

soarlikeneerbefore 24 Dumbo Addings





Jane Lucas



Nannette Smith



Sandy Cooke



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

YEARLONG CONSISTENCY CHALLENGE
JULY 2023 - JUNE 2024

Jane Lucas
Nancy Wetherholt
Sandy Cooke





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!



Wishing you a Happy & Blessed New Year!!!

I was reminded recently that GRATITUDE makes All the difference. After I had been stuck in Worry for a few days,

I shifted my mind to gratitude and the change was amazing! We all go through challenges and the life lessons that come from our exposure to the Mary Kay way of life serve us well.

I am so glad that each of you are part of our
Heartlighter Unit and Mary Kay and
I am looking forward to the next 6 months of our
Seminar Year with all the wins we are going to have
individually and as a Unit!
With Love, Belief and Appreciation, Sandy

Faruary STAY POWERFUL

NEW YEAR & NEW GOALS!

This is the perfect time to set some new goals and dreams and double down on those visions! It's a fresh start and the power is within you; the power to share our products like never before as you reach your goals and develop YOUR teams to their highest possibilities. Focus on those POSITIVE traits and keep your steps higher and higher!



January Goals - 13 New Unit Members & 17,000 wholesale! When we reach 10,000 we'll have a \$50 cash drawing, @ 13,000 another \$50 and @ 17,000 another \$50. Every 300 ws and every new team member will get you an entry!













PLUS 5 FREE ESTARTS



Zoom 899 5946 8497 password MKPINK

DIRECTOR JANIS TRUDE & GUEST National Sales Director Kristin Sharp

Thursday January 25th 6pm PT 8pm CT, 9pm ET PLUS 5 FREE ESTARTS NATIONAL SALES
DIRECTOR JANIS
TRUDE

Zoom 899 5946 8497 password MKPINK & GUEST National Sales Director



WEDNESDAY, JANUARY 17

@6PM PT | 8PM CT | 9PM ET ZOOM ID: 899 5946 8497 | PW MKPINK



Join us for a fun virtual training on building a selling inventory · How to put a loaded

 Opening & closing your skincare class

bag together

 Tips for successful kate spade parties in the new year

WE WILL BE DOING CONSULTANT DRAWINGS & giving away 5 kate spade items to consultants



Emeritus Linda Toupin

MARY KAY

OUR SUPERSTARS

Our Top 3 Wholesale Orders for December

Jane Lucas



Nannette Smith



Nancy Wetherhold



Consultants who invested in their businesses December

Jane Lucas Joyce Lenaburg Lana Wolka Nannette Smith Nancy Wetherholt Sheila Lloyd Kimberly Stone Maria Latorre Rachel Claycamp Dianne Vattuone Alisha Griffin Dee Hamner Sandra Moeller Marianne Miller Cheryl Donovan Jill Miller Melina Heath Sueann Novotny Samantha Ponik Sonia Le Judy Miller Anita Johnson

Happy Birthday January

Birthdays	Day
Dee Hamner	1
Alyssa Shepherd Moore	1
Molly Edwards	10
Sara Stoner	13
Milian Correa	22
Alice Hutcheson	29



Welcome Back to the following Consultants:

Cheryl Donovan Sonia Le Judy Miller Kimberly Stone Dianne Vattuone Lana Wolka

Dee Hamner Krista Lang

Krista Lang

Happy Anniversary

Anniversaries	Years
Joyce Lenaburg	51
Dianne Vattuone	47
Marianne Miller	22
Jill Miller	14
Amy DeWidt	12
Avril Limage	10
Chamy Lee	8
Abby Stockelman	1



Our Zoom meetings are 8 am every Saturday. Everyone is invited to join in.

You will hear all the latest info, share ideas and wins for the week. Text me if you Need any help getting on.

https://zoom.us/j/3858740921?

pwd=SUlpTDI1dGFYcVRVTmZYU3dYOXdGQT09

Million \$ Call

641-715-3900 access code 44336# Find the recorded calls on FB million \$ messenger listeners network

network
https://www.facebook.com/search/top/?
q=million%20dollar%20message%
20listeners%20network



soarlike neverbefore

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!



The new year is the perfect time for you to revisit your dreams and double down on your goals. Forget about any missteps that may have happened last year, and focus on the months to come. The power is within you: the power to share Mary Kay® products like never before, to reach your sales goals, to develop your team and to raise the bar on all that is possible. Take time to focus on those positive traits, and keep stepping higher and higher.

"Do you know that within your power lies every step you ever dreamed of stepping, and within your power lies every joy you ever dreamed of seeing? Within yourself lies everything you ever dreamed of being." – Mary Kay Ash

YEARLONG CONSISTENCY CHALLENGE JULY 2023 - JUNE 2024

Soar on Silver Wings!

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. Take your successes one product sale at a time. One goal at a time. One month at a time. When you do, you could achieve each monthly sales challenge, the yearlong challenge and even your team-building and leadership goals!

And when you achieve this yearlong consistency challenge by completing the Soar Like Never Before Challenge for 12 months, you can 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!

RECRUITERS AND THEIR TEAMS....

*Team Leaders*Jane Lucas

- A1 Krista Lang
- A1 Judy M. Miller
- A1 Lana Wolka
- A2 Gretchan Hashimoto
- A2 Teresa Sue Smith
- A3 Rachel Claycamp
- A3 Alice Hutcheson
- 11 Susan M. Paproski
- T1 Paula Parker
- T2 Kathy Boyce
- T2 Claudette Hayward
- T2 S. Mellenbruch
- T4 Jen Isaacs
- T4 Lisa Leeann Thias
- T6 Melissa Gray
- T6 Sandra K. Hackman
- T6 Abby Stockelman
- T7 Mary Hammons

Star Team Builders

Bertha S. Harper

Melina L. Heath

- A1 Marianne L. Miller
- A2 Gina P. Brannon
- A2 Jeannie E. Dubitsky
- T1 Terri L. Meine
- T3 Alice G. Gatian

Nancy Wetherholt

- A1 Sonia J. Le
- A2 Debra R. Bell-Tolliver
- A2 Dora Ramirez
- A2 Bertha E. Rois
- 11 Kari J. Duffy
- T1 Silvia M. Navarrete
- T1 Jill Weiglein
- T5 Shannon Chiono

Senior Consultants

Jeannie E. Dubitsky

A3 June Griffin

June Griffin

- A1 Dee Hamner
- A3 Joanne M. Stress

Bertha S. Harper

- A2 Anita L. Johnson
- A3 Laurie L. Harris
- 11 Kathy A. Helgeson
- I1 Cleo C. Kuntz

Patty Kane

- A1 Sheila A. Lloyd
- T1 Jana Frank

Joyce Lenaburg

- A1 Dianne Vattuone
- A2 Diana S. Morgret
 - Sandra M. Moeller
- A2 Tina R. Cummings
- T5 Tracy Levine

Senior Consultants

- Sueann Novotny
- A1 Nancy Wetherholt T1 Lori J. Duffy

Lynne C. Powell

- A3 Patricia K. Crist
- A3 Edie J. Wheeler
- I1 Sandra L. Baptiste
- T1 Renee A. Inman

Connie Shepherd-Thorns

- Alyssa J. Shepherd
- A2 Moore
- N2 Jeannetta Sanford
- T1 Gail Y. Irving

Nannette L. Smith

- A2 Drucilla Linwood
- A3 Maria Brinson-Sampson
- 13 Asiah Nishikawa
- N3 Letticia M. Cropper
- T1 Deondra N. Hunter

Need help building your DREAM?

Go to marykayintouch.com for videos on how to build your team—tools and tips in abundance—Let's reach for the STARS!!

Each month when you order at least 300 wholesale by the 15th you will be invited to a Special zoom event where you will hear from a National that will help you continue to soar!





SUPER BOWL SQUARES

Let's have some fun with my Mary Kay Superbowl Contest! For every \$10 in product you purchase between now and the Superbowl, I will randomly assign you a square on my football grid of 100 squares (10 X 10)



Score at the end of

Quarter 1: \$25 in FREE product Halftime: \$50 in FREE product Quarter 3: \$25 in FREE product Final score: \$100 in FREE product



Winner is determined by the last number in the score of each team.

(Example: Score is 10-23, you win if your square is in column 0 row 3)

Get 2 additional FREE squares when you schedule a Virtual Skin Care Party to be held in February or March.

This is so fun, and all you have to do is join the group or share your Shop My Party link I set up for you and invite your friends. It is open for one week. It's a gret time to shop for yourself and for opportunities like birthdays and Valentine's Day, and a great time to pamper yourself with our new Spring products!!

Place your Mary Kay order before kickoff:

Email, Facebook, Shop My Party link created just for you and your friends and family, text, or phone.

The board is available January 16 - February 11 at kickoff!



You must be my customer or currently seeking a Beauty Consultant. Squares are issued based on your purchase total before tax and any discounts are given. The square has 100 spots - get on the board before it's full!



2024





SUPER BOM LAND LAS VEGAS

1st Quarter Super Bowl Game							2nd (2nd Quarter		
3rd	Quarter		Tea	am			 		4th (Quarter
Team										
19										

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?"

VIII to Say V	when you call her the	THUS.	
"Hello,	, this is	calling. We haven't met yet, but we have	ave a mutual friend, (friend's name). I am
's	personal Mary Kay I	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	e a Special Pamperir	ng Appointment. Your appointment will include	de a gift certificate, facial, makeover, and
Satin Hands 8	& Satin Lips Treatme	ent for you to be scheduled at your convenier	nce. Tell me,, do you currently
have a Mary I	Kay Beauty Consulta	ant servicing you?" (If she has a consultant,	ask for the consultant's name and number
W			ou will give the consultant a call so that she
		can get back with	her and schedule a convenient time for the
		appointment.)* If s	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.

Choose 3areas to Work on this year

Physical/Health

Personal

Work & Career

Family

Spiritual

Financial

Educational

Social

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1.	What would have to happen for this to be the best year ever?		
2.	What daily habits would help you push you closer to that goal?	3.	It's important to review & reflect on your goals often. When specifically will you choose to review your goal on a weekly basis & how will you do so?

GOAL #2

1.	What would have to happen for this to be the best year ever?	_								
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- 2. What daily habits would help you push you closer to that goal?
- 3. It's important to review & reflect on your goals often. When specifically will you choose to review your goal on a weekly basis & how will you do so?

GOAL #1

- 1. What would have to happen for this to be the best year ever?
- 2. What daily habits would help you push you closer to that goal?
- 3. It's important to review & reflect on your goals often. When specifically will you choose to review your goal on a weekly basis & how will you do so?

Goal Setting

January's pecial

HA + Ceramide **Hydrator**



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

\$19

Intense Moisturizing Cream

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



Oil-Free Hydrating Gel



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

\$17

Volumizing Brow Tint

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



Dark Brunette

One Item of Your Choice for Every \$50 Purchase

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.

Berry & Vanilla Body Care Set

Refresh your senses with our body wash and lotion set!

\$14



TimeWise Replenishing Serum C +E



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

Micellar Water

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

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

Frost Yourself Glam



Liquid Eyeshadow



Choice of 1: One-anddone eye looks! Creamy yet lightweight & pigmentpacked color in a single swipe.

Eyebrow/Eyeliner Brush

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

Belara Eau de Parfum

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

\$22





SOAR LIKE NEVER BEFORE

July 1, 2023- June 30, 2024 Each month during the 2023-2024 Seminar year that an IBC 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. The collection is inspired by the "On Silver Wings" poem.

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anis will be in California this month doing Makeovers & Marketing. If you have customers or are near the area you are wel
<u>come to attend.</u>

Sonora, Ca Jan 14 4pm

Concord, Ca Jan 15 6:30pm
Wilmington, Ca Jan 27 9:30 am

Those that achieve 300 w/s by 15th will qualify for the Soar event Jan 23rd

Spring PCP Enrollment Deadline January 17

All Times are PST

powerfull

January 2024



				1	
Sat	,	13	20 Unit Heartlighter Sat Zoom 8am PST	Unit Heartlighter Sat Zoom 8am PST	Wilmington Ca Makeovers 9:30
5 Fri		Unit Heartlighter Zoom 4:30 pm PST	19	26	
Thu 4		Janis zoom Gpm PST Kali D Brigham	18 Janis zoom 6pm PST NSD Kristen Sharpe	Janis zoom 6pm PST NSD Linda Toupin	
Wed		10 Janis zoom 6pm PST Skin care Party	Janis zoom Consultant Soar Train- ing 6 Pm	24 Janis zoom 6pm PST Skin care Party	31 MONTH END
Tue		6	16	23 Soar Achievers NSD Brittani Jenks 6pm	30
Mon	HAPPY NEW YEAR!	8	Concord, Ca Makeovers 6:30 pm	22	29
Sun		7	14 Sonora, Ca Makeovers 4 pm	21	28

Career Conference ~ March 22-23, 2024

Allen, TX, Atlantic City, N.J, Charlotte, NC, Bellevue, WA, Long Beach, CA,

Unit ZOOM Success Event EVERY Saturday @ 8:00 am PST Everyone is welcome - Come, get in on the MK Sisterhood, news & ideas Heartlighter zoom https://zoom.us/

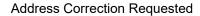
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Sandy Cooke, Sales Director Mary Kay Cosmetics

2700 Tam Oshanter Drive El Dorado Hills, CA 95762

Cell: 916-606-9648 (best # to reach me)

scooke17@att.net





Find me on facebook @ www.facebook.com/sandycooke.33 Send me a friend request And I'll add you to our private Unit Group Facebook page where we'll share ideas, successes and motivation! Our Unit Zoom Link

https://zoom.us/j/3858740921? pwd=SUlpTDI1dGFYcVRVTmZYU3dYOXdGQT09



PREFERRED CUSTOMER PROGRAM ENROLLMENT





Bring On Your Best Self! Spring 2024

Share the latest self-care must-haves with your customers by enrolling them to receive the Spring 2024 issue of *The Look*. Plus, they'll receive a FREE exclusive sample. Put a spring in your sales and discover brighter days ahead!

Enroll Dec. 19, 2023 – Jan. 17, 2024.

Mails Feb. 8, 2024.

Arrives in 7 to 10 business days.