



Winning Team



IN THE ZONE
Women Of Excellence

Pearls

Clozell a Ray, Sr. Sales Director

April 2026, Mar. Results

Jan. 1 – June 30,
2026
\$600 w.s.
Each month



Achieve
4, 5 and 6
months
consistency

Rose Paige
On Target for 5 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.



Sheila Dove
On Target for 4 month challenge



April Mindset — and Your Social Media Presence

Why Consistent Posting Matters in April

1. You Stay Top-of-Mind
 - Spring brings new routines, new needs, and new buying habits.
 - Regular posts keep your name, your expertise, and your products in front of your audience.
 - When someone needs skincare, a Mother's Day gift, or a fresh opportunity, *you* are the first person they think of.
2. You Build Trust and Credibility
 - Consistency signals professionalism and reliability.
 - When your audience sees you show up day after day, they believe you'll show up for *them* as a consultant or leader.
 - It shows your business is active, thriving, and worth engaging with.
3. You Strengthen Your Personal Brand
 - April is a great month to highlight renewal, self-care, confidence, and fresh starts.
 - Posting regularly lets you showcase your personality, values, and Mary Kay story.
 - Over time, your audience begins to associate you with beauty, empowerment, and service—exactly what attracts your ideal customers and future team members.
4. You Create More Engagement Opportunities
 - The more you post, the more chances people have to comment, like, share, or message you.
 - Engagement boosts your visibility in the algorithm, helping your content reach more people organically.
 - Small interactions often lead to big business—DMs, orders, bookings, and team conversations.



From Your Director

BUILDING YOUR LEGACY - WALKING IN YOUR DESTINY

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.

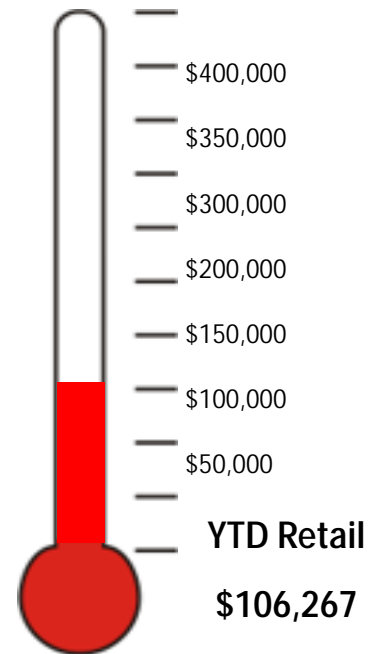
Let this be the month you trust your gifts, take bold steps, and allow yourself to grow in ways that surprise you. I'm cheering for you, celebrating you, and believing in the beautiful things you're building.

Let's make April a month of awakening, action, and abundant joy.

With belief in you,

Clozella

SEMINAR 2025/26



April Team-Building Affirmations

- I plant bold seeds, and I'm worthy of the harvest.
- Every connection I make grows something good.
- My business blooms because I nurture it daily.
- I attract women who are ready for confidence and community.
- Small steps create big growth this month.
- I welcome new opportunities with open hands.



Seminar 2026



2026 QUEEN'S COURT OF PERSONAL SALES TOP 10 YTD

Name	YTD Contest Credit
Rose Paige	\$16,883.00
Sheila Dove	\$12,787.00
Zashandra Wright	\$5,283.00
Shirley Lee	\$5,015.50
Yvonne Allen-Stewart	\$3,287.00
Arceola Walker	\$2,943.00
Bessie Wilson	\$2,809.00
Gloria Dotson	\$2,686.00
Nacole Ratchford	\$2,492.50
Mable Dickson	\$2,428.00



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



Congratulations!

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

***Rose Paige
Sapphire**



***Clozella Ray
Sapphire**



**Sheila Dove
Sapphire**



Pace-Setter. Trailblazer. Star Achiever.

Rose Paige Clozella Ray

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
Ban.do Cooler Bag -
Checker Stars
Item 08-2785



RUBY
Shiraleah "Beach"
Beach Bag - Natural
Item 01-23977



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
Micro Bag Toss
Item 08-1302



DIAMOND
WS Game Co. Clue & Sorry!
Nostalgia Tins
Item 13-3249



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





Team Build Your Way to SUCCESS!

SALES DIRECTOR Clozella Ray

Moving up the Success Ladder Mary Kay Style!

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.
- 5% second-tier team commission.

OR

(8 OR MORE ACTIVE† PERSONAL TEAM MEMBERS) CAN EARN:

- 50% profit potential on personal retail product sales.
- Earned Discount Privilege.
- 9% or 13% personal team commission.

INDEPENDENT SALES DIRECTOR CAN EARN:

- 50% profit potential on personal retail product sales.
- Earned Discount Privilege.
- 4%, 9% or 13% personal team commission.
- Unit commission of 9%, 13% or 23%.

Spotlight on Team Builders

Star Team Builder

Rose L. Paige

- A1 Michelle D. Dobbs
- A1 Sheila Dove
- A2 Vonzi R. Anderson
- I1 Glenda D. Fields
- I1 Dinah Lindsay
- I2 Kellie Mims
- I2 Lenette M. Wilson
- I3 Ivy M. H -Drake
- I3 Karen Koomson
- I3 Cynthia Timms
- I3 Martha L. Washington
- N1 Sharon Drake-Rhyne
- N1 Shirley Ford
- N1 Anna L. Mapp
- T1 Augusta A. Asiedu
- T1 Tonya Pierce
- T2 Larrice Sweeney
- T6 Angela R. Norwood

Sr. Consultants

- Gloria J. Dotson
- A1 Mable D. Dickson
- Bessie M. Wilson
- A1 Zashandra F. Wright
- A3 Rosie Hart
- I3 Nacole S. Ratchford
- T4 Symphany Mitchell
- T6 Lesha M. Barber
- T6 Felicia Cook-Jones



RADIATE IN RED 2023-2026

*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*

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

Sheila Dove
Rose Paige
Shirley Lee
Bethenia Price
Tamara McCutchen
Mable Dickson
Zashandra Wright
Vera Woods
Bessie Wilson

March Queens

Queen of Wholesale
Sheila Dove



Queen of Recruiting
Rose Paige



Bronze
Medal
Winner!

Recruiter Commissions

Name	%	Team Commission	Team-Building Bonus
Rose Paige	8%	\$115.56	
Clozella Ray	9%	\$48.06	
Gloria Dotson	4%	\$12.20	
Bessie Wilson	4%	\$9.32	

BIRTHDAYS & ANNIVERSARIES



April

Regina Thornton 10
Ann Rhone 12
Alline Warren 14



April

Lenette Wilson 31 years
Meisha Edwards-Boykins 19
Martha Washington 16
Odessa Johnson 1
Leshia Barber 1
Tia Devine Adde 1
Rosie Hart 1
Jennie Burgess 1
Ella Neely 1

Welcome New Consultants!

CONGRATULATIONS on your decision to become an **INDEPENDENT BUSINESS WOMAN!**

Those who dared

*Anna Mapp
Dr. Katrina Sanders
Denise Goolsby
Sharn Drake-Rhyne
Shirley Ford
David Hatch
Jereldean Wiley*

Those who shared

*Rose Paige
Clozella Ray
Clozella Ray
Rose Paige
Rose Paige
Mable Dickson
Clozella Ray*



April is Your Awakening Month

April brings a clean slate, a lighter spirit, and a reminder that growth happens when you show up with intention.

This month, choose simple actions, steady belief, and a heart open to new possibilities.

You are capable of more than you've imagined, and April is ready to prove it.

Bloom boldly.
Shine consistently.
Lead with purpose.

April Model Hunt

Help me fill my April portfolio by being a face model for me.
Come get a FREE skincare consultation and makeup lesson and fill a spot!

Wears Glasses	Has a Tattoo	Dog Mom	Stay @ Home Mom	Military Spouse
Loves to Travel	Has Freckles	Works Out Regularly	Over 50	Married for 5+ years
Has Never Tried MK	Works in Education	Has a Kid who Plays Sports	Has a Sister	Works in Healthcare
Works in an Office	Girl Mom	Teacher	Curly Hair	Oldest Sibling
Has a Degree	Gets Botox OR Filler	Red Head	Grandma	Doesn't Wear Makeup
Short Hair	Works from Home	Business Owner	April Birthday	Planning a Wedding

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.






Winning Team



Pearls

Cl ozell a Ray, Sr. Sales Director

April 2026

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
			1	2	3	4
	6	7 Tuesday 7pm Zoom Unit Meeting ID 8495 4661 479 Passcode: 771917	8	9	10	11
12	13	14 Tuesday 7pm Zoom Unit Meeting ID 8495 4661 479 Passcode: 771917	15	16	17	18
19	20	21 Tuesday 7pm Zoom Unit Meeting ID 8495 4661 479 Passcode: 771917	22 Administrative Professionals Day	23	24	25
26	27	28 Tuesday 7pm Zoom Unit Meeting ID 8495 4661 479 Passcode: 771917	29	30 LAST DAY TO PLACE ONLINE		



NEW! Hop to the Top 10 My Shop Challenge

April 1-30, 2026

Who's ready to Hop into April with our new My Shop Challenge? This challenge has the same qualifications as the *March to the Top 10 My Shop Challenge*, so if you did not earn your



TO A

Clozella Ray
Sr. Sales Director
Mary Kay Inc.
2320 High Ridge Pkwy
Hillside, IL 60162-2205
clozella@sbcglobal.net
773-405-5722

Build Customers for Life!

Summer Issue of ••••• The Look

Set your customers up with Sensational Summer Looks by enrolling top 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 features a vibrant beach scene with palm trees, a blue sky, and a blue ocean. 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 tree branch. A colorful beach ball and seashells are scattered on the sand.