

Future Executive Sr. Sales Director
Doreen Stevens

Stevens Superstars



God First, Family

Second, Career Third

John 3:16

Cadillac Unit



soar like never before '24 November Achievers



Yuko Yasuma

Mary DeBey

Grace Starkovich

Nancy Christmore

Doreen Stevens



Consistency Challenge July 1, 2023 - June 30, 2024



Mary Kay Ash always had big dreams for you and faith that you could achieve anything. You CAN accomplish wonderful things and take flight on the wings of your accomplishments. When you do, you could achieve the yearlong consistency challenge and earn this custom Mary Kay® watch that features a mother-of-pearl face and the Mary Kay® logo. You'll also find Mary Kay Ash's signature etched on the back!

DECEMBER

18-month Mary Kay planner while supplies last

SOAR INTO 2024!

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

Jewelry Case






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

radiate GOOD CHEER!

soar like never before



SEMINAR 2024

Yuko Yasuma 	Mary DeBey 	Nancy Christmore 	Wanda Taff 	Nancy Cole 
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2024 QUEEN'S COURT OF PERSONAL SALES TOP 10 YTD

Name	YTD Contest Credit
Yuko Yasuma	\$26,086.00
Mary DeBey	\$8,107.50
Nancy Christmore	\$6,393.00
Wanda Taff	\$5,411.50
Nancy Cole	\$4,481.00
Grace Starkovich	\$4,169.50
Joan Miller	\$3,896.00
Eva Doran	\$3,058.00
Bernice Johnson	\$2,929.00
Kathy Nennich	\$2,920.00

soar like never before

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

2024

2024 QUEEN'S COURT OF PERSONAL SALES

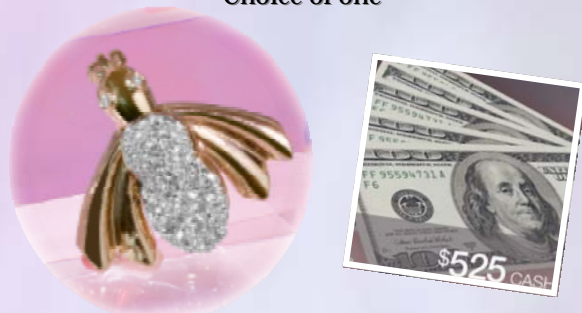
Choice of one



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

2024 QUEEN'S COURT OF SHARING

Choice of one



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

Team Build Your Way to SUCCESS!

Team Leaders

Nancy R. Christmore

- A1 Jacqueline M. Beaty
- A1 Marcia Elena Glaze
- A1 Marilyn S. Myers
- A1 Hortensia Tellez
- A1 Georgina Williams
- I1 Sally Chapman
- I2 Rosa Lopez
- I3 Kay T. Adamek
- I3 Sarah J. Harshey
- I3 Marji Messer
- Heather R. Vaughn-Arnold
- I3
- T2 Kathrine L. Hering
- T3 Martha Sanchez
- Mary C. DeBey
- A1 Virginia H. Birtell
- A1 Christine A. Mushrush
- A1 Vicky L. Ograin
- A2 Daisy M. Parker
- A3 Jamie Bosse
- I1 Kari Eilert
- I1 Paige Pratt
- T1 Cindy L. Kahmeyer
- Joan Wolf
- A1 Julyet Chetakian
- A1 Marjorie E. Eason
- A1 Janine D. Hildebrandt
- A3 Diane Fowks
- A3 Elizabeth Meadows
- A3 Pamela J. Volkoff
- I1 Cynthia D. Villanueva
- T3 Laurie A. Mitcheltree
- T6 Helga I. Johnson

Star Team Builders

Nancy L. Cole

- A1 Anne Kuczowski
- A3 Jennifer Cole
- A3 Gaviela Rodriguez
- Lynn Lewis-McCoy
- A1 Linda C. Hunt
- A1 Wanda C. Taff
- A2 Terry J. Viera-Podorski
- T7 Norma J. White
- Janis Rogers
- A1 Kathy D. Nennich
- A1 Anita Roby
- A2 Carmen Lacko
- A2 Ruth E. Thompson
- I1 Monica L. Matos
- I2 Leona A. Berentis
- T4 Sherri L. Barnes
- Judy Shoff
- A1 Pam Kelly
- A2 Reyna M. Sywulka
- A3 Christine A. Welch

Senior Consultants

Denise S. Ayres

- A1 Diane Pestana
- A1 Rhonda Schmidt
- I1 Denise R. Garcia
- I3 Elena S. Kasberg
- T1 Christina Cienega
- T1 Virginia L. Kruger
- T4 Jiayan Wu
- Linda C. Hunt
- A3 Mary Waters
- Bernice C. Johnson
- A2 Nancy L. Cole
- I1 Joan E. Mahony
- Kathy D. Nennich
- A2 Laura D. Beeson
- I2 LuAnne G. Grant
- Wanda C. Taff
- A2 Kristi L. Gammon
- I1 Stephanie Stewart
- I2 Tina G. Carter
- I3 Sammie G. Smith
- Adrienne Wolfe
- A2 Janet D. Chapin

Moving up the Success Ladder Mary Kay Style!

INDEPENDENT SENIOR BEAUTY CONSULTANT (1 OR 2 ACTIVE† PERSONAL TEAM MEMBERS) CAN EARN:

- 50% profit potential on personal retail product sales.
- Earned Discount Privilege.
- 4% personal team commission.

STAR TEAM BUILDER (3 OR 4 ACTIVE† PERSONAL TEAM MEMBERS) CAN EARN:

- 50% profit potential on personal retail product sales.
- Earned Discount Privilege.
- 4%, 6% or 8% personal team commission.
- Eligibility to purchase and wear a red jacket – 50% off first-time purchase.

TEAM LEADER (5–7 ACTIVE† PERSONAL TEAM MEMBERS) CAN EARN:

- 50% profit potential on personal retail product sales.
- Earned Discount Privilege.
- 9% or 13% personal team commission.

ELITE TEAM LEADER (5 OR MORE ACTIVE† PERSONAL TEAM MEMBERS, 1 OR MORE OF THEM IS AN ACTIVE† PERSONAL RED) CAN EARN:

- 50% profit potential on personal retail product sales.
- Earned Discount Privilege.
- 9% or 13% personal team commission.
- 5% second-tier team commission.

OR

(8 OR MORE ACTIVE† PERSONAL TEAM MEMBERS) CAN EARN:

- 50% profit potential on personal retail product sales.
- Earned Discount Privilege.
- 9% or 13% personal team commission.

INDEPENDENT SALES DIRECTOR CAN EARN:

- 50% profit potential on personal retail product sales.
- Earned Discount Privilege.
- 4%, 9% or 13% personal team commission.
- Unit commission of 9%, 13% or 23%.

ONLINE AGREEMENT GUIDE

Learn how to help potential team members access, begin and complete their new Independent Beauty Consultant Agreements online.

The *Great Start™* Journey is being developed to offer quick wins and long-term gains. Think of it as a personalized business plan that's simple, exciting and interactive – which can lead to daily victories and major milestones. This startup experience values positive personal

development, aspiring to strengthen good habits and help create new ones through confidence-boosting inspiration, encouraging motivation and easy-to-understand education.



NOVEMBER TOP 5 WHOLESALE

Queen of Sharing



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

Name	11/2023
Yuko Yasuma	\$2,710.50
Mary DeBey	\$1,010.50
Grace Starkovich	\$876.50
Nancy Christmore	\$746.50
Joan Miller	\$514.00
Diana Morgret	\$501.00
Christine Mushrush	\$460.00
Bernice Johnson	\$441.00
Cara Adams	\$437.00
Wanda Taff	\$432.50
Eva Doran	\$431.00
Anne Kuczowski	\$395.50
Rhonda Schmidt	\$387.00
Kaylene Truitt	\$386.00
Marcia Elena Glaze	\$385.00
Linda Hunt	\$383.60

Kathy Nennich	\$373.60
Janine Hildebrandt	\$372.00
Anita Roby	\$369.50
Virginia Birtell	\$359.00
Kathleen Harais	\$337.50
Vicky Ograin	\$328.00
Carroll Snow	\$326.00
Genie Haines	\$324.00
Marilyn Myers	\$302.50
Leticia Espitia	\$301.20
Judy Shoff	\$295.00
Irma Kiehn	\$269.00
Debbie Mountain	\$260.20
Bethany Moyes	\$254.00
Julyet Chetakian	\$251.00
Joan Wolf	\$251.00
Deborah Wintzer	\$239.00

Mary Estrada	\$236.00
Jacqueline Beaty	\$232.00
Marjorie Eason	\$231.00
Diane Pestana	\$230.50
Eugenie Boudreau	\$228.00
Carmen Melero	\$228.00
Hortensia Tellez	\$228.00
Shelley Wikoren	\$228.00
Lita Young	\$228.00
Donna Lenhoff	\$227.00
Georgina Williams	\$226.00
Nancy Cole	\$202.00
Denise Ayres	\$149.50
Elaine Snyder	\$134.40
Daisy Parker	\$74.00
Sandra Morelos	\$24.00
Karen Whedon	\$18.00

soar like never before YTD Achievers

Mary DeBey	5
Nancy Christmore	5
Yuko Yasumra	5
Nancy Cole	2
Reyna Svwulka	1
Socorro Estrada	1
Grace Starkovich	1
Wanda Taff	1
Stephanie Stewart	1
Joan Mahony	1

Patty Tillotson	1
Doreen Stevens	5

soar like never before '24

NEW! MKConfident™

This new online learning platform was created to help new Independent Beauty Consultants through their Great Start™ Journey! The experience is full of simplified and functional education, uplifting motivation and encouragement along the way!

Social Content Available on MKConfident™

Social media modules are available in **MKConfident™** for all Independent Beauty Consultants to become savvy using social media to help grow their Mary Kay business.

Quarter TWO DEC. 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 Dec. 6

Name	Wholesale \$ + Team Building*	Sapphire	Ruby	Diamond	Emerald	Pearl
Yuko Yasuma	\$8,078.00	STAR	STAR	STAR	STAR	STAR
Mary DeBey	\$2,051.25	STAR	\$348.75	\$948.75	\$1,548.75	\$2,748.75
Nancy Christmore	\$1,613.50	\$186.50	\$786.50	\$1,386.50	\$1,986.50	\$3,186.50
Grace Starkovich	\$1,578.25	\$221.75	\$821.75	\$1,421.75	\$2,021.75	\$3,221.75
Nancy Cole	\$1,417.00	\$383.00	\$983.00	\$1,583.00	\$2,183.00	\$3,383.00
Doreen Stevens	\$1,240.00	\$560.00	\$1,160.00	\$1,760.00	\$2,360.00	\$3,560.00
Wanda Taff	\$1,235.50	\$564.50	\$1,164.50	\$1,764.50	\$2,364.50	\$3,564.50
Carroll Snow	\$960.00	\$840.00	\$1,440.00	\$2,040.00	\$2,640.00	\$3,840.00
Joan Miller	\$940.00	\$860.00	\$1,460.00	\$2,060.00	\$2,660.00	\$3,860.00
Kathy Nennich	\$818.10	\$981.90	\$1,581.90	\$2,181.90	\$2,781.90	\$3,981.90
Linda Hunt	\$803.60	\$996.40	\$1,596.40	\$2,196.40	\$2,796.40	\$3,996.40
Eva Doran	\$803.00	\$997.00	\$1,597.00	\$2,197.00	\$2,797.00	\$3,997.00
Bernice Johnson	\$726.00	\$1,074.00	\$1,674.00	\$2,274.00	\$2,874.00	\$4,074.00
Anita Roby	\$666.50	\$1,133.50	\$1,733.50	\$2,333.50	\$2,933.50	\$4,133.50
Carmen Melero	\$662.00	\$1,138.00	\$1,738.00	\$2,338.00	\$2,938.00	\$4,138.00
Joan Wolf	\$633.00	\$1,167.00	\$1,767.00	\$2,367.00	\$2,967.00	\$4,167.00
Marilyn Myers	\$615.00	\$1,185.00	\$1,785.00	\$2,385.00	\$2,985.00	\$4,185.00
Patti Tillotson	\$612.50	\$1,187.50	\$1,787.50	\$2,387.50	\$2,987.50	\$4,187.50

Make it a December to Remember

December SALES CHALLENGE



December 1-31, 2023

Orders can be cumulative to earn prize levels

**Order \$300 Wholesale
Earn a Mystery Prize!
(Director
Choice)**



**Order \$600 Wholesale
1 Mandarin
Blooms Body
Care Set**



**Order \$1800 Wholesale
TimeWise
Miracle Set**



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Orders can be cumulative to earn prize levels. Prizes subject to availability. Substitutions may be made.



Shop

FROM YOUR OWN STORE

Mary Kay Liquid Eye Shadows



\$8

Mary Kay Essential Brush Collection



\$28

\$9

Mary Kay Gel Semi-Shine Lipstick



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!



Connect Hub

On Dec. 1, all Independent Beauty Consultants will have access to tutorial videos, a checklist and more that will live on what we are calling the Connect Hub on *Mary Kay InTouch*®. Before and after Dec. 18, you can use this resource to help you prepare for the upgrades and discover what's new!



NEW AND IMPROVED INTOUCH & ONLINE ORDERING IMPORTANT TRANSITION DATES

As with any major system update, the Mary Kay technology teams must shut down the current systems to bring the new platform online. This pause will impact your business, and we want you to be well aware of the timeline and when the education will be available. The timeline for this transition was made with careful consideration to cause the least disruption possible to your business.

Mary Kay teams have been working countless hours to ensure that this is the smoothest technology transition possible. However, we simply cannot predict every issue that could arise, so we ask for your patience, understanding and support during implementation.

Dec. 1 - Connect Hub with video tutorials and a checklist opens to all Independent Beauty Consultants. Independent Beauty Consultants have more than two weeks to get familiar with the updates and education to be ready for the transition on Dec. 18!

Dec. 1-15 - Independent sales force members should complete all checklist items. This is a very important step in the process, and we hope you will review the checklist and take any necessary actions.

Dec. 15 - Last day current *Mary Kay InTouch*® and Online Ordering are available (11:59 p.m. CT).

Dec. 16-17 - Site transition takes place. Independent sales force members will NOT have access to *Mary Kay InTouch*®, Online Ordering, Agreements, marykay.com, *Mary Kay*® Personal Web Sites and all other *Mary Kay*® apps or any resources/apps that integrate with these systems. Consumers will not have access to consumer-facing sites and apps, including marykay.com and *Mary Kay*® Personal Web Sites.

- **Dec. 18** - NEW *Mary Kay InTouch*®, NEW Online Ordering, Agreements and all apps will be available to all Independent Beauty Consultants (8 a.m. CT). Consumer-facing sites and apps will be available.
- **After Dec. 18** - Independent sales force members should review the checklist and complete all post-launch actions.
- **Dec. 24 -25** - Independent sales force members will NOT have access to NEW *Mary Kay InTouch*®, Online Ordering, Agreements, marykay.com, *Mary Kay*® Personal Web Sites and all other *Mary Kay*® apps that integrate with these systems to allow employees to enjoy the holidays with their families. Consumers will not have access to consumer-facing sites and apps, including marykay.com and *Mary Kay*® Personal Web Sites.
- **Dec. 26** -- NEW *Mary Kay InTouch*®, NEW Online Ordering, Agreements and all apps will be available to all Independent Beauty Consultants (8 a.m. CT). Consumer-facing sites and apps will be available.

HOLIDAY COUNTDOWN!

**Skinvigate Sonic™ Skin
Care System
\$75**



**Mary Kay®
Essential Brush
Collection
\$56**



**Satin Hands Pampering Set
\$36
Fragrance Free
White Tea & Citrus
Limited Edition Orchard Peach**



**Satin Lips Set
\$22**



**Limited-Edition† Mary Kay® Body Care Set
Lavendar Magnolia \$30**

**Satin Hands Shea Hand Sanitizer and
Shea Hand Soap
\$18**



**Charcoal Mask with Applicator
\$37**

**Satin Body
White Tea and Citrus
Shea Wash & Lotion
\$40**



10 Great MARY KAY®

Reasons

To begin a

Business during the HOLIDAYS

1. You get to take the tax benefits at the end of the year! It's just like having a baby in December.
2. You'll be ready for the new year, when women are looking for new looks, new opportunities, and time-saving services. They also have gift money to spend. Everyone is looking for the post-holiday fun thing to do. January is one of our best sales months. If you wait until then to start, you will miss the opportunity.
3. You'll be ready to start your new year with a bang! You'll have a business that allows you to shoot for the stars without hitting a glass ceiling.
4. You will be able to take advantage of a fantastic discount (50%) on all of your Christmas gifts for your friends & family. You'll also be able to help friends & family spend money they received as gifts.
5. Since Mary Kay has no territories, when you are making all of your holiday telephone calls to friends, you can tell them about your new Mary Kay business!
6. Are your friends and acquaintances going to holiday parties? Help them with a great holiday look! Over the holidays, you will see lots of people that you won't see other wise. What a wonderful time to be able to tell them about your new Mary Kay business and arrange for post-holiday bokings!
7. Make immediate sales by letting your friends and family know that your store is open for 12 Days of Christmas gifts, fragrances, last-minute stocking stuffers, and wrapping services.
8. You will look fabulous this holiday season! You will receive great training and ideas on Christmas glamour techniques to look your best from Mary Kay and our unit.
9. Are you going to travel to see friends and family over the holidays? When you travel to visit long-distance friends and family, you can take your Starter Kit and practice your skin care class skills. You can also write off part of the trip! Are your relatives visiting over the holidays? Practice on them over the holidays and get off to your Perfect Start.
10. A tablet, a new cell phone, or a computer are just a few of the tax-deductible business gifts you might buy yourself in December.

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DECEMBER SPECIAL DEALS. DEC. DECEMBER SPECIAL DEALS. DEC. DECEMBER SPECIAL DEALS. DEC.

While Supplies Last

50% off



One Item of Your Choice for Every \$50 Purchase



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

**TimeWise Repair
Volu-Firm The Go Set**



~~\$38~~ \$19

Take along this travel-sized Go Set, and you'll go for the beautiful results! The set is your advanced age-fighting ingredient powerhouse.

**TimeWise Miracle
Go Set**



~~\$28~~ \$14

Take your TimeWise® Miracle Set® to go, and never leave home without its age-defying benefits. It defends, delays and delivers for younger-looking skin. Available in Normal/Dry or Combo/Oily formula.

ClearProof Go Set



Clinically shown to provide clearer skin in 7 days!

~~\$24~~ \$12

**Naturally
Moisturizing Stick**

Get immediate relief from dryness in a totable, targeted balm. Skin feels nourished, soothed and softer after use. Can use on face, lips, elbows, heels!



~~\$30~~ \$15

**Satin Body
Whipped Body
Cream**

Rich, luxurious indulgence Will keep skin moisturized for 24 hours. (White Tea & Citrus Fragrance)



Supreme Hydrating Lipstick

Immediate hydration and shades for all skin tones.

~~\$18~~ \$9



**Thinking of You
Eau de Parfum**

Turn a moment into a memory with a scent that captures the emotions that connect us all and makes the perfect gift.



~~\$36~~ \$18

Vintage Look



A complete neutral look perfect for the month including 4 eyeshadows and the petite palette.

**Makeup
Finishing Spray**

Avoid makeup meltdown. Staying power up to 16 hours.



~~\$18~~ \$9

**Domain
Cologne Spray**

Domain® Cologne Spray is in the fresh fougère fragrance family and features a contemporary blend of outdoor notes. Its scent is like "a breath of fresh air."



~~\$42~~ \$21

All Over Eye Shadow Brush



~~\$42~~ \$21

Fits naturally into the eyelid's delicate contours for easy blending.

~~\$12~~ \$6

DECEMBER SPECIAL DEALS. DEC. DECEMBER SPECIAL DEALS. DEC. DECEMBER SPECIAL DEALS. DEC.

Independent Mary Kay Senior Sales Director

Doreen Stevens

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PRESORTED
FIRST CLASS MAIL
U.S. POSTAGE PAID
EVART, MI
PERMIT NO. 9

A Special Delivery For



DECEMBER 2023

radiate
**GOOD
CHEER!**

