



# Winning Team



IN THE ZONE  
Women Of Excellence

# Pearls

**CLOZELLA RAY, SR. SALES DIRECTOR**

**MARCH 2023**

MARY KAY

# GOLDEN Rules

July 1, 2022 - June 30, 2023

## February Achievers



Mable Dickson

Lakeitha Bloomingburg

Vivian Jones

Rose Paige

Clozella Ray



### Expect the Best!

Are you visualizing a bright future? You should be! For 60 years, we've believed in the power of positive expectancy. It can be awesome fuel for your daily momentum! It's also contagious! Others see your optimism and can't help but catch it for themselves. With a team of powerful visualizers, how far will you go?

"Visualize a year filled with accomplishments and the realization of your goals. Filling your mind with positive expectancy and focusing on what you plan to accomplish provide energy that multiplies when you set a desired goal and work toward it." – Mary Kay Ash



**EARN WITH YOUR \$600 W/S ORDER!**

This March key chain card holder, embellished with the Mary Kay® logo and a gold-tone heart key ring clip, can be the reminder you need to maintain your optimistic mindset.

## Year Long Consistency Challenge



### BE GOLDEN!

The mission is set: Embrace and apply the Golden Rule for 12 months as you work your Mary Kay business and complete the monthly challenges. Charge ahead! We're celebrating our 60th anniversary this year, so it's the perfect time to let this founding principle that was so important to Mary Kay Ash be your guiding light. Chances are, you won't regret it! And when you achieve this yearlong consistency challenge, you can earn this gorgeous earrings and bracelet set.



# From Your Director

**BUILDING YOUR LEGACY - WALKING IN YOUR DESTINY**

The countdown is on! The FINAL FOUR of Seminar 2023 —NOW is the time to IGNITE our Focus, determination, and effort and SPRINT to the FINISH LINE together!

This is a company created from a dream. So, Dream BIG and work hard as we finish this race. Let's plan now to celebrate our victories on June 30th.

- ◇ Finish your STAR: Sell Star Gift Certificates
- ◇ What about doing 90 New Faces in 90 days??
- ◇ ENROLL IN THE SUMMER LOOK BEGINNING MARCH 16—THROUGH THROUGH APRIL 17TH. "I love the personal touch that the Preferred Customer Program offers - a beautiful catalog delivered to my customer's door, samples that entice, my personal message – and the wonderful connection when I call them!" – Patricia Toney, Independent Sales Director.
- ◇ Work Full Circle: March Special Starter Options!!
- ◇ Book appointments and show the new products: Clinical Solutions Boosters, New Think of Pink and Very Raspberry Supreme Hydrating Lipstick, Creamy, Dreamy Duo Sticks and Hand Creams!

Set your sights to EXPECT THE BEST IN THE GOLDEN RULES CHALLENGE IN MARCH.

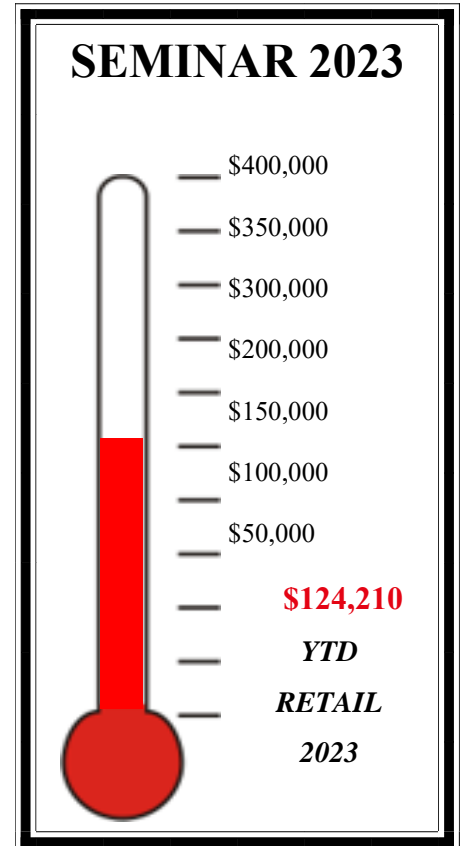


These final four months will be exciting as we SOAR to the TOP together! No matter where you are in your business, you have time to finish the Seminar year with On-Stage Recognition!

*Success is yours when YOU CHOOSE to create it! Success is achieved not by doing only what is comfortable and convenient. Success is built by doing what must be done to reach it. Success is achieved not by waiting until the last minute to get started. Success is created by looking ahead and working to be fully prepared. Success is achieved not by making a halfhearted effort. Success comes when there is rock-solid commitment and real, meaningful purpose. Success is achieved not by waiting for the lucky breaks. Success is built by making the most of whatever circumstances and events may come along. Success is achieved not at random. Success happens when there is a decision and an effort and a commitment to make it happen. Success is achieved not by a lucky few. Success is achieved by anyone who chooses to create it. -- Ralph Marston*

What will you achieve in these last four months? I believe in your SUCCESS! Love and Bee-leave in YOU,

*Clozella*

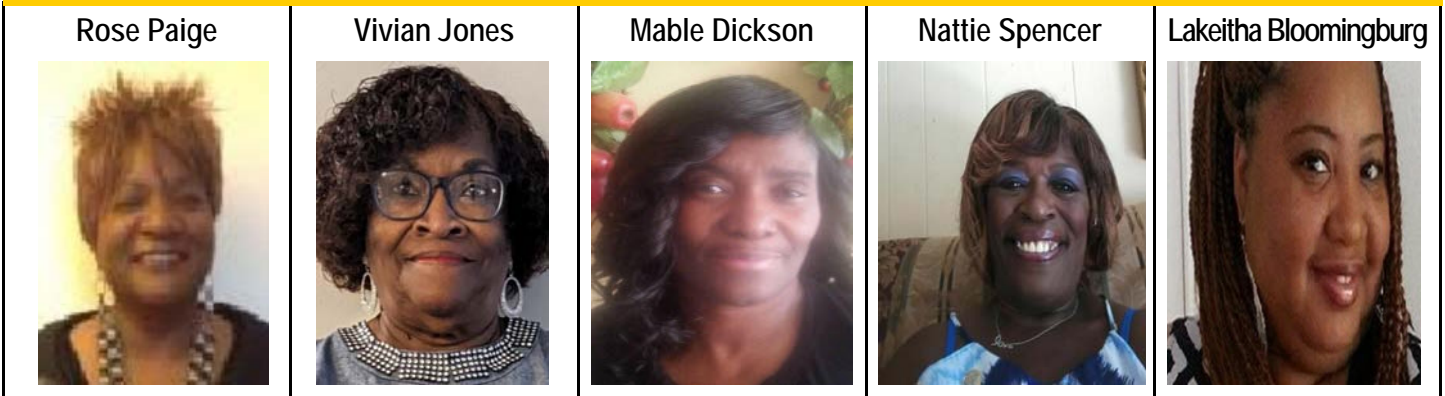


“Make every decision based on the **Golden Rule**, putting yourself in the other person’s shoes and trying to think how she would like to have her problem resolved if you were in her shoes and she was in yours. I guarantee you that it works.”

Mary Kay Wisdom



# Seminar 2023



## 2023 QUEEN'S COURT OF PERSONAL SALES TOP 10 YTD

Name	YTD Contest Credit
ROSE PAIGE	\$17,100.00
Vivian Jones	\$12,506.00
Mable Dickson	\$11,161.00
Nattie Spencer	\$4,777.00
Lakeitha Bloomingburg	\$4,598.00
Zashandra Wright	\$4,342.00
Arceola Walker	\$3,834.00
Yvonne Allen-Stewart	\$3,132.00
Rosetta Cochran	\$2,817.00
Gloria Dotson	\$2,644.00



### Court of Sales

(Retail value of wholesale orders)

Mary Kay	\$40,000
NSD Court	\$20,000
Unit Court	\$16,000

### Court of Recruiting

(Qualified \$600)

Mary Kay	24
NSD Court	12
Unit Court	8

## 2023 QUEEN'S COURT OF PERSONAL SALES

Choice of one



Sell just \$833 per week  
\$1666 w/s per month =  
\$20,000 w/s or \$40,000 Retail

## 2023 QUEEN'S COURT OF SHARING

Choice of one



24 Qualified Team Members  
\*Qualified: \$600 w/s order



## WELCOME NEW CONSULTANT

New Consultant	From	Recruiter
Monique McGee	Marianna, AR	Lakeitha Bloomingburg
Shaunteria Walton	Marianna, AR	Lakeitha Bloomingburg
Pearlene Grinstead	Broadview, IL	Clozella Ray
Juanita Simmons	Forrest City, AR	Vivian Jones
Scarlet Walton	Memphis, TN	Brenda Hoy
Kaylee Brown	Memphis, TN	Shirley Grady-Alexander

## WELCOME BACK CONSULTANTS

Luxine Bell  
 Agwenda Haggans  
 Dell Henderson  
 Nacole Ratchford  
 Danita Branch

Israel Bloomingburg  
 Susan Harper-Robinson  
 Cassandra Hopkins  
 Andrea Williams  
 Sharon Byrd



### New Independent Beauty Consultant Startup Guide

A step-by-step guide to help set you up for success right away.

[www.marykayintouch.com](http://www.marykayintouch.com)

- ➔ Education
- ➔ New Independent Beauty Consultants Start Here



The support you'll need to **connect** with your first hostesses and customers – not to mention to **reimagine** your future and joyfully explore an opportunity with **no boundaries**, just beginnings – is right here! No matter how you choose to begin, you also have access to tools, tips and selling techniques that will increase your **confidence** and **empower** your sales transactions. **Brains. Beauty. Boldness.** Now *that's* the **Start** of Something Beautiful!



# Team Build Your Way to **SUCCESS!** Moving up the Success Ladder Mary Kay Style!

SALES DIRECTOR Clozella Ray

## Spotlight on Team Builders!

Elite Team Leader    Elite Team Leader    Star Recruiter

**Vivian Jones**

- A1 Lakeitha Bloomingburg
- A1 Annie Blue
- A1 Rosetta C. Cochran
- A1 Shirley Grady-Alexander
- A1 Lakeisha Holland
- A1 Jermanie Jones
- A1 Talisha Pearson
- A2 Nattie E. Spencer
- A3 Brianna N. Brooks
- A3 Donna B. Gatlin
- I1 Catherine Black
- I1 Sue A. Fonzie
- I1 Agwenda Haggans
- I1 Samantha Holmes
- I1 Tracy J. Johnson
- I1 Janet Jones
- I1 Luvenia Sanders
- I3 Nicole D. Hutchieson
- I3 Bonnie J. Pratt
- I3 Tina Tobar
- N1 Joanne M. Thompson
- O Sarah Olson
- T2 Wanda F. Bailey
- T2 Ruthie Pride
- T3 Monica Creggett Brown
- T4 Koreckia Dillard
- T5 Wynter Boyd
- T5 Yolunda Riley
- T6 LaShonda R. Ellis
- T6 Mardesha N. Logan
- T6 Monica N. Mull

**Rose L. Paige**

- A1 LaTrice J. Bell
- A1 Sheila Dove
- A2 Vonzi R. Anderson
- A2 Anna L. Mapp
- A2 Angela R. Norwood
- A2 Tonya Pierce
- A2 Martha L. Washington
- A2 Lenette M. Wilson
- A3 Rebecca McNulty
- I1 Augusta A. Asiedu
- I1 Michelle D. Dobbs
- I2 Larrice Sweeney
- I3 Sharon Drake-Rhyne
- T2 Dinah Lindsay
- T3 Karen Koomson
- T5 Cynthia Timms

*Just a reminder: you must be an active consultant to receive commissions on team members wholesale orders \*Must place a minimum \$225 w/s to become active*

**Lakeitha Bloomingburg**

- A1 Carolyn Bloomingburg
- A1 Jerusalem Bloomingburg
- A1 Shaniqua D. Lathrop
- T1 Israel J. Bloomingburg
- T3 Danita L. Branch

**Bessie M. Wilson**

- A1 Annette Davis
- A1 Zashandra F. Wright
- A3 Rosie Hart
- T1 Dell Henderson
- T4 Nacole S. Ratchford
- T5 Joslynn Lee

**Sr. Consultant**

**Rosetta C. Cochran**

- A2 Mae G. Nabors
- I1 Sharon D. Byrd
- I1 Carmaletta L. Cochran
- I1 Karmen A. Graham

**Gloria J. Dotson**

- A1 Mable D. Dickson
- T5 Reshell Matheny
- T7 Catherine Coleman



## NEW RED JACKETS

**RADIATE IN RED  
2023-2026**

**Senior Consultant**  
(1-2 active team members)  
4% Commission  
Eligible for \$50 Bonuses

**Star Team Builder/  
RED JACKET**  
(3+ actives)  
Sr Consultant benefits plus Red Jacket Rebate  
Eligible for \$50 Bonuses

**Team Leader**  
(5+ actives)  
All the previous benefits plus  
9-13% Commission  
Team Leader pin

**On-Target for Car!**  
(5+ actives and \$5,000 wholesale growing to 14 actives and \$20,000 in 4 months or less)  
Eligible to earn use of Career Car or \$425 cash monthly for 2 years PLUS all Benefits of previous Levels

**Director in Qualification**

- ◆ Must be active
- ◆ 10 active personal team members
- ◆ Qualify in 1, 2, or 3 months
- ◆ 30 total active DIQ unit members
- ◆ NO qualified personal team members
- ◆ \$13,500 total DIQ unit w/s
- ◆ \$3,000 maximum personal w/s
- ◆ \$4,000 monthly DIQ w/s

Thanks to the following consultants for working their business and placing an order in February

**Rose Paige**

- Lakeitha Bloomingburg
- Vivian Jones
- Mable Dickson
- Nacole Ratchford
- Arceola Walker
- Danita Branch
- Andrea Williams
- Nattie Spencer
- Scarlet Walton
- Susan Harper-Robinson
- Shaunteria Walton
- Agwenda Haggans
- Luxine Bell
- Sharon Byrd
- Rosetta Cochran
- Monique McGee
- Israel Bloomingburg
- Zashandra Wright
- Cassandra Hopkins
- Dell Henderson
- Shirley Lee
- Vonzi Anderson
- Sheila Dove
- Shirley Grady-Alexander
- Regina Thornton

**FEBRUARY QUEENS**

Queen of Wholesale  
**Rose Paige**



Queen of Recruiting  
**Lakeitha Bloomingburg**



**RECRUITER COMMISSIONS**

Name	%	Team Commission	Team-Building Bonus
Vivian Jones	13%	\$235.20	
Rose Paige	9%	\$47.34	
Lakeitha Bloomingburg	4%	\$27.02	
Gloria Dotson	4%	\$24.04	
Bessie Wilson	4%	\$18.92	

**GOLDEN rules!**  
**Achievers**

- Mable Dickson 8
- Vivian Jones 8
- Rose Paige 8
- Lakeitha Bloomingburg 2
- Gloria Dotson 1
- Rosie Hart 1
- Bessie Wilson 1
- Clozella Ray 6

Spring Into the 60th is a FREE special virtual event designed to help you bound to the finish line. No registration required. The virtual event is completely free and is available to all

independent sales force members.

**March 24**  
**TIME: 5 p.m.**  
**Central time**



Quarter  
**THREE**  
MAR. 15, 2023

**On Target**

**Star Consultants**

**Consultant Name**      **Current Wholesale Production**      **—Wholesale Production Needed— for Star**  
**Sapphire \$1800**      **Ruby \$2400**      **Diamond \$3000**      **Emerald \$3600**      **Pearl \$4800**  
 Updated thru March 1

Name	Wholesale \$ + Team Building*	Sapphire	Ruby	Diamond	Emerald	Pearl
Rose Paige	\$2,749.00	STAR	STAR	\$251.00	\$851.00	\$2,051.00
Vivian Jones	\$1,507.50	\$292.50	\$892.50	\$1,492.50	\$2,092.50	\$3,292.50
Clozella Ray	\$1,233.55	\$566.45	\$1,166.45	\$1,766.45	\$2,366.45	\$3,566.45
Mable Dickson	\$1,209.00	\$591.00	\$1,191.00	\$1,791.00	\$2,391.00	\$3,591.00
Lakeitha Bloomingburg	\$918.90	\$881.10	\$1,481.10	\$2,081.10	\$2,681.10	\$3,881.10
Nattie Spencer	\$758.50	\$1,041.50	\$1,641.50	\$2,241.50	\$2,841.50	\$4,041.50
Arceola Walker	\$721.00	\$1,079.00	\$1,679.00	\$2,279.00	\$2,879.00	\$4,079.00
Zashandra Wright	\$702.00	\$1,098.00	\$1,698.00	\$2,298.00	\$2,898.00	\$4,098.00
Shirley Lee	\$654.00	\$1,146.00	\$1,746.00	\$2,346.00	\$2,946.00	\$4,146.00
Rosetta Cochran	\$453.00	\$1,347.00	\$1,947.00	\$2,547.00	\$3,147.00	\$4,347.00

**emerald**

UGG Duffield Throw Blanket – Oatmeal Heather  
Item 04-6657



Amazon Fire 7 Tablet – 16GB/Rose  
Item 03-10912



**diamond**

iHome PLAYGLOW+ Color Changing Waterproof Bluetooth Speaker  
Item 16-4033



Cole & Mason 16-Jar Herb and Spice Carousel  
Item 07-5923

**ruby**



Nadri Coco Earring Set  
Item 06-5358

Shiraleah Uma 6-Piece Travel Organizer Set  
Item 14-3940



Nostalgia 3-Tier Chocolate Fondue Fountain  
Item 07-2393

**sapphire**

HoMedics SoundSpa Rejuvenate Portable Sound Machine  
Item 06-5076



Supersonic True Wireless Earbuds With Charging Case  
Item 16-4022



Hydrapeak Set of Two Stainless Steel Coffee Mugs – Pink  
Item 18-3191



MARY KAY

# *Flexible* OPPORTUNITY. INCREDIBLE *Options.*

Special *Mary Kay*® Startup Options • March 1–31, 2023

A *Mary Kay* business can **fit your life** and meet you where you are right now. It's fun and best of all, it's flexible. **YOU** choose how you start earning a little extra income with your *Mary Kay* business. And these **hard-to-pass-up startup options** can help get you started toward your goals – whatever you envision!

**March 1–31, 2023**

Any *new* or *returning*  
Independent Beauty Consultant whose  
Agreement is received and accepted by  
the Company may choose from these  
exciting, **limited-time startup options!**

## MARY KAY® *eStart*,<sup>†</sup> \$20

The *Mary Kay*® *eStart*® is a great way to **work your business from the comfort of home** and still have the opportunity to connect virtually with your customers on a personal level. At a **special price** of only \$20, it's an opportunity worth considering!



## MARY KAY® *Starter Kit*,<sup>†</sup> \$90

This Starter Kit includes everything in *Mary Kay*® *eStart*, plus retail-sized products for sampling (a more than \$400\* value), **additional products and samples for March only**, business resources, and tips and selling techniques designed to help you empower your sales. You'll be ready to connect with your first hostesses and customers with confidence!



These startup options are a limited-time offer; the promotion is subject to change with advance notice.

### HURRY! LIMITED-TIME OFFER! *New Business Debut Assortment*\*\*

You can kick-start your *Mary Kay* business with a curated assortment\*\* of easy-to-order and easy-to-sell *Mary Kay*® products **PLUS FREE** samples for only \$600 wholesale!

*Additional items  
included for  
March only!*



Connect with me, your Independent Beauty Consultant,  
before these incredible offers end!





### Question:

**When I sell, I just sell; when I recruit, that's all I do! How can I do both at once?**

A common lament. The dilemma occurs when we ourselves SEE selling and recruiting as separate things. Correct this in daily activities. Mary Kay Ash was our finest role model. She taught us to approach this issue with a "she learns while she earns" attitude; our prospects and new people learn while we show them how to make money!!

**We make the best use of our time when we are selling and recruiting together.**

**Working  
Full  
Circle**

### Examples:

1. Before the class, saying to our hostess, "Who do you know who is coming tonight who would be good doing what I do? How about YOU? I think you'd be great! Watch what I do and we will talk afterwards." (4-Point Recruiting Plan)
2. Bringing a prospect to a class as our "Assistant." She watches us earn \$\$\$ and trains at the same time.
3. Selecting at least one person at each class and offering her the opportunity to hear more, right then if possible. (4-Point Recruiting Plan)
4. Bringing agreements and literature with us to every product delivery and asking for a few minutes of her time. (Do not leave the DVD...watch it with her.)
5. Bringing prospects with us to every training meeting. We go every week anyway. This time we both learn! Always pick them up to ensure their attendance and to have valuable discussion time in the car.
6. Giving a crackerjack (sincere and enthusiastic) recruiting talk at each class. (Again, one step of Mary Kay's 4-Point Recruiting Plan)
7. Offering our customers a gift for referring someone to us who becomes a consultant. This is done anytime, anywhere! (Now you have the whole 4-Point Recruiting Plan.)

Get to work every day, and as you sell, you are looking for quality women to work with you. Make selling and recruiting inseparable partners in your rise up the success ladder. Work FULL CIRCLE and work smart. Action is the answer!

H SPECIAL DEALS. MARCH SPECIAL DEALS. MARCH SPECIAL DEALS. MARCH SPECIAL DEALS.

\*While Supplies Last\*

50% off



One Item of Your Choice for Every \$50 Purchase



(\$200 purchase = 4 1/2 price specials)

**Satin Hands Pampering Set**



Instantly, hands feel moisturized, soft & smooth. (White Tea & Citrus Fragrance or Fragrance Free)

~~\$36~~ \$18

**TimeWise Replenishing Serum C + E**



See skin that's brighter, firmer & glowing with good health.

~~\$60~~ \$30



**Skinvigorate Sonic Brush**

Removes four times more dirt, oil, impurities, makeup and pollutants - than hand cleansing.

~~\$60~~ \$30



**Volumizing Brow Tint**

Quick & easy natural-looking, well-groomed brows of your dreams is a breeze.

- Blonde
- Brunette
- Dark Blonde
- Dark Brunette

~~\$14~~ \$7



**Silky Setting Powder**

Shine-minimizing coverage and natural-looking color correction.

- |                    |                    |                     |
|--------------------|--------------------|---------------------|
| Light Ivory        | Light Beige        | Light Bronze        |
| Light-Medium Ivory | Light-Medium Beige | Light-Medium Bronze |
| Medium Ivory       | Medium Beige       | Medium Bronze       |
| Deep Ivory         | Deep Beige         | Deep Bronze         |

~~\$20~~ \$10

**Clear Proof Blemish Control Toner**

It tones without over-drying, cleanses skin completely and helps control shine.



~~\$16~~ \$8

**Gel Eyeliner**

The precision of a pencil meets the intensity of a liquid in one smooth gel eyeliner formula. Comes with expandable brush.



~~\$20~~ \$10



**Satin Lips Shea Butter Balm**

Blended with shea and jojoba butter to help comfort and soothe lips.



~~\$12~~ \$6



**Indulge Soothing Eye Gel**

Contains botanical extracts reported to tone, firm and reduce the appearance of puffiness around the eye area.

~~\$18~~ \$9

**TimeWise 4-in-1 Cleanser**

Leaves skin feeling clean, exfoliated and brighter. (Normal/Dry or Combo/Oily)



~~\$26~~ \$13



**Mint Bliss Energizing Foot & Leg Lotion**

Moisturizes tired legs and feet and instantly helps them feel revived.



~~\$12~~ \$6

MARCH SPECIAL DEALS. MARCH SPECIAL DEALS. MARCH SPECIAL DEALS.



Winning Team



Pearls

CLOZELLA RAY, SR. SALES DIRECTOR

Upcoming Events:

March 2023

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
	6 Monday 7pm Zoom Unit Meeting ID 96340136959	7	1	2	3	4
5	6 Monday 7pm Zoom Unit Meeting ID 96340136959	7	8	9 7 pm Guest Night Zoom ID 96340136959	10	11
12	13 Monday 7pm Zoom Unit Meeting ID 96340136959	14	15 Star Qtr 3 Deadline 	16 Star Qtr 4 Begins 	17 <i>Saint Patrick's Day</i>	18 New Consultant Training 7 pm Zoom ID 96340136959
19	20 Monday 7pm Zoom Unit Meeting ID 96340136959	21	22	23	24	25
26	27 Monday 7pm Zoom Unit Meeting ID 96340136959  Last day for consultants to place phone orders	28	29	30 Last day for consultants to place phone orders	31 LAST DAY FOR CONSULTANTS TO PLACE ONLINE ORDERS	

STARS DRIVE CARS

Star Consultant Consistency Challenge  
June 16, 2022—June 15, 2023

Quarter III Thru Mar. 15, 2023



# NEW: Year Long Consistency Challenge



## TO A Super Star

Clozella Ray  
Sr. Sales Director  
Mary Kay Inc.  
2320 High Ridge Pkwy  
Hillside, IL 60162-2205  
clozella@sbcglobal.net  
773-405-5722



### Power Up Sales With a 60th Anniversary Promo!

Take advantage of a special **Skinvigorate Sonic™ Skin Care System** promotion in honor of our 60th anniversary! For a limited time, this innovative system will be priced at \$60<sup>±</sup> SRP – reduced from \$75 – and active\* Independent Beauty Consultants will be able to purchase it for \$30 wholesale.

- IBC ordering: Jan. 26 to Sept. 30, 2023



### New! March Startup Options Promotion March 1 – 31

- **Mary Kay® eStart, \$20** What a great option to work a Mary Kay business from the comforts of home with an opportunity to connect virtually with customers on a personal level.
- **Mary Kay® Starter Kit, \$90** Includes everything in **Mary Kay® eStart** plus **retail-sized products for sampling (\$400+ value), additional products and samples for March only, business resources, tips and selling techniques.** *Starter Kit bag is not included.*