

# Barbara's Blessings



April 2026 Newsletter, March results

**Barbara Puckett, Fut. Exec. Sr. Sales Director**

Jan. 1 – June 30, 2026

\$600 w.s.  
Each month  
On Target:



Achieve  
4, 5 and 6  
months  
consistency

**Terri Winfield Story**

*On Target 6 month challenge*



**Sheryl Roberts**

*On Target 6 month challenge*



**Barbara Vanlandingham**

*On Target 5 month challenge*



**Yamonda Ausbie**

*On Target 4 month challenge*



**Alica Norvell**

*On Target 4 month challenge*



Achieve  
6 months  
consistency

**Lindsey Armstrong**

*On Target 4 month challenge*



**Jen Moak**

*On Target 4 month challenge*



Four Months Achieved: Standing recognition at Seminar 2026.

Five Months Achieved: Earn a *Rise + Radiate* sash in your fifth qualifying order. Wear the sash as recognition in your unit meetings or bring it along for the standing recognition at Seminar 2026.

MARY KAY

**RISE + RADIATE**

5 MONTH CHALLENGE ACHIEVER



# Barbara's Blessings

## APRIL AWAKENING

Hello Beautiful Consultants,

April has arrived, and with it comes a fresh wave of possibility. This is the month when everything begins to bloom—and your business can, too. There's something powerful about this season: it reminds us that growth is always possible when we nurture what matters.

As your Director, I want you to know how proud I am of the heart, resilience, and creativity you bring to your Mary Kay journey. Whether you're building momentum, restarting after a pause, or stepping into new goals, April is your invitation to rise with confidence

### This Month's Theme: "Awaken Your Potential"

Just like the world around us, your business can flourish with a little sunlight, intention, and consistent care. Here are three simple habits to help you awaken your potential this month:

- ◆ **Reconnect** – *Reach out to past customers and new faces. People love a spring refresh.*
- ◆ **Recommit** – *Choose one business habit to strengthen—follow-up, booking, or sharing the opportunity.*
- ◆ **Reignite** – *Let your enthusiasm show. Your energy is magnetic and inspires others to say yes.*

### April Is a Fresh Start

No matter how the first three months felt, April gives you a clean page. You get to decide what this month becomes. You get to choose your pace, your goals, and your attitude. And I'm here to support you every step of the way.

### Believe in Your Bloom

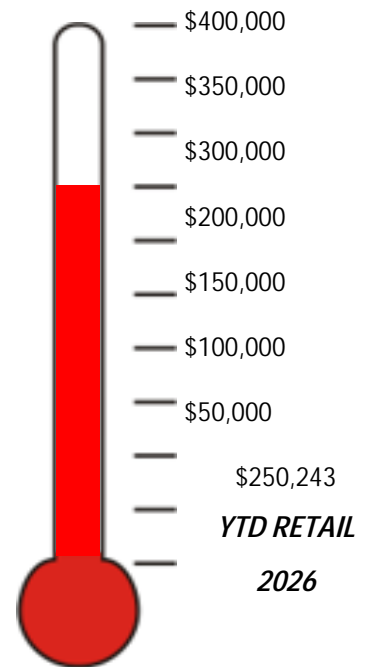
You are capable of more than you realize.  
You are worthy of success.  
You are strong, creative, and full of potential.

Let this be the month you trust your gifts, take bold steps, and allow yourself to grow in ways that surprise you. I'm cheering for you, celebrating you, and believing in the beautiful things you're building.

Let's make April a month of awakening, action, and abundant joy.  
With belief in you,

**Barbara**

## SEMINAR 2025



I am built for the final stretch. Every action I take now carries power, purpose, and momentum. I am focused, fueled, and fully committed to crossing the finish line with excellence.




I don't slow down—I rise up. I choose discipline over doubt, progress over perfection, and courage over comfort. My goals are within reach because I am willing to do what champions do: *show up, stay consistent, and finish strong.*

Seminar 2026 is my victory lap. I am racing with clarity, passion, and unstoppable belief. Every conversation, every order, every connection moves me closer to the win.

I am not just completing goals— I am claiming my place on the stage of success. And I will cross that finish line with pride, purpose, and unstoppable momentum.



# Seminar 2026

<p>Terri Winfield Story</p> 	<p>Barbara Vanlangingham</p> 	<p>Sheryl Roberts</p> 	<p>Lindsey Armstrong</p> 	<p>Yamonda Ausbie</p> 
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## 2026 QUEEN'S COURT OF PERSONAL SALES TOP 10 YTD

Name	YTD Contest Credit
Terri Winfield Story	\$17,159.00
Barbara Vanlangingham	\$16,357.00
Sheryl Roberts	\$15,092.00
Lindsey Armstrong	\$13,950.50
Yamonda Ausbie	\$10,864.00
Sammie Holmes	\$8,194.00
Nancy Bates	\$7,955.00
Jenny Love	\$7,305.00
Alica Norvell	\$6,638.50
Debbie Tweedie White	\$6,514.00



### Court of Sales

(Retail value of wholesale orders)

Mary Kay	\$45,000
NSD Court	\$20,000
Unit Court	\$16,000

### Court of Recruiting

(Qualified \$600)

Mary Kay	24
NSD Court	12
Unit Court	8

2026

### 2026 QUEEN'S COURT OF PERSONAL SALES

Choice of one




Sell just \$930 per week  
\$1875 w/s per month =  
\$22,500 w/s or \$45,000 Retail

### 2026 QUEEN'S COURT OF SHARING

Choice of one




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



# Team Build Your Way to *SUCCESS!*



## Moving up the Success Ladder Mary Kay Style!

**BARBARA PUCKETT, FUT. EXEC. SR. SALES DIRECTOR**

**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.

### TEAM LEADER

**Pamela A. Swierczewski**

- A1 Alyssa K. Imler
- A1 Jen Moak
- A1 Deanna Shupe
- A2 Jackie M. Fellowes
- A3 Mary L. Scanga
- I3 Nancy Bates
- I3 Zarah DiFilippo
- N1 Jennifer Ferraccio
- T3 Stacey A. Weleski

### STAR TEAM BUILDER

**Debbie Tweedie White**

- A1 Misty Bryant
- A1 Sheryl Roberts
- A3 Kari L. Hill
- A3 Sharon Reed
- I2 Kate VanDeVoorde

**Terri Winfield Story**

- A1 Linda Gracy
- A1 Gayla D. Morgan
- A3 Mariah B. Weber
- I1 Diane M. Collins
- I1 Monique Harris
- I2 Rhonda J. Rothwell
- I3 Juli Elrod
- N3 Catherine Rathe
- T1 Angel D. Sanchez
- T1 Franchelle Youngers
- T2 Betty A. Dodson
- T3 Gertrude V. Doggett
- T4 Elizabeth Lockmiller

### SENIOR CONSULTANTS

**Karen S. Alford**

- A1 Donnie R. Coley
- A2 Charlene Guess
- N1 Obreona Wayne
- T4 Aisha C. Bullock

**Lindsey Armstrong**

- A1 Ingrid Richardson
- A1 Serena Williams
- I1 Heather L. Barber
- I1 Bonnie Martinez
- N1 Jahelle Armstrong

**Dawn Barkins**

- N1 Shirley J. Fultz
- N1 Harriet V. Glenn
- N1 Jennifer T. Jackson
- N1 Gloria A. Martinez
- N1 Daryn Miller

**Shana R. Shaw**

- N1 Barry Singleton
- N1 Kristin Tousley

**Jackie M. Fellowes**

**Leslie Folser**

**Sammie Holmes**

- A2 Denise D. Boatman
- A2 Peggy L. Wolfe
- I1 Erma R. Harrison

**Barbara Vanlandingham**

- A1 Lisa Treat
- N1 Haley Hays
- N1 Sandra K. Lawson

**Peggy L. Wolfe**

- A2 Elaine Brown
- N1 Connie M. Lasker

## RADIATE IN RED 2023-2026



# WELCOME NEW CONSULTANTS

## New Consultant

Jahelle Armstrong  
 Dawn Barkins  
 Alisa Berggren  
 Jennifer Ferraccio  
 Shirley Fultz  
 Harriet Glenn  
 Haley Hays  
 Dejah Hopkins  
 Jennifer Jackson  
 Connie Lasker  
 Sandra Lawson  
 Gloria Martinez  
 Daryn Miller  
 Jen Moak  
 Andrea Pitts  
 Shana Shaw  
 Barry Singleton  
 Royal Springs  
 Kristin Tousley  
 Obreona Wayne  
 Anissa Williams

## From

Aurora, CO  
 Aurora, CO  
 Centerton, AR  
 Apollo, PA  
 Tunica, MS  
 Denver, CO  
 Leola, AR  
 Berwyn, IL  
 Scottsdale, AZ  
 Little Rock, AR  
 Leola, AR  
 Aurora, CO  
 Aurora, CO  
 Pittsburgh, PA  
 Russellville, AR  
 Aurora, CO  
 Grand Junction, CO  
 North Little Rock, AR  
 Aurora, CO  
 Hensley, AR  
 Denver, CO

## Recruiter

Lindsey Armstrong  
 Lindsey Armstrong  
 Barbara Puckett  
 Pamela Swierczewski  
 Lindsey Armstrong  
 Lindsey Armstrong  
 Barbara Vanlandingham  
 Serena Williams  
 Lindsey Armstrong  
 Peggy Wolfe  
 Barbara Vanlandingham  
 Lindsey Armstrong  
 Lindsey Armstrong  
 Pamela Swierczewski  
 Barbara Puckett  
 Lindsey Armstrong  
 Lindsey Armstrong  
 Connie Lasker  
 Lindsey Armstrong  
 Karen Alford  
 Serena Williams

# WELCOME BACK CONSULTANTS

## Consultant

Donnie Coley  
 Cindy Davis  
 Linda Gracy  
 Gayla Morgan  
 Ingrid Richardson

## From

Little Rock, AR  
 Pearl, MS  
 Rogers, AR  
 Cabot, AR  
 Cibolo, TX

## Consultant

Kathryn Speer  
 Donna Struble  
 Lisa Treat  
 Serena Williams

## From

Bryant, AR  
 Hot Springs Village, AR  
 Sheridan, CAR  
 Denver, CO

## DOUBLE GOLD MEDAL WINNER Lindsey Armstrong



## MARCH TEAM BUILDERS

Lindsey Armstrong	10
Pamela Swierczewski	2
Barbara Vanlandingham	2
Serena Williams	2
Karen Alford	1
Connie Lasker	1
Peggy Wolfe	1
Barbara Puckett	2

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

Name	03/2026
Barbara Vanlandingham	\$1,313.00
Terri Winfield Story	\$1,000.00
Sheryl Roberts	\$621.50
Lindsey Armstrong	\$620.00
Jen Moak	\$605.00
Jenny Love	\$559.00
Mary Stewart	\$474.50
Serena Williams	\$461.00
Debbie Tweedie White	\$438.00
Karen Alford	\$428.00
Erin Burke	\$367.00
Cindy Davis	\$361.00
Kathryn Speer	\$348.00
Kendra Merveldt	\$335.00
Michele Eubanks	\$334.50
Alica Norvell	\$300.00
Erma Harrison	\$294.00
Catherine Mitchell	\$290.50
Sammie Holmes	\$277.00
Donnie Coley	\$271.00
Alyssa Imler	\$252.00
Yamonda Ausbie	\$245.00
Billie Dunbar	\$242.00
Lisa Treat	\$239.00
Ingrid Richardson	\$233.50
Donna Struble	\$233.50
Deanna Shupe	\$231.00
Leslie Folser	\$229.00
Gayla Morgan	\$229.00
Misty Bryant	\$226.00
Linda Gracy	\$226.00
Diane Collins	\$217.00
Kellye George	\$194.60
Alisa Berggren	\$162.40
Christene Long	\$131.00
Alecia Bray	\$126.00
Jackie Fellowes	\$119.00
Donna Kirkpatrick	\$74.20
Keila Dewey	\$38.00

## MARCH QUEENS

<b>Queen of Wholesale</b> <b>Barbara Vanlandingham</b> 	<b>Queen of Recruiting</b> <b>Lindsey Armstrong</b> 
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## RECRUITER COMMISSIONS

Name	%	Team Commission	Team-Building Bonus
Barbara Puckett	9%	\$260.99	
Pamela Swierczewski	9%	\$108.63	
Debbie Tweedie White	6%	\$50.85	
Terri Winfield Story	6%	\$40.32	
Karen Alford	4%	\$10.84	
Lindsey Armstrong	4%	\$27.78	
Jackie Fellowes	4%	\$9.16	
Sammie Holmes	4%	\$11.76	
Barbara Vanlandingham	4%	\$9.56	



Name	Birthday
Sara Friddle	2
Rachel Russell	5
Heather Barber	8
Gloria Martinez	12
Lindsey Armstrong	21
Jen Moak	21
Daryn Miller	23
Cindy Davis	26
Royal Springs	31

Name	Years
Pat Scharff	33
Alyssa Imler	19
Monique Harris	8
Mariah Weber	7
Jackie Fellowes	6
Hazel Martin	4
Cindy Hawkins Gray	1
Aisha Bullock	1

*May*



# Congratulations!

Quarter III  
Dec. 16, 2025 -  
Mar. 15, 2026

Barbara Vanlandingham  
Ruby



Sheryl Roberts  
Ruby



Terri Winfield Story  
Sapphire



Pace-Setter. Trailblazer. Star Achiever.

Barbara Vanlandingham

Sheryl Roberts

Terri Winfield Story

You've Set the Pace!



**\*You have** set the standard for consistency and excellence by achieving Star Consultant status this 1st & 2nd and now 3rd Quarter!  
Your dedication, drive, and commitment to growth are lighting the way for others to follow. Keep shining—1 quarter to go!

## sunshine SPLASH



**SAPPHIRE**  
Bando Cooler Bag -  
Checker Stars  
Item 08-2785



**RUBY**  
Shirleah "Beach"  
Beach Bag - Natural  
Item 01-23077



**PEARL**  
Vivere Latin Hammock  
Chair - Viridis  
Item 08-2864

*Check out the full 4th  
quarter prize poster on  
InTouch*

Boost your STAR Prize  
by earning 600  
additional program  
credits for every  
qualified new personal  
team member you  
welcome this contest  
period.

*Aim for the Moon...  
and celebrate every  
moment you land  
among the STARS.*

## family FUN

**SAPPHIRE**  
Mainstreet Classics  
MicroBag Toss  
Item 09-1302



**DIAMOND**  
WS Game Co. Clue & Sorry!  
Nostalgia Tins  
Item 13-3242



**PEARL**  
Supersonic IQ Sound  
Karaoke Pro Touch GO  
Item 16-4466



# ADMINISTRATIVE PROFESSIONALS DAY

*Melinda Mercedes Balling*

## Scheduling Appointments with Local Businesses



Think of businesses that typically have several female employees on staff. Example, Credit Unions, Banks, Insurance Agencies, Schools, Accounting firms, specific State Offices, etc. Call the business and ask to speak to the Office Manager/Bank Manager (person in charge). You can use the following dialogue:

Hello, my name is \_\_\_\_\_ and I am an Independent Beauty Consultant with Mary Kay. In honor of Administrative Professional's Week, we are selecting local businesses and presenting their female staff with a gift certificate and a complimentary pampering appointment. In addition to the gift certificate, the appointment will include a special skin care treatment as well as a spa treatment for hands and lips all at no cost to your company or the individual receiving the gift. We would love to show our appreciation to the working women in your office and make sure each one receives her pampering gift. By the way, we are happy to bring enough gift certificates for all women in your office, even those who may not be administrative professionals. So that I may be sure to drop off enough certificates, may I ask how many women are in your (office, Company)?

Once you know how many women will be receiving the gift, arrange a time to meet with the person you are talking with to "present" the certificates. When you arrive, you may want to have a special little "thank you" gift for your "contact" person. After you arrive, explain that you would like to personally present the "pampering gift certificate" to the women and also give them an opportunity to be entered into a special drawing for a pampering basket of Mary Kay products. If this is not possible, ask to leave the entry forms which you will pick up the next day.

*Suggested "gift" to attach to Gift Certificate. I like to present a pink carnation or rose which can usually be found at Costco, Sams or even your local grocery store. Use curly ribbon to attach the gift certificate for a complimentary Beauty Treatment. Or, you can take a Cello bag, tissue, curly ribbon, rolled gift certificate, tied with a ribbon, a few pieces of Dove Chocolate, hand cream sample, or lipstick sample (whatever you have on hand). You can decide if you want a dollar value on the gift certificate, just indicate that it can be redeemed at the facial.*

## Visiting Local Businesses Without an Appointment (Drop In)

Administrative Professionals Day/Week is a great time to generate new leads/customers by visiting local businesses. Wednesday, April 25th, is the "official day", but recognition is continued for the entire week. If you work a full time job you could still visit local businesses during your lunch hour. Here's how to make this opportunity work for you: Drop into local businesses....credit unions, banks, insurance agencies, real estate offices, anywhere you can think of where there are women working. Introduce yourself to the receptionist, using the following dialogue.

Hello, My name is \_\_\_\_\_, I'm an Independent Mary Kay Beauty Consultant. Because this is Administrative Professional's Week, we are dropping into local businesses to present working women with a gift certificate that includes a complimentary pampering appointment. Have you received your certificate yet? No? Great, well it is my pleasure to present you with this (hand her the certificate) and I want to say Thank you for your service at (such & such... Company/Bank, etc. ) and let you know that we appreciate all you contribute to our community. I am also giving away a pampering basket worth \$\_\_\_\_, (I suggest at least \$50...your cost only \$25.. You will call on several businesses and get lots of names, so it will more than pay for itself. This will give you an opportunity to get names and numbers. If you team up with another consultant you can split the cost). If you would like to fill out this entry form, I'd love to put you in the drawing.

Next you are going to ask if you can just quickly go around the office and give each woman working her gift certificate and personal Thank you. You are going to use the same dialogue above with each woman you are able to connect with. If you are working full time, you could still approach 2 or 3 businesses in your working vicinity during your lunch hour. Trust me, this is going to be a win/win. The women you come in contact with will feel good about you and our Company which you so beautifully represent! Remember, when you follow up, although there is just one Gift Basket Winner, you will be following up to schedule a time for her to redeem the gift certificate she received for her Complimentary "Beauty Treatment". Note: Be sure to ask if she already has a consultant. Naturally if she has a consultant, you will give her consultant a call and ask her if she would be willing to give her customer an update facial and honor the gift certificate.

***Jump in and have fun with this.***

***There are so many women out there wearing the wrong brand. We have to change that!***

# Administrative

## PROFESSIONALS DAY

# Gift Sets

thebalm.com

### All Hands on Deck!



SATIN HANDS SET INCLUDES HAND SOFTENER, HAND SCRUB, AND HAND CREAM PLACED IN A GIFT BAG.

GIFT TAG: "THANK YOU FOR GIVING IT YOUR ALL!"

**\$38.00**

### Office Supplies!



MINT BLISS ENERGIZING LOTION FOR FEET AND LEGS, WHITE TEA & CITRUS HAND CREAM, NOTE PAD AND PEN IN A DECORATIVE BAG.

GIFT TAG: "THANK YOU FOR SUPPLYING US WITH YOUR TALENT!"

**\$30.00**

ADD INDULGE SOOTHING EYE GEL  
**\$50.00**



SATIN LIPS SET IN DECORATIVE BAG

GIFT TAG: "YOU ARE THE BALM.COM!"

**\$26.00**

### But First Coffee!



INCLUDES SATIN HANDS HAND CREAM IN A DECORATIVE MUG AND GOURMET COFFEE PKT

GIFT TAG: "YOUR HARD WORK IS SO APPRECIATED. ENJOY YOUR COFFEE AND CREAM!!!"

**\$20.00**



### Blooming Success!

HYDRATING LOTION AND A SMALL DESK PLANT.

GIFT TAG: "YOUR SUCCESS BLOOMS DAILY. THANK YOU FOR GROWING WITH US!"

**\$25.00**



## Gift Certificates Available



**Satin Body Set  
Satin Lips Set**

**Satin Hands Set  
Masking Set**



# Mother's Day

**\$180**  
**Receive Travel Roll Up Bag**  
**FREE**  
**With purchase**  
**\$36 value**

The beauty lovers must-have.  
Packable. Portable. Versatile.  
It's a great way to escape the  
clutter at home or keep  
yourself organized when  
traveling.



# April's SPECIAL DEALS

## 50% off

### 1 Item of Your Choice for Every \$50 Purchase

\$200 purchase = 4 half priced specials  
\*While Supplies Last\*



### Hydrating Cream Mask

Quench skin on demand with a no-rinse hydration hero featuring shea butter and hyaluronic acid. Wear as a mask or under your foundation.

~~\$24~~ \$12



### Mineral Facial Sunscreen

Guard against UVA and UVB rays with this 100% mineral sunscreen powered by zinc oxide.

~~\$28~~ \$14



### Bestie Bundle

Gently remove makeup and cleanse with our Oil Free Eye Makeup Remover and Micellar Water duo. No need to rinse.

~~\$38~~ \$19

### Nighttime Recovery

With an additional antioxidant boost from chamomile extract, this effective nighttime ingredient is known to help bring a soothing calm to skin while you sleep.



~~\$34~~ \$17

### Nude Pink Lips

Choose your perfect spring lip with one of our best selling shades.



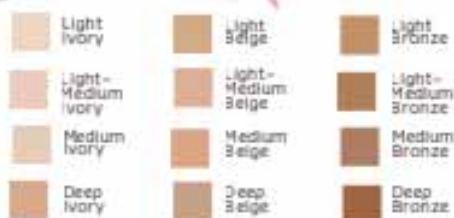
~~\$20~~ \$10



### Silky Setting Powder

Shine-minimizing coverage and natural-looking color correction.

~~\$20~~ \$10



### Enchanted Wish

Find enchantment every day with a magical blend of Granny Smith apple, Stargazer Lily, and brown sugar.

~~\$40~~ \$20

### All Over Powder Brush

Precisely curved for a fast-yet-flawless finish.



~~\$18~~ \$9



### Instant Puffiness Reducer

Clinically shown to instantly reduce the look of puffiness under the eyes.

~~\$38~~ \$19

### Pink Prism Eyes



A complete look perfect for the month including Pink Prisms Shimmering Eyeshadow Stick, and 4 Eyeshadows with Petite Palette. (Blossom, Dusty Rose, Rose Gold, & Merlot)

~~\$62~~ \$31



### Deep Wrinkle Filler

Targeted formula immediately fills in deep wrinkles and helps improve their appearance over time.

~~\$50~~ \$25

Contact me to take advantage of the Special Deals.

\*Special Deals are not available on my website.\*

For more information on this month's Special Deals



Scan me



TO A

*Barbara Puckett*  
*Fut. Exec. Sr. Sales Director*  
*Mary Kay Inc.*  
3521 Highway 5  
Benton, AR 72019  
501-249-1263  
bjpuckettmk@att.net

**Build Customers for Life!**  
**Summer Issue of**  
•••••  
**The Look**

Set your customers up with Sensational Summer Looks by enrolling tap in in the mailing of the Look Catalog, Summer 2026.

Save time & money!! You can enroll just one or everyone. There is no limit on the number of customers you can enroll!

PLUS...you can order the new summer products early! It's so easy...

Go to InTouch...Business Tools... Preferred Customer Program...Quick Enroll.

**BONUS!** Enrolled customers receive *special sample inside.*

**Enroll your customers!**

**Enrollment dates:**  
March 16 - April 17, 2026

**Mails**  
May 7, 2026

The advertisement is set against a vibrant beach background with palm trees, a blue sky, and a sandy shore. A pink mailbox is open, showing a catalog cover with a woman in a yellow dress. A pair of pink sunglasses is perched on a palm frond. A colorful beach ball and seashells are scattered on the sand. The text is primarily in pink and white, with some yellow accents.