



Builders of Excellence

May Newsletter with April Results

YOU Can Do It

Proud Red



April Winners



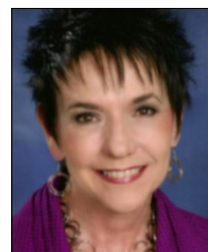
Juanita Fabian



Cruz Aguirre



Ann Woehl



Betty Lehr



Quarter 4 On-Target Stars

Consultant

Contest Amount

Needed for Next Star

Juanita Fabian	\$ 1,225.00	\$ 575.00
Cruz Aguirre	\$ 1,045.85	\$ 754.15
Starlyn Williams-Griffis	\$ 995.00	\$ 805.00
Ann Woehl	\$ 601.50	\$ 1,198.50
Karen Abbott	\$ 535.50	\$ 1,264.50
Thomaseña Williams	\$ 505.50	\$ 1,294.50
Marisa Najjar	\$ 438.75	\$ 1,361.25
Tricia Sims-Pate	\$ 406.00	\$ 1,394.00
Betty Lehr	\$ 2,712.50	\$ 287.50

Be a Miracle Worker





Twice as Nice Promotion



Queen's Court of Sales

Earn up to \$4,000 additional retail credit toward Seminar for each \$1 in personal retail production.



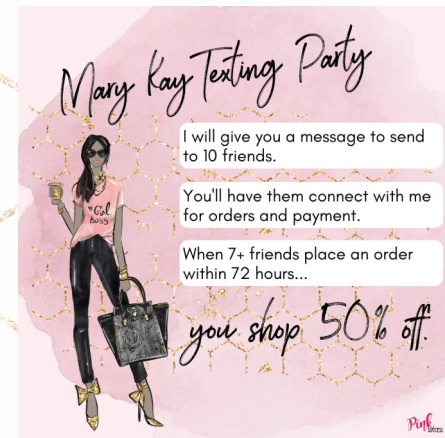
Queen's Court of Sharing

Share up to six new personal team members who become Great Start-qualified.

Mary Kay Texting Party



- STEP 1: Make a list of 10-20 customers
 - STEP 2: Download the HiHello App
 - STEP 3: Use images provided at link below
 - STEP 4: Personalize a text and add the HiHello link
 - STEP 5: When she says yes, send her the Hostess Special
- [**CLICK HERE FOR IMAGES AND SCRIPTS**](#)



shooting for the top in retail sales

Stars

Company Court of Sales



Juanita
Fabian



Karen
Abbott



Starlyn
Williams-Griffis

Consultant

- 1 Juanita Fabian
- 2 Karen Abbott
- 3 Starlyn Williams-Griffis
- 4 Donna Fischer
- 5 Barbara Salvato
- 6 Marisa Najar
- 7 Stacy Erwin
- 8 Gloria Levesque
- 9 Linda Schwertner
- 10 Becky Smetana

YTD Retail

- \$14,343
- \$7,121
- \$7,059
- \$6,267
- \$6,064
- \$4,698
- \$4,424
- \$3,925
- \$3,780
- \$3,377

top team

Builders

Company Court of Sharing



Donna
Fischer

Recruiter

- 1 Donna Fischer
- 2 Betty Lehr

New Team Members

- 1
- 5

YTD Comm

- \$33
- \$366

National Court of Sales



National

\$40,000 rs/ \$20,000 whsl

Area

\$20,000 rs/ \$10,000 whsl

Unit

\$10,000 rs/ \$5,000 whsl

National Court of sharing



National

24 Team Members

Area

12 Team Members

Unit

6 Team Members

June Celebrations



Name	Birthday
Wendy Dzukey	4 June
Peggy Logan	4 June
Elliott Daniel	9 June
Thomaseia Williams	27 June

Name	Years
Justina Saunders	24
Lauren Schott	20
Juvencia Silva	13
Aimee Chronister	10
Arlene Murray	3
Ginny Shuster	1
Sammie Jordan	1



Look Who Invested This Month

Name	Amount	Name	Amount	Name	Amount
Cruz Aguirre	\$ 1,045.85	Lawanna Brown	\$ 239.50	Cynthia Mitchell	\$ 117.50
Ann Woehl	\$ 601.50	Gloria Levesque	\$ 232.45	Gloria Rascon	\$ 102.00
Aimee Chronister	\$ 331.50	Juvencia Silva	\$ 231.00	Sylvia Nichols	\$ 48.50
Vickie Lem	\$ 307.00	Peggy Logan	\$ 228.50	Stacy Erwin	\$ 43.50
Marisa Najjar	\$ 290.25	Karen Abbott	\$ 227.00	Betty Lehr	\$ 1,080.00
Kimberlee Santillan	\$ 278.00	Becky Smetana	\$ 167.50		



On-Target Seminar Challenge

What can you do to make the best use of your time? First of all, realize that you are in business for yourself and treat it like a business. Plan your work and work your plan. Be careful not to waste your time. ..Get up early. It has been said that there is a relationship between getting up in the morning and getting up in the world. Get up and Get started. I would hope that you have planned your day by having in front of you the Six Most Important Things list you must accomplish for this day. ~ Mary Kay Ash





steppin' up the

Ladder



Senior

Consultant

1-2 Active Team Members
4% Commissions
Earn \$50 Team Building Bonuses

Donna Fischer
Stephanie Free
Marissa Guerrero
Sylvia Nichols
Tia Raley
Justina Saunders
Tricia Sims-Pate
Starlyn Williams-Griffis



Star

Team Builder

3-4 Active Team Members
4, 6 or 8% Commissions
50% Discount on Red Jacket
\$50 Team Building Bonuses

Juanita Fabian



Team Leader/ Future Director/ DIQ

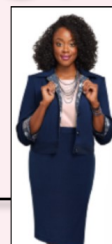
5+ Active Team Members
9 or 13% Commissions
\$50 Team Building Bonuses
Earn the use of a Career Car/ Cash Compensation



Director

9 or 13% Unit Commissions
9 or 13% Personal Commissions
\$100 Team Building Bonuses
Unit Bonuses
Earn the use of a Career Car or
Cash Compensation

Betty Lehr



WORKING

Virtually



Click here for
up-to-date business
ideas and tips to help
you during the
Covid-19 work from
home experience.

a note from

Betty



IF IT WASN'T **HARD**
everyone
WOULD DO IT. IT'S THE
HARD
THAT *Great.*
MAKES IT

We have experienced another month of social distancing... you have embraced it and made it work, exceptionally well! I cannot convey in enough words of how proud I am to be part of this company and working TOGETHER with all of you! You amaze me with your tenacity and determination. Your giving attitude, your willingness to try new things and seeing you cheer one another on warms my heart. I am seeing women do things they never thought they could do, I am seeing women do things they never wanted to do, and I am seeing women working with purpose and passion, getting things done! Keep it up!

The company is offering so many wonderful incentives to build our businesses:

Twice as Nice Promotion - Earn double credit for Queen's Courts

Double Great Start - \$100 for Great Start Qualified Team Members

Red Jacket Bonus - \$100 bonus for first time Red Jacket Earners

Rock it in Red - Earn your Red Jacket by June 30th and get it FREE

Discounted Customer Delivery Service

MK eStart - Jumpstart a business for \$30

What are your goals for the next 2 months of the Seminar year... make a plan, break it down into weeks and into days. Be sure to focus on completing your 6 most important things to do list, nightly. Focusing on incoming producing activities, getting up early and working consistently will help you reach your goals! We are in this together and I am here to help YOU!

xoxo,

Betty

MARY KAY



SKIN ANALYZER



How to use the
MARY KAY
Skin Analyzer App
with customers!

[CLICK TO WATCH VIDEO](#)

**NEW! Limited-Edition[†]
Lash Love Fanorama[™]
Mascara in I love black,
\$16**



**NEW! Limited-Edition[†] Mary Kay
At Play Color Correcting Stick,
\$14**



**NEW! Limited-Edition[†]
Mary Kay Intuitive pH Lip Balm,
\$18**



**NEW! White Tea &
Citrus Satin Body
Whipped Shea Crème,
\$22**



SUMMER 2020



**Limited-Edition[†]
Mary Kay Eyelash
Curler, \$12**

**Special-Edition[†] Mary Kay[®]
Sun Care Subtle Tanning
Lotion,** \$18**



**Special-
Edition[†]
Mary Kay[®]
Sun Care
After-Sun
Replenishing
Gel, \$15**



**NEW! Limited-Edition[†]
Mary Kay Masking
Towel Gift With
Purchase**



*Pink
SUCCESS*

FULLY *Fanned-Out Flutter!*

NEW! LIMITED-EDITION*
LASH LOVE FANORAMA™ MASCARA, \$16

Innovative **NEW** brush features three unique application zones to:

- 1 Coat:** Use the hourglass-shaped bristles to coat lashes.
- 2 Comb:** Flip the brush to the side, and use the rounded bristles to comb through every lash.
- 3 Fan out:** Use the fan tip of the brush to perfectly place individual lashes.

Same *Lash Love*® fan-favorite formula helps moisturize, strengthen and condition lashes.



BEFORE



AFTER 1 COAT



AFTER 2 COATS

MARY KAY

Contact me, your Mary Kay
Independent Beauty Consultant,
to get these must-haves.

CONSULTANT NAME / CONTACT

NEW! LIMITED-EDITION*
EYELASH CURLER, \$12

Meet your lashes' best friend! Before you finesse your fringe with the mascara you love, gently curl with this eye-catching tool. You can instantly make an impact to your lash look.

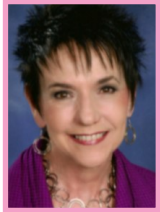


All prices are suggested retail. *Available while supplies last.

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Builders of Excellence



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Important dates

May 10 - Summer product early ordering for qualified Cons

May 10 - Mother's Day

May 12 - Mary Kay's Birthday

May 15 - Summer Products available for all consultants to order

May 25 - Memorial Day, all offices closed

May 28 - Last day to place telephone orders for May

May 31 - Last day to place on-line orders for May

June 15 - Quarter 4 Contest Ends

June 16 - Quarter 1 Contest Begins

June 21 - Father's Day

June 29 - Last day to place telephone orders for June

June 30 - Last day to place on-line orders for June



When you order \$600+ whsl in
MAY, you will receive this beautiful
NECKLACE
from the You Can Do It Challenge!



- Achieve the *You Can Do It!* Challenge March to June.
- Add one *Great Start*-qualified* new personal team member.
- Attend Seminar 2020.