

MARCH 2026 TOP 10 IN WHOLESALE

No.1
Wholesale
Patricia Sainz



- PATRICIA SAINZ
- Phyllis Perry-Scates
- Lisa Gundersen
- Sharon Hall
- Phyllis Perry-Scates
- Sandra Swift
- Sandra Ramires
- Pamela Davison
- Beverly Gadlin-Hughes
- Gianna Roca



No.1
YTD Retail
Phyllis Perry-Scates



No.1
Sharing
Patricia Sainz



COURT OF PERSONAL SALES TOP 5 YTD

COURT OF SHARING TOP 5 YTD

Name	YTD Contest Credit	Name	NEW	Seminar Qualified
Phyllis Perry-Scates	\$15,522	Patricia Sainz	1	
Ilene Gulla	\$6,651	Christy Coello	1	
Lisa Gundersen	\$5,347	Ilene Gulla	1	
Carrie Rodarte	\$5,280			
Beverly Gadlin-Hughes	\$4,211			

2026 QUEEN'S COURT OF PERSONAL SALES



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

2026 QUEEN'S COURT OF SHARING



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

Congratulations!

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

Phyllis Perry-Scates
Ruby



Palia Curry
Ruby



Pace-Setter. Trailblazer. Star Achiever.

Phyllis Perry-Scates

Palia Curry

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
Ben.do 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 08-1302



DIAMOND
WS Game Co. Clue & Sorry!
Nostalgia Tins
Item 15-9249



PEARL
Supersonic IQ Sound
Karaoke Pro Touch GO
Item 16-4465



MY 4th QTR STAR

Quarter 4 • march 16 – june 15, 2026

What Star era are YOU in?

Check out this poster to get excited and find a reward for you that is specific to your Star era this quarter! Each quarter, we will highlight different eras and related rewards. See what reward is just for you, build your Mary Kay business, and meet your selling goals to be a Star Consultant all while keeping your eye on the prize! Have fun in whatever era you are in!

sunset SOIRÉE

DIAMOND
Solo Stove Lite Camp Stove
\$149.99 (21.99)



EMERALD
Bottle Solar Spring 44-Foot Warm White String Lights
\$69.99 (7.99)



PEARL
Victoria Zen Outdoor Speaker - Stone
\$149.99 (14.99)



family FUN

SAPPHIRE
Masterrest Classics Micro Bag Toss
\$149.99 (12.99)



DIAMOND
W5 Game Co. Clue & Sorry! Nostalgic Toys
\$149.99 (12.99)



PEARL
Supersonic IQ Sound Karaoke Pro Touch GO
\$149.99 (14.99)



MARY KAY star consultant Program

sunshine SPLASH

SAPPHIRE
Bando Cooler Bag - Checker Stars
\$149.99 (12.99)



IRIS
Shirahashi "Beach" Beach Bag - Natural
\$149.99 (12.99)



PEARL
Vivara Latic Hammock Chair - Verde
\$149.99 (14.99)



GOURMET

IRIS
8 1/2" Paper Home Sweet Home Recipe Binder
\$149.99 (12.99)



EMERALD
MacKenzie-Childs Royal Check Round Tray
\$149.99 (12.99)



PEARL
Aniston Nouvelle Ten-Piece Stainless Steel Cookware Set
\$149.99 (14.99)



GOAL TRACKING!

Circle the Prize/Prizes that you're excited to earn or visit the **Star Consultant Program Boutique** @ marykaystarprogram.com for MORE!!

TOTAL STAR GOAL: _____

Let's calculate what your personal star & total new qualified team members would look like in order to reach your total goal? This is where you'll map a plan.

Determine Your Personal Star Goal: \$ _____ (wholesale)

Divide the above amount by 3: \$ _____ 3 = \$ _____ /mo.

Take that total amount for each month & multiply it by 2 to find out what your total retail sales goal needs to be:

\$ _____ x 2 = \$ _____

Take that total and multiply it by .40 to discover what your profit will be each month:

\$ _____ x .40 = \$ _____

Refer to your monthly goal sheet to make a plan and track it!

NEW TEAM MEMBERS:

To determine how many new qualified team members you'll need, deduct your Personal Star Wholesale Goal from your TOTAL Star Goal:

Total Star Goal: \$ _____
minus Your Star Goal: \$ _____
= _____

Take that difference and divide it by \$600 to calculate how many new qualified team members you'll want to bless this quarter!

\$ _____ \$600 = _____ NQTM
(New Qualified Team Members)

See the full size version of this poster on your Mary Kay InTouch @ Rewards > Star Consultant Program > Document Library > Rewards > Star Consultant Quarterly Poster <https://mk.marykayintouch.com/s/document-library#REWARDS>

My Star Goal: \$ _____ + # New Personal Team Members: _____ = MY TOTAL STAR GOAL: \$ _____

RED HOT WILDCATTS!!



TEAM BUILDERS

Thru March 31, 2026

ELITE TEAM LEADER (8+ TM)



TEAM LEADERS (5-7 TM)



Position Open	Position Open	Christy Coello	Position Open
			

STAR TEAM BUILDERS (3-4 TM)

Positions Open	Positions Open	Positions Open	Positions Open	Positions Open
				

SENIOR CONSULTANTS SENIOR CONSULTANTS (1-2 TM)



<i>Carlene Eaton</i>	<i>Angela Frame</i>	<i>Beverly Hughes</i>	<i>Vicki Hyland</i>	<i>Dorina Luna</i>
<i>Phyllis Perry-Scates</i>	<i>Position Open</i>	<i>Position Open</i>	<i>Position Open</i>	<i>Position Open</i>



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.



PALIA CURRY, SALES DIRECTOR



APRIL 2026 Newsletter, March Results



2025-2026 Unit Goals:

Future National
WI LDCATT Area

\$650,000

Circle of Excellence

65 Star Consultants

200 Unit Members

5 DI Qs

5 Team Leaders

20 Star Team Builders

Monthly Goal:

20 New Team Members

15 "You Can Do It"
Winners

3 New Star Team
Builders

\$30,000 wholesale

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,

Palia



Start by doing what's necessary, then what's possible and suddenly you are doing the impossible. St. Francis

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



Achieve
4, 5 and 6
months
consistency

Lisa Gundersen
On Target 6 months



Phyllis Perry-Scates
On Target 6 months



Achieve
6 months consistency

Christy Coello
On Target 4 month challenge



Patricia Sainz
On Target 4 month challenge



Sharon Hall
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.

RISE + RADIATE
5 MONTH CHALLENGE ACHIEVER

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

Set your customers up with Sensational Summer Looks by enrolling them 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

Welcome New Consultants

New Consultant	From	Recruiter
Gail Cirilo	Beaumont, CA	Palia Curry
Sharon Hall	Beaumont, CA	Palia Curry
Charisse Marbury	Beaumont, CA	Palia Curry
Sandra Ramires	Beaumont, CA	Palia Curry
Veronica Zaldivar	Riverside, CA	Christy Coello

Welcome back to the following consultants:

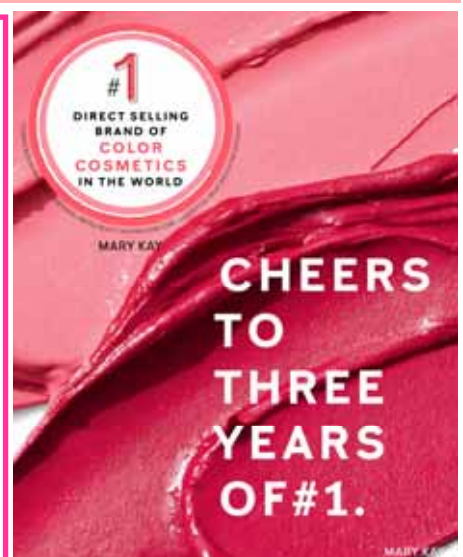
Cheryl Bailey	San Marcos, CA
Sandra Swift	Angelus Oaks, CA
Jennifer Useda	High Ridge, MO

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.



Name	Birthday
Dorene Dean	2
Vicki Hyland	11
Heather Steele	16
Patricia Dunn	25

April



Name	Years
Tina Friend-Calleros	27
Rita Castro	23
Jennifer Katesook	17
Glenda Alexander	15
Josie Carpini	15
Sandra Swift	12
Brenda Lackey	7
Jennifer Chapa	6
Dorina Luna	6
Jennileka Hammontree	1



**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!!



Steppin' On Up



Complete 10 Interviews in April

Team Building Challenge

SHARE the Mary Kay Opportunity with 10 team prospects in April



Earn a Mystery Prize (Director Choice) or your Vintage Pink Cadillac Key Chain

by completing 10 Interviews or by placing \$600 in wholesale orders!



Place a \$600 wholesale cumulative order in April

- 1.
- 2.
- 3.
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- 7.
- 8.
- 9.
- 10.



BONUS

Recruit 2 NEW team members in April to earn your Genuine Fresh Water Pearl Necklace



- 1.
- 2.



steps to success:

book *sell* **RECRUIT!** repeat.



Fill out and return to your Director by May 3rd for your prize!

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



April 22, 2026

Gift Certificates Available

May 10, 2026



**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.



Palia Curry, Senior Sales Director
Mary Kay Cosmetics
 1532 Skystone Way
 Beaumont, CA 92223
 909-534-2487
 pcurry002@charter.net

Check out our unit Facebook page for daily info and ideas @ Wildcat Girlfriends



FUTURE \$650,000 CIRCLE OF EXCELLENCE UNIT



Cadillac PLUS Unit

MAY 2026

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
Please contact Palia for New Consultant Training Dates					1	2
3	4 Monday Nite ZOOM 6:30 PM	5	6	7	8	9
10 	11 Monday Nite ZOOM 6:30 PM	12	13	14	15	16
17	18 Monday Nite ZOOM 6:30 PM	19	20	21	22	23
24	25 Monday Nite ZOOM 6:30 PM	26	24	28	29	30
31 Month End						