



Anne Louise Goodman  
Senior Sales Director  
Future National Area 2023



March 2023 Newsletter with Feb. results

Those who placed a w/s order in  
FEBRUARY

**Suzanne Garcia**  
Susan Bustamante  
Maria Rodriguez  
Rebeca Moreno  
Debbie Hassler  
Gabrielle Rase  
Tina Brand  
Marissa Ayala  
Anna Harmon  
Jennifer Diehl  
Maria Mena  
Linda Valencia  
Priscilla Williams  
Patricia Brown  
Sandra Sheen  
Eugenia Haisley

Heather Daugherty  
Cherie Clarkson  
Debbie Winterswyk  
Bernice Sanchez  
Lisa McMillin  
Karen Ross  
Nancy Camarillo  
Anna Tarwater  
Amy McGrew  
Lisa Calderon  
Stella Lopez  
Darlene Garza  
Patricio Ledesma  
Kyndra Dearth

**NEW CONSULTANT**

Consultant  
Jacob Hernandez  
Stacy Knox  
Kasey Osborne

Recruiter  
Debbie Winterswyk  
Kyndra Dearth  
Anne Louise Goodman

Welcome Back:

Marissa Ayala  
Patricia Brown  
Suzanne Garcia  
Lisa McMillin  
Karen Ross

Amy McGrew  
Lisa Calderon  
Debbie Hassler  
Marie Rodriguez

**2023 QUEEN'S COURT OF  
PERSONAL SALES  
TOP 10 YTD**

Name	YTD Contest Credit
<b>SUSAN BUSTAMANTE</b>	<b>\$12,047.00</b>
Patricio Ledesma	\$8,976.00
Pamela Spanko	\$8,617.00
Priscilla Jacobo-Williams	\$8,129.00
Bernice Sanchez	\$6,669.00
Liani Bawitlung	\$5,663.00
Cherie Clarkson	\$5,511.00
Kyndra Dearth	\$5,214.00
Debbie Winterswyk	\$4,779.00
Eugenia Haisley	\$4,351.50



**FEBRUARY QUEENS**

Based on Weekly Accomplishment Sheets turned in

**QUEEN OF SETS**  
Stella Lopez

**QUEEN OF RETAIL  
SALES**  
Susan Bustamante



**QUEEN OF  
SHARING**  
Kyndra Dearth

**QUEEN OF  
WHOLESALE**  
Suzanne Garcia



*\*Based on retail sales to customers , personal product for yourself or business demos do not count toward Queen of Sales. Verified by Weekly Accomplishment Sheets*

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 1						
Name	Wholesale \$ + Team Building*	Sapphire	Ruby	Diamond	Emerald	Pearl
Anne Louise Goodman	\$1,896.00	STAR	\$504.00	\$1,104.00	\$1,704.00	\$2,904.00
Susan Bustamante	\$1,417.00	\$383.00	\$983.00	\$1,583.00	\$2,183.00	\$3,383.00
Suzanne Garcia	\$860.50	\$939.50	\$1,539.50	\$2,139.50	\$2,739.50	\$3,939.50
Patricio Ledesma	\$777.00	\$1,023.00	\$1,623.00	\$2,223.00	\$2,823.00	\$4,023.00
Stella Lopez	\$760.50	\$1,039.50	\$1,639.50	\$2,239.50	\$2,839.50	\$4,039.50
Eugenia Haisley	\$669.75	\$1,130.25	\$1,730.25	\$2,330.25	\$2,930.25	\$4,130.25
Bernice Sanchez	\$663.50	\$1,136.50	\$1,736.50	\$2,336.50	\$2,936.50	\$4,136.50
Sherri Whitehead	\$586.00	\$1,214.00	\$1,814.00	\$2,414.00	\$3,014.00	\$4,214.00
Cherie Clarkson	\$564.00	\$1,236.00	\$1,836.00	\$2,436.00	\$3,036.00	\$4,236.00
Kyndra Dearth	\$561.50	\$1,238.50	\$1,838.50	\$2,438.50	\$3,038.50	\$4,238.50

## Congratulations are in order to:

- Welcome "Going Gorgeous Unit" to the All Star Unit!
- Susan B & Tina for sending in your Weekly Accomplishment Sheet
- Kyndra adding to her team
- Everyone who qualified for the February promo - your prizes will be coming soon!

**WHAT'S  
HAPPENING**

**ALL STARS MAKING \$\$**

### WONDERFUL WEEKS

Susan Bustamante \$108, 467, 617, 144  
Tina Brand \$25, 40, 56

### RADICAL REORDERS

Susan Bustamante \$108, 467, 617, 144  
Tina Brand \$25, 40, 56

### BUILDING WITH SETS

Stella Lopez 1

### ON THE GO

FACIALS

SHOWS

CLASSES

Be sure to  
submit your  
**WAS** to me so I  
can give you the  
recognition you  
deserve!

# Anne Louise's All Stars



July 1, 2022 - June 30, 2023

## February Achievers

Susan Bustamante



Suzanne Garcia



Anne Louise Goodman



### 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.





# Team-Build Your Way to Success!

Moving up the Success Ladder  
Mary Kay Style!

## Team Leaders

**Priscilla E. Jacobo-Williams**

- A1 Patrisha U. Jacobo
- A1 Stella M. Lopez
- A1 Nayeli A. Palafox
- A1 Bernice Sanchez
- A2 Denise M. Gonzales
- A2 Yesenia Redman
- A3 Sabrina Salas
- I1 Rachel Escamilla
- I2 Bernadette G. Garcia
- I3 Lori A. Velazquez
- T2 Deborah Setliff

## Star Team Builders

**Susan G. Bustamante**

- A1 Dolores I. Bustamante
- A1 Debbie Winterswyk
- A3 Jessica Hines
- I1 Marie P. Rodriguez

## Senior Consultants

**Marissa C. Ayala**

- A2 Maria S. Mena
- Denise M. Gonzales**
- A1 Patricio J. Ledesma
- Stella M. Lopez**
- A3 Rae L. Settles
- T1 Lea M. Santana
- T6 Desseray J. Altamira
- Bernice Sanchez**
- A1 Darlene Garza
- I1 Felicia Acosta
- T1 Suzanne M. Garcia
- Sandra R. Sheen**

A2 Nancy L. DeFina



\*This page has not been updated yet to include Cherie's Unit due to month end, but next month everything will be correct and updated properly

Name	%	Team Commission
Priscilla Jacobo-Williams	9%	\$104.90
Susan Bustamante	6%	\$28.50
Denise Gonzales	4%	\$26.84
Stella Lopez	4%	\$6.56
Bernice Sanchez	4%	\$9.54
Sandra Sheen	4%	\$1.24

Name	Great Start
May: Liani Bawitlung	1 Bundle
Sept. Debbie Winterswyk	2 Bundles
Oct. William Hoover	1 Bundle

## Great Start Program

This program offers free product bonus bundles and the opportunity to earn 100% profit on those bundles for your new team members. Plus team-building cash bonuses. Here's another great way to help you build your team and help those new team members get off to a great start!



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

## MARY KAY® *eStart*,<sup>†</sup> \$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*,<sup>†</sup> \$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!

**March Madness**  
Choose your WIN

#1. \$250 wholesale order  
3 Pink Chats  
5 Faces

#2. \$400 wholesale  
6 Pink Chats  
10 Faces

#3. 650 &  wholesale  
10 Pink Chats  
15 Faces

PIC-COLLAG

**LOOK**

**March  
Madness  
Prizes**

**Here!**



Prizes from Pearls of Sharing Collection  
Achieve Win #1 receive P of S Earrings & a sample pk Hydrogel Eye Patches  
Achieve Win #2 receive P of S Bracelet & Deluxe Mini Ultimate Lipgloss set  
Achieve Win #3 receive P of S Necklace & 1 3 pack set each MS 3D samples N/D & C/O



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**

**BONUS**  
OPPORTUNITIES

March 1 - 31, 2023

*Be entered into a Special Drawing for each New Team Member*

*Earn a \$15 Amazon Gift Card for EVERY Great Start Qualified\* Team Member up to 3.*

*(\*orders must be submitted by March 31)*

For Lisa Monforte  
Anne Louise Goodman's Units



### **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.



# March

# \$200 \*FREE



## When You Party With Me

**ZOOM or FB? Host a Pamper Me Party and discover YOUR RADIANCE WITHIN! Invite your friends and earn FREE Product! IS THERE ANY REASON WHY YOU WOULDN'T LOVE GETTING FREE PRODUCTS??**

**\$100**

**\$25**

**\$25**

**\$25**

**\$25**

\*In FREE Product

1. \$500 or more in outside sales (friends who cannot attend)
2. Provide guest list within 48 hours
3. 5 or more guests who are 18 years + and do not currently have a beauty consultant
4. 2 Bookings for future parties
5. \$225 or more in party sales



# MARCH HOSTESS WITH THE MOST!

## One Lucky HOST in March

*Will win a Skinvigorate Sonic Brush*

*\*\*When I have a minimum 5 hosts/parties in March and each party with a minimum of 3 guests and \$200 in sales*



Contact:

Email:

Or shop my website:



MARY KAY

# GOLDEN Rules

Anne Louise's All Stars

July 1, 2022 - June 30, 2023

The countdown is on! The FINAL FOUR of Seminar 2023 —NOW is the time to IGNITE our Focus, determination, and effort and SPRINT to the FINISH LINE together!

This is a company created from a dream. So, Dream BIG and work hard as we finish this race. Let's plan now to celebrate our victories on June 30th.

- ◇ Finish your STAR: Sell Star Gift Certificates
- ◇ What about doing 90 New Faces in 90 days??
- ◇ ENROLL IN THE SUMMER LOOK BEGINNING MARCH 16—THROUGH THROUGH APRIL 17TH. "I love the personal touch that the Preferred Customer Program offers - a beautiful catalog delivered to my customer's door, samples that entice, my personal message – and the wonderful connection when I call them!" – Patricia Toney, Independent Sales Director.
- ◇ Work Full Circle: March Special Starter Options!!
- ◇ Book appointments and show the new products: Clinical Solutions Boosters, New Think of Pink and Very Raspberry Supreme Hydrating Lipstick, Creamy, Dreamy Duo Sticks and Hand Creams!

Set your sights to EXPECT THE BEST IN THE GOLDEN RULES CHALLENGE IN MARCH.

These final four months will be exciting as we SOAR to the TOP together! No matter where you are in your business, you have time to finish the Seminar year with On-Stage Recognition!

*Success is yours when YOU CHOOSE to create it! Success is achieved not by doing only what is comfortable and convenient. Success is built by doing what must be done to reach it. Success is achieved not by waiting until the last minute to get started. Success is created by looking ahead and working to be fully prepared. Success is achieved not by making a halfhearted effort. Success comes when there is rock-solid commitment and real, meaningful purpose. Success is achieved not by waiting for the lucky breaks. Success is built by making the most of whatever circumstances and events may come along. Success is achieved not at random. Success happens when there is a decision and an effort and a commitment to make it happen. Success is achieved not by a lucky few. Success is achieved by anyone who chooses to create it. -- Ralph Marston*

What will you achieve in these last four months?  
I believe in your SUCCESS!  
Love and Bee-lieft in YOU,

Anne Louise



**Celebrate**

**Happy BIRTHDAY**

*Happy Birthday*

March  
Dolores Bustamante  
Lori Velazquez

*Happy Anniversary!*

March  
Nancy Camarillo  
Renee Lembke  
Anna Tarwater  
Denise Gonzales  
Darlene Garza  
Liani Bawitlung

**HAPPY ANNIVERSARY**



# MARCH 2023



ALL STAR UNIT IS BUILDING AN ALL STAR AREA IN 2022-2023

**Golden Rules Challenge**  
 Each month during the 2022-2023 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 exclusive Golden Rules Collection.  
 Each piece in the Golden Rules Collection is inspired by the Golden Rule, the others-first principle that Mary Kay Ash founded her Company on. This year's collection includes custom accessory items, as well as jewelry items designed by celebrity designer R.J. Graziano. They're fabulous items that you can't get in a store – you can only get them by achieving this challenge.

**Virtual Beauty Experience**  
 March 6 & 13, 20, 27 6:30pm PST  
 Guest goodie bag contents:

- TW MS3D, Charcoal Mask, & Microdermabrasion Plus

**Facebook Live Events On**  
 Mary Kay Facebook Live Events & Product Launch Hub 6:30pm PST  
 February 7, 14, 21, 28

**End of Star Cons Quarter**  
 March 15

**Virtual Event**  
 March 24 go to InTouch for details

**60 Faces in 60 Days & Sell to Play MK App Challenges**  
 Jan 1—March 31, 2023

**Month End March 31**

Sun	Mon	Tue	Wed	Thu	Fri	Sat
Mary Kay E Start \$20 Mary Kay Starter Kit \$90 March 1 –31 Who Do You Know?						
5	6 Virtual Beauty Exp 6:30pm PST	7 Facebook Live Event 6:30pm PST	8	9	10	11
12	13 Virtual Beauty Exp 6:30pm PST	14 Facebook Live Event 6:30pm PST	15 End of Star Cons Quarter	16 New Star Quarter Begins	17 	18
19	20 Virtual Beauty Exp 6:30pm PST	21 Facebook Live Event 6:30pm PST	22	23	24 Spring into The 60th Virtual Event	25
26	27 Virtual Beauty Exp 6:30pm PST	28 Facebook Live Event 6:30pm PST	29	30	31 Month End	

**ALG UNIT ZOOM ID# 975-087-2778**  
**LM ZOOM MEETING ID# 909-559-1073**

**Upcoming Event Mark Your Calendar**


**60th Anniversary Seminar**  
 July 26-29

**ZOOM**  
 Virtual Beauty Experience  
 & Success Meetings

# NEW: Year Long Consistency Challenge



## ALL STAR FUTURE NATIONAL AREA IN IT TO WIN IT!!!

 [www.facebook.com/groups/FNASA](https://www.facebook.com/groups/FNASA)  
 Email: [alg4mk@gmail.com](mailto:alg4mk@gmail.com)  
 909-559-4146  
 Upland, CA 91784  
 1869 Holiday  
**Mary Kay Cosmetics**  
**Senior Sales Director,**  
**Anne Louise Goodman**



### Power Up Sales With a 60th Anniversary Promo!

Take advantage of a special **Skinvigorate Sonic™ Skin Care System** promotion in honor of our 60th anniversary! For a limited time, this innovative system will be priced at \$60<sup>†</sup> SRP – reduced from \$75 – and active\* Independent Beauty Consultants will be able to purchase it for \$30 wholesale.

- IBC ordering: Jan. 26 to Sept. 30, 2023



### New! March Startup Options Promotion March 1 – 31

- **Mary Kay® eStart, \$20** What a great option to work a Mary Kay business from the comforts of home with an opportunity to connect virtually with customers on a personal level.
- **Mary Kay® Starter Kit, \$90** Includes **everything in Mary Kay® eStart plus retail-sized products for sampling (\$400+ value), additional products and samples for March only, business resources, tips and selling techniques.** *Starter Kit bag is not included.*