

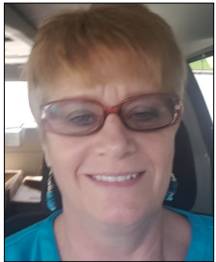


# Builders of Excellence

April Newsletter with March Results



## Proud Reds



Juanita  
Fabian



Tricia  
Sims-Pate



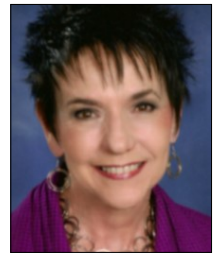
## YOU Can Do It March Winners



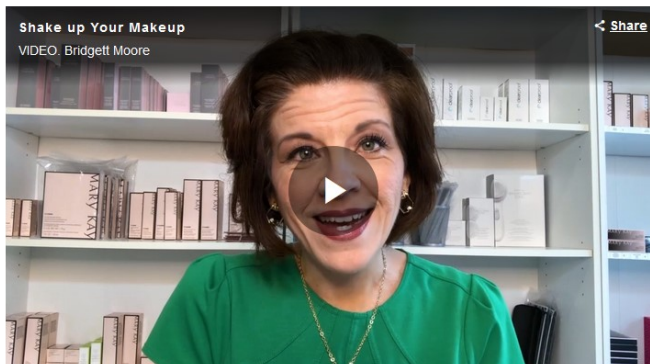
Starlyn  
Williams-Griffis



Juanita  
Fabian



Betty  
Lehr



## Shake up Your Makeup

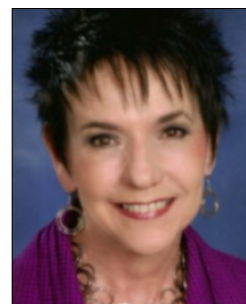
By Bridgett Moore

Great way to work virtually, without samples. This helps build relationships and helps you get to know your customer and take a genuine interest in her needs.

## Quarter 3 Star Winners



Juanita Fabian  
Sapphire



Betty Lehr  
Emerald



# shooting for the top in retail sales

## Stars

### Company Court of Sales



Juanita  
Fabian



Starlyn  
Williams-Griffis



Karen  
Abbott

#### Consultant

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

#### YTD Retail

- \$14,343
- \$7,059
- \$6,667
- \$6,267
- \$6,064
- \$4,337
- \$4,118
- \$3,780
- \$3,453
- \$3,042

# top team

## Builders

### Company Court of Sharing



Donna  
Fischer

#### Recruiter

- 1 Donna Fischer
- 2 Betty Lehr

#### New Team Members

- 1
- 3

#### YTD Comm

- \$33
- \$288

## 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

# May Celebrations



## Name

Juanita Fabian

DeAnna Gully

Jac alyn Pruser

Barbara Block

## Birthday

4 May

8 May

25 May

29 May

## Name

Gloria Levesque

## Years

22

**you**  
**can**  
*do it*



## Look Who Invested This Month

Name	Amount
Starlyn Williams-Griffis	\$ 1,011.00
Juanita Fabian	\$ 609.00
Linda Schwertner	\$ 525.00
Thomasenia Williams	\$ 505.50
Barbara Salvato	\$ 490.50
Becky Smetana	\$ 364.00

Name	Amount
Karen Abbott	\$ 308.50
Elizabeth Crabtree	\$ 261.00
Cynthia Watkins	\$ 249.00
Tia Raley	\$ 242.50
Stacy Erwin	\$ 226.00
Donna George	\$ 225.50

Name	Amount
Janelle Book	\$ 225.00
Gloria Rascon	\$ 225.00
Sylvia Nichols	\$ 152.00
Marisa Najjar	\$ 148.50
Betty Lehr	\$ 2,001.00



On-Target Seminar Challenge

Behind every success story in Mary Kay, you will find a simple explanation of great faith. I believe that every person has a capacity for greatness, that God planted the seeds there, and it is up to us to make them blossom forth with patience, guidance and belief. It is up to us to discover the multiple talents that we possess and bring them into fruition. ~ Mary Kay Ash





# steppin' up the

# Ladder



## Senior

### Consultant

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

*Karen Abbott*  
*Janelle Book*  
*Donna Fischer*  
*Stephanie Free*  
*Marissa Guerrero*  
*Sylvia Nichols*  
*Justina Saunders*  
*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*  
*Tricia Sims-Pate*



### 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



The  
number  
one  
skill  
in Life  
is not  
giving up.

— Bryant McGill —

What a month... and we continue to experience something together that has never happened in our lifetime. Our normal is to be WITH others, not distancing ourselves. This new way of working is foreign to most of us, especially in the Mary Kay world. But we know there is a silver lining to all of this:

- We are trying things we have avoided in the past because it made us uncomfortable
- We are exploring new ways to work and communicate
- Business ideas are booming from everywhere that will be applicable even after this is all over
- We are becoming "make a way, find a way" women, giving us confidence to stretch for our dreams

Women feel if they are going to be "cocooned" they want to come out looking like a beautiful butterfly. Women are turning to more elaborate skincare routines, trying new products and taking time for themselves. This is the time to get samples into your customers' mailboxes. Be creative and make it happen.

With so many unknowns and rapidly-changing elements with this global pandemic, I am so proud of the work ethic and community this has brought to our unit! This month has been very unusual but an experience that has made us stronger.

I pray that you and your family are safe and healthy. Remember, you are not "stuck" in your home, you are "safe" in your home!

XOXO,

Betty



MARY KAY  
**BRIGHT**  
IDEAS

Independent Senior Sales Director Leigh Ann David shares two ways she's using technology to connect with existing and new customers - and in a way she wouldn't be able to do in person! Learn more by watching our very first Mary Kay Bright Ideas video.

[CLICK HERE TO WATCH](#)

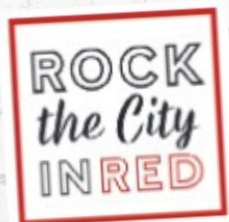




ADD 3 OR MORE GREAT START-QUALIFIED\* NEW PERSONAL TEAM MEMBERS

**Receive an invitation to  
the Prize Party at  
Seminar 2020!**

**Receive a new red jacket  
in the design of your  
choice at no cost!**



# Rock It in Red

CHALLENGE

**April 1 - June 30, 2020**





# My Mary Kay Moment!

CONTEST

APRIL 1 – MAY 12, 2020

## Enter the My Mary Kay Moment Contest.

The Mary Kay opportunity is paved with beautiful moments. And we'd like to see yours! Whether it's the first time you spoke in front of a group, the day you drove your newborn home in your Mary Kay Cadillac or that dream trip – share your memories by submitting a photograph with a caption.

### Twenty (20) Grand Prize winners will receive:

- Seminar 2020 registration fee.
- \$1,000 spending money.
- An assortment of *Mary Kay*® products.
- A *Mary Kay*® makeover and photo shoot for the opportunity to be featured in a national advertisement.

We want to see your awe-inspiring moments. Laugh-inducing learning experience moments. And life-changing aha moments.

**To enter and for official contest rules, go to: [marykay.com/mymkmomentcontest](http://marykay.com/mymkmomentcontest)**

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# MARY KAY

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# The Mini Sesh

THANK YOU @NSDBLISS AND  
@TAYLORMADEFORMARYKAY

The follow are some ideas of things  
you can do when going LIVE. You  
can go live in your customer group,  
on your Instagram Story, etc.  
Consider this a page to inspire you  
to create content!

Quick  
Contour

WOW  
BROWS +  
Eyelash  
Tutorial

Get "Un-Ready"  
with me: your  
Nighttime skin  
care routine

Get Ready  
with me:  
Daily Makeup  
Routine

Undereye  
corrector  
demo half the  
face

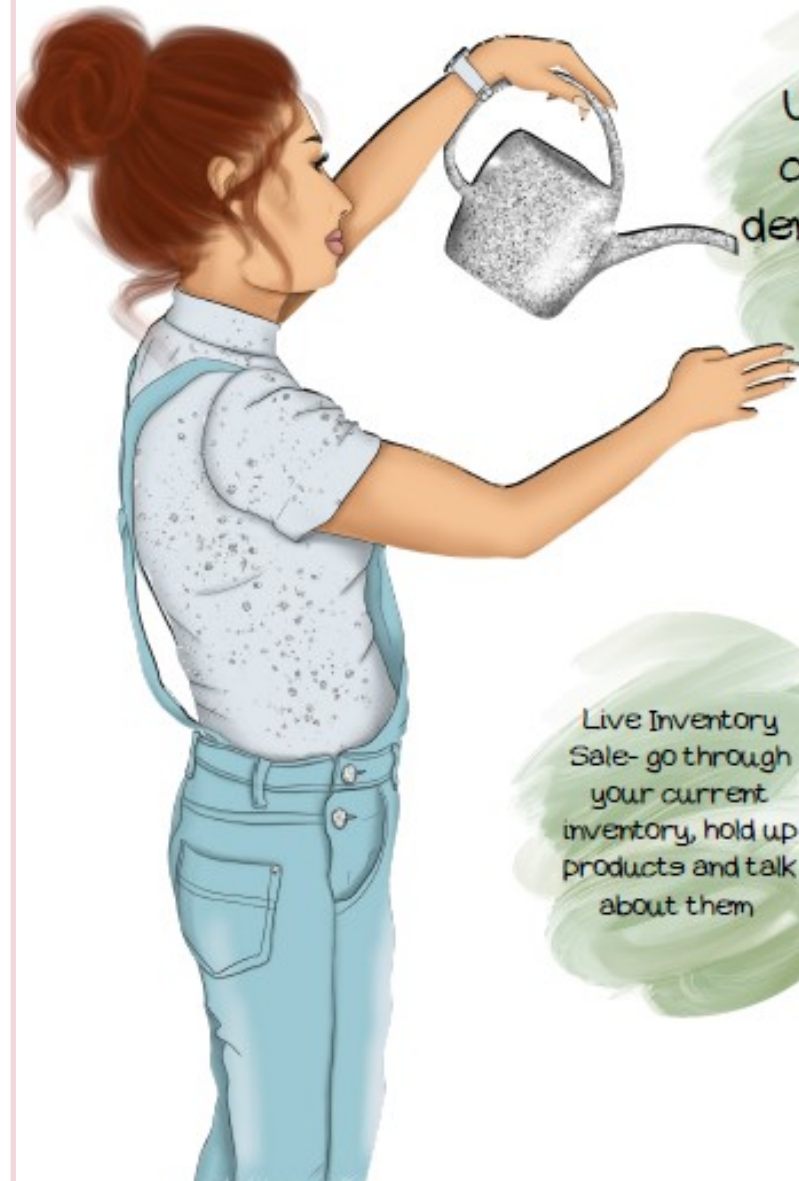
Try on 3  
Different  
Lip Colors

Mascara &  
Eyeliner  
Tutorial

Charcoal  
Mask  
Tutorial

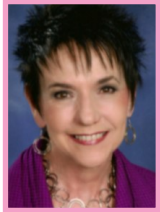
Live Inventory  
Sale- go through  
your current  
inventory, hold up  
products and talk  
about them

Use an orange and put Charcoal  
mask on it. Show washing the  
orange with water, then with  
cleanser, then with the  
skinvigorate brush





# Builders of Excellence



*Betty Lehr*

7885 Lehr Rd

San Angelo, TX 76905

(325)205-2882

## Important dates

- April 10** - Good Friday, All Company Offices Closed
- April 17** - Last day to enroll customers into PCP for Summer Book
- April 21** - Seminar Reg. opens for qualified **Emerald** consultants
- April 22** - Seminar Reg opens for qualified **Diamond** consultants
- April 23** - Seminar Reg. opens for qualified **Ruby** consultants
- April 24** - Seminar Reg. opens for qualified **Sapphire** consultants
- April 27** - Registration opens for ALL consultants
- April 29** - Last day to place telephone orders for April
- April 30** - Last day to place on-line orders for April
- May 8** - Summer Look Book begins mailing
- May 10** - Early ordering for qualified Consultants
- May 10** - Mother's Day
- May 12** - Mary Kay's Birthday
- May 16** - Summer Products available for all consultants to order
- May 27** - Memorial Day, all offices closed
- May 30** - Last day to place telephone orders for May
- May 31** - Last day to place on-line orders for May



When you order \$600+ whsl in  
APRIL, you will receive this beautiful  
PAIR OF EARRINGS  
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.