



# *A Note From Your Director...*

## **Happy New Year—2024**

What are you most excited about?

Mid-year for Seminar 2024 is a perfect time to reflect on the past six months and evaluate our goals.

*Where do you want to be when the Seminar year closes on June 30th?*

National Court of Sales? NSD Court or maybe a steady working of your business to achieve Unit Court?

The wonderful thing in our Mary Kay business is we choose how we want to work it, and in doing so we have the opportunity to bless many.

*What else can we achieve?*

We can reach for the moon and land among the STARS in quarter three that ends March 15, 2024.

*What about Career Conference 2024?*

Where dreams are made and the place to go to ignite that flame that fuels and inspires us to reach a little higher so we can Soar Like Never Before, earning our monthly challenges.

*Do you put time limits on your goals?*

Remember to be **SMART**, Specific, Measurable, Achievable, Realistic and Timely.

Take time right now to write out your wildest dreams for 2024. Remember to DREAM BIG! Then figure out your 'why' for wanting to make it happen. What will the end result look like? What is your purpose? Take it one day at a time after breaking your goals down into monthly, weekly, and daily goals. Make positive thinking and action a part of your carefully laid plan. Don't go to bed until your non-negotiable goal for the day is met!  
Make this the year YOU rise to the TOP!

Here's to making ALL your dreams a reality! Your strength to succeed and your persistence will drive your success and allow you to remain focused on the goals you set. 90 FACES in 90 DAYS is a fantastic goal to set!  
YOU CAN DO IT!

How about taking a leap into Leadership where you can take your place in Mary Kay history! THE BEST IS YET TO COME - AND I WANT YOU TO BE PART OF IT!!

Love and Bee-lieft in YOU,

*Deb*

# *Congratulations!*

Stars deserve to shine! Especially when you're a part of the superstar independent sales force.

**Check out the Star Consultant Program on InTouch**



## *Emerald Star*



**Deb Hegland**

## *Sapphire Star*



**Angela Roble**

# 2024 SEMINAR COURTS

Set your sights on the 2024 National Courts!

## Top Court of Sales YTD

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

Name	YTD Contest Credit
<b>Angela Roble</b>	<b>\$7,074.00</b>
Sharon Davy-Gamer	\$3,510.00
Sandra Rosenberg	\$3,197.00
Heidi Smith	\$2,881.00
Cari Burmaster	\$2,321.00
Anita Cisewski	\$1,762.00
Nicole Johnson	\$1,651.00
Kathleen Richardson	\$1,553.00
Heidi Appicelli	\$1,540.00
Barbara Denn	\$1,519.00



**OR**

**\$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 2024 RESULTS**  
December 31, 2023

## December Wholesale

These consultants invested in their business in the month of December

- |                  |                  |
|------------------|------------------|
| Heidi Appicelli  | Cynthia Thompson |
| Angela Roble     | Betty Dennis     |
| Cindy Joslyn     | Shelly Berhow    |
| Gayle Mellington | Desiree Geissler |
| Anita Cisewski   | Angela Langerud  |
| Heidi Smith      | Tammy Foss       |
| Barbara Denn     | Lori Goldbeck    |
| Donna Ciangiola  |                  |
| Kathie Johnson   |                  |
| Sandra Rosenberg |                  |

### Career Conference 2024 Power of One More Challenge

#### Qualifications:

From Dec. 2, 2023, through Feb. 29, 2024, Independent Sales Directors and Beauty Consultants who add two or more *Great Start*<sup>™</sup>-qualified<sup>†</sup> new personal team members AND register for Career Conference 2024 will be entered into a drawing to win a gorgeous Louis Vuitton handbag to be given onstage at each location! Each additional *Great Start*<sup>™</sup>-qualified<sup>†</sup> new personal team member will count as an additional entry into the drawing. But wait, **there's MOORE!** President of Global Sales and Marketing **Nathan Moore will attend the Career Conference** location with the highest number of *Great Start*<sup>™</sup>-qualified<sup>†</sup> new personal team members counting toward this challenge!



**POWER**

## We Celebrate You!

### Happy Birthday in January

Anita Cisewski	26
Tiffany Zemke	28
Rebecca Suhr	29

### Happy Anniversary in January

Melissa Hegland-Smith	20 Years
Jennifer Rivers	19
Brenda Kaiswer	16
Tiffany Zemke	12
Kesala Morrell	4
Terry Klonecki	4



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Address Correction Requested

To a

**Super Star**

**Consultant!!!**



## PREFERRED CUSTOMER PROGRAM ENROLLMENT

**Enroll Your Customers!**

They'll love the product samples and an early peek at *The Look*.

A stack of Mary Kay magazines and product samples. The top magazine is the Spring 2024 issue, featuring a woman's face and various beauty products. Below it are several product samples, including a tube of cream and a jar of product.

**Bring On Your Best Self!**

**Spring 2024**

Share the latest self-care must-haves with your customers by enrolling them to receive the Spring 2024 issue of *The Look*. Plus, they'll receive a FREE exclusive sample. Put a spring in your sales and discover brighter days ahead!

**Enroll Dec. 19, 2023 – Jan. 17, 2024.**

Mails Feb. 8, 2024.

Arrives in 7 to 10 business days.