



BUILDERS OF EXCELLENCE

OCTOBER NEWSLETTER WITH SEPTEMBER RESULTS

Proud Reds



Juanita
Fabian



Juanita
Fabian



Glynda
Lennon



Betty
Lehr



Who will be
next?

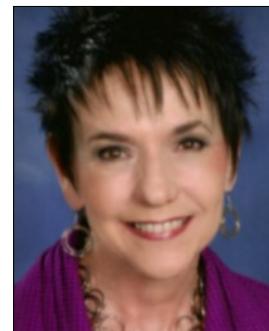
Spark a Chain Reaction September Winners



Quarter I Star Achievers



Juanita Fabian
Sapphire



Betty Lehr
Emerald



Welcome New Consultants

New Consultant

Sharon Coates

From

San Angelo, TX

Recruiter

Betty Lehr

shooting for the top in retail sales

Company Court of Sales



Juanita
Fabian



Starlyn
Williams-Griffis



Stacy
Erwin

Consultant

- 1 Juanita Fabian
- 2 Starlyn Williams-Griffis
- 3 Stacy Erwin
- 4 Barbara Salvato
- 5 Glynda Lennon
- 6 Donna Fischer
- 7 Linda Schwertner
- 8 Sylvia Nichols
- 9 Cruz Aguirre
- 10 Heather Schoen

YTD Retail

\$5,026
\$3,176
\$1,554
\$1,480
\$1,404
\$1,340
\$1,261
\$1,258
\$1,253
\$1,197

We are looking for women to be in the Unit Court of Sharing.

Share this Career Opportunity with everyone you facial!

Holiday Selling & Team Building Guide



[CLICK HERE FOR GUIDE](#)

Be sure to watch the Holiday Selling and Team-Building video for details on how you can leverage these resources and maximize the holiday selling season to give your customers the gift of an easy, stress-free holiday.

[CLICK HERE TO WATCH VIDEO](#)

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

November Celebrations



Name	Birthday
Elva Hulsey	9 November
Ginger Treadwell	20 November
Elizabeth Crabtree	21 November
Donna Fischer	27 November
Lawanna Brown	30 November

Name	Years
Becky Smetana	24
Heather Johnson	10
Kerri Sonnenberg	2
Wendy Dzukey	1

Look Who Invested This Month

Name	Amount	Name	Amount
Juanita Fabian	\$ 647.00	Cruz Aguirre	\$ 318.00
Glynda Lennon	\$ 600.00	Stacy Erwin	\$ 278.50
Lauren Schott	\$ 392.00	Donna George	\$ 278.00
Peggy Logan	\$ 377.50	Starlyn Williams-Griffis	\$ 264.00
Vickie Lem	\$ 339.50	Barbara Salvato	\$ 239.50

Q On Target Fall Consistency Challenge

Name	Amount
Gloria Levesque	\$ 237.00
DeAnna Gully	\$ 226.50
Sylvia Nichols	\$ 99.50
Cynthia Mitchell	\$ 65.00
Betty Lehr	\$ 1,141.10

Hostess Challenge

Mary Kay is challenging the sales force to collectively book 1 million hostesses this month. When you participate, you & the hostess of your choice could earn a weekly prize. At the end of the challenge, a grand prize of a designer handbag will be awarded to the top 250 achievers in each Seminar division who have the most hostesses. So start your engines, and let's party!



Winter Holidays Enrollment

October 17
Deadline



Winter PCP enrollment deadline is October 17. Give your business a boost. See your sales increase when you enroll your customers. Plus, you have the privilege of ordering winter products before everyone else.

ENROLL

Success is largely a matter of stumbling forward. We fail forward to success. It's a case of falling forward and getting up whenever you fall down and beginning again. Failure is an inevitable and necessary and a useful part of being successful. Actually we learn more from failing than from succeeding, because failure impresses us with what we did not do, and it impresses us more memorably than succeeding.



steppin' up the

Ladder



Senior Consultant

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

*Barbara Block
Janelle Book
Marissa Guerrero
Sylvia Nichols
Tia Raley
Justina Saunders
Starlyn Williams-Griffis
Louise Wood*



Star Team Builder

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

Star



Juanita Fabian



Team Leader/ Elite Team Leader/ 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

OCTOBER 1-31, 2020

Double your Success

DO BUSINESS... ON THE DOUBLE



Earn Double Credit toward Seminar 2021

Court of Sales and Court of Sharing

Yahoo!!! We get double credit this month! Double credit is awesome because it means for all of your efforts this month, you get twice the credit for Queen's Courts! So if you have 4 new qualified team members, it counts as 8 for Queen's Court of Sharing, and if you order \$2000 w/s, it counts as \$8000 retail towards Queen's Court of Sales! So let's MAX IT OUT!!

CHANGE THE BELIEF, AND
THE THINKING CHANGES.

CHANGE THE THINKING, AND
THE ACTION CHANGES.

CHANGE THE ACTION, AND
THE RESULT CHANGES.

John Assaraf

a note from *Betty*

I love the Fall! The crisp air, the fashion and styles, the pumpkin everything! Fall has always felt like it had limitless possibilities. This year has held new challenges for everyone, and the word for the year has been PIVOT - which Mary Kay girls have embraced and proven we have true grit.

As we enter Fall, we also enter the busiest shopping season of the year. Retailers all over the world are preparing their holiday strategies for this unique shopping season, are you? Take some time and plan out your own strategy - what are your sales and team building goals for the next three months? Think like a retailer - because you are one! You are the CEO of your Mary Kay business. Sit tall and have a planning session.

Plan out your next three months - what are your non-negotiable commitments? There will most likely be less in-person events this year, which may free up some time. Are you going to hold an open house this year? In person, online on your Facebook customer group? Put that in your calendar, and also when you will be sending out invites and follow ups. When do you have time to book zoom parties, facials, holiday makeovers, or coffee dates? Highlight all of those spots in pink on your calendar.

Zoom appointments can be faster than in person appointments, you can book them back to back, and invite people who don't know each other to the same event. You can also plan to go Live on your Facebook group for Holiday product previews!

In addition, take time to make customer service calls to help your customers with their holiday shopping. We have great products to offer our customers so be sure to share with everyone your gift giving and gift wrapping services. People are always looking for great customer service and convenience - and you can offer both! Explain how you can take something off their plate and make their lives a little bit easier! Show them that you care!

Treat your business like you would any other job during this busy time of the year. You will be thankful that you put forth the effort because you will be pleased with your results and the momentum you will have going into the next year!

xoxo,

Betty

Get your pen and paper out for some great notes and be ready to get to fill your datebook.

Independent Senior Sales Director Lisa Stengel shares how she generates leads to find hostesses.



[WATCH NOW](#)

9 Great Reasons

to start a MK Business
This Holiday Season



Get your gifts
for friends and family
(and yourself!)
at 50% off.



Earn extra spending
money for your
holiday shopping -
debt free holiday!



You could earn prizes
just for running your
business - who doesn't
love extra presents?



MK products are
consumable, meaning
with every holiday sale,
you are building a
reorder business for the
rest of the year!



You can sell in a variety
of ways - online,
in person, with Look
Books, on social media,
and via text.



You can have a
temporary holiday
business, or continue
on through the year -
it's up to you!



MK has products for
everyone - skincare,
cosmetics, fragrance,
& men's products, so
you can sell to anyone!



You make your own
schedule,
fit it in where you can
and balance with
family!



You're in business for
yourself - but not by
yourself. Your sales
director can help you
build a holiday sales
plan to meet your
goals!

MK HOLIDAY GIFT GIVING GUIDE

BUNDLES



• \$114

Go-Girl

- TWMiracle Set 3D The Go Set
- MK Naturally Moisturizing Stick
- Beauty Blotters Oil-Absorbing Tissues
- MK Essential Brush Collection



• \$52

Stand Out in a Crowd

- Lash Intensity Mascara
- MK Semi-Matte Lipstick in Poppy Please
- MK Liquid Eyeliner Pen



• \$33

Mint to Be

- Mint Bliss lotion for Feet and Legs
- Gift with purchase fuzzy socks
- Satin Body Whipped Shea Crème



• \$52

Holiday Kiss

- MK Semi-Shine Lipstick in Red Smolder
- MK Lip Liner in Red
- Satin Lips Set



• \$30

Sleek Shave

- MKMen Shave Foam
- MKMen Cooling After-Shave Gel



• \$111

Party Ready Look

- Foil Eye Shadow Duo in Copper & Pyrite
- Chromofusion Eye Shadow in Espresso
- Petit Palette
- Waterproof Eye Liner Pen
- Lash Love Mascara
- Cream Blush Duo Stick in Pink & Glimmer
- Unlimited Lip Gloss in Iconic Red
- MK Lip Liner in Red

FRAGRANCE

FOR MEN AND WOMEN - STARTING AT \$32



Builders of Excellence



Betty Lehr

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San Angelo, TX 76905
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Important dates

October 12 - Columbus Day, Postal Holiday

October 17 - Last day to enroll for the Winter PCP

October 29 - Last day to place telephone orders for October

October 31 - Last day to place October on-line orders

November 11 - Veterans Day - Postal Holiday

November 25 - Last day to place telephone orders for November

November 26 - Happy Thanksgiving - All Company Offices Closed

November 27 - Company Holiday - All Company Offices Closed

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



When you order \$600+ whsl in October, you will receive this beautiful **NECKLACE** from the Spark a Chain Reaction! Collection.



Earn the Fall Consistency Challenge **NECKLACE** when achieve the Spark a Chain Reaction! Challenge each month, July through December 2020.