



Heartlighters

Sandy Cooke. Sales Director

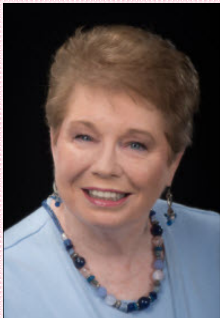
JANUARY 2022 NEWSLETTER, DECEMBER RESULTS



July 1, 2021 - June 30, 2022

December Achievers

Sandra Moeller



Sally Wetherbee



Nancy Wetherholt



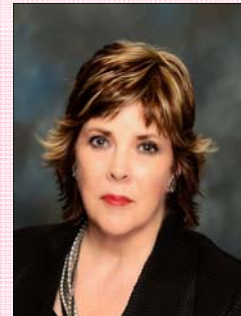
Maria Latorre



Lynne Powell



Sandy Cooke



*6 month Consistency Winners
and On Target 12 month Consistency:
Sandra Moeller
Sandy Cooke*





Heartlighters

SANDY COOKE, SALES DIRECTOR

Happy New Year to You Sizzlin Cookin Heartlighters –
Daring to Dream, Daring to Risk and Daring to Do!!!!
Building Teams of Women who are Daring to Dream, to Risk
and to Do!!!!

We are so Blessed to have 2 New Years in our business – July 1 & Jan 1. It can feel like we are starting fresh! Over the next 6 months our unit will be requalifying for our next unit car! The Cadillac is still the goal that I am continuing to BELIEVE in for us! Something that will help us in our effort is to go from 80 unit members to 100 by 3/31 and to 130 by 6/30. There are so many people out there looking for what Mary Kay has to offer. I must keep reminding myself that Mary Kay's opportunity is such a gift we have to offer!

Will you put on your thinking cap & also ask around to see who might be out there looking for something new? We have something called the Fast Five Fun Facts about Mary Kay that I would be glad to share with you or your prospects directly. It only takes 5 minutes to share these facts & then a few more minutes if they have questions or are interested. For giving us a few minutes, I will give your prospect a FREE lip gloss, mascara, hand cream or eye makeup remover. The first 5 to hold sharing appointments or to connect me with prospects for an appointment will get 5 entries into our cash drawing(s) for the month (see below).

Wishing you a New Year full of Blessings,
Sandy

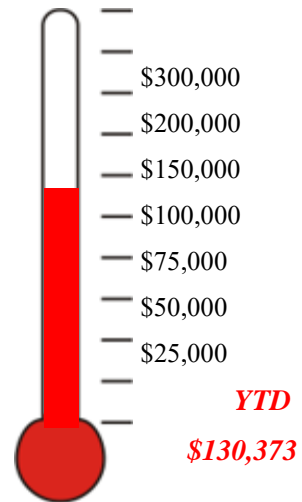


13 New Unit Members! 25 Pink Possibility Chats (PPCs)
Our Seminar 21-22 Goal \$400,000 Unit Club!!!
\$50 cash drawing when we reach \$9,500 w/s
another \$50 when we reach \$13,000 &
\$100 more when we reach \$17,000 w/s
Every \$200 w/s order cumulative will get you an entry

We did it!!!
We achieved the
\$300,000 Unit Club

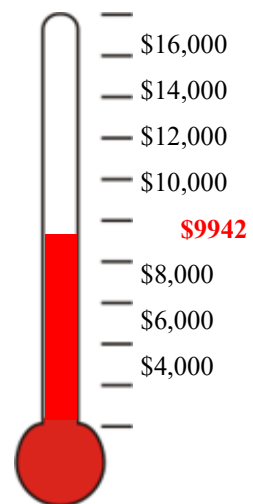
This year's unit goal:
\$400,000 retail
Cadillac Unit!

SEMINAR 2022 RETAIL
Fill this thermometer by
June 30, 2022



Our January goal is \$18,000

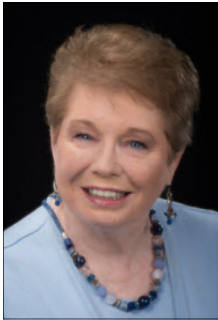
December Wholesale:



Quarter
TWO
DEC. 15, 2021

Star Consultants

Sandra Moeller
Sapphire



Maria Latorre
Sapphire



Nancy Wetherholt
Sapphire



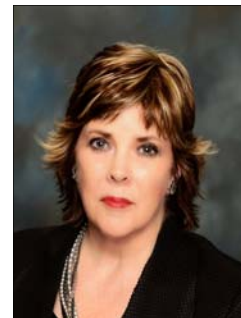
Sally Wetherbee
Sapphire



Lynne Powell
Sapphire



Sandy Cooke
Pearl



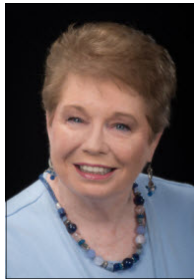
Consultant Name	Current Wholesale Production	—Wholesale Production Needed— for Star				
		Sapphire \$1800	Ruby \$2400	Diamond \$3000	Emerald \$3600	Pearl \$4800
Qtr 3 Updated thru Jan. 11						

Name	Total Contest Credit	Sapphire	Ruby	Diamond	Emerald	Pearl
Sandy Cooke	\$1,124.50	\$675.50	\$1,275.50	\$1,875.50	\$2,475.50	\$3,675.50
Sandra Moeller	\$990.00	\$810.00	\$1,410.00	\$2,010.00	\$2,610.00	\$3,810.00
Lynne Powell	\$656.50	\$1,143.50	\$1,743.50	\$2,343.50	\$2,943.50	\$4,143.50
Nancy Wetherholt	\$479.00	\$1,321.00	\$1,921.00	\$2,521.00	\$3,121.00	\$4,321.00
Renee Inman	\$312.50	\$1,487.50	\$2,087.50	\$2,687.50	\$3,287.50	\$4,487.50
Gabriela Chavez	\$298.50	\$1,501.50	\$2,101.50	\$2,701.50	\$3,301.50	\$4,501.50
Nannette Howard	\$278.00	\$1,522.00	\$2,122.00	\$2,722.00	\$3,322.00	\$4,522.00
Mecia Padilla	\$274.00	\$1,526.00	\$2,126.00	\$2,726.00	\$3,326.00	\$4,526.00
Maria Latorre	\$266.88	\$1,533.12	\$2,133.12	\$2,733.12	\$3,333.12	\$4,533.12
Joyce Lenaburg	\$262.50	\$1,537.50	\$2,137.50	\$2,737.50	\$3,337.50	\$4,537.50
Connie Shepherd-Thorns	\$255.50	\$1,544.50	\$2,144.50	\$2,744.50	\$3,344.50	\$4,544.50
Amy DeWidt	\$241.50	\$1,558.50	\$2,158.50	\$2,758.50	\$3,358.50	\$4,558.50
Dee Hamner	\$230.50	\$1,569.50	\$2,169.50	\$2,769.50	\$3,369.50	\$4,569.50



SEMINAR 2022

Sandra Moeller



Sally Wetherbee



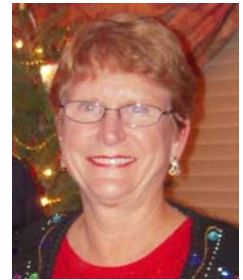
Marie Latorre



Nancy Wetherholt



Lynne Powell



JANUARY \$500 C~A~S~H INTERVIEW CONTEST

Interviews held Dec 29 - Jan 26
Interviews due noon EST Jan 27th
Drawing Held Thursday, Jan 27th

To be eligible, customer

- is presented with MK info
- makes a decision about MK
- has not been entered in this contest previously
- is eligible to join Mary Kay

~ \$500 C~A~S~H prize ~
Winning Customer & the Consultant each receive the cash prize!

Consistency FLOWER GARDEN BRACELET OR CHARM



Earn your GARDEN Bracelet for first time achievers

ORDER AT LEAST \$300 WHOLESALE in the calendar month

A PARTY ON YOUR ARM!

Earn a bracelet for every challenge you meet this month!



1. Book 5 new Parties
2. Share the Marketing Plan with 5 people
3. Sell \$300 in a week
4. Put the product on 10 faces

ALL NEW

Pearls of Sharing



Everyone Can Earn!!!

- 3 Shares = Rose Gold Pearl Earrings
- 6 Shares = Rose Gold Pearl Bracelet
- Add A New Team = Rose Gold Pearl Necklace



EARN SOME RED!

starting today...



1st new team member, earn your choice of earrings



2nd new Team Member, earn Red Beaded necklace

3rd, 4th, 5th and beyond, earn a Red Bracelet

OUR SUPERSTARS



Our Top 3 Wholesale Orders for December

Sandra Moeller



Sally Wetherbee



Nancy Wetherholt



Consultants who invested in their businesses December

Sandra Moeller

Sally Wetherbee
Nancy Wetherholt
Maria Latorre
Lynne Powell
Patty Kane
Patricia Crist
Renee Inman
Connie Shepherd-Thorns
Gabriela Chavez
Kimberly Stone
Mariane Miller

Mecia Padilla
Jeannie Dubitsky
Melinda Heath
Amy DeWidt
Dee Hamner
Joyce Lenaburg
Sheila Lloyd
Joanne Stress
Sueann Novotny
Dianne Vattuone
Debra Bell-Tolliver

Happy Birthday January

Birthdays	Day
Dee Hamner	1
Maria Edwards	20



Happy Anniversary

Anniversaries	Years
Joyce Lenaburg	49
Dianne Vattunone	45
Marianne Miller	20
Amy DeWidt	10
Avril Carter	8
Chamy Lee	6

WELCOME NEW CONSULTANT

Consultant	From	Recruiter
Kimberly Stone	El Dorado Hills, CA	Sandy Cooke

Welcome Back:

Gabriela Chavez	Patricia Crist	Amy DeWidt
Jeannie Dubitsky	Dee Hamner	Renee Inman
Marianne Miller		

Our Zoom meetings are 8 am every Saturday. Everyone is invited to join in.

You will hear all the latest info, share ideas and wins for the week. Text me if you Need any help getting on.



<https://zoom.us/j/3858740921?pwd=SUlpTDI1dGFYcVRVTmZYU3dYOXdGQT09>

Million \$ Call

641-715-3900

access code 44336#

Find the recorded calls on FB
million \$ messenger listeners
network

<https://www.facebook.com/search/top/?q=million%20dollar%20message%20listeners%20network>



FLOWER GARDEN Consistency



Charm Bracelet

First month you meet the challenge, EARN YOUR BRACELET
Every month thereafter that you meet the challenge, earn THAT MONTH'S CHARM!

[THE CHALLENGE: Order at least \$300 wholesale In the calendar month.

July (or first month you qualify) earn your BRACELET!



Your bracelet is Stainless Steel, Gold Plated, highly tarnish resistant.

Bravo for last month's achievers!

- Connie Shepherd- Thorns
- Gaby Chavez, Lynne Powell
- Maria Latorre
- Nancy Wetherholt
- Patricia Crist, Patty Kane
- Renee Inman
- Sally Wetherbee
- Sande Moeller

First time qualifiers earned their bracelet. Second time winners and beyond earn that month's charm!

Power Up Your Knowledge!

Learn While You Earn!

There are so many ways to learn tips for how to run a Mary Kay business. It's in the sharing of ideas and experiences with other Independent Beauty Consultants. Just look to your Team Leader, Independent Sales Director or fellow unit members. They are all eager to share their success stories with you! It's in the lessons and information you'll find from all the resources on *Mary Kay InTouch*, like the unparalleled education available on Mary Kay University. You'll even find it in your heart. Take what you know and infuse it with love. That's what Mary Kay Ash did. So **Power Up Your Knowledge** by always learning. The more you know, the more you can be **Powered by Pink!**

"Whatever you need – information, encouragement, motivation, advice – don't hesitate to turn to those who have the knowledge and experience to guide you." – Mary Kay Ash



Earn this month's Power Up jewelry...this stunning necklace with at least \$600 wholesale in January!

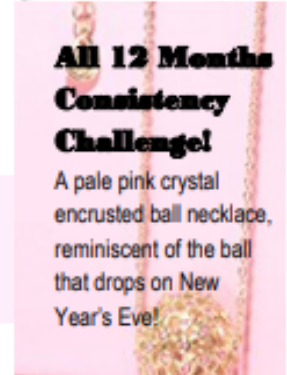


Jan-June Consistency Challenge! Meet the \$600 challenge each month January through June and earning the matching encrusted crystal ball bracelet!



All 12 Months Consistency Challenge!

A pale pink crystal encrusted ball necklace, reminiscent of the ball that drops on New Year's Eve!



WHAT DO YOU **MEAN**, I CAN'T CLAIM CHOCOLATE AS A BUSINESS EXPENSE?!?

10 Top Things to do to get organized for 2022

Get ready to break belief barriers!



©2013 DEBBIE RIDPATH OHI. URL: DEBBIEOHI.COM. TWITTER: @INKYELBOWS.

10. **Count your Inventory.**

Tip: Do it as if you are placing an order online. Then it will total it for you and you can print it out for your records.

9. **Clean out your Starter Kit.**

Tip: Take everything out, clean it up, put it back in and you will want to hold a class.

8. **Clean out your "on the go" inventory.**

Tip: Make sure you have at least one of everything and several of those things you sell the most.

7. **Separate your limited and discontinued items from your inventory.**

Tip: Use them as hostess gifts, door prizes, in a discount basket, or as a gift with purchase. These items take up valuable space in your stock.

6. **Place an order to fill any gaps in your inventory a.s.a.p.**

Tip: Be sure and check your class supplies and restock them so you will be ready for the New Year.

5. **Purge your customer files.**

Tip: Hire someone or you... Call each customer to make sure they are happy with their products, fill any needs they have, check for phone number and address changes.

4. **Go over your calendar for January - highlight when you want to have classes.**

Tip: Decide on a hostess contest for each month of the year so you will have a reason to book. Example... High hostess gets their order free etc.

3. **Add up all your receipts for your tax info so you can start fresh for 2022.**

Tip: To keep up with personal use, products used for demonstrations, gift you give including hostesses, family, door prizes, etc... write them on a separate log sheet for each category. If your not using "BOULEVARD", input them like an online order and print it out for your records.

2. **Add up your sales for the year.**

Tip: If you have been doing your weekly accomplishment sheets you have this number already!!!! Plan to start 2022 on day one and keep up with it all year!!!

1. **Do all of the above after 9pm at night or before 9am in the morning!**

Tip: Except for calling your customers!!!!

January's SPECIAL DEALS

One Item of Your Choice

50% off

for every \$50 purchase

(\$200 purchase = 4 1/2 price specials)

While Supplies Last



Clinical Solutions Retinol 0.5

Amplify your age-fighting as you turn back time with this set. Prevent and reverse the signs of aging.

~~\$120~~ \$60

TimeWise 3D Night Cream

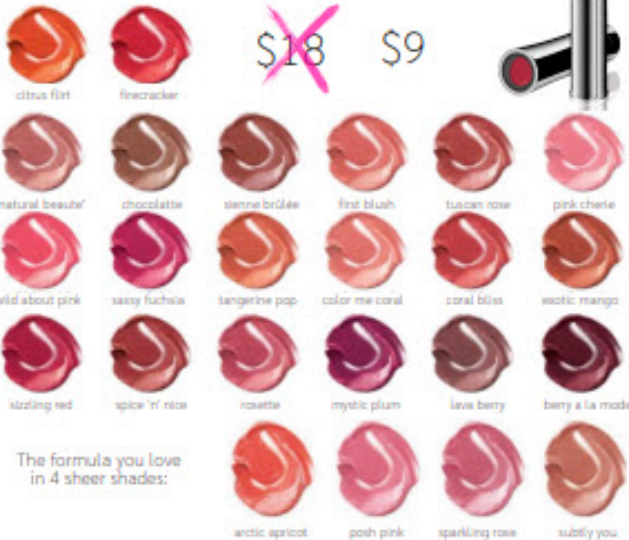
Delivers a bedtime boost of antioxidants when applied at night, working while skin is most able to rebuild its reserves. Comes in Normal/Dry or Combo/Oily formula.

~~\$32~~ \$16



True Dimensions Lipstick

Instantly drenches lips in moisture and locks it in for endless comfort.



~~\$18~~ \$9

The formula you love in 4 sheer shades:

Oil-Free Hydrating Gel

Non-greasy gel absorbs quickly, leaving skin feeling cool and refreshed while hydrating it for up to 10 hours.

~~\$32~~ \$16



Intense Moisturizing Cream

Luxurious cream for dry skin leaves skin looking immediately more radiant and feeling unbelievably soft and smooth.

~~\$32~~ \$16



Makeup Finishing Spray

Avoid Makeup Meltdown, Staying Power--Up To 16 Hours

~~\$18~~ \$9



TimeWise Eye Firming Cream

Firms, Brightens, Moisturizes, & Bye-Bye Fine Lines & Wrinkles

~~\$32~~ \$16



TimeWise Replenishing Serum C + E

See skin that's brighter, firmer and glowing with good health.

~~\$58~~ \$29



RECRUITERS AND THEIR TEAMS...

Team Leaders

Nancy Wetherholt

A1 Debra R. Bell-Tolliver
 A3 Kari J. Duffy
 A3 Mereada Lynch
 A3 Bertha E. Rois
 A3 Jill Weiglein
 I1 Shannon Chiono
 I3 Penny A. Dyer
 I3 Ruth W. Harris

Senior Consultants

Jeannie E. Dubitsky

A1 June Griffin
June Griffin

A3 Joanne M. Stress
 I1 Dee Hamner

Melina L. Heath

A1 Gina P. Brannon

A2 Alice G. Gatian

I1 Shari L. Motley

I1 Myra Wilson

I3 Jeannie E. Dubitsky

I3 Terri L. Meine

I3 Marianne L. Miller

Nannette L. Howard

A3 Sandra Cook

I2 Dinah D. Smith

I3 Cynthia N. Carter

I3 Eddie Harris

I3 Asiah A. Johnson

T2 Leticia Cropper

Patty Kane

A3 Jana Frank

A3 Sheila A. Lloyd

Maria Latorre

A3 Reba C. Danridge

Joyce Lenaburg

A2 Dianne Vattuone

I1 Diana S. Morgret

Sandra M. Moeller

A1 Tina R. Cummings

A3 Tracy Levine

T5 Marilyn T. Maquiraya

Sueann Novotny

A2 Nancy Wetherholt

I3 Lori J. Duffy

Lynne C. Powell

A1 Edie J. Wheeler

A2 Sandra L. Baptiste

I2 Sheila Calip-Coleman

I2 Patricia K. Crist

I3 Renee A. Inman

Sally B. Wetherbee

A3 Foniah K. Abbott

I3 Patti G. Larson

T1 Dianna L. Laugheed

T3 Traylisha R. Dearman

T6 Maria Edwards



Need help building your DREAM?
 Go to marykayintouch.com for videos
 on how to build your team—tools and
 tips in abundance—Let's reach for the
STARS!!

Great Start Program

This program offers free product bonus bundles and the opportunity to earn 100% profit on those bundles for your new team members. Plus team-building cash bonuses. Here's another great way to help you build your team and help those new team members get off to a great start!

Startup Options Extended Until June 30, 2022!

Just in time for the new *Power Up Your Team-Building Consistency Challenge*, the popular startup options have been extended! These options offer her the flexibility to choose how she wants to start her Mary Kay business to fit her lifestyle!

- **EXTENDED! Mary Kay® eStart for \$30***: A great way to quick start a Mary Kay business. Includes one year access to a beautifully branded *Mary Kay®* Personal Web Site and *ProPay®*, digital marketing resources and online education.
- **EXTENDED! Mary Kay® Starter Kit for \$130***: You get everything included with *Mary Kay®* eStart plus full-sized products and product samples, party supplies, literature and education materials.
- **EXTENDED! New Beauty Consultant Sample Pack for \$45****: A powerful optional add-on to either the Starter Kit or *Mary Kay®* eStart. Includes enough product samples for a Power Start – 30 faces in 30 days! Plus, a host of fantastic educational materials.



Goal Setting



"DON'T LIMIT YOURSELF. MANY PEOPLE LIMIT THEMSELVES TO WHAT THEY THINK THEY CAN DO. YOU CAN GO AS FAR AS YOUR MIND LETS YOU. WHAT YOU BELIEVE, REMEMBER, YOU CAN ACHIEVE."

- MARY KAY ASH.

Why Set Goals?

- When goals are set, things happen!
- Goals make you feel good about yourself and provide attitude adjustments.
- Goals establish self-discipline, motivation, good habits and patterns to follow.
- Goals give you direction and purpose, and take you where you want to go.
- A goal will stop others from controlling your life.

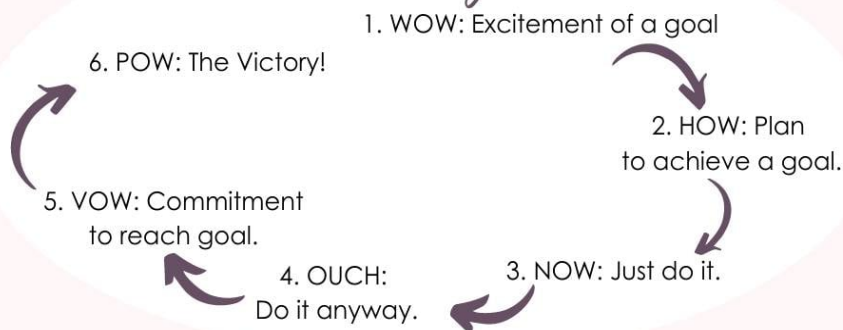
Setting a goal:

1. Decide exactly what you want - be very specific.
2. Aim high - you should have "butterflies." Stretch your limits.
3. Create visuals. The subconscious mind accepts all information as fact & cannot distinguish between what is real and what is imagined & believed.
4. Involve family members. Find out what's in it for them.
5. Pick someone to emulate.
6. Define where you are and where you need to be.
7. Determine what you are capable of in a day, a week, a month & year.
8. Write your goals in detail & talk about them with appropriate people.
9. Focus on your goal daily. If a goal is not focused on for three days, it's as if it never existed.
10. See goals as if they had already happened.
11. Keep your FOCUS. (Follow One Course Until Successful.)
12. Quitting is not an option.
13. Set another goal immediately upon reaching a goal.

Goals Can Be Negative if:

1. They are too big.
2. They are out of your sphere of interest.
3. You believe luck is necessary to achieve it.
4. You set your goal by comparing yourself with others' accomplishments.
5. You are doing it for someone else.

The Goal Cycle:



Reasons Most People Do Not Set Goals:

1. They are not sold on the benefits.
2. They feel it's safer not to.
3. They fear commitment, failure or success.
4. They have a poor attitude or focus.
5. They don't want to work.

How to sell more Mary Kay® Valentine's Gift Sets

When thinking about Valentine's Day sales keep one rule in mind. The eye buys. It's all about what the gift set looks like. Sure, everyone knows Mary Kay® has skin care and lipstick, but do they know you have an amazing personal shopper service where you can help them select just the right gift at the right price and beautifully gift wrap and deliver it?

From **the million dollar message** hosted by Future Executive Senior Cadillac Sales Director Kristin Rogers:

In order to sell a lot for any holiday you need to have sets already made up and ready to go. It can be hard for people to visualize how amazing your sets can look so don't let not making a few sets cost you big sales. Also, don't rely on telling potential customers you can make a gift set. Show them you have it ready for cash and carry.



Another big rule to go by is don't just show a flyer. I did a lot of searching for Valentine's flyers that were circulating, and they were very nice, but they did not show the actual gift set, only the items that will be in the set. As with all things in business take a little time to plan. Get several sets made at several price points. For example offer a set at around \$10, \$18-25, \$50, \$100, \$150 and \$200. The higher the price point the more extravagant the gift needs to look.

Take your gift sets to all of your appointments from now til Valentine's Day. Kristin Rogers talked about selling sets in her Million Dollar Message. She said I set them up in the individual consultation because it makes a great up sell after I sell them the sets they want for themselves personally, and also it displays the gift wrapping that I do and that's an important service that we can offer our customers that sometimes in the beginning when we start that relationship with a new customer they don't even know we provide.

Kristin also talked about how men were visual and something that worked for her was to take pictures of her pre-wrapped gift sets that she was promoting and to send pictures to male customers in email or text and that doing this really did make a difference. You will find a lot of men do not care as much about the specifics of what is in the set as long as it looks nice and will be a good quality gift for his Valentine. Offer to deliver to his place of work, and keep in mind when you take your impressive looking gift sets into his place of work that many of his co-workers will want a set as well. Have some additional sets in the car ready to be sold on the fly.

This is also a great time to sell to the ladies in the office. If they make their way over to admire your special delivery ask not only about the men in their lives that may need a cologne, also have a small gift set ready to be sold in your purse at the \$10-20 price point like a lip gloss set or nail lacquer set. Ask if they have a daughter, niece or baby sitter they want to surprise with something special.

Take action now and have a great Valentine's Day.



January 1 - 31, 2022



Squares Contest




































DO THE ACTIVITY ~ COLOR IN THE SQUARE ~ WIN PRIZES!!!

7 squares = 1 prize
 14 squares = 2 prizes
 21 squares = 3 prizes
 28 squares = 4 prizes

NAME _____

SQUARES COMPLETED _____

Return results to your director by February 2nd

 Do a Goal Setting Session with Sandy	 SELL 6 + items Jan 1-8	 Sell \$2,000 (counts as 7)	 Post this on your fridge	 Add 1 new team member	 Take Inventory For Taxes	 Attend Saturday Unit Zooms
 Sell 75 items this month	 SELL 6 + items Jan 9-15	 Have a \$300 day	 Hold 5 Virtual Appointments	 Order \$250 wholesale	 Sell 3 skin care sets	 Watch Power Hour on Mk intouch
 Attend Ignite 2022	 SELL 6 + items Jan 16-22	 Hold a Double Facial	 Get on target for 3rd Qtr Star	 Do 3-way Share with Sandy	 Attend Janis's Zoom 1/13 4:30 & 6	 Set up a private FB page or add to yours 2 x's/wk.
 Re watch all Ignite 2022 Classes	 SELL 6 + items Jan 23-31	 Earn your pearls of sharing earrings	 Hold 5 sharing appointments	 Earn Unit Bracelet/charm with \$300 cumulative	 Get 10 new leads-book 2	 Move up the Career Path
 Place \$1,000 cumulative WS orders	 Hand out 10 Blessing Bags	 Earn your "PINK POWER" Jewelry	 Put 2 new ideas into action	 Celebrate Unit Birthdays- Offer a special	 Have a \$300 day	 Put Monthly Specials into Action in January

Powered by Pink Yearlong Challenge

July 1, 2021—June 30, 2022

Each month during the 2021 – 2022 Seminar year that an Independent Beauty Consultant sells enough product to support placing a \$600 or more wholesale Section 1 order, she can earn a perfectly pink monthly jewelry piece from the *Powered by Pink* Jewelry Collection. And that's just the beginning!

Establishing a strong customer base and selling \$600 or more a month in wholesale Section 1 product could also be just what you need for consistent success in your Mary Kay business.

Peek into Pink

**NSD Janis Trude Event on zoom
Jan 6, 13 & 20 4:30 & 6pm PST**

Ignite 2022 on Facebook

Saturday, January 8 @ 8:30am—2:30pm PST

January Jumpstart

**NSD Caterina Harris Earl
Saturday, January 22 @ 9—2 pm PST**

SPRING PCP ENROLLMENT DEADLINE

January 17

Our Unit Saturday Sensation zoom link -
[https://zoom.us/j/3858740921?](https://zoom.us/j/3858740921?pwd=SUlpTDI1dGFYcVRVTDZlUjY3dYVjY0dGQ)
 T09

Janis's zoom link

<https://zoom.us/j/>
 pwd=TUxtbVRxcWRBOWFRFZsWkxXMmNE
 Zz09

All times are PST



January 2022

Sizzlin Cookin Heartlighters Building Teams of Women Who are Daring to Dream & Daring to Do!

Sun	Mon	Tue	Wed	Thu	Fri	Sat
2	3	4	5	6 PEEK Into PINK Zoom 4:30 & 6 pm PST		1 Ignite 2022 on Facebook 8:30am -2:30 PST
9	10	11	12	13 PEEK Into PINK Zoom 4:30 & 6 pm PST	14	15 Unit Satur- day Sensation Zoom 8am
16	17 PCP Cutoff	18	19	20 PEEK Into PINK Zoom 4:30 & 6 pm PST	21	22 Unit Satur- day Sensation Zoom 8am
23	24	25	26	27	28	29 Unit Satur- day Sensation Zoom 8am
30	31 Month End					

Go to Sandy L Cooke Unit FaceBook page to see: Announcements, Recognition & ideas! Are we friends on FB?

ZOOM Success Sensation Meetings EVERY Saturday @ 8:00 am PST Everyone is welcome - Come get in on the MK Sisterhood, news & ideas

Sandy Cooke, Sales Director

Mary Kay Cosmetics

2700 Tam Oshanter Drive

El Dorado Hills, CA 95762

Cell: 916-606-9648 (best # to reach me)

scooke17@att.net



Address Correction Requested

Find me on facebook @ www.facebook.com/sandycooke.33 Send me a friend request And I'll add you to our private Unit Group Facebook page where we'll share ideas, successes and motivation!

Our Unit Zoom Link

[https://zoom.us/j/3858740921?](https://zoom.us/j/3858740921?pwd=SUlpTDI1dGFYcVRVTmZYU3dYOXdGQT09)

[pwd=SUlpTDI1dGFYcVRVTmZYU3dYOXdGQT09](https://zoom.us/j/3858740921?pwd=SUlpTDI1dGFYcVRVTmZYU3dYOXdGQT09)



6-Month Spring Consistency Challenge

Good to share this in your customer private group....

Spring 2022 "The Look" mails Feb. 9

You're invited to join my

PREFERRED CUSTOMER PROGRAM!

Five times per year, you'll receive the latest issue of "The Look" delivered to your mailbox!



- On-trend makeup looks explained
- New product reveals
- Free sample in every issue!



*And I would love to send
"The Look"
to your friends with their permission!*

It's FREE

*Once you have their permission, all I
need is their name and address to
enroll them by Jan. 17
Free sample in every issue!*

**They must not already have a Mary Kay
Consultant and be 18 years old*