



# Deborah's Diamonds

Future Executive Sr. Sales Director

## A Million Dollar Unit!!

December 2023 Newsletter, November results

### soar like never before November Achievers



Cindy Camp



Nancy Whitman



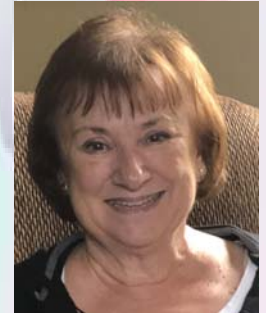
Doris Anderson



Linda Anglin



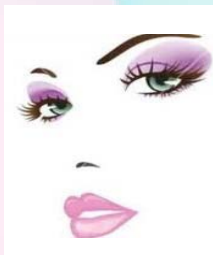
Darlene Calvert



Sherry Lewis



Pam Diephuis



Patricia Olson



Jane Rubbel



Andrea Thenen



Diana Reese



Nicholas Artusi



Tammy Fuller



Julie Chubb



Deborah Dudas



## My CHRISTMAS Gift to YOU

I would give you **LOVE**, but you have had it since the day  
our paths first crossed

I would give you **FRIENDSHIP**, if I weren't offering it to you  
daily and if you did not have it so abundantly in each other

I would give you **FAITH**, but it is not mine to give; each must  
find her own

I would give you **SMOOTH SAILING**, if it were not  
promised that it is through adversity we develop strength

I would make your life **EASY**, had God not said, the task was  
not to make life easy but to make us great!

I would make you **GREAT**

I would give you **LIGHT**, but it has already come.

Instead I will give you...

**ENCOURAGEMENT** when you stumble, as we all do

An **EXAMPLE** of what to be—and what not to be

A **DREAM** for your life, for what I know you can make it

**HOPE** for a bigger and brighter tomorrow

An **ANSWER** to your every question

A **GLIMPSE** into unparalleled opportunity for you and your  
family

A **BLUEPRINT** tailored to suit your circumstances, to reach  
your goals

And a **WISH FOR CHRISTMAS** and everyday...that you  
might have life, and have it more abundantly!

God bless you and your family.

May you have a happy and blessed Christmas, and a healthy  
and prosperous New Year!

Mary Kay Ash

and Your Director,

*Deborah*

**18-month  
Mary Kay  
planner  
while  
supplies  
last**

*Earn with your  
**\$1200** w/s  
order in December*

**This light pink jewelry  
case featuring  
the Mary Kay® logo  
can be yours when  
you achieve the Soar  
Like Never  
Before Challenge in  
December.**

*Earn with your  
**\$600** w/s  
order in December*



## WELCOME BACK TO THE FOLLOWING CONSULTANTS:

Judy Becknell  
Adie Buck  
Shannon Burris  
Cindy Carr  
Dnece Coleman  
Pam Diephuis  
Lora Estel

Carla Galbraith  
Mary Goller  
Dinah Haney  
Penny Hulett  
Jill Hunsberger  
Ruth James  
Judy Jankowski

Marcia Lechlitrer  
Linda Mullet  
Katrina Powers  
Patti Rigenbach  
Judy Rodriguez  
Donna Rothell  
Lisa Wilson

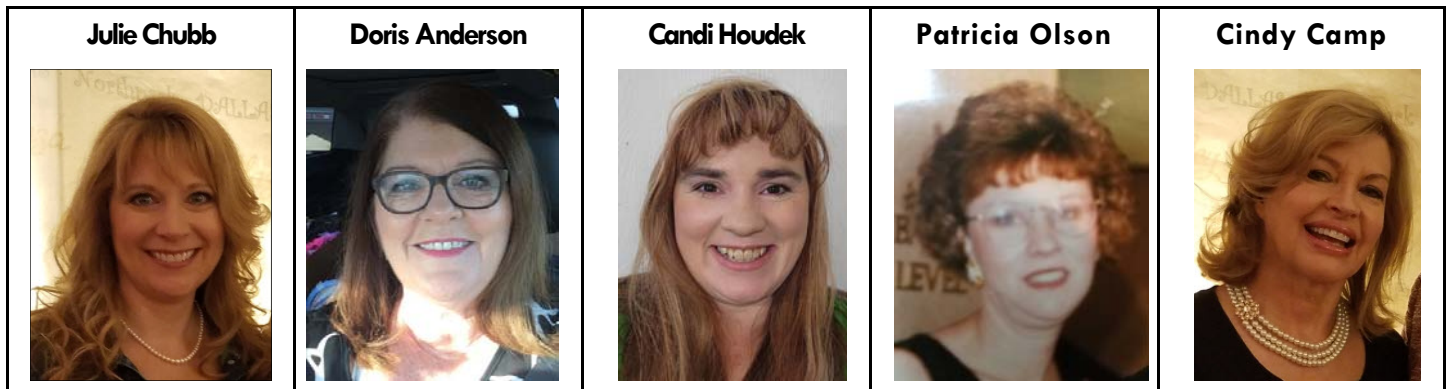
Doreen Wybranowski  
Robin Yerrington

**soar  
like never  
before  
'24**

**WE MISSED YOU!!**



# SEMINAR 2024



## COURT OF SALES

Name	YTD Contest Credit
<b>Julie Chubb</b>	<b>\$8,981.00</b>
Doris Anderson	\$8,951.00
Candi Houdek	\$7,790.50
Patricia Olson	\$6,779.00
Cindy Camp	\$6,375.00
Diana Reese	\$5,457.00
Naomi Hurst	\$5,293.00
Debbie Powers	\$3,904.00
Nancy Whitman	\$3,633.00
Darlene Calvert	\$3,571.00
Debbie Marshall	\$3,520.00
May Dobbs	\$3,013.00
Linda Morrison	\$2,936.00
Linda Anglin	\$2,934.00
Tammy Fuller	\$2,429.00
Jane Ruppel	\$2,413.00
Jean Reed	\$2,267.00
Sharon Prestine	\$2,134.00
Cheryl Henkins	\$2,119.50
Christine Haller	\$2,029.00
Ruth Oneal	\$1,974.00
Sherry Lewis	\$1,852.00
Leslie Gray	\$1,804.00
Nancy Jakubowski	\$1,770.00
Bethann Woollard	\$1,768.00
Mahr Kay Byers	\$1,738.00
Amanda Golden	\$1,688.00
Andrea Thenen	\$1,654.50
Della Hodge	\$1,637.00
Nicholas Artusi	\$1,625.50

## 2024 QUEEN'S COURT OF PERSONAL SALES

Choice of one



**\$500 Cash Prize**

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

## 2024 QUEEN'S COURT OF SHARING

Choice of one



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

**\$525 Cash  
Prize**

# Welcome New Consultants

## New Consultant

Nicholas Artusi

Renee Swan

Andrea Thenen

Joni Fohs

Justina Pablo

## From

South Bend, IN

South Bend, IN

Tekonsha, MI

Buchanan, MI

Red Oak, TX

## Recruiter

Deborah Dudas

Deborah Dudas

Sherry Lewis

Della Hodge

Ruth Oneal

## OUR SUPERSTARS



### Our Top 10 Wholesale Orders for November

#### 1 CINDY CAMP



#### 2 TAMMY FULLER



#### 3 NANCY WHITMAN



#### 4 DORIS ANDERSON



#### 5 LINDA ANGLIN



#### 6 DARLENE CALVERT



#### 7 SHERRY LEWIS



#### 8 PAM DIEPHUIS



#### 9 PATRICIA OLSON



#### 10 JANE RUPPEL



### Consultants who invested in their businesses in November

Cindy Camp  
 Tammy Fuller  
 Nancy Whitman  
 Doris Anderson  
 Linda Anglin  
 Darlene Calvert  
 Sherry Lewis  
 Pam Diephuis  
 Patricia Olson  
 Jane Ruppel  
 Andrea Thenen  
 Diana Reese  
 Nicholas Artusi  
 Julie Chubb  
 Carla Galbraith

Bethann Woollard  
 Pat Bateman  
 Sandra Cobine  
 Penny Hulett  
 Amanda Golden  
 Malinda Cole-Crocker  
 Elaine McCoy  
 Lisa Wilson  
 Carol Shumaker  
 Judy Becknell  
 Linda Morrison  
 May Dobbs  
 Marcie Lechlitrer  
 Nancy Jakubowski  
 Gail Hicks

Mahr Kay Byers  
 Cheryl Henkins  
 Addie Buck  
 Dinah Haney  
 Norma Cortez  
 Ruth Oneal  
 Katrina Powers  
 Doreen Wybranowski  
 Robin Yerrington  
 Candi Houdek  
 Christine Haller  
 Connie Bruno  
 Linda Bigelow  
 Jill Hunsberger  
 Juliet Funches

Donna Rothell  
 Linda Mullet  
 Angela Doorn  
 Cindy Carr  
 Patti Riggerbach  
 Dnece Coleman  
 Mary Goller  
 Judy Jankowski  
 Judy Rodriguez  
 Della Hodge  
 Lora Estel  
 Shannon Burris  
 Naomi Hurst  
 Ruth James  
 Joni Fohs

Melanie Littell  
 Kathy Wolsiefer  
 Debra Bonek  
 Amie Heath  
 Ethel Clark-Griffin  
 Virginia Billingsley  
 Maureen Lindsay-Graham  
 Mary Lindstrom  
 Kimberly Holifield  
 Sheila Helmuth  
 Teresa Lewis

# Red Zone

Elite Team Leader

Doris Anderson



Star Team Builders

Cindy Camp



Julie Chubb



Star Team Builders

Naomi Hurst



Nancy Jakubowski



Marie Mattia



Linda Morrison



## 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!



# Make it a December to Remember

# December SALES CHALLENGE



**December 1-31, 2023**

Orders can be cumulative to earn prize levels

**Sell 25 items & order  
\$250 Wholesale**

**Earn a  
Mystery  
Prize!  
(Director  
Choice)**



**Sell 50 items & order  
\$600 Wholesale**

**Director  
Product  
Choice!**



**Sell 75 items & order  
\$850 Wholesale**

**Director  
Product  
Choice!**



**Sell 100 items & order  
\$1000 Wholesale**

**Director  
Product  
Choice!**



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**Name \_\_\_\_\_ Submit to your Director by January 3rd to claim your prize!!**

# Happy Holidays!

Merry Christmas!

Color in the Christmas ornaments and presents to receive a prize!

Fill HALF of them and win ...

Fill ALL of them and you will win!!

Please return to your director by Jan. 5! Thank you!

Name \_\_\_\_\_

**Contest Dates: December 1-31, 2023**  
**Everyone is a "Winner"**

**Each Ornament is 1,000 Points!!**  
**Ornaments can only be used once**



**FREE**

**Bonus Presents**

**Bonus Presents**

**Color 1 Present for each \$100 Day!**

- Sell a Miracle Set
- Sell 2 Stocking Stuffers
- 5 Practice Interviews
- Sell a Hand Cream
- Book 3 Facials
- Sell 1 TimeWise Eye Firming Cream
- Sell 1 Oil-Free Eye Makeup Remover
- Sell 5 Mascaras
- Submit your WAS all 4 weeks
- Hold a Holiday Glamour Class
- Sell a Wrapped Holiday Gift
- Count your Inventory by 12-31-23
- Sell 2 TimeWise Repair Skin Care Sets
- Sell 2 gifts to a husband or boyfriend
- Listen to a Positive Video or Podcast
- Sell 5 Lipsticks or Lip Glosses
- Book 4 classes for January
- Attend 2 Meetings
- 1 Qualified Business Association
- Have a \$400 Week
- Sell a Fragrance
- Sell a Microdermabrasion Set
- Sell 2 Spa Products
- Sell 3 Satin Hands Sets
- Place a \$200 Wholesale Order by Dec. 15



# Shop

# FROM YOUR OWN STORE

Mary Kay Liquid Eye Shadows



\$8



Mary Kay Essential Brush Collection

\$28



Mary Kay Gel Semi-Shine Lipstick

\$9



Mary Kay Silky Setting Powder

\$10



Mary Kay Hydrogel Eye Patches



\$20

\$37.50

Skinvigate Sonic Skin Care System



TimeWise Microdermabrasion Plus Set



\$29

Limited-Edition Orchard Peach Satin Hands Pampering Set



\$18

TimeWise Miracle Set



\$58

Mary Kay Travel Roll-Up Bag



\$18

TimeWise Repair Volu-Firm The Go Set



\$19

White Tea & Citrus Satin Lips Set



\$11

MKMen Shave Foam



\$9



Mary Kay Ultimate Mascara

\$8

MKMen Citrus Woods Body Wash



\$9



Mix & Mask Set w/applicator



\$30.50

Clear Proof The Go Set



\$12

Mary Kay Oli-Free Eye Makeup Remover



\$10

Mary Kay Waterproof Lip Liner

\$6



Mary Kay Unlimited Lip Gloss



\$8

- Reach out to the men you know to see if you can help them get an amazing gift together for their significant other!
- Encourage the purchase of gift cards! You can easily create and print to have on hand for an easy "on-the-go" sale!
- Have a fun "sip and shop" or "Holiday open house" and invite friends, family, customers, etc. to come see the amazing products you have in stock.
- Carry around a basket/tote-bag of wrapped gifts, such as lip glosses, mascaras, Microderm Sets, Satin Lips Set, etc. for an easy "on-the-go" sale.
- Send your customers a "wish list" and have them complete and return to you. You can then contact their "santas" they listed to make their holiday shopping easy!

