

Future Executive Sr. Sales Director
Doreen Stevens



Stevens Superstars

God First, Family Second, Career Third

John 3:16

Cadillac Unit



MARY KAY

GOLDEN Rules

July 1, 2022- June 30, 2023

February Achievers



Yuko Yasuma



Mary DeBey



Nancy Christmore



Doreen Stevens



Expect the Best!

Are you visualizing a bright future? You should be! For 60 years, we've believed in the power of positive expectancy. It can be awesome fuel for your daily momentum! It's also contagious! Others see your optimism and can't help but catch it for themselves. With a team of powerful visualizers, how far will you go?

"Visualize a year filled with accomplishments and the realization of your goals. Filling your mind with positive expectancy and focusing on what you plan to accomplish provide energy that multiplies when you set a desired goal and work toward it." – Mary Kay Ash

EARN WITH YOUR \$600 W/S ORDER!

This March key chain card holder, embellished with the Mary Kay® logo and a gold-tone heart key ring clip, can be the reminder you need to maintain your optimistic mindset.

Year Long Consistency Challenge








BE GOLDEN!

The mission is set: Embrace and apply the Golden Rule for 12 months as you work your Mary Kay business and complete the monthly challenges. Charge ahead! We're celebrating our 60th anniversary this year, so it's the perfect time to let this founding principle that was so important to Mary Kay Ash be your guiding light. Chances are, you won't regret it! And when you achieve this yearlong consistency challenge, you can earn this gorgeous earrings and bracelet set.



Seminar 2023

Yuko Yasuma 	Mary DeBey 	Wanda Ridgeway 	Nancy Christmore 	Joan Miller  <p>Please Email Your Photo</p>
---	--	--	---	--

2023 QUEEN'S COURT OF PERSONAL SALES TOP 10 YTD

Name	YTD Contest Credit
YUKO YASUMA	\$72,153.00
Mary DeBey	\$20,476.50
Wanda Ridgeway	\$13,820.50
Nancy Christmore	\$11,547.50
Joan Miller	\$8,701.00
Grace Starkovich	\$8,414.50
Denise Ayres	\$8,204.00
Nancy Cole	\$8,165.50
Joan Wolf	\$6,742.00
Eva Doran	\$5,883.00



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

2023 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**

2023 QUEEN'S COURT OF SHARING

Choice of one



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



Expect the Best!

Are you visualizing a bright future? You should be! For 60 years, we've believed in the power of positive expectancy. It can be awesome fuel for your daily momentum! It's also contagious! Others see your optimism and can't help but catch it for themselves. With a team of powerful visualizers, how far will you go?

“Visualize a year filled with accomplishments and the realization of your goals. Filling your mind with positive expectancy and focusing on what you plan to accomplish provide energy that multiplies when you set a desired goal and work toward it.” – Mary Kay Ash



**EARN WITH
YOUR
\$600 W/S
ORDER!**

This **March key chain card holder**, embellished with the Mary Kay® logo and a gold-tone heart key ring clip, can be the reminder you need to maintain your optimistic mindset.

Year Long Consistency Challenge



BE GOLDEN!

The mission is set: Embrace and apply the Golden Rule for 12 months as you work your Mary Kay business and complete the monthly challenges. Charge ahead! We're celebrating our 60th anniversary this year, so it's the perfect time to let this founding principle that was so important to Mary Kay Ash be your guiding light. Chances are, you won't regret it! And when you achieve this yearlong consistency challenge, you can earn this gorgeous earrings and bracelet set.

MARY KAY

Flexible OPPORTUNITY. INCREDIBLE *Options.*

Special *Mary Kay*® Startup Options • March 1–31, 2023

A *Mary Kay* business can **fit your life** and meet you where you are right now. It's fun and best of all, it's flexible. **YOU** choose how you start earning a little extra income with your *Mary Kay* business. And these **hard-to-pass-up startup options** can help get you started toward your goals – whatever you envision!

March 1–31, 2023

Any *new* or *returning* Independent Beauty Consultant whose Agreement is received and accepted by the Company may choose from these exciting, **limited-time startup options!**

MARY KAY® *eStart*,[†] \$20

The *Mary Kay*® *eStart*® is a great way to **work your business from the comfort of home** and still have the opportunity to connect virtually with your customers on a personal level. At a **special price** of only \$20, it's an opportunity worth considering!



MARY KAY® *Starter Kit*,[†] \$90

This Starter Kit includes everything in *Mary Kay*® *eStart*, plus retail-sized products for sampling (a more than \$400* value), **additional products and samples for March only**, business resources, and tips and selling techniques designed to help you empower your sales. You'll be ready to connect with your first hostesses and customers with confidence!



These startup options are a limited-time offer; the promotion is subject to change with advance notice.

HURRY! LIMITED-TIME OFFER! *New Business Debut Assortment*™

You can kick-start your *Mary Kay* business with a curated assortment™ of easy-to-order and easy-to-sell *Mary Kay*® products **PLUS FREE** samples for only \$600 wholesale!

*Additional items
included for
March only!*



Connect with me, your Independent Beauty Consultant,
before these incredible offers end!

Welcome New SuperStars

New Consultant
Terry Viera-Podorski
Jiayan Wu

From
Lancaster, CA
San Leandro, CA

Recruiter
Lynn Lewis-McCoy
Denise Ayres

Welcome Back SuperStars

Jacqueline Beaty	Las Cruces, NM
Kathleen Harais	Novato, CA
Teresa Juarez	Houston, TX
Monica Matos	Hanford, CA
Mary Neville	Rancho Mission Viejo, CA
Heather Vaughn-Arnold	Ormond Beach, FL
Shelley Wikoren	Lemon Grove, CA
Georgina Williams	St. George, UT



New Independent Beauty Consultant Startup Guide

A step-by-step guide to help set you up for success right away.

www.marykayintouch.com

- ➔ Education
- ➔ New Independent Beauty Consultants Start Here



SELL
To play
MARY KAY APP CHALLENGE

You Could Win a Visa Gift Card!

Connect with your customers, and make shopping for *Mary Kay*® products easier than ever while earning the chance to win! With the Sell to Play *Mary Kay*® App Challenge,

you'll be entered into a drawing for a \$60 Visa gift card when you receive orders from five or more different customers in the app in January, in February or in March. Sixty Independent Beauty Consultants who meet the five orders* per month requirement will be randomly selected at the end of each month and will be notified by the 10th of the following month.

So encourage your customers to connect with you and to start ordering in the *Mary Kay*® App today, and you could be a winner!



Spotlight on Team Builders!

Team Leaders

Nancy Christmore

- A1 Jacqueline M. Beaty
- Heather R. Vaughn-
- A1 Arnold
- A1 Georgina Williams
- A2 Marji Messer
- A2 Marilyn S. Myers
- A3 Sarah J. Harshey
- I1 Hortensia Tellez
- I2 Kay T. Adamek
- I3 Sally Chapman
- I3 Kathrine L. Hering
- T1 Marcia Elena Glaze
- T2 Rosa Lopez
- Mary C. DeBey**
- A1 Kari Eilert
- A2 Jamie Bosse
- A2 Paige Pratt
- A3 Christine Mushrush
- A3 Daisy M. Parker
- I1 Virginia H. Birtell
- I3 Vicky L. Ograin
- T4 Josie Bosse
- T4 Cindy L. Kahmeyer

Janis Rogers

- A1 Sherri L. Barnes
- A1 Leona A. Berentis
- A1 Monica L. Matos
- A2 Kathy D. Nennich
- A2 Anita Roby
- I1 Ruth E. Thompson
- I2 Carmen Lacko

Star Team Builders

Lynn Lewis-McCoy

- A1 Linda C. Hunt
- A1 Wanda C. Ridgeway
- Terry J. Viera-
- A1 Podorski
- I1 Norma J. White
- T2 Tammy L. Barnes
- Diana S. Morgret**
- A1 Bethany R. Moyes
- A3 Genie Haines
- A3 Deborah A. Wintzer
- I1 Donna M. Lenhoff
- Wanda C. Ridgeway**
- A1 Tina G. Carter
- A3 Kristi L. Gammon
- A3 Stephanie Stewart
- I3 Sammie G. Smith



STAR TEAM BUILDER
(3 or 4 active personal team members) can earn:

- 50% profit* potential on personal retail product sales.
- 4%, 6% or 8% personal team commission.
- Great Start: Team-Building Product Bonus Bundles.
- Great Start: Independent Beauty Consultant Team-Building Cash Bonus.
- Eligibility to purchase and wear a red jacket – 50% off first-time purchase.

Senior Consultants

Denise S. Ayres

- A3 Denise R. Garcia
- A3 Elena S. Kasberg
- I1 Diane Pestana
- N1 Jiayan Wu
- T4 Virginia L. Kruger
- Nancy L. Cole**
- A2 Anne Kuczkowski
- A3 Jennifer Cole
- I2 Gaviela Rodriguez
- Socorro Estrada**
- A1 Teresa E. Juarez
- Linda C. Hunt**
- A3 Mary Waters
- Bernice C. Johnson**
- A1 Nancy L. Cole
- I2 Joan E. Mahony
- Kathy D. Nennich**
- A1 LuAnne G. Grant
- A3 Laura D. Beeson
- T1 Lydia L. Fabunmi
- Judy Shoff**
- A1 Pam Kelly
- I1 Reyna M. Sywulka
- I2 Christine A. Welch
- Joan Wolf**
- A3 Helga I. Johnson
- I1 Juliet Chetakian
- I1 Janine D. Hildebrandt
- I1 Pamela J. Volkoff
- I2 Cynthia D. Villanueva
- I3 Marjorie E. Eason
- I3 Diane Fowks
- T3 Elizabeth Meadows
- T5 Laurie A. Mitcheltree

Just a reminder: you must be an active consultant to receive commissions on team members wholesale orders
*Must place a minimum \$225 w/s to become active



Senior Consultant

(1-2 active team members)
4% Commission
Eligible for \$50 Bonuses

Star Team Builder/ RED JACKET

(3+ actives)
Sr Consultant benefits plus Red Jacket Rebate
Eligible for \$50 Bonuses

Team Leader

(5+ actives)
All the previous benefits plus
9-13% Commission
Team Leader pin

On-Target for Car!

(5+ actives and \$5,000 wholesale growing to 14 actives and \$20,000 in 4 months or less)
Eligible to earn use of Career Car or \$375 cash monthly for 2 years PLUS all Benefits of previous Levels

Director in Qualification

(10+ active growing to 24 in 4 months!)
\$18,000 w/s production needed with a minimum of \$4000 w/s each month . Eligible to become Director and earn Unit Commission and Unit bonuses—
Eligible to wear the exclusive Director Suit.



FEBRUARY TOP 5 WHOLESALE

Queen of Sharing

Yuko Yasuma



Mary DeBey



Nancy Christmore



Nancy Cole



Joan Wolf



Lynn Lewis-McCoy
Denise Ayres



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

Name	02/2023
Yuko Yasuma	\$980.50
Mary DeBey	\$955.50
Nancy Christmore	\$738.50
Nancy Cole	\$524.50
Joan Wolf	\$508.00
Joan Miller	\$473.50
Bernice Johnson	\$467.50
Kathleen Harais	\$425.50
Bethany Moyes	\$423.00
LuAnne Grant	\$417.00
Terry Viera-Podorski	\$383.50
Denise Ayres	\$379.00
Jileen Anker	\$349.50
Mary Neville	\$328.00
Karen Whedon	\$311.70
Leona Berentis	\$283.00

Teresa Juarez	\$280.50
Wanda Ridgeway	\$280.00
Lorianne Shepard	\$263.50
Grace Starkovich	\$258.50
Jonda Martinez	\$254.00
Judy Shoff	\$254.00
Tina Carter	\$253.00
Linda Hunt	\$252.00
Jacqueline Beaty	\$251.00
Carmen Melero	\$241.00
Sherri Barnes	\$238.00
Kari Eilert	\$238.00
Georgina Williams	\$232.00
Heather Vaughn-Arnold	\$230.00
Monica Matos	\$229.00
Shelley Wikoren	\$225.50
Lita Young	\$225.00
Anita Roby	\$191.30

Eva Doran	\$161.00
Mary Waters	\$153.00
Kathy Nennich	\$131.00
Elaine Snyder	\$111.50
Helga Johnson	\$85.00
Carroll Snow	\$84.00
Jennifer Cole	\$64.00



GOLDEN rules Achievers

Yuko Yasuma	9
Mary DeBey	8
Nancy Christmore	8
Wanda Ridgeway	4
Nancy Cole	4
Grace Starkovich	3
Joan Miller	2
Denise Ayres	2
Patti Tillotson	1
Kathy Nennich	1
Kathleen Harais	1
Doreen Stevens	7



MARY KAY
GOLDEN Rules

June 16, 2022
Thru
June 15, 2023

Quarter
THREE
MAR. 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 March 6

Name	Wholesale \$ + Team Building*	Sapphire	Ruby	Diamond	Emerald	Pearl
Yuko Yasuma	\$15,454.00	STAR	STAR	STAR	STAR	STAR
Mary DeBey	\$1,910.50	STAR	\$489.50	\$1,089.50	\$1,689.50	\$2,889.50
Nancy Christmore	\$1,346.75	\$453.25	\$1,053.25	\$1,653.25	\$2,253.25	\$3,453.25
Doreen Stevens	\$1,272.00	\$528.00	\$1,128.00	\$1,728.00	\$2,328.00	\$3,528.00
Joan Wolf	\$1,224.50	\$575.50	\$1,175.50	\$1,775.50	\$2,375.50	\$3,575.50
Nancy Cole	\$1,221.50	\$578.50	\$1,178.50	\$1,778.50	\$2,378.50	\$3,578.50
Wanda Ridgeway	\$956.00	\$844.00	\$1,444.00	\$2,044.00	\$2,644.00	\$3,844.00
Bernice Johnson	\$938.00	\$862.00	\$1,462.00	\$2,062.00	\$2,662.00	\$3,862.00
Joan Miller	\$933.00	\$867.00	\$1,467.00	\$2,067.00	\$2,667.00	\$3,867.00
Grace Starkovich	\$891.50	\$908.50	\$1,508.50	\$2,108.50	\$2,708.50	\$3,908.50
Socorro Estrada	\$775.00	\$1,025.00	\$1,625.00	\$2,225.00	\$2,825.00	\$4,025.00
Eva Doran	\$743.00	\$1,057.00	\$1,657.00	\$2,257.00	\$2,857.00	\$4,057.00
Karen Whedon	\$576.70	\$1,223.30	\$1,823.30	\$2,423.30	\$3,023.30	\$4,223.30
Kathy Nennich	\$506.00	\$1,294.00	\$1,894.00	\$2,494.00	\$3,094.00	\$4,294.00

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



MARCH

SALES CHALLENGE

FINDING YOUR 4 LEAF



MARCH GOAL -THREE \$100 DRAWINGS



GOAL ONE: \$30,000 UNIT W/S PRODUCTION!

GOAL TWO: 60 CONSULTANT \$300+ ORDERS!

GOAL THREE: 10 MAR. MK PRIZE WINNERS!

Order \$300+ w/s to get your name in the QUALIFIED \$100 MAR. Drawing!



Orders can be cumulative to earn prize levels

March 1-31, 2023

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



Order \$600 Wholesale
Earn MK Naturally Cleanser



Order \$1200 Wholesale
Earn MK Naturally Nourishing Oil



Order \$1800 Wholesale
Earn \$120 Miracle Set 3D



1. Place a \$1800 w/s ORDER earn \$120 MIRACLE SET
2. Orders can be cumulative to earn prize levels. Prizes subject to availability. Substitutions may be made.

Dear Stevens Super Stars ...
 Let's win big in Mary Kay Corp's new first-ever World-Wide Recruiting contest ...
 Now through June 30th, finishing in time to celebrate Seminar. Winners names will be posted on 'What's Happening this Week' each month. It's easy. Share your opportunity. You each have your own story to tell and share. Thank you in advance. You are ALL so special, appreciated, much loved and are winners at heart. I believe in EACH of you. Let's win BIG at this contest.

Our company worked hard to keep Mary Kay open during the Covid restrictions. Let's show them how much we care. Who is your best girl friend or next bestie? One recruit is all we are asking. YOU CAN BE A WINNER! Each one reach one!

Our unit is on target for the 2023 Seminar Club of Excellence. Winning this contest will help us to win the Seminar of Excellence Club also. We ALL can do this!

Those of you who are in Mary Kay just to get your product at cost need to show Mary Kay Corp your support and appreciation and help our company win this contest. I am counting on your support. I care and you matter to me. There is no other caring company like Mary Kay.

Seminar 2023 (60th Anniversary Celebration) PLAN to WIN and ATTEND.

Dallas, Texas -

Emerald Division: July 26-29

~Doreen~ YES WE CAN!

1.	1.
2.	2.
3.	3.
4.	4.
5.	5.
6.	6.
7.	7.
8.	8.
9.	9.
10.	10.
11.	11.
12.	12.
13.	13.
14.	14.
15.	15.
16.	16.
17.	17.
18.	18.
19.	19.
20.	20.
21.	21.
22.	22.
23.	23.
24.	24.
25.	25.





Question:

When I sell, I just sell; when I recruit, that's all I do! How can I do both at once?

A common lament. The dilemma occurs when we ourselves SEE selling and recruiting as separate things. Correct this in daily activities. Mary Kay Ash was our finest role model. She taught us to approach this issue with a "she learns while she earns" attitude; our prospects and new people learn while we show them how to make money!!

We make the best us of our time when we are selling and recruiting together.

**Working
Full
Circle**

Examples:

1. Before the class, saying to our hostess, "Who do you know who is coming tonight who would be good doing what I do? How about YOU? I think you'd be great! Watch what I do and we will talk afterwards." (4-Point Recruiting Plan)
2. Bringing a prospect to a class as our "Assistant." She watches us earn \$\$\$ and trains at the same time.
3. Selecting at least one person at each class and offering her the opportunity to hear more, right then if possible. (4-Point Recruiting Plan)
4. Bringing agreements and literature with us to every product delivery and asking for a few minutes of her time. (Do not leave the DVD...watch it with her.)
5. Bringing prospects with us to every training meeting. We go every week anyway. This time we both learn! Always pick them up to ensure their attendance and to have valuable discussion time in the car.
6. Giving a crackerjack (sincere and enthusiastic) recruiting talk at each class. (Again, one step of Mary Kay's 4-Point Recruiting Plan)
7. Offering our customers a gift for referring someone to us who becomes a consultant. This is done anytime, anywhere! (Now you have the whole 4-Point Recruiting Plan.)

Get to work every day, and as you sell, you are looking for quality women to work with you. Make selling and recruiting inseparable partners in your rise up the success leader. Work FULL CIRCLE and work smart. Action is the answer!

H SPECIAL DEALS. MARCH SPECIAL DEALS. MARCH SPECIAL DEALS. MARCH SPECIAL DEALS.

While Supplies Last

50% off



One Item of Your Choice for Every \$50 Purchase



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

Satin Hands Pampering Set



Instantly, hands feel moisturized, soft & smooth. (White Tea & Citrus Fragrance or Fragrance Free)

~~\$36~~ \$18

TimeWise Replenishing Serum C + E



See skin that's brighter, firmer & glowing with good health.

~~\$60~~ \$30



Skinvigorate Sonic Brush

Removes four times more dirt, oil, impurities, makeup and pollutants - than hand cleansing.

~~\$60~~ \$30



Volumizing Brow Tint

Quick & easy natural-looking, well-groomed brows of your dreams is a breeze.

Blonde Brunette
Dark Blonde Dark Brunette

~~\$14~~ \$7



Silky Setting Powder

Shine-minimizing coverage and natural-looking color correction.

Light Ivory	Light Beige	Light Bronze
Light-Medium Ivory	Light-Medium Beige	Light-Medium Bronze
Medium Ivory	Medium Beige	Medium Bronze
Deep Ivory	Deep Beige	Deep Bronze

~~\$20~~ \$10

Clear Proof Blemish Control Toner

It tones without over-drying, cleanses skin completely and helps control shine.



~~\$16~~ \$8

Gel Eyeliner

The precision of a pencil meets the intensity of a liquid in one smooth gel eyeliner formula. Comes with expandable brush.



~~\$20~~ \$10

Satin Lips Shea Butter Balm

Blended with shea and jojoba butter to help comfort and soothe lips.



~~\$12~~ \$6



Indulge Soothing Eye Gel

Contains botanical extracts reported to tone, firm and reduce the appearance of puffiness around the eye area.

~~\$18~~ \$9

TimeWise 4-in-1 Cleanser

Leaves skin feeling clean, exfoliated and brighter. (Normal/Dry or Combo/Oily)



~~\$26~~ \$13



Mint Bliss Energizing Foot & Leg Lotion

Moisturizes tired legs and feet and instantly helps them feel revived.



~~\$12~~ \$6

MARCH SPECIAL DEALS. MARCH SPECIAL DEALS. MARCH SPECIAL DEALS.

Independent Mary Kay Senior Sales Director



Doreen Stevens
4880 Candleberry Ave
Seal Beach, CA 90740
doreenstevens34@gmail.com
(562) 596-0811

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

A Special Delivery For



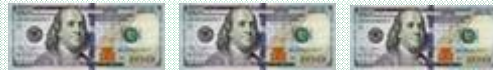
NEW: Year Long Consistency Challenge

MARCH

Sales Challenge

FINDING YOUR 4 LEAF

MARCH GOAL -THREE \$100 DRAWINGS



GOAL ONE: \$30,000 UNIT W/S PRODUCTION!

GOAL TWO: 60 CONSULTANT \$300+ ORDERS!

GOAL THREE: 10 MAR. MK PRIZE WINNERS!

Order \$300+ w/s to get your name in the QUALIFIED \$100 MAR. Drawing!



Orders can be cumulative to earn prize levels

March 1-31, 2023

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



**Order \$600
Wholesale
Earn MK
Naturally
Cleanser**



**Order \$1200
Wholesale
Earn MK
Naturally
Nourishing Oil**



**Order \$1800 Wholesale
Earn \$120 Miracle Set 3D**



1. Place a \$1800 w/s ORDER earn \$120 MIRACLE SET
2. Orders can be cumulative to earn prize levels. Prizes subject to availability. Substitutions may be made.