



Mary's Visionaries

Honoring our \$650,000 Unit 2025

Mary Strauss, Mary Kay Cadillac Sales Director



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



Achieve
4, 5 and 6
months
consistency

<p>Sherry Ray <i>On Target 6 months</i></p> 	<p>Christina Coulson <i>On Target 6 months</i></p> 	<p>Lisa Henry <i>On Target 6 months</i></p> 	<p>Louise Opoku <i>On Target 6 months</i></p> 	<p>Pam Boudreau <i>On Target 6 months</i></p> 
<p><u>On Target to win the Purse</u> Pam Boudreau Christina Coulson Lisa Henry Louise Opoku Sherry Ray Mary Strauss</p>		<p>Linda Brotzman <i>On Target 5 months</i></p> 	<p>Lorraine Bragg <i>On Target 5 months</i></p> 	<p>Candi Propernick <i>On Target 4 months</i></p> 
<p>Caroline Kennedy <i>On Target 4 months</i></p> 	<p>Linda Lawson <i>On Target 4 months</i></p> 	<p>Adelina Sana <i>On Target 4 months</i></p> 	<p>Kylee Clendenen <i>On Target 4 months</i></p> 	<p>Joyce Hubert <i>On Target 4 months</i></p> 
<p>Susan Wilson <i>On Target 4 months</i></p> 	<p>Luz FuentesAyon <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>		



Seminar 2026

Mary Strauss, Mary Kay Cadillac Sales Director



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

- **Four Months Achieved:** Standing recognition at Seminar 2026.
- **Five Months Achieved:** Earn a *Rise + Radiate* sash in your fifth qualifying order.
- **Six Months Achieved:** Earn a Mary Kay-branded quilted crossbody in your sixth qualifying order.



LOOK WHO'S MOVING UP!!

TEAM LEADER
Pam Boudreau



TEAM LEADER
Lynda Joyce Brown



STAR RECRUITERS

- Lorraine Bragg
- Racquel Brown
- Joyce Carpenter
- Paula Gentry
- Lisa Henry
- Louise Opoku



Prizes for New Customers!

To win- tell Mary your # New Customers

Linda Brotzman	2
Mary Strauss	1

If you also qualified, let me know!

March Wholesale Lorraine Bragg



March Team Building Pamela Abner





Seminar 2026

Mary Strauss, Mary Kay Cadillac Sales Director

Hello Beautiful Consultants,

Congratulations on a great March! Many got Double Credit for Seminar awards and our Unit maxed out too! We are On Target to be again a Top Trip Winning Unit in all of Mary Kay. Welcome to our 28 new Unit Members, we are so glad to have you with us! Congrats to Pam Abner for a Gold Medal with 5. You are the Best Team. In April, I offer to each my **personal Flawless Face session**. Let me know when you can do it. Contact me soon, as times are filling up!

It's Springtime, and there's something powerful about this season: it reminds us that growth is always possible when we nurture what 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 to believe in yourself.
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,

Mary

\$650,000
Circle of
Excellence
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.

MARY'S VISIONARIES

UNIT on the SIZE RISE

Mary Kay is a TOP Direct Selling Color Cosmetics Brand and Direct Selling Beauty and Personal Care Brand in the United States. With nearly 60 years of proven success, Mary Kay continues to be a leader in the skin care and color cosmetics industry. Congratulations on your smart business decision!!!



New Consultant

Nakendra Abner
Kate Anderson
Tycie Blanton
Natasia Boyko
Kimberly Chavez
Stephanie Clarke-Briscoe
Jodi Cuellar
Pamela Cuington
Nicole De Jong
Sabrina Dellard
Elaine Demmon
Luz FuentesAyon
Kathi Grupp
Arlene Lopez
Tawney Negrone
Fannette Nunn
Tamara Paraker
Beverly Rogers
Julie Schaffer
Loretta Sileski
Lakishia Stewart
Brenda Szczypinski
Sonya Thomas
Carolyn Thompson
Audrey Van Boxtel-Smith
Jennie Vie
Julie Voelker
Jerrri Wilhite

From

Sacramento, CA
Bend, OR
Longview, TX
Aurora, CO
Frederick, CO
Aurora, CO
Pleasant Grove, CA
Tulsa, OK
Pensacola, FL
Sacramento, CA
Mead, CO
Bloomington, MN
Lawrenceville, GA
College Station, TX
Marysville, CA
Richton Park, IL
Orangevale, CA
Sacramento, CA
Citrus Heights, CA
Loveland, CO
Bossier City, LA
Orlando, FL
North Highlands, CA
Garland, TX
Montrose, CO
Arvada, CO
Evansville, IN
Prescott Valley, AZ

Recruiter

Pamela Abner
Mary Strauss
Mary Strauss
Elizabeth Solomon
Mary Strauss
Barbara Warnsley
Mary Strauss
Pamela Abner
Mary Strauss
Pamela Abner
Mary Strauss
Mary Strauss
Joyce Hubert
Lesley Walton
Cynthia McEnroe
Katrece Nunn
Mary Strauss
Mary Strauss
Mary Strauss
Pam Boudreau
Pamela Abner
Mary Strauss
Pamela Abner
Louise Opoku
Lisa Henry
Linda Brotzman
Joyce Hubert
Mary Strauss

Welcome Back:

Jenine Akre
Kim Anderson
Susan Beach
Emerald Duran
Gina Ehret
Dolores Galindo
Christine Gold
Anna Levko
Barbara Matthews
Jeanette McKinster

Rohnert Park, CA
Fort Collins, CO
Pacifica, CA
Aurora, CO
Plumas Lake, CA
Pacifica, CA
Highland Park, IL
Sacramento, CA
Evansville, IN
Brighton, CA

Jodie Morales
Elaine Newlin
Judy Peterson
Judy Saffell
Valerie Schaefer
Sherry Schilling
Grace Shauger
Breanna Smith
Deborah Wafer
Kathy Whatley

Gunnison, CO
Tucson, AZ
Plattsmouth, NE
Greeley, CO
Syosset, NY
Loveland, CO
El Dorado, CA
Billings, MT
Fair Oaks, CA
Folsom, CA

Win your Perfect Start and Power Start pin as you gain product knowledge:



Facial 15 ladies in 15 days and you will receive our beautiful **Perfect Start Charm**.



Facial 30 ladies in 30 days and receive our beautiful **Power Start Charm**.



Win your Pearls of Sharing as you gain knowledge about our fabulous company:

Earn your Pearls of Sharing earrings
When you schedule and hold 3 practice team building sessions with your director in your first week of business



Receive your Pearls of Sharing bracelet



When you schedule and hold 3 more practice team building sessions with your director in your second week of business (for a total of 6 practice sessions)



Win your Pearls of Sharing necklace

With your first new qualified team member!!

Mary's Visionaries Unit Goals Seminar 2026



15 Stars per Qtr.
2 new Sales Directors
2 new Chevy Trax Car Winners
7 Team Leaders
10 Red Jackets - 5 NEW!
Unit Circle **\$Million**

SEMINAR 2026
MARCH \$30,696 Whsl. \$501,101 YTD Retail
246 Unit Members

UNIT WHOLESALE MARCH

Name	03/2026		
Lorraine Bragg	\$1,127.50	Lynda Joyce Brown	\$232.00
Lisa Henry	\$1,061.00	Gina Ehret	\$230.00
Louise Opoku	\$956.00	Mitzi Collins	\$229.00
Christina Coulson	\$945.00	Jodie Morales	\$229.00
Adelina Sana	\$910.00	Valerie Schaefer	\$229.00
Linda Brotzman	\$833.00	Anna Levko	\$228.00
Pam Boudreau	\$754.00	Diane Baca	\$226.00
Kylee Clendenen	\$634.00	Cynthia Boni	\$226.00
Joyce Hubert	\$628.00	Nicole De Jong	\$225.00
Susan Wilson	\$619.00	Grace Shauger	\$225.00
Luz FuentesAyon	\$611.00	Audrey Velonis	\$225.00
Sherry Ray	\$603.00	Joan Allen	\$215.60
Lesley Walton	\$597.00	Beverly Flatt	\$184.00
Joy Reitzel	\$586.00	Alberta Krantz	\$177.00
Cynthia McEnroe	\$561.00	Katrece Nunn	\$172.20
Liz Shahbazian	\$515.00	Natasia Boyko	\$170.80
Galyna Blyzniuk	\$484.00	Helene French	\$148.00
Elaine Newlin	\$478.00	Jane Westermeyer	\$142.00
Waverlyn Karch	\$456.00	Janet Orth	\$125.00
Sue Haase	\$440.00	Deanna Chapman	\$117.00
Krista Bates	\$427.00	Wanda Revetta	\$109.00
Breanna Smith	\$411.00	Marjory White	\$71.40
Sherry Schilling	\$397.50	Kristen Shults	\$57.00
Jeanette McKinster	\$393.00	Deborah Lucas	\$55.00
Rose Padilla	\$382.50	Josie Humphreys	\$44.00
Deborah Wafer	\$378.00	Vicki Tennyson	\$44.00
Luda Gariuc	\$376.00	Fran Lowry	\$41.00
Emerald Duran	\$337.00	Summer Hamdeed	\$40.00
Dina Kosovan	\$335.00	Janet Welles	\$40.00
Dolores Galindo	\$331.00	Pamela Abner	\$38.00
Gail Holmes	\$324.00	Jodi Cuellar	\$38.00
Kerry McKaig	\$305.00	Diane Nativo	\$36.40
Sandra Muso	\$304.50	Joyce Carpenter	\$33.00
Renaе Radovich	\$291.00	Karen Schaefer	\$30.80
Karen Humlicek	\$289.50	Kimberly Cardamone	\$30.00
Mary Kay Fry	\$280.00	Pamela Mack	\$20.00
Yessica Dias	\$279.00	Janet Morrissey	\$11.20
Judy Saffell	\$277.00		
Barbara Matthews	\$276.00		
Susan Beach	\$275.00		
Yaryna Mykytenko	\$273.00		
Kathy Whatley	\$272.00		
Laura Burket	\$268.00		
Judy Peterson	\$268.00		
Sue Goldsworthy	\$260.40		
Maria Elena Natharen	\$255.00		
Judy Poole	\$251.00		
Jane Kirk	\$248.00		
Kim Anderson	\$246.00		
Retha Youell	\$245.00		
Loretta Sileski	\$242.00		
Jenine Akre	\$241.00		
Linda Spears	\$241.00		
Nancy Drebes	\$238.00		
Christine Gold	\$234.00		
Barbara Warnsley	\$234.00		
Rosario Camarillo	\$232.40		

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.

UNIT RECRUITING

Name	Recruits
Pamela Abner	5
GOLD MEDAL WINNER!	
Joyce Hubert	2
Pam Boudreau	1
Linda Brotzman	1
Lisa Henry	1
Cynthia McEnroe	1
Katrece Nunn	1
Louise Opoku	1
Elizabeth Solomon	1
Lesley Walton	1
Barbara Warnsley	1
Mary Strauss	12
DOUBLE GOLD MEDAL!	

RECRUITERS COMMISSION

Pam Boudreau	9%	\$70.83
Lynda Joyce Brown	9%	\$84.33
Mary Strauss	9%	\$125.75
Lorraine Bragg	8%	\$102.32
Christina Coulson	6%	\$28.92
Lisa Henry	6%	\$40.68
Racquel Brown	4%	\$24.20
Laura Burket	4%	\$4.68
Luda Gariuc	4%	\$22.52
Paula Gentry	4%	\$20.64
Kaye Hockett	4%	\$9.92
Joyce Hubert	4%	\$10.72
Wanda Lewis	4%	\$9.64
Deborah Lucas	4%	\$11.90
Maria Elena Natharen	4%	\$12.18
Joy Reitzel	4%	\$3.36
Barbara Warnsley	4%	\$1.60
Retha Youell	4%	\$23.88

***Team Building
Bonus
Mary Strauss \$100**



Congratulations!

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

SelmaJ

***Christina Coulson**
Diamond



***Lisa Henry**
Ruby



***Pam Boudreau**
Sapphire



***Louise Opoku**
Sapphire



Joy Reitzel
Sapphire



***Linda Brotzman**
Sapphire



***Sherry Ray**
Sapphire



***Lorraine Bragg**
Sapphire



You've Set the Pace!

***Each** of you has 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!

***Mary Strauss**
Ruby



Team Leaders

Pam Boudreau

Judy Peterson
Judy Saffell
Loretta A. Sileski
Mary Lou Adams
Marilyn T. Dahl
Loretta M. Geisler
Heather Molesworth
Elaine M. Fought
Nancy Sorem
LeAnn M. Anderson
Candice M. Brumit
Savanna Horst

Lynda Joyce Brown

Christine Gold
Elaine Newlin
Audrey K. Velonis
Joy P. Welch
Julie Zimmerman
Jackie Worthington
Carolyn J. McDonald

Star Team Builders

Lorraine Bragg

Gina L. Ehret
Cynthia L. McEnroe
Breanna L. Smith
Renee Moore
Dawn R. Eggert
Belinda A. Korte
Jennifer M. Smith
Priscilla A. Oxyer
Cynthia L. Hood
Leann K. Sindle

Joyce E. Carpenter

Jacqueline Maldonado-Crist
Sandra J. Overton
Sharon R. Sandoval
Lori Smith
Teresa R. Hughes

Christina M. Coulson

Krista Bates
Sarah E. Kishline
Deborah Lucas
Jennifer E. Rostrom
Melissa Brown
Katelyn M. Roeder
Andria M. Cool
Sherri J. Jay
Jessica Marble

Cadillac Director - Mary Strauss Advance into Leadership

Star Team Builders

Luda S. Gariuc

Dina V. Kosovan
Anna G. Levko
Florina Ilyes
Liya Tsarenko
Tetyana Savenko
Olga Demchik
Sviatlana Vasiuk
Nina L. Skiba
Irina Skiba
Inna Bak
Irina Kalinyuk
Elena Artemenko

Paula L. Gentry

Jenine A. Akre
Susan J. Beach
Christine J. Hunter
Barrie D. Christensen
Barbara J. Kendall
Patricia Y. Ayala
Anne H. Riddle
Evelyn L. Gold
Marlene Skelley
Maxine Hyde
Lisa A. Lavagetto

Lisa A. Henry

Kylee R. Clendenen
Josie Humphreys
Julie Townsley
Candi R. Propernick
Karla Rundell
Katie R. Isham
Genevieve Vannest
Audrey Van Boxtel-Smith
Deborah Vogler
Velevia R. Rath

Louise M. Opoku

LaCrisia R. Gilbert
Jackie McIntosh
Edith O. Orowegodo
Melissa A. Opoku
Carolyn Thompson
Jessica D. Luo
Joyce A. Rice

Star Team Builders

Sherry L. Ray

Verna C. Dorsey
Inez Fleming
Kaye Hockett
Stella Cobbinah
Joy M. Reitzel

Elizabeth R. Solomon

Janet L. Welles
Vicki J. Tennyson
Jeanae Jones

Senior Consultants

Diane M. Baca

Sonia DeLaFuente
Krista Bates

Jennifer Liggett

Racquel K. Brown

Mitzi V. Collins
Luda S. Gariuc
Amy M. McDaniel
Mary T. Messer

Laura R. Burket

Deanna M. Chapman
Leslie D. Luebbehusen

Debbie J. Cross

Jannae K. Moon

Kaye Hockett

Jane C. Kirk

Joyce A. Hubert

Laura R. Burket
Karen E. Jordan
Lee A. Claypool

Kathi B. Grupp

Julie B. Voelker

Melinda Terrell

Pam Brown

Josie Humphreys

Shelby Rundell

Wanda E. Lewis

Linda W. Spears
Paulena McAnderson-Weathers

Tameka L. Bryant

Senior Consultants

Deborah Lucas

Cynthia J. Boni
Kelsey Cearley

Marjory White

Charlotte A. Christenson

Sara E. Johnston

Maria Elena Natharen

Sandra Y. Muso

Dora L. Ramirez

Veronica O. Williams

Maria L. Nortier

Magdeline Ortiz

Socorro Reyes

Stephanie Teetes

Linda L. Lawson

Beth Chandler

Barbara Warnsley

Summer Hamdeed

Sylvia J. Davis

Johnnie M. Wilson

Stephanie Clarke-Briscoe

Retha Youell

Lesley M. Walton

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.

Congratulations—28 New Team Members in March—let’s keep the momentum!

Team Building Script:

Embrace the Change. Elevate Your Business.

For just \$35, you get your website, payment processing, and a fresh start toward the business you’ve been dreaming about.

Growth only happens when you say yes to new possibilities.

So truly—what do you have to lose when the investment is this small and the potential is this big?

Your future customers are already online. It’s time for your business to meet them there.



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

Melinda Mercedes Balling

Booking Restaurants

Contacting Local Restaurants

Drop by or call your target Restaurant/s and ask to speak with the manager. When you connect with the manager: Introduce yourself, handing him or her your business card. Next you can say something like..." We love to team up with local restaurants for customer appreciation and I wanted to talk with you today about a special service I am offering this month. You may be aware that Wednesday, April _____, is Administrative Professional's Day. Of course, employers will be taking their employees out to lunch throughout the week. We are selecting some of our favorite restaurants in the _____ area and your restaurant was definitely listed as a favorite. _____, here's how our service works. We would like to come into your restaurant and present a special gift for Administrative Professionals.

(Note: this could be a pink carnation available from Sam's or Costco or goodie bags with candy and a Look Card, Hand Cream sample or whatever samples have on hand. You can also add a \$10 gift certificate to be used at her appointment.)

In addition to receiving a gift from me, your customers will be able to register for a drawing for a \$_____ Pampering Basket of free Mary Kay Products. Many restaurants also like to offer a gift certificate for a free lunch or dinner along with our drawing. _____, We would love to do this Appreciation Promotion in your restaurant for your customers, does this sound good to you?



After the Restaurant agrees to team up with you

Plan to go in about 11:00am, and set up an area near the entrance where you can have your pretty gift basket, individual "gifts" and entry forms. As people come in, greet them and ask if they are celebrating Administrative Professional's Day. If yes, present your gift and an entry form for the gift basket. If "no", let them know that they are still welcome to register for a chance to win a Mary Kay Pampering Basket. (If the restaurant is also offering a gift certificate, mention that as well.) They can fill out the entry form and drop off at your table when they leave.

When you call to follow up with people who entered the drawing

Optional: Text: Hi, _____, Congratulations!! I wanted you to know your entry at the (Restaurant) was drawn to receive a Complimentary Mary Kay Premier Pampering Package. Let me know a good time to call to arrange for you to receive your gift. (Your Name)

Follow-up Call: Hi, _____, this is _____, with Mary Kay. You may recall that you recently entered a drawing at the _____ restaurant. I'm calling to let you know that (winner's name) actually won our Gift Basket. _____, I'm excited to let you know that your name was drawn to receive one of our premier pampering packages. This package includes a complimentary powerhouse skin care treatment as well as a spa treatment for hands and lips. If you like, you can also receive a special new color makeover for Spring, again all complimentary. In addition I can give you up to three V.I.P. passes if you would like to include some friends. I'd love to schedule a mutually convenient time for us to get together for you to receive the Gift of the Pampering Package. What is usually best for you, the first of the week or the end of the week?

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.





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!

Upcoming Gift Giving Opportunities

- April 5th - Easter
- April 19th - 25th Administrative Professionals Week
- May 4th - 8th Teachers Week
- May 6th - 12th Nurses Week
- End of May Graduations & End of School Year Gifts
- May 10th - Mother's Day
- June 21st - Father's Day
- June - July Summer Brides

Jane's Epic Legacy Team MARY KAY

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



TimeWise 3D® Foundations

Coming in May 2026

Reintroducing the new and improved TimeWise 3D® Foundation, now available in 36 shades in two finishes – matte and luminous. With skin-smart coverage infused with the TimeWise® 3D Complex and powered by IntelliMatch™ Technology.

It's time to get ready to have those Foundation Conversations with your customers!

Also available! Section 2 Special-Edition ‡ TimeWise 3D® Foundation Samples, \$2, pk./6 Discover your customers' go-to shades for summer and beyond.

AI-Powered Foundation Finder Tool

As a Mary Kay Independent Beauty Consultant, you're a trusted skin care advisor, a flawless face pro and a go-to for gorgeous color products. With this exclusive AI tool available on marykay.com and on your personalized online Shop, you can take away your customers' foundation frustrations and become the ultimate matchmaker. Help boost your Mary Kay® foundation sales by sharing how easy it is to scan and select a foundation in a snap. Whether you are hosting a party, a one-on-one consultation or chatting with your customers virtually, our AI-powered Foundation Finder tool seamlessly boosts your business, one match at a time!

Get ready to offer the online foundation shopping experience only you can offer!

Pro Tips:

Like any great selfie, good lighting is KEY! Have your customer face a window with plenty of natural daylight to get their most effective matches. Ask your customer to try the tool first thing in the morning with a fresh, no makeup face and hair pulled all the way back.

Always use the thumbs-up/down buttons to rate your matches—this is how the AI learns and improves, and your feedback helps enhance the Foundation Finder for everyone, making shade-matching smarter and easier.

Exciting news! The Foundation Finder tool will be updated to include the NEW! TimeWise 3D® Foundations on May 16. Finding the perfect shade for your customers has just become easier.



From Prep to Set

These essentials create a smooth, even canvas and help your look last. Prep, enhance and set your look with these power-house products.

Mary Kay®
Foundation
Primer
Sunscreen
Broad
Spectrum SPF
15+



Mary
Kay®
Undereye
Corrector



Mary Kay®
Multi-
Benefit
Concealer



April's SPECIAL DEALS

50% off

One Item (New to you!) 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.



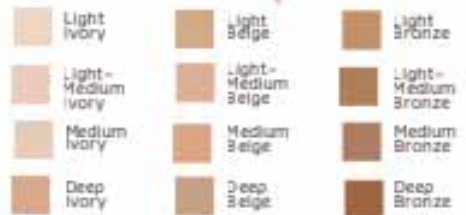
~~\$20~~ \$10



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

BIRTHDAYS & ANNIVERSARIES

Happy Birthday
May



Name	Birthday
Christina Coulson	3
Laura Burket	5
Beth Aldrich	6
Patricia Ayala	7
Waverlyn Karch	7
Kylee Clendenen	8
Maria Elena Natharen	8
Linda Brotzman	9
Deanna Chapman	9
Teresa Hughes	9
Victoria Gauthreaux	14
Jodie Morales	16
Jessica Luo	18
May Melancon	18
Pam Boudreau	20
Liya Tsarenko	21
Elvia Ortega	22
Vicki Tennyson	24
Lara Silenciaro	28

Happy Birthday!
Wishing you joy, growth, and all the beautiful moments your heart can hold. May this new year of life bring fresh confidence, new opportunities, and blessings that overflow.

Happy Anniversary!
Celebrating your journey, your commitment, and the courage it takes to keep moving forward. May the year ahead be filled with purpose, progress, and proud milestones.



Happy Anniversary
May



Name	Years
Rose Padilla	29
Jeanne Nicholson	25
Linda Faleni	23
Pamela Mack	20
Pamela Abner	15
Karen Humlicek	15
Audrey Velonis	14
Amanda Perzel	13
Joyce Rice	10
Jessica Luo	10
Gloria Merino	8
Susan Beach	8
Florina Ilyes	6
Julie Gensler	2
Olga Demchik	1
LaCrisia Gilbert	1

MARY KAY INC.

16251 Dallas Parkway
Addison, Texas 75001
Phone: (972) 687-4400

December 31, 2024

NON NEGOTIABLE

Pay Exactly: *Nine thousand, three hundred sixty two dollars and 66/100*

\$9,362.62

PAY TO THE ORDER OF **MARY STRAUSS**
104 Kilsby Way
Folsom, CA 95630

You can do this, too!!

NON NEGOTIABLE

Mary Strauss
 Mary Kay Cadillac Sales Director
 104 Kilsby Way
 Folsom, CA 95630
 (916) 837-2021
 To Order www.marykayintouch.com

*We are Building our Business
 with Passion and Vision
 We are Mary's Visionaries*

Are you getting our
Monday email?

If not, send your email address.
 Don't miss out on your news &
 great info! Find it @ 9am Pacific time
 (adjust to your time zone). Most
 importantly, be well and enjoy your
 Mary Kay business!!
 Much love to you, Mary

Cadillac Unit



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

CONSISTENCY CLUB

Order monthly July-June to WIN prize
ONLY 50% whsl orders count! NEWS!

Krista Bates	12 + months	Jane Kirk	7 months
Pam Boudreau	12 + months	Vicki Tennyson	7 months
Lorraine Bragg	12 + months	Joyce Carpenter	3 months
Linda Brotzman	12 + months	Kylee Clendenen	3 months
Linda Joyce Brown	12 + months	Pamela Mack	3 months
Kimberly Cardamone	12 + months	Cindy McEnroe	3 months
Mitzi Collins	12 + months	Karen Schaefer	3 months
Christina Coulson	12 + months	Janet Welles	3 months
Summer Hamdeed	12 + months	Yessica Dias	2 months
Lisa Henry	12 + months	Josie Humphreys	2 months
Fran Lowry	12 + months	Jane Westermeyer	2 months
Kerry McKaig	12 + months		
Louise Opoku	12 + months		
Judy Poole	12 + months		
Sherry Ray	12 + months		
Joy Reitzel	12 + months		
Kristen Shults	12 + months		
Audrey Velonis	12 + months		
Lesley Walton	12 + months		
Barbara Warnsley	12 + months		

Congratulations to each of you who
 work your business consistently!



CONSISTENCY
 Is What
 TRANSFORMS
 AVERAGE
 Into
 EXCELLENCE