED BEELIEVERZ

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
01 \$1500 in for star SUBMIT	02 Million \$ Monday 6:00-8:00pm EST In Person Abbey Church 350 N Pine Meadow Dr DeBary, FL	03	04	05 LUNCH BUNCH BOOK CLUB CHAPTER 3	06	07
08 \$1650 in for star SUBMIT POWER PARTY 3-5pm @ Christi's Home most qualify to attend	09 Million \$ Monday 6:00-8:00pm EST In Person Abbey Church 350 N Pine Meadow Dr DeBary, FL	10	11 FL Director/Reds Meeting 10am-noon Center @ Deltona RISING RED RUMBLE 10:00 EST / 6:00 CST Reds are invited to attend	12 LUNCH BUNCH BOOK CLUB CHAPTER 4	13	14 MK Red Carpet Reveal 11am-1pm @ Christi's Home GUEST EVENT!
15 STAR CONSULTANT Q1 Deadline \$1800 in for star SUBMIT	16 Million \$ Monday 6:00-8:00pm EST In Person Abbey Church 350 N Pine Meadow Dr DeBary, FL engage to elevate 8PM-9:30 EST on zoom for Registered Participants	17	18	19 LUNCH BUNCH BOOK CLUB CHAPTER 5	20	21 STAR PARTY 11am-3pm @ Christi's Home most qualify to attend
22 \$150 in for star SUBMIT	23 Million \$ Monday 6:00-8:00pm EST In Person Abbey Church 350 N Pine Meadow Dr DeBary, FL engage to elevate 8PM-9:30 EST on zoom for Registered Participants	24	25 Power Hour 1:00pm EST Zoom: 954 240 6092 WINNING WEDNESDAY 8:00EST / 7:00 CST zoom id: 337296111	26 LUNCH BUNCH BOOK CLUB CHAPTER 6	27	28 Saturday Skincare Social 10am-12pm @ Christi's Home 212 Haverford Ct DeBary, FL 32713
29 \$300 in for star SUBMIT	30 Million \$ Monday 6:00-8:00pm EST In Person Abbey Church 350 N Pine Meadow Dr DeBary, FL engage to elevate 8PM-9:30 EST on zoom for Registered Participants	01	02	03	04	05

A1 CLUB ACHIEVERS

Christi Rossi
Cynthia D'Andrea
Josie Knitter
Janel Mills
Deborah Laliberte
Jodie Cooper
Maria Irizarry
Audrey Sylvain
Lynelle Colon
Katherine Blix

Kammi Berry
Martha Woods
Marie Hendry
Sandra Swarts
Donna Willard
Jaclyn Miller
Vicki Smythe
Julie Tussing
Irene De Jesus
Teresa Messerschmidt
Karen Schindell



OT \$700 CONSISTENCY

Deborah Laliberte
Cynthia D'Andrea
Josie Knitter
Christi Rossi



AUGUST CELEBRATIONS!



celebrate

HAPPY BIRTHDAY

Jackie Costello
Delaila Morales
Luz Melendez
Teresa Messerschmidt
Cynthia Johanson
Evangelina Morales
Julie Tussing



HAPPY MK ANNIVERSARY

Shannon Myers
Heather Stewart
Walter D'Andrea
Christian Cisneros
Rachel Paine
Donna Willard



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



Million \$ Monday

Doors open at 5:45pm
Event is from 6:00-7:30pm
Guests attire is cute casual
Consultants/Directors wear MK Attire

- Product Knowledge
- Recognition & Inspiration
- Light snacks
- Prize Giveaways

Cost: FREE for guests!
Consultants: \$5
Directors: \$10

Held at The Abbey Church
350 N Pine Meadow Dr.
DeBary, FL 32713

BOSS

Directors-in-Qualification



Elite Team Leaders



Team Leaders



Star Team Builders



Ada Anderson Janel Mills Zory Hall

Senior Consultants



Luz Melendez Pauline Doan Jenein Hamilton Martha Woods

Blessed BeelieverZ

