

Deb's Diamonds

DEB HEGLAND, SALES DIRECTOR



CONGRATULATIONS TO THIS MONTH'S UNIT QUEENS



Queen of Retail YTD
HEIDI SMITH



BEE FOCUSED

Queen of Sharing YTD
POSITION OPEN



Feb. Queen of Wholesale
ANGELA ROBLE



BEE FOCUSED

Feb. Queen of Sharing
POSITION OPEN



MARY KAY

GOLDEN Rules Winners

Angela Roble
Deb Hegland



February

Welcome New Consultants!

CONGRATULATIONS on your decision to become an INDEPENDENT BUSINESS WOMAN!

Those who dared
Heidi Appicelli

Those who shared
Deb Hegland

Welcome Back:

Tammy Baxter
Melissa Hegland-Smith
Maria Klingsheim
Daisy Palma
Brenna Hester

Gwen Bowler
Kristen Herrick
Monica Nelton
Lisa Peterson
Tiffany Zemke

Marie Coady
Amy Kanz
Stephanie Nuttall
Michelle St. Amour

Look Who's Moving Up!

DIQ/Future Director
8+ Active
Team Leaders
On-Target Car
5+ Active
Star Team Builders
3 or 4 Active
Senior Consultants
1-2 Active

DIQ
HEIDI SMITH

Team Leader
Positions Open

Star Team Builders
Positions Open

Senior Consultants
Positions Open

EARN WITH YOUR MAR.
\$600 W/S ORDER!



EXPECT

THE

Best!

A Note From Your Director...

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-lieft in YOU,

Deb

Focus on Being a STAR

STAR CONSULTANTS EARN MORE PROFIT, FREE PRODUCT & WONDERFUL PRIZES!

Check out the all new Star Consultant Program on InTouch



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
Deb Hegland	\$3,807.45	STAR	STAR	STAR	STAR	\$992.55
Angela Roble	\$1,686.00	\$114.00	\$714.00	\$1,314.00	\$1,914.00	\$3,114.00
Heidi Smith	\$992.70	\$807.30	\$1,407.30	\$2,007.30	\$2,607.30	\$3,807.30
Sharon DaveyGamer	\$662.50	\$1,137.50	\$1,737.50	\$2,337.50	\$2,937.50	\$4,137.50
Marie Coady	\$502.00	\$1,298.00	\$1,898.00	\$2,498.00	\$3,098.00	\$4,298.00
Cindy Joslyn	\$496.00	\$1,304.00	\$1,904.00	\$2,504.00	\$3,104.00	\$4,304.00
Nicole Johnson	\$485.00	\$1,315.00	\$1,915.00	\$2,515.00	\$3,115.00	\$4,315.00
Tiffany Zemke	\$379.50	\$1,420.50	\$2,020.50	\$2,620.50	\$3,220.50	\$4,420.50
Amy Kanz	\$367.50	\$1,432.50	\$2,032.50	\$2,632.50	\$3,232.50	\$4,432.50

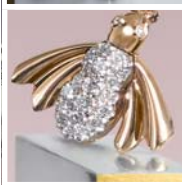
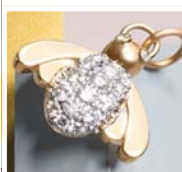
2023 SEMINAR COURTS

Set your sights on the 2023 National Courts!

Top Court of Sales YTD

Queen's Court of Personal Sales
\$40,000 Personal Estimated Retail

Name	YTD Contest Credit
ANGELA ROBLE	\$6,956.00
Heidi Smith	\$6,266.00
Barbara Denn	\$3,361.00
Monica Nelton	\$2,430.00
Sharon Davey-Gamer	\$2,292.00
Maria Klingsheim	\$2,184.00
Cari Burmaster	\$2,114.00
Nicole Johnson	\$1,999.00
Sandra Rosenberg	\$1,910.00
Diane Mischel	\$1,890.00



\$500

\$525

Cash

Cash

Top Court of Sharing YTD

Queen's Court of Sharing
24 Qual. (\$600) New Personal Team members

Name	New	Seminar Qualified

YTD SEMINAR 2023 RESULTS
February 28, 2023

February Wholesale

These consultants invested in their business in the month of February

Angela Roble

Marie Coady
Tiffany Zemke
Sharon DaveyGamer
Amy Kanz
Heidi Smith
Nicole Johnson
Lisa Peterson
Barbara Denn
Monica Nelton
Maria Klingsheim
Christine Kelly

Tammy Baxter
Kristen Herrick
Brenna Hester
Gwen Bowler
Daisy Palma
Michelle St. Amour
Stphanie Nuttall
Melissa Hegland-Smith
Diane Mischel



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

We Celebrate You!

Happy Birthday in March

Cari Burmaster	1
Emily Tanner	5
Jennifer Mahutga	15
Bridgett Jandrain	19
Jean Wilber	22
Connie Tropple	27

Happy Anniversary in March

Ellen Zempel	25 Years
Barbara Denn	19
Sherry Gray	19
Julie Krumenauer	18
Patti Jo Corey	11
Amy Nelsen	8
Tammy Neumann	5
Jani Giaquinto	3
Jelaine Merchlewitz	2
Jami Jo Davis	1



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Address Correction Requested

To a
Super Star



NEW: Year Long Consistency Challenge



Power Up Sales With a 60th Anniversary Promo!

Take advantage of a special **Skinvigorator Sonic™ Skin Care System** promotion in honor of our 60th anniversary! For a limited time, this innovative system will be priced at \$60* 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.*