

TOP PERFORMERS

Jeni Tjelle | Independent Sales Director



"It Only Takes 20 Seconds of Insane Courage"

Newsletter for September 2017
July Results



Queen of Wholesale
Selena Bregin
Runners up



Queen of Retail Sales
Catherine Mahaffey
Runners up



Queen of Sharing
Your name here!
Runners up

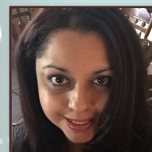


Next Month
this could
be you!

Court of Sales!

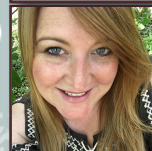
\$40,000 Personal Estimated Retail Production
Year to Date Results as of 8/4/2017

1



Selena Bregin
\$3,953

2



Amy Borchelt
\$1,670

3



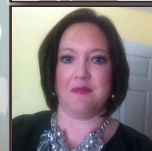
Meghan Bivens
\$1,331

4



Lasonda Robinson
\$1,240

5



Megan Williams
\$1,225

Path to Cash

Use this worksheet to help you determine what activity level you need to achieve your financial goals this month!

monthly worksheet

Court of Sharing!



24 New Qualified Personal Team Members
Year to Date Results as of 8/1/2017

1



Your name here!

2



Your name here!

Goals for the month of:

Income Goal for Month	\$
	x 2.5
Retail Sales Goal ★	\$

Selling Activities Needed to Reach Goal:

Parties: Retail Sales Goal ★ x 0.0025	=
Facials: Retail Sales Goal ★ x 0.005	=
Reorders: Retail Sales Goal ★ x 0.00625	=
Total Selling Activities to Hold	=

Recommend that you make 5 connections to book 1 selling activity (example: phone call, follow up with customers, ask for referrals, hand out business cards, etc.). Break it down into a small daily goal!

Team Building Goal for Month =

Average Interviews needed per new team member x 5

Total Interviews to Hold =

Business Reinvestments:

Inventory: Retail Sales Goal ★ x 0.5 = \$

Business: Retail Sales Goal ★ x 0.1 = \$

Business account covers marketing (PCP), party supplies, travel, etc.

This worksheet assumes... 40% profit (income), 50% inventory reinvestment, 10% business marketing/supply/travel reinvestment, 1/2 of your income from parties, 1/4 of your income from facials, 1/4 of your income from reorders, \$200 retail sales for parties, \$50 facials, \$40 reorders. This is not necessarily an average and may not reflect the results you experience in your business. Please adjust figures as needed to fit your personal business results.

Power Up Your Serum with the Power of Vitamin C. Squared.

Fresh every time. Pure vitamin C degrades and loses its power over time when exposed to air, light or water. But now that problem's solved with a **breakthrough in technology** that keeps the pure vitamin C stable until you unlock its power with every use. As the square dissolves in the palm of your hand, it's transformed into a fresh, potent, pure vitamin C elixir that powers up your serum for an age-fighting boost. **Fresh the first time. Fresh every time. First and only at Mary Kay.**

BEAUTY
INDUSTRY
FIRST

VITAMIN C SQUARE + SERUM = SUPERCHARGED SKIN!

Just combine one activating square with one of your favorite MK serums and watch the magic happen! In just two weeks, the **TimeWise® Vitamin C Activating Squares™** were shown to deliver these visible benefits:

- Skin looks more even-toned.
- Skin looks more radiant.
- Fine lines and wrinkles look improved.

TURN YOUR SERUM INTO A SUPERPOWER.



Place the square in the palm of your hand, cover with **three to four drops** of water, and mix until dissolved.



Add the normal amount of your *Mary Kay®* serum of choice to the solution, and mix to activate the dissolved square.



Apply to face, and allow to dry completely before continuing your skin care regimen.

Recipe of the Month!

Ingredients:

- 2 pounds beef boneless chuck steak
- ¼ cup soy sauce
- 1 Tbsp brown sugar
- 1 tsp ground ginger
- 1 garlic clove, minced
- 4 tsp cornstarch
- 2 Tbsp water
- 8 french rolls, split
- ¼ cup butter, melted
- Pineapple rings
- Chopped green onions

Directions:

1. Cut steak into thin bitesize slices.
2. In a 3 quart slow cooker, combine soy sauce, brown sugar, ginger and garlic.
3. Add steak, cover and cook on low for 7-9 hours or until meat is tender.
4. Remove meat with a slotted spoon, set aside.
5. Carefully pour liquid into a 2 cup measuring cup; skim fat and then add water to liquid to measure 1 ½ cups.
6. Pour into a large saucepan. Combine cornstarch and water until smooth, add to pan.
7. Cook and stir until thick and bubbly (about 2 minutes). Add meat and heat through.
8. Brush rolls with butter; broil 4-5 inches from heat for 2-3 minutes, or until lightly toasted.
9. Fill with meat, pineapple and green onions.

TERIYAKI SANDWICHES

Fall 2017 Promotion
New Limited Edition & Regular Line Products!
August 16, 2017 – November 15, 2017



< **TimeWise® Vitamin C Activating Squares™**, \$24, pk/12 (*regular line*)
A Beauty Industry First! Give your favorite Mary Kay® serum a beautifying boost with vitamin C!

Mary Kay® Eye Color Palette, \$18 each (*limited edition*) >
Move from subtle to dramatic with these luxurious palettes. Available in *Rosé Nudes* and *Simply Smoky*.



< **Mary Kay® Lip Suede**, \$16 (*limited edition*)
These semi-matte shades are flattering on every woman. Available in *Mulberry Muse* and *Rosé Blush*.

Mary Kay® Nail Lacquer,

\$9.50 each (*limited edition*) >
Vivid tones in violet, pink and rose add impact to your fingers and toes. Available in *Violet Silk*, *Mulberry Muse*, *Rosé Blush* and *Pink Escape*.



< **Believe + Wonder™ Collection** (*special edition*)
Available in three magical fragrances:
Sail to the Moon™ - Citrus Tones
Paint the Sky™ - Fruity Floral
Chase a Rainbow™ - Fruity Floral



Each fragrance features:
Body Lotion, \$16 each
Fragrance Mist, \$18 each
Shower Gel, \$16 each

Mary Kay® Collection Bag, \$5 (*limited edition*) >

This luxurious collection bag can be yours for \$5 when you spend \$55 suggested retail on products in the collection.



< **Believe + Wonder™ Collection Bag** (*limited edition*)

Receive this mesh bag FREE when you purchase any two products from the collection!

NEW YEAR, NEW FACES & PLACES

WHERE will YOUR DREAMS take you this year?



Happy New Seminar Year! This is such an exciting time! It marks the start of new career paths, new dreams and of course, new faces and places! Mary Kay has pulled out all the stops out this season and rolled out incredible new challenges that will help you achieve your goals. Are you ready for the adventure? I thought so!

The first step is a fun one...close your eyes and envision what you want your life to look like. Can you see yourself reaching your goals with crystal clarity? What do you want to achieve this year? Queen's Court of Sales? Sharing? Maybe you want to show off all the new charm bracelets in the *New Faces Take You Places* challenge. Whatever your dream may be, you have to start with a goal. Follow these fun activities to bring your dreams into full focus!

Activity #1: Create a Goal Poster...

A goal poster is an easy way to see your dreams in full color! To get started, grab a poster board and divide it into five goal areas: personal, business, family, community and spiritual. Next, cut out pictures and write words that correspond to each area...be specific! Once finished, go out and share it! Show your family, director, sister consultants, people on the street and anyone who will listen to what you have imagined for yourself. Sharing helps you commit!



Activity #2: Vision Casting...

Getting down to the details will help you get to your goal!

- On a piece of paper, write down the goal you are going to achieve.
- Why do you want to achieve this goal? Add five reasons to your paper.
- How long it will take you to achieve your goal? Write your time line down.
- Make a list of the steps it will take to complete your goal.
- What obstacles will you have to overcome? Nothing worthwhile is without obstacles...be prepared in advance with a list.
- Most goals require help, support or encouragement from others... make a list of the people who can help you to succeed.
- What new skills will you have to gain to achieve your goal?
- Start right now and do a little everyday. Consistency is the key to success!

Court of Sales!

\$40,000 Personal Estimated Retail Production
Year to Date Results as of 8/04/2017

Name	Amount
1 Selena Bregin	\$3,953
2 Amy Borchelt	\$1,670
3 Meghan Bivens	\$1,331
4 Lasonda Robinson	\$1,240
5 Megan Williams	\$1,225
6 Ellen McGrady	\$1,205
7 Catherine Mahaffey	\$1,204
8 Andrea Sivertson	\$829
9 Sara Smith	\$563
10 Suzanne Hamilton	\$455
11 Sheri Biermann	\$453
12 Constance Storey	\$253
13 Shannon Coleman	\$217
14 Lauren Kincaid	\$172
15 Heather Shirkey	\$152

Court of Sales!

Make your plan today!
Three Parties a week all year can land you on the Seminar Stage in 2018!



Star Consultant Program
June 16 - Sept. 15, 2017
MARY KAY

FOR ALL THE SEASONS OF YOUR LIFE
FALL IN LOVE WITH THE
HOLIDAYS

Want to Win?
New Faces Take You Places
Surprise & Delight, August



Achieving the *New Faces Take You Places Challenge* in August just got **more exciting!**

Not only will introducing fabulous Mary Kay® skin care to new customer faces help you earn the monthly charm bracelet and grow your business, Consultants who achieve the August monthly *New Faces Take You Places Challenge* by placing a \$600 or more wholesale Section 1 order will also have a chance to win:

- **Grand Prizes:** Four (4) Mary Kay sales force members will receive a pair of diamond hoop earrings.
- **Runner-Up Prizes:** 100 Mary Kay sales force members will receive a \$100 AMEX gift card.

Now you have even more reasons to find **NEW FACES** and **GROW** your business in August!

Get your star on!

contest ends: 9/15/2017 results date: 8/04/2017

1800 2400 3000 3600 4800

Consultant Name	Credits	Current Star Level	Credits to Next Level
Jeni Tjelle	\$3,378	Diamond	\$222
Selena Bregin	\$1,926	Sapphire	\$474
Megan Williams	\$1,880	Sapphire	\$520
Amy Borchelt	\$1,202		\$598
Meghan Bivens	\$974		\$826
Lasonda Robinson	\$610		\$1,190
Ellen McGrady	\$602		\$1,198
Catherine Mahaffey	\$602		\$1,198
Jacque Hall	\$602		\$1,198
Andrea Sivertson	\$404		\$1,396
Constance Storey	\$352		\$1,448
Sara Smith	\$282		\$1,518
Kassandra Bruggemann	\$279		\$1,521
Tisha Bailey	\$260		\$1,540
Donna Luce	\$236		\$1,564
Dionisia Esquivel	\$234		\$1,566
Elizabeth Duran	\$234		\$1,566
Suzanne Hamilton	\$228		\$1,572
Sheri Biermann	\$226		\$1,574
Shannon Coleman	\$226		\$1,574
Lauren Kincaid	\$86		\$1,714

July Weekly Accomplishment Sheets!

NAME	SALES	HOURS	WAGE
Selena Bregin 7/23-7/29	\$18		
Shannon Coleman 7/2-7/8	\$44		
Catherine Mahaffey 7/2-7/8	\$155	2	\$31
Catherine Mahaffey 7/16-7/22	\$255	3.5	\$29
Constance Storey 7/2-7/8	\$285	0.3	\$380

Weekly Summaries

enter them online

I want to celebrate your success!
Click to www.marykayintouch.com >
Business Tools > Weekly Accomplishments > Enter Weekly Accomplishments

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Team Builders!

Career and Status Levels as of 08/01/2017

*You must place a minimum \$225 wholesale order to become active.

Career Path

STAR TEAM BUILDERS

Megan Williams

- Meghan Bivens
- Dionisia Esquivel
- Catherine Mahaffey
- Lasonda Robinson
- Cari Davis*
- Eryn Huitt*
- Dena Mercer*
- Lee Ann Dears*
- Janice Jones*

SENIOR CONSULTANTS

Amy Borchelt

- Kassandra Bruggemann

Donna Luce

- Gretchen Stone*

Dena Mercer

- Lauren Kincaid*

Constance Storey

- Jennifer Oliver*



SENIOR CONSULTANT

Requirements

- 1 - 2 active personal team members.
- You must be active.

Compensation

- 4% personal team commission.

STAR TEAM BUILDER

Requirements

- 3 - 4 active personal team members.
- You must be active.

Compensation

- 4% personal team commission.
- Eligible to begin earning \$50 team-building bonus.



TEAM LEADER

Requirements

- 5 - 7 active personal team members.
- You must be active.

Compensation

- 9% or 13% personal team commission.
- \$50 team-building bonus.



Do you know someone who needs Mary Kay in her life?

*Call her today!
Call me for help!*

Learn more about team building on marykayintouch.com



WE'RE  ALL IN!
#teamMK

CAREER CAR

Requirements

- 16+ active personal team members.
- \$5,000 monthly personal team production.
- You must be active.

Compensation

- 9% or 13% personal team commission.
- \$50 team-building bonus.
- Career Car or \$425 per month.



FUTURE DIRECTOR

Requirements

- 8+ active personal team members.
- You must be active.

Compensation

- 9% or 13% personal team commission.
- \$50 team-building bonus.

September Birthdays

Name	Day
Alexandria Hannig	4
Dena Mercer	18
Heather Shirkey	18
Gretchen Stone	22
Megan Williams	29

September Anniversaries

Name	Years
Cindy Gould	10
Tracy Evans	2
Jennifer Davidson	1

make it a
Power Start
this month!



30 faces in 30 days will boost your business to the next level! Make a list of your 30 faces and start booking today!

you can do it!

Use this form to keep track of your progress!

1	7	13	19	25
2	8	14	20	26
3	9	15	21	27
4	10	16	22	28
5	11	17	23	29
6	12	18	24	30

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2018 Seminar Awards

July 1, 2017 - June 30, 2018

Queens' Courts of Personal Sales

\$40,000 Personal
Estimated Retail Production



Queens' Courts of Sharing

24 Qualified
New Team
Members



product corner



TIMWISE® MOISTURE RENEWING GEL MASK

**10 PAMPERING MINUTES.
10 SKIN-RENEWING BENEFITS.**

HOW IT WORKS

- Formulated to attract and maintain moisture. This advanced formula contains sodium hyaluronate, closely related to hyaluronic acid. This powerful humectant acts like a sponge on your skin - helping to attract vital moisture so your skin can use it more effectively.
- Formulated to help balance moisture levels. The plant-derived glycerin in this formula acts as a humectant, attracting moisture to the skin.
- Formulated to help firm and calm skin and strengthen skin barrier function.
- Formulated with an antioxidant superpower. Fresh acai berries have been reported to neutralize free radicals at a potency rate of more than 80 times that of Green Tea.

Be Skin Care Confident!



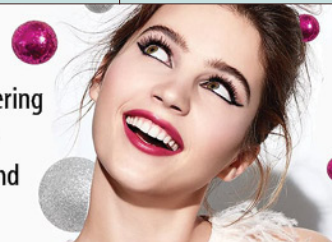
Complete this program and you will earn the **Advanced Skin Care Consultant** designation PLUS a Bling Button to show off!

September 2017

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
27	28	29	30 Last Day to Place Telephone Orders	31 Last Day to Place Online Orders	1	2
3	4 Labor Day	5	6	7	8	9
10 Holiday 2017 Brochure is available to order for Star and PCP Participants	11	12	13 Mary Kay, Inc. 54th Anniversary	14	15 End of Quarter; Holiday Brochure is available to order for all Consultants	16
17	18	19	20	21	22 First Day of Autumn	23
24	25	26	27	28	29 Last Day to Place Telephone Orders; Yom Kippur	30 Last Day to Place Online Orders

Build Your Business with *The Look!*

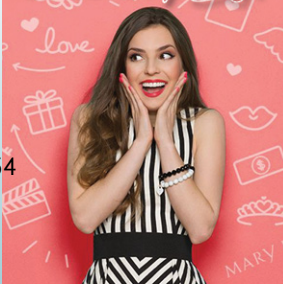
Make this the most delightful holiday season ever! In *The Look: Holiday Special Edition*, your customers will find pampering treats that sweeten the moment, sparkling luxuries full of modern charm and unexpected treasures all along the way. The Holiday 2017 brochure will be available on Section 2 of the Consultant order form on Sept. 10, 2017, to Star Consultants and PCP participants. All other Independent Beauty Consultants can begin ordering Sept. 15, 2017!



Look who invested in their business during July!

Name	Amount	Name	Amount
1 Selena Bregin	\$1,927	11 Sheri Biermann	\$227
2 Amy Borchelt	\$820	12 Constance Storey	\$127
3 Lasonda Robinson	\$610	13 Shannon Coleman	\$87
4 Megan Williams	\$608	14 Lauren Kincaid	\$86
5 Meghan Bivens	\$605	15 Heather Shirkey	\$76
6 Ellen McGrady	\$603	16 Donna Luce	\$61
7 Catherine Mahaffey	\$602	17 Cassandra Bruggemann	\$54
8 Andrea Sivertson	\$405	18 Lisa Campbell	\$43
9 Sara Smith	\$282	19 Jennifer Oliver	\$36
10 Suzanne Hamilton	\$228		

Earn a totally stunning bracelet every month!



(NEW FACES take you PLACES)
JULY 1, 2017 - JUNE 30, 2018

NEW FACES *take you* PLACES

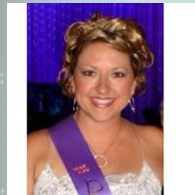
TOP PERFORMERS



Live the **ALL-STAR LIFE!**

Achieve the *All-Star* Consultant Consistency Challenge

NOW through June 15, 2018



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Unit Goals!

50 ACTIVE Unit Members by Career Conference!

PINK CADILLAC UNIT by June 30th!

to the beautiful...

What's Inside

New Year, New Faces & Places...

The new Seminar Year is here! Set off on the right foot with these fun activities!

TimeWise® Vitamin C Activating Squares™...

Power Up With Vitamin C. Squared!

New Fall 2017 Product Line-up...

Check out all the fun products MK has created for us this quarter!

July 2017 Results

NEW FACES *take you* PLACES

GET READY TO PARTY



TAKE THE CHALLENGE!
July 1, 2017 - June 30, 2018

For each month during the 2017-2018 Seminar year that you place a cumulative \$600 or more wholesale Section 1 order, you will receive an **exclusively designed charm bracelet by renowned jewelry designer R.J. Graziano.**

The August bracelet features two charms, one with the power word Party plus a blinged-out Mary Kay® shopping bag!

SHOOT FOR THE MOON & LAND AMONG THE STARS



The new seminar year is upon us! How high will you soar in 2018? **Anything is possible when you believe in yourself.** Now is the time to set new goals and reach new heights! **Your time is now!**