



Deborah's Diamonds

Future Executive Sr. Sales Director

A Million Dollar Unit!!

July 2023 Newsletter, June results

MARY KAY

GOLDEN Rules

July 1, 2022 - June 30, 2023

June Achievers

Julie Chubb



Doris Anderson



Consistency Achiever!

Cindy Camp



Debbie Powers



Debbie Marshall



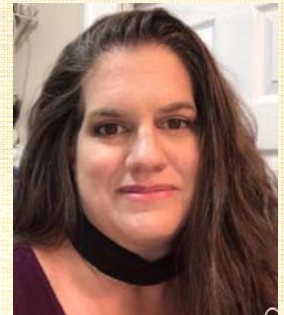
Diana Reese



Patricia Olson



Greta Lee



Carol Houdek



Deborah Dudas



Consistency Achiever!

SET YOUR SIGHTS ON!
success!

Hello Dudas Unit!

Wow Wow Wow! Dudas Unit YOU ROCKED out June!

63 of you placed orders for OVER \$53,000!!! 10 of you had the \$600 whsl necklace!!!! We finished at \$513,745!!!

I cannot wait to get to Dallas for the 60th Seminar later this month and spread the great word about YOU!!!

HAPPY NEW YEAR!!!! All new prizes for the \$600 whsl orders this year! AND this month's bracelet is an eye catcher!!!

So, what's up MY sleeve??

I want to give MORE money away for our end of the year awards 2024! I cannot wait to award all of you for 2022-2023 year!!



Even with your \$600 w/s order in July

Here's the scoop!

- 1) Place a \$600 11 out of 12 months and I will bonus YOU with \$200 CASH!!!
- 2) Do the NATIONAL CT OF SALES at \$40,000 retail and I will bonus you \$700!!!!
- 3) Do the Go Give Court of Sales and I will bonus you \$350! Doris and Julie BOTH earned this!!

I also am excited about finishing The Circle of Excellence for our THIRTIETH year at \$650,000 AND 300 UNIT MEMBERS!!

How do we do it? ONE NEW TEAM MEMBER AT A TIME!!!

Enjoy your 4th of July! There will be NO zoom or meeting this Monday!!

Let's GO! Quote from Matthew McConaughey---- **PERSIST, PIVOT, OR CONCEDE.** It's all up to YOU!, Your choice, Every Time!

Have an amazing Day and a JUMPING July!!!

I love you dearly!!!

Deborah



WELCOME BACK TO THE FOLLOWING CONSULTANTS:

Dee Alford-Brown
 Teresa Armstrong
 Barbara Berry
 Linda Bigelow
 Teretha Bowens
 Debbie Card
 Kelly Carlton
 Cindy Carr
 Christine Coble

Wanda Colvin
 Becky Conley
 Linda Cornelius
 Beverly Crance
 Regina Davis
 Geneva Foulks
 Jennifer Gean
 Linda Gillean
 Kristine Gladwell

Peris Kibaara
 Greta Lee
 Maureen Lindsay-Graham
 Leslie Ostrander
 Jean Reed
 Lisa Roeder
 Donna Rothell
 Martha Sanquenetti

Linda Schaeper
 Kathy Schiele
 Shirley Schneider
 Lavada Snow
 Cathy Tobben
 Mary Walker
 Kathy Wolsiefer

soar
like never
before
 '24

WE MISSED YOU!!



SEMINAR 2023

Julie Chubb 	Doris Anderson 	Diana Reese 	Patricia Olson 	Naomi Hurst 
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COURT OF SALES

Name	YTD Contest Credit
JULIE CHUBB	\$26,138.00
Doris Anderson	\$20,273.00
Diana Reese	\$16,887.00
Patricia Olson	\$16,521.00
Naomi Hurst	\$14,958.50
Debbie Powers	\$14,219.00
Cindy Camp	\$13,238.00
May Dobbs	\$9,057.00
Christine Haller	\$8,051.00
Linda Morrison	\$7,891.00
Ruth Oneal	\$7,451.00
Debbie Marshall	\$7,221.00
Darlene Calvert	\$7,088.50
Nancy Whitman	\$5,769.00
Nancy Jakubowski	\$5,066.00
Linda Anglin	\$4,769.00
Jean Reed	\$4,727.00
Greta Lee	\$4,609.00
Amanda Golden	\$4,526.00
Gail Hicks	\$4,484.00
Elaine McCoy	\$4,484.00
Dinah Haney	\$4,380.00
Amie Heath	\$4,296.00
Candi Houdek	\$3,790.00
Teresa Lewis	\$3,789.00
Diane Loeffler	\$3,668.00
Tammy Fuller	\$3,515.00
Marcie Lechlitner	\$3,475.00
Virginia Billingsley	\$3,455.00
Carrie Muessig	\$3,361.00

CONGRATULATIONS
Queen of Sales
Seminar 2023

Julie Chubb



Congratulations!

Star Consultants

Quarter
FOUR

JUNE 15, 2023

**Doris Anderson
Ruby**



**Debbie Marshall
Ruby**



**Julie Chubb
Sapphire**



**Diana Reese
Sapphire**



**Debbie Powers
Sapphire**



**Naomi Hurst
Sapphire**



**Christine Haller
Sapphire**



**Patricia Olson
Sapphire**



**Deborah Dudas
Diamond**



Welcome New Consultants



Earn your keychain and July's charm with your new team member who places a \$225 w/s order!!
Earn all 12 charms!...AND you could be on your way to driving FREE

OUR SUPERSTARS



Our Top 10 Wholesale Orders for June

1 JULIE CHUBB 	2 DORIS ANDERSON 	3 CINDY CAMP 	4 DEBBIE POWERS 	5 DEBBIE MARSHALL 
6 DIANA REESE 	7 PATRICIA OLSON 	8 GRETA LEE 	9 CANDI HOUDEK 	10 NAOMI HURST 

Consultants who invested in their businesses in June

Julie Chubb
 Doris Anderson
 Cindy Camp
 Debbie Powers
 Debbie Marshall
 Diana Reese
 Patricia Olson
 Greta Lee
 Candi Houdek
 Naomi Hurst
 Lisa Roeder
 Teretha Bowens
 Barbara Berry

Kathy Schiele
 Christine Haller
 Linda Morrison
 Leslie Ostrander
 Beverly Crance
 Ruth Oneal
 Debbie Card
 Becky Conley
 Jennifer Gean
 Christine Wulf
 Jean Reed
 Linda Cornelius
 Wanda Colvin
 Kristine Gladwell
 Gail Hicks

May Dobbs
 Linda Bigelow
 Carrie Muessig
 Peris Kibaara
 Elaine McCoy
 Geneva Foulks
 Donna Rothell
 Regina Davis
 Shirley Schneider
 Cathy Tobben
 Linda Schaeper
 Maureen Lindsay-Graham
 Teresa Armstrong
 Tammy Fuller

Dee Alford-Brown
 Mary Walker
 Lavada Snow
 Kelly Carlton
 Cindy Carr
 Kathy Wolsiefer
 Christine Coble
 Marisa Underwood
 Carol Tabiadan
 Martha Sanquenetti
 Linda Gillean
 Diane Loeffler
 Nancy Jakubowski
 Teresa Lewis
 Kelli Jordan Kindle

Sandra Cobine
 Amie Heath
 Glenda Harris
 Linda Anglin
 Ethel Clark-Griffin
 Kay VanDuesen
 Della Hodge

soar!
 like never
 before 24

Red Zone

Elite Team Leader

Doris Anderson



Team Leaders

Linda Morrison



Julie Chubb



Team Leaders

Nancy Jakubowski



Cindy Camp



Earn your keychain and July's charm with your new team member who places a \$225 w/s order!!
Earn all 12 charms!...AND you could be on your way to driving FREE



Happy New JULY Seminar Year Sales Challenge



Orders can be cumulative to earn prize levels

July 1-31, 2023

Sell 25 items & order \$250 Wholesale
Earn a Mystery Prize!
 (Director Choice)



Sell 50 items & order \$600 Wholesale



Sell 75 items & order \$850 Wholesale



Sell 100 items & order \$1000 Wholesale



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Name _____ Submit to your Director by August 3rd to claim your prize!!

**Prizes subject to availability, substitutions may be made*

soar like never before

CHALLENGE

JULY 1, 2023 - JUNE 30, 2024

Believe in your potential and that all possibilities are within reach, and your Mary Kay business can sparkle with brilliant opportunity! Every party can become a pivotal moment. Every product sale can boost your momentum. And every conversation you have about the flexibility of running a small business can elevate your life in unimaginable ways.

Take the Challenge!

Each month during the 2023-2024 Seminar year that an Independent Beauty Consultant has personal retail sales of \$600* or more in wholesale Section 1 products, she can earn a monthly piece from the **Soar Like Never Before Collection**.

Each piece in the *Soar Like Never Before* Collection is inspired by the "On Silver Wings" poem. This year's collection includes accessories and custom-designed jewelry that you can only get by achieving this challenge. Establishing a strong customer base and selling \$600* or more a month in wholesale Section 1 products can help you become a quarterly Star Consultant and so much more.



STAY MOTIVATED! Fill in the butterfly when you achieve each monthly challenge.

- | | | | |
|--|--|--|--|
|  <p>JULY
Set Your Sights
on Success!</p> |  <p>AUG.
Soar With
Your Story!</p> |  <p>SEPT.
Party Like
Never Before!</p> |  <p>OCT.
Celebrate Your
True Colors!</p> |
|  <p>NOV.
Glow With
Gratitude.</p> |  <p>DEC.
Radiate
Good Cheer!</p> |  <p>JAN.
Stay
Powerfull</p> |  <p>FEB.
Ascend With
Ambition!</p> |
|  <p>MARCH
Take Flight With
Confidence!</p> |  <p>APRIL
Elevate Your
Goals!</p> |  <p>MAY
Uphold
the Vision.</p> |  <p>JUNE
Aim for Sky-High
Success!</p> |

*The order(s) to support the personal retail sales of \$600 or more in wholesale Section 1 products requirement per month can be placed in one single order or placed in cumulative orders, as long as the orders are placed in the same calendar month. Customer Delivery Service, Guest Checkout and EZ Ship order amounts count toward your personal retail sales of \$600 or more in wholesale Section 1 products. You'll receive your monthly reward inside your qualifying order. One reward per achiever each month.