

DECEMBER 2023 TOP 10 IN WHOLESALE

No.1
Wholesale
Christy Coello



CHRISTY COELLO
 Phyllis Perry-Scates
 Carrie Rodarte
 Vicki Hyland
 Dorina Luna
 Pamela Davison
 Lisa Gundersen
 Carlene Eaton
 Rosita Mayr
 Kristina West



No.1
Retail
Vicki Hyland



No.1
Sharing
Christy Coello



2024 QUEEN'S COURT OF PERSONAL SALES TOP 5 YTD

2024 QUEEN'S COURT OF COURT OF SHARING

Name	YTD Contest Credit	Name	NEW	Seminar Qualified
Vicki Hyland	\$9,134	Christy Coello	2	1
Christy Coello	\$8,855			
Carrie Rodarte	\$8,390			
Phyllis Perry-Scates	\$7,933			
Lisa Gundersen	\$6,699			

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

Star Consultants

Ruby Stars



Carrie Rodarte



Vicki Hyland



Christy Coello

Ruby Star Sapphire Star



Palia Curry



Phyllis Perry-Scates

Quarter II Dec. 15, 2023

MARY KAY star consultant Program

dec. 16, 2023 - march 15, 2024

Be a rising star! You can earn exciting prizes and experiences in the Star Consultant Program while building your Mary Kay business. Here's a small selection of featured prizes this quarter, but check the Star Consultant Program Boutique website for even more rewards. And don't forget: The achievements you enjoy through the Star Consultant Program can help you earn rewards in other Mary Kay programs, so keep reaching for the stars!

pearl

Calphalon Hard-Anodized Nonstick 14-Piece Cookware Set
Item: 02-7548



Sony Wireless Noise-Canceling Over-Ear Headphones
Item: 04-6532

pearl

Ninja Foodi PossibleCooker PRO
Item: 02-7627



FireSense Gas Patio Heater
Item: 08-0054



pearl

Viking 7-Piece Acacia Wood Charcuterie Board Set With Cheese Slices, Knives and Ramekins
Item: 18-0047



Think Royin Elson Hobo Bag - Pearl Black
Item: 02-23399



pearl

Fuji Instax Mini 12 Bundle - Pastel Blue
Item: 02-2342



UGG Ana Knit Throw - Snow
Item: 04-6532

emerald

MacKenzie-Childs Flower Market Reflections Jewelry Box
Item: 04-6247



Nike Essential Horizon Blue Light Glasses
Item: 02-01238



diamond

Supersonic 2.5-Qt. Mechanical Air Fryer
Item: 01-7640



Coach Gold-Tone Chain Link Bracelet
Item: 06-5400

ruby

Nostalgia Electric Hot Chocolate Maker
Item: 07-6629



Shiraleah Rowan Poncho - Camel
Item: 19-0908

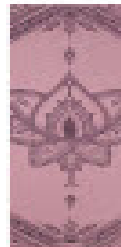


sapphire

Farberware 18-Piece Never Needs Sharpening Knife Block Set
Item: 02-7774



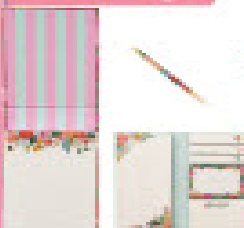
Calam Reversible Inner Peace Yoga Mat
Item: 09-0171



Shiraleah Fleets Sequin Hat
Item: 19-0902



Rifle Paper Co. Garden Party 3-Piece Stationery Set
Set includes sticky notes, notepad and mechanical pencil.
Item: 04-6204



Prizes are awarded based on availability and subject to change. Some items may be awarded based on the number of prizes that remain in the program. Prizes are awarded through the Star Consultant Program Boutique. ©2023 Mary Kay Inc. All rights reserved. Mary Kay and the Mary Kay logo are the property of The Mary Kay Companies.

RED HOT WILDCATTS!!



TEAM BUILDERS

Thru December 2023

ELITE TEAM LEADER

(8+ TM)

TEAM LEADERS

(5-7 TM)



Position Open



Position Open



CHRISTY COELLO



Position Open



STAR TEAM BUILDERS

(3-4 TM)

Positions Open



Positions Open



Positions Open



Positions Open



Positions Open



SENIOR CONSULTANTS

SENIOR CONSULTANTS (1-2 TM)



Carlene Eaton

Angela Frame

Beverly Hughes

Marlena Hidalgo

Vicki Hyland

Dorina Luna

Carrie Rodarte

Jennifer Scates

Position Open

Position Open

Position Open

Position Open

Position Open

Position Open

Position Open

Position Open

Position Open

Position Open

Position Open

Position Open

PALIA CURRY, SALES DIRECTOR



January 2024 Newsletter, December Results



2023-2024 Unit Goals: Future National WILDCATT Area

\$650,000
Circle of Excellence
65 Star Consultants
200 Unit Members
5 DIQs
5 Team Leaders
20 Star Team Builders

Monthly Goal:
20 New Team Members
15 "You Can Do It"
Winners
3 New Star Team
Builders
\$30,000 wholesale

happy new year

Happy New Year—2024

What are you most excited about?

Mid-year for Seminar 2024 is a perfect time to reflect on the past six months and evaluate our goals.

Where do you want to be when the Seminar year closes on June 30th?

National Court of Sales? NSD Court or maybe a steady working of your business to achieve Unit Court? The wonderful thing in our Mary Kay business is we choose how we want to work it, and in doing so we have the opportunity to bless many.

What else can we achieve?

We can reach for the moon and land among the STARS in quarter three that ends March 15, 2024.

What about Career Conference 2024?

Where dreams are made and the place to go to ignite that flame that fuels and inspires us to reach a little higher so we can Soar Like Never Before, earning our monthly challenges.

Do you put time limits on your goals?

Remember to be **SMART**, Specific, Measurable, Achievable, Realistic and Timely.

Take time right now to write out your wildest dreams for 2024. Remember to DREAM BIG! Then figure out your 'why' for wanting to make it happen. What will the end result look like? What is your purpose? Take it one day at a time after breaking your goals down into monthly, weekly, and daily goals. Make positive thinking and action a part of your carefully laid plan. Don't go to bed until your non-negotiable goal for the day is met! Make this the year YOU rise to the TOP!

Here's to making ALL your dreams a reality! Your strength to succeed and your persistence will drive your success and allow you to remain focused on the goals you set. Why not start with 90 FACES in 90 DAYS—a fantastic goal to set! YOU CAN DO IT!

How about taking a leap into Leadership where you can take your place in Mary Kay history! THE BEST IS YET TO COME - AND I WANT YOU TO BE PART OF IT!!

Love and Bee-lieft in YOU,

Palia

soar like never before 24 December Achievers

Christy Coello



Phyllis Perry-Scates



Carrie Rodarte



Vicki Hyland



Dorina Luna



Palia Curry



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!

soar like never before



This Six Most Important Things acrylic memo board can be yours when you achieve the Soar Like Never Before Challenge in January. What a great place to jot down your Six Most Important Things! Use a dry erase marker to make a new list each night!



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

Welcome back to the following consultants:

Consultant	From	Consultant	From
Lynn Cooper	N. Las Vegas, NV	Joy Lopez	Victorville, CA
Jackie Hernandez	Murrieta, CA	Rosita Mayr	Corona, CA
Renee Johnson	Riverside, CA	Roxanne Milton	Atlanta, GA

New Independent Beauty Consultants will experience an improved journey: one that intuitively guides them through the first four months of their Mary Kay businesses with simplified, essential information. This allows them to focus on learning to sell with confidence from the start!



Name	Birthday
Danielle Lyons	2
Jennifer Useda	2
Rebekah Foltz	5
Renee Williams	6
Maria Galvez	8
JosefaMencia Ong	13
Lisa Trujillo	15
Patricia Timblin	16
Lesa Batema	19
Refugio Castillo	20
Autumn Bebon	25
Deena Ortiz	26



Name	Years
Angela Frame	19
Beverly Gadlin-	13
Elsa Adams	9
April Ellis	8
April Bowen	3
Sharon Jones	2
Mendy Warman	2
Rakisha Hughes	1
Diana Macias	1
Lisa Trujillo	1

February

Dreaming IN THE Clouds

Team Building Consistency Challenge

January



February



July



August



March



September



April



October



May



November



December



June



**Build your team and build your bracelet!
Add an active Team Member to earn the
charm of the month. Can you collect all 12?**



6 MOST IMPORTANT THINGS FOR THE WEEK

What are you going to do to soar like never before & make your dreams come true?

soar like never before

1 Book 5+ New Appointments



1. _____
2. _____
3. _____
4. _____
5. _____

2 Facial 3-6 Women/
Hold a Party



1. _____
2. _____
3. _____
4. _____
5. _____
6. _____

Reflect on This Week:
What went well?

What do you want to do differently/improve on?

3 \$300 Retail Week
Sell \$300 consistently a week -
Sapphire Star for the quarter



4 Hold 1 Career Chat
OR
Add a New Team Member

What is your goal for this upcoming week?

6 Submit Your Weekly Accomplishment Sheet

Even if you have a \$0 week

Join Us Tuesday for Boss Babes at 7



Share your results with your director by Tuesday at noon

5 Sell 1 New Skincare Set



January's Special Deals

50% off

One Item of Your Choice for Every \$50 Purchase
(\$200 purchase = 4 1/2 price specials)

HA + Ceramide Hydrator



Experience science's powerhouse hydrators that deliver advanced aid to dry skin.

~~\$38~~ \$19

Microdermabrasion Plus Set



Immediately skin looks younger, and pores look smaller. Plus it dramatically improves skin's texture & visibly improves the look of fine lines.

~~\$58~~ \$29

Frost Yourself Glam

Take your eyes to the next level with this glamorous New Year Palette!



~~\$42~~ \$21

Berry & Vanilla Body Care Set

Refresh your senses with our body wash and lotion set!



~~\$28~~ \$14

Liquid Eyeshadow

Choice of 1: One-and-done eye looks!



Creamy yet lightweight & pigment-packed color in a single swipe.

~~\$16~~ \$8

Intense Moisturizing Cream

Luxurious cream for dry skin leaves skin looking immediately more radiant and feeling unbelievably soft and smooth.



~~\$34~~ \$17

TimeWise Replenishing Serum C + E

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



~~\$60~~ \$30

Eyebrow/Eyeline Brush

Tame brows, fill in sparse areas and precisely apply eyeliner.



~~\$10~~ \$5

Oil-Free Hydrating Gel

Non-greasy gel absorbs quickly, leaving skin feeling cool & refreshed while hydrating it for up to 10 hours.



~~\$34~~ \$17

Volumizing Brow Tint

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



- Blonde
- Dark Blonde
- Brunette
- Dark Brunette

~~\$14~~ \$7

Micellar Water

Micelles act like magnets to draw out impurities, so you're left with a clean feeling. No rinsing required.



~~\$18~~ \$9

Belara Eau de Parfum

This creamy floral is a perfectly balanced, sheer fragrance with an invigorating blend of luminous florals and warm notes.



~~\$44~~ \$22

Valentine's Day

Girlfriend Pampering Package

By Melinda Balling

Here is a wonderful way to obtain 50 new names of women to follow up with and schedule for a complimentary facial. First, make a list of 10 (or more) of your best and/or favorite customers. Using the following dialogue, call each customer and say:



This "referral gift" can be offered anytime. Valentine's Day is simply one of those very special times to give the gift of pampering!

"Hi, _____, this is _____, your Independent Mary Kay Beauty Consultant. I wanted to take this opportunity to call and wish you a Happy Valentine's Day and offer you my Valentine's Special of (whatever special you might want to offer)". Go on to say, "Speaking of gifts for special people, I have five Pampering Packages which include a \$10 gift certificate for you to give to any five friends or family members you choose. This will be a Valentine's Day gift from you, at no cost to you, to be scheduled at the recipient's convenience. Their Pampering Session will include a complimentary facial, Satin Lips and Satin Hands treatment, along with a color makeover. The complimentary \$10 gift certificate can be used towards anything in our product line. Remember, you can select up to five women whom you think would enjoy some special pampering. The only stipulation is that they are over 18. If they happen to already be Mary Kay users, I will get their consultant's name and arrange to have her do the pampering appointment. I know your girlfriends or family members will be so happy that you thought of them. _____, who would you like to choose to receive this special gift from you?"

What to say when you call her friends:

"Hello, _____, this is _____ calling. We haven't met yet, but we have a mutual friend, (friend's name). I am _____'s personal Mary Kay Beauty Consultant, and she has arranged for you to receive a special Valentine's Day Gift. Do you have a quick minute for me to give you the details? Great! _____ has asked me to arrange a time for you to receive a Special Pampering Appointment. Your appointment will include a gift certificate, facial, makeover, and Satin Hands & Satin Lips Treatment for you to be scheduled at your convenience. Tell me, _____, do you currently have a Mary Kay Beauty Consultant servicing you?" (If she has a consultant, ask for the consultant's name and number



and explain that you will give the consultant a call so that she can get back with her and schedule a convenient time for the appointment.)" If she says no, then you can proceed with, "Wonderful! _____ said you were someone very special, and so I am looking forward to meeting with you and giving you an hour of pampering. What is usually best for you, daytime or evening....etc...?" Schedule her appointment.

*Note: If she already has a consultant, call the consultant and let her know her customer was given as a referral and ask her if she would be willing to contact her and schedule an update facial and honor the gift certificate. You can then call your customer back and explain that she still has a gift she can "reassign" to someone else.

Palia Curry, Senior Sales Director
Mary Kay Cosmetics
 12521 Altura Dr.
 Rancho Cucamonga, CA 91739
 909-534-2487
 pcurry002@charter.net

Check out our unit Facebook page for daily info and ideas @ Wildcat Girlfriends



FUTURE \$650,000 CIRCLE OF EXCELLENCE UNIT



Cadillac PLUS Unit

February 2024

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
	Please contact Palia for New Consultant Training Dates			1	2	3
4	5 Monday Nite ZOOM 7:00 PM	6	7 New Product Info Nite	8	9	10
11	12 Monday Nite ZOOM 7:00 PM	13	14 	15	16	17
18	19 Monday Nite ZOOM 7:00 PM	20	21 Monthly In Person Meeting	22	23	24
25	26 Monday Nite ZOOM 7:00 PM	27	28	29 Month End		