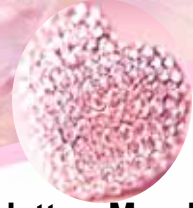




# Deborah's Diamonds

Future Executive Sr. Sales Director

## A Million Dollar Unit!!



April 2026 Newsletter, March results

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

6 months consistency



<p>Doris Anderson <i>On Target 6 months</i></p> 	<p>Deborah Reece <i>On Target 6 months</i></p> 	<p>Cynthia Morse <i>On Target 6 months</i></p> 	<p>Julie Chubb <i>On Target 6 months</i></p> 	<p>Naomi Hurst <i>On Target 6 months</i></p> 
<p>Diana Reese <i>On Target 6 months</i></p> 	<p>Patricia Olson <i>On Target 6 months</i></p> 	<p>Silvia Vargas <i>On Target 5 months</i></p> 	<p>Nancy Whitman <i>On Target 4 months</i></p> 	<p>Diane Loeffler <i>On Target 4 months</i></p> 
<p>Darlene Calvert <i>On Target 4 months</i></p> 	<p>Nancy Jakubowski <i>On Target 4 months</i></p> 	<p>Janelle Nicewanner <i>On Target 4 months</i></p> 	<p>Sharon Prestine <i>On Target 4 months</i></p> 	<p>Cindy Camp <i>On Target 4 months</i></p> 
<p>Linda Morrison <i>On Target 4 months</i></p> 	<p>Angela Hajec <i>On Target 4 months</i></p> 	<p>Ruth Oneal <i>On Target 4 months</i></p> 	<p>Four Months Achieved: Standing recognition at Seminar 2026.</p> <p>Five Months Achieved: Earn a <i>Rise + Radiate</i> 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.</p>	
				

**WOW!! WHAT A MONTH!!**

62 placed orders  
14 placed a \$600  
15 new Consultants  
\$417,000!!  
Unit Size187!!

**YOU GUYS ARE SOOOO AMAZING!** I am so very proud of your work! HOW BIG CAN WE DREAM IN APRIL??

I see 200 unit members AND HALF MILLION DONE!!!  
***WELCOME TO OUR NEW CONSULTANTS!***

**Congratulations to all of you who MAXED out your Double Credit!**

Special congrats to **NEW DIQ Nancy Jakubowski** and **BRONZE MEDAL OF RECRUITING WINNER SHANITRIA BUTLER!!**

Let's BUILD on this! Get your My Shop set up! Get your summer Preferred Customer Program in by April 17th! Continue working your items Sold Sheets for more prizes!!

**I AM YOUR BIGGEST CHEERLEADER AND AM RUNNING RIGHT ALONGSIDE OF YOU!!!**

I am so very proud of you!  
Love you TONS!  
Deborah!

**Consistency Club**

**Consistency Club \$600  
\$200 cash**

Doris Anderson  
Silvia Vargas  
Julie Chubb  
Naomi Hurst  
Nancy Jakubowski  
Cindy Morse  
Pat Olson  
Debbie Reece  
Diana Reese

**Consistency Club \$225  
\$100 Cash**

Lyn Anglin  
Shanitria Butler  
Cindy Camp  
May Dobbs  
Chris Haller  
Gail Hicks  
Janelle Nicewanner  
'Ruth O'Neal  
Jane Ruppel  
Nancy Shaver  
Pat Turell

**WELCOME BACK TO THE FOLLOWING CONSULTANTS:**

Mary Kay Brown  
Addie Buck  
Mahr Kay Byers  
Cindy Carr  
Norma Cortez  
Edith Cruz  
Dorothy Fazio

Kathy Flammang  
Amanda Golden  
Leslie Gray  
Valerie Gabrysiak  
Angela Hajec  
Dena Householter  
Jennifer Hudson

Ronald Hurst  
Jodi Knepp  
Marcie Lechlitner  
Pam Lindenman  
Diane Loeffler  
Marie Mattia  
Carrie Mussig

Donna Rothell  
Eileen Rubino  
Shirley Schneider  
Carol Shumaker

***WE MISSED YOU!!***



# Seminar 2026



## COURT OF SALES

Name	YTD Contest Credit
<b>Deborah Reece</b>	<b>\$21,171.00</b>
Julie Chubb	\$17,655.00
Doris Anderson	\$16,726.50
Patricia Olson	\$13,678.00
Diana Reese	\$13,504.00
Naomi Hurst	\$12,641.00
Cynthia Morse	\$12,131.50
Nancy Jakubowski	\$10,798.50
Debbie Marshall	\$10,300.00
Cindy Camp	\$9,880.00
Nancy Shaver	\$6,434.00
Silvia Vargas	\$6,179.50
Patricia Turrell	\$5,996.00
May Dobbs	\$5,416.00
Christine Haller	\$5,363.00
Gail Hicks	\$5,082.00
Candi Houdek	\$4,747.00
Nancy Whitman	\$4,523.00
Carol Shumaker	\$4,180.00
Darlene Calvert	\$4,142.00
Diane Loeffler	\$3,855.00
Linda Morrison	\$3,826.00
Linda Anglin	\$3,738.00
Ruth Oneal	\$3,699.00
Jane Ruppel	\$3,492.00
Melanie Littell	\$3,423.00
Ethel Clark-Griffin	\$3,419.00
Debbie Powers	\$3,382.00
Carrie Muessig	\$3,350.00
Shenetria Butler	\$2,978.00

## 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



## 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 jacket in March, you have another chance!

# Welcome New Consultants

New Consultant	Recruiter	New Consultant	Recruiter
Tracey Lewis	Doris Anderson	Danny Lenard	Mary Kay Brown
Carla Ramsom	Shenetria Butler	Therese Secor	Deborah Dudas
Dee Dee Weaver	Debbie Marshall	Christina Wilson	Nancy Jakubowski
Schalonda Pluta	Deborah Dudas	Jennifer Fira	Geneva Alcala
Katharine Hermsen	Bethann Woolard	Isela Guzman	Deborah Dudas
Deborah Busby	Deborah Dudas	Amyriah Johnson	Shenetria Butler
Meredith Christiansen	Doris Anderson	Tressie King	Deborah Dudas
Shakera Essary	Shenetria Butler		

## OUR SUPERSTARS



### Our Top 10 Wholesale Orders for March

<b>1 SILVIA VARGAS</b> 	<b>2 DEBORAH REECE</b> 	<b>3 DORIS ANDERSON</b> 	<b>4 CYNTHIA MORSE</b> 	<b>5 JULIE CHUBB</b> 
<b>6 DIANA REESE</b> 	<b>7 DIANE LOEFFLER</b> 	<b>8 NANCY JAKUBOWSKI</b> 	<b>9 CINDY CAMP</b> 	<b>10 NAOMI HURST</b> 

### Consultants who invested in their businesses in March

Silvia Vargas  
 Deborah Reece  
 Doris Anderson  
 Cynthia Morse  
 Julie Chubb  
 Diana Reese  
 Diane Loeffler  
 Nancy Jakubowski  
 Cindy Camp  
 Naomi Hurst  
 Angela Hajec  
 Ruth Oneal  
 Patricia Olson  
 Cindy Carr

Carrie Muessig  
 Kathy Flammang  
 Carol Shumaker  
 Eileen Rubino  
 Dena Householter  
 Mahr Kay Byers  
 Mary Kay Brown  
 Jane Ruppel  
 Norma Cortez  
 Jennifer Hudson  
 Patricia Turrell  
 Linda Anglin  
 Amanda Golden  
 Katharine Hermsen  
 Pam Lindenman  
 Dorothy Fazio

May Dobbs  
 Edith Cruz  
 Shenetria Butler  
 Jodi Knepp  
 Vicki Gabrysiak  
 Marie Mattia  
 Leslie Gray  
 Donna Rothell  
 Shirley Schneider  
 Ronald Hurst  
 Debbie Marshall  
 Marisa Underwood  
 Christine Haller  
 Therese Secor  
 Addie Buck  
 Schalonda Pluta

Geneva Alcala  
 Gail Hicks  
 Marcie Lechlitner  
 Nancy Shaver  
 Kelly Williams  
 Tia Mack  
 Rozanne Scherr  
 Della Hodge  
 Debra Bonek  
 Judith Gerardot  
 Janelle Nicewanner  
 Brittany Marshall  
 Amy Cahill  
 Teresa Lewis  
 Julie Waterhouse





Seeds planted =  
blossoms in YOUR  
business!

**APRIL**  
Sales Challenge



**April 1-30, 2026**

Orders can be cumulative to earn prize levels

**Sell 25 items & order  
\$250 Wholesale**

**Earn a  
Mystery  
Prize!  
(Director  
Choice)**



**Sell 50 items & order  
\$600 Wholesale**

**1 NEW  
Summer  
Product**



**Sell 75 items & order  
\$850 Wholesale**

**1 NEW  
Summer  
Product**



**Sell 100 items & order  
\$1000 Wholesale**

**1 NEW  
Summer  
Product**



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**Name \_\_\_\_\_ Submit to your Director by May 3rd to claim your prize!!**

# 17-17-17

I've been challenged to sell 17 items in 17 days for \$17 in April

Mary Kay Skin Care  
Cleanser



Mary Kay Skin Care  
Moisturizer



Mary Kay Skin Care  
Toner



Mary Kay Skin Care  
Scrub



Oil Free Eye Makeup Remover



Micellar Water

Extra Emollient Night Cream



Hydrating Lotion



All Pressed Powders



2 in 1 Wash & Shave



Lash Intensity Mascara



All Lip Glosses



Translucent Loose Powder



After Sun Replenishing Gell



MK Perfect Palette



# 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