



Melanie's Mighty Miracles

SEPTEMBER NEWSLETTER WITH AUGUST RESULTS



SOAR

August Achievers

QUEEN OF WHOLESALE



Betty Miller

PROUD RED



Toni Tippet-Hayes



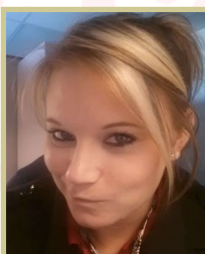
Betty Miller



Cindy Wolfe



Toni Tippet-Hayes



Toni Babuchiwski



Angie Montellano



Joni Fernbaugh



Melanie Simone



This could be YOU!



This could be YOU!

SEPTEMBER COLOR BUNDLE



Help your customers fall for color with a special promo this September! Introducing the "Fall in Love with Color" promo: when customers fill up a MK Perfect Palette with all the hues that make their heart skip a beat, then they will receive the palette at a whopping 50% off!

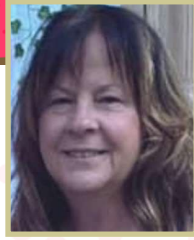
Download

Shooting for the Stars!

TOP IN SALES COMPANY COURT OF SALES



Cindy Wolfe



Toni Tippet-Hayes



Angie Montellano

CONSULTANT

- 1 Cindy Wolfe
- 2 Toni Tippet-Hayes
- 3 Angie Montellano
- 4 Betty Miller
- 5 Toni Babuchiowski
- 6 Joni Fernbaugh
- 7 Sheila Brannan
- 8 Kendra Dove
- 9 Debbie Lucas
- 10 Mikailyn Sabater

YTD RETAIL

\$ 5,648.00
\$ 2,457.00
\$ 1,556.00
\$ 1,434.00
\$ 1,218.00
\$ 1,204.00
\$ 876.00
\$ 804.00
\$ 790.00
\$ 675.00

TOP IN SHARING COMPANY COURT OF SHARING



Toni Tippet-Hayes

RECRUITER

Toni Tippet-Hayes



This could be YOU!

SEM QUAL

1



This could be YOU!

YTD COMM

\$ 182.00

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

"The secret is constructive action, placing a value on your time and learning to balance and budget your time. Treat it as if it were gold, which it is. Remember that one intense hour is worth a dreamy day. Allow yourself enough time to do each job properly, but don't be afraid to delegate authority and to employ help when it's necessary." - Mary Kay Ash

Celebrating You!

OCTOBER BIRTHDAYS

CONSULTANT

Aura Fortaleza
Katy Gates
Valerie Hendricks
Brenda Huntington
Wendy LeBeau
Dawn Rowe
Shannon Thorne

DATE

27 October
17 October
24 October
15 October
21 October
13 October
22 October

MK ANNIVERSARIES

CONSULTANT

Tina Donaldson
Dawn Mcconkey
Dawn Rowe
Trina Shipley

YEARS

10
7
3
1

LOOK WHO INVESTED

 Betty Miller \$ 628.00
 Cindy Wolfe \$ 619.00
 Toni Tippet-Hayes \$ 616.75
 Toni Babuchiwski \$ 609.00
 Angie Montellano \$ 604.00
 Joni Fernbaugh \$ 602.00
Melanie Kraft \$ 329.00

Sheila Brannan \$ 315.00
Katy Gates \$ 308.00
Dawn Rowe \$ 265.00
Pamela Coyte \$ 243.00
Mary Cook \$ 241.00
Kendra Dove \$ 234.00
Cathy Osborne \$ 232.50

Dawn Mcconkey \$ 231.00
Debbie Lucas \$ 142.00
Mikailyn Sabater \$ 77.50
Jeanette Aley \$ 77.25

 ON-TARGET for Year Long Consistency

SEPTEMBER START UP OFFERS

JOIN MK *your way!*

New Incredible Startup Options
with limited-time introductory offers until Sept 30th!

 **\$25 eSTART**

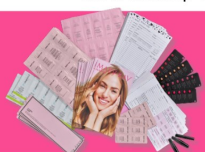
Get started with essentials to work your business from home or on the go!



New startup options to add to the eStart:

 **\$35 eSTART PLUS**

Set yourself up for quick wins with product samples and selling resources!



 **\$75 PRO START**

Start like a pro with retail size products to sample, business & party supplies, plus a professional tote bag!



Ready to expand your team? New recruits can kickstart their Mary Kay journey their way with improved startup options crafted for instant wins and lasting success!

eSTART \$25

New startup options to add to eStart:

eSTART PLUS \$35

PRO START \$75

Don't miss out on this limited-time introductory offer, available from September 1st to September 30th, 2023.

Details



WELCOME NEW CONSULTANTS

NEW CONSULTANT

Carolyn Cranford
Angie Montellano
Cyndi Parker
Jennifer Rushing

FROM

Huntingtown, MD
Helotes, TX
Upper Marlboro, MD
Pace, FL

RECRUITER

Melanie Simone
Melanie Simone
Melanie Simone
Melanie Simone



★ Quarter 1 On-Target Stars ★

Name	Whsl \$ + TB*	Sapphire	Ruby	Diamond	Emerald	Pearl
Kendra Dove	\$ 2,863.40	\$ 0.00	\$ 0.00	\$ 136.60	\$ 736.60	\$1,936.60
Toni Tippet-Hayes	\$ 2,465.25	\$ 0.00	\$ 0.00	\$ 534.75	\$1,134.75	\$2,334.75
Cindy Wolfe	\$ 2,430.50	\$ 0.00	\$ 0.00	\$ 569.50	\$1,169.50	\$2,369.50
Joni Fernbaugh	\$ 1,815.00	\$ 0.00	\$ 585.00	\$1,185.00	\$1,785.00	\$2,985.00
Betty Miller	\$ 953.00	\$ 847.00	\$1,447.00	\$2,047.00	\$2,647.00	\$3,847.00
Sheila Brannan	\$ 879.00	\$ 921.00	\$1,521.00	\$2,121.00	\$2,721.00	\$3,921.00
Toni Babuchiwski	\$ 609.00	\$1,191.00	\$1,791.00	\$2,391.00	\$2,991.00	\$4,191.00
Alyssa Delaney	\$ 604.50	\$1,195.50	\$1,795.50	\$2,395.50	\$2,995.50	\$4,195.50
Angie Montellano	\$ 604.00	\$1,196.00	\$1,796.00	\$2,396.00	\$2,996.00	\$4,196.00
Rhonda Cleaveland	\$ 602.40	\$1,197.60	\$1,797.60	\$2,397.60	\$2,997.60	\$4,197.60
Dawn Mcconkey	\$ 519.50	\$1,280.50	\$1,880.50	\$2,480.50	\$3,080.50	\$4,280.50
Pamela Coyte	\$ 511.00	\$1,289.00	\$1,889.00	\$2,489.00	\$3,089.00	\$4,289.00
Mary Cook	\$ 510.30	\$1,289.70	\$1,889.70	\$2,489.70	\$3,089.70	\$4,289.70
Erin Miller	\$ 415.00	\$1,385.00	\$1,985.00	\$2,585.00	\$3,185.00	\$4,385.00
Aura Fortaleza	\$ 411.00	\$1,389.00	\$1,989.00	\$2,589.00	\$3,189.00	\$4,389.00





Steppin' Up The Ladder



SENIOR CONSULTANT

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

Joni S. Fernbaugh
Melinda Godfrey
Betty J. Miller
Diana L. Paton
Jennifer Patterson



STAR TEAM BUILDER

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



Toni L. Tippet-Hayes



TEAM LEADER/ ELITE TEAM LEADER/DIQ

5+ Active Team Members
9 or 13% Commissions
\$50 Team Building Bonuses
Earn use of Career Car/ Cash Compensation
5% Second -Tier Team Commission (Elite/DIQ)



DIRECTOR

4, 9, or 13% Personal Commissions
9, 13 or 23% Unit Commissions
\$100 Team Building Bonuses
Unit Bonuses
Earn use of Career Car/
Cash Compensation



Melanie Simone

GREAT START JOURNEY

Introducing the Great Start Journey for New Beauty Consultants, setting them up to be empowered in their first four months. Dive into these fabulous resources, from print to digital, complete with a fresh new vibe. Check it all out now!

Team-builders: Your support is key; make sure to acquaint yourself with this incredible new tool!



Click for Details

SELLING CHALLENGE

EVERYONE can order the NEW TimeWise Miracle Set, individual products, go set, & samples! But that's not all - brace yourself for an electrifying selling challenge launch! Through the end of October, when you sell 13 TW Miracle Sets, Ultimate TW Miracle Sets, and/or Beyond Ultimate TW Miracle Sets, you're in the running to WIN a \$100 Visa gift card! Multiple entries? Absolutely!



Details

A BEAUTY BRIEFING WITH *Melanie*

#1
DIRECT SELLING
BRAND OF
**SKIN CARE &
COLOR COSMETICS**
IN THE WORLD*

*Source Euromonitor International Limited, Beauty and Personal Care 2023 Edition, value sales at RRP 2022 data

MARY KAY

Details

Mary Kay has been named the
NUMBER ONE Direct Selling
Brand of Skin Care and Color
Cosmetics in the WORLD!



Holiday **PCP**

Look Who
Participated

Toni Tippet-Hayes
Sheila Brannan
Debbie Lucas
Mikailyn Sabater
Bernice Singleton
Joni Fernbaugh
Melanie Simone

Fall is right around the corner, summer is winding down, schools are starting up, and the smells of autumn are in the air. We have so many things to be excited about in our Mary Kay businesses right now! To list just a few:

- New, improved, and reimagined products like the TimeWise Miracle Set, Oil Free Makeup Remover and Waterproof Eyeliners and Lipliners.
- TimeWise Miracle Set Selling Challenge
- First quarter of the Soar Like Never Before Seminar year is coming to a close on the 15th.
- Mary Kay is celebrating 60 years of empowering and enriching women's lives!!

With so many great products and company challenges to keep the excitement going, now is the time to take advantage of all the resources available and share the Mary Kay experience by hosting a party, sharing the opportunity, or demonstrating new product.

Soon we'll be talking about the sparkle and possibilities of the Holiday season, but right now, stay in the current season and harness your September superpowers. Go out and intentionally plant those seeds knowing that with perseverance and determination, the reward will be abundant!

Love & Belief,

Melanie

HOLIDAY SELLING & TEAM GUIDE



CELEBRATE.
AMAZE. SPARKLE.

**HOLIDAY SELLING &
TEAM-BUILDING GUIDE**

Believe it or not, NOW is the time to dash into the holiday selling season! Most major retailers are kicking off holiday sales in the early fall. And customers are shopping sooner too. So why not start spreading that holiday cheer early and become your customers' gifting guru from now until that very last stocking is stuffed!

Embrace the early holiday spirit! The holiday sales frenzy has already begun, and top retailers are diving in early this fall. Shoppers are also getting into the spirit sooner than ever. Why wait? Start now by checking out these monthly tips to ace the holiday selling season and give your customers a hassle-free, joyful celebration.

Download



Tracking Sheet

Consultant: _____

Month: _____

	CUSTOMER/GUEST	DATE	RETAIL SOLD
1.			
2.			
3.			
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29.			
30.			

share chats

Circle One: Yes No Maybe Joined

- _____ Y N M J
- _____ Y N M J
- _____ Y N M J
- _____ Y N M J
- _____ Y N M J
- Bee Charm _____ Y N M J

new team members

Great Start

- _____ Y N
- _____ Y N
- Bronze Medal _____ Y N
- Silver Medal _____ Y N
- Gold Medal _____ Y N

*Tell the Story of
your MK Life
with your
MK Charm Bracelet!*

Results You Can Expect

This is a guideline based on **averages**, and individual results will of vary based on your individual time and effort. Nothing is guaranteed, but if you put in the **Activity** outlined below, it is reasonable to expect the **Results** shown below.

- The number of Guests at your Parties will range from 3-6, with the average being 4 guests
- Average Sales are \$175 per class
- Average reorder per customer is \$157 per year
- We retain 85% of our customers
- Interview 2 people from each class
- 1 out of every 4 interviewed will join your team

	5 classes/week or 20/month	4 classes/week or 16/month	3 classes/week or 12/month	2 classes/week or 8/month	1 classes/week or 4/month
Time Involved	15-20 hrs/week	10-15 hrs/week	6-8 hrs/week	4-6 hrs/week	2-3 hrs/week
Weekly Sales	\$175 x 5 = \$875	\$175 x 4 = \$700	\$175 x 3 = \$525	\$175 x 2 = \$350	\$175 x 1 = \$175
Annual New Sales	\$875 x 50 = \$43,750	\$700 x 50 = \$35,000	\$525 x 50 = \$26,250	\$350 x 50 = \$14,500	\$175 x 50 = \$8,750
Total Weekly Customers	5 classes x 4 guests = 20 customers/ week	4 classes x 4 guests = 16 customers/ week	3 classes x 4 guests = 12 customers/ week	2 classes x 4 guests = 8 customers/ week	1 classes x 4 guests = 4 customers/ week
Annual Reorder Amount	425 customers x \$157 reorder = \$66,725 annually	340 customers x \$157 reorder = \$53,380 annually	255 customers x \$157 reorder = \$40,035 annually	170 customers x \$157 reorder = \$26,690 annually	85 customers x \$157 reorder = \$13,345 annually
Total Annual Retail Sales	\$110,475/year	\$88,380/year	\$66,285/year	\$44,190/year	\$22,095/year
Your Total Annual Profit	\$55,237 & Queen's Court of Sales	\$44,190 & Queen's Court of Sales	\$33,142 & Princess Court of Sales	\$22,095 & Princess Court of Sales	\$11,047 profit for 2 hours/week
Interview 2 at each class =	10 interviews/week= 2.5 team members/week 10 team members/month	8 interviews/week= 2 team members/week 8 team members/month	6 interviews/week= 1.5 team members/week 6 team members/month	4 interviews/week= 1 team members/week 4 team members/month	2 interviews/week= .5 team members/week 2 team members/month
After 1 month you will...	Be a DIQ & earn a Car!	Be an ETL & earn a Car!	Be a Team Leader!	Be a Star Team Builder!	Be a Senior Consultant!

September 2023

Zoom 297-175-2445 Code 101922

Tuesday Night Live 7-8:15pm w/Melanie, Tracy, Barb & Kim's Units
From 6A, MD, VA & 20 States in the US.

Zoom 297-175-2445 Code 101922

Our Facebook Group is: Monday Night Live Ladies
(Documents + Info from our Tuesday Nights)

Tuesday Nights 7-8:15 pm - ZOOM

- 5) Holiday Product Launch
- 12) Joni & Pam share Angel Fry's Tips & Wisdom from Seminar.
Finishing Your Star: *A Banquet of Ideas*
- 19) Holiday Strategy
- 26). 10 ways to share products & upcoming recordings
- Updated Flip Chart
- Leadership - S/C and above. 8:20 - 9:00 pm



Book of the Quarter:
"Developing the Leader within You"
By: John Maxwell

NEW CONSULTANT EDUCATION Saturdays (10-11)

- New Consultants.** Please Schedule 1-2 hours with your Director prior to these classes.
(All Seasoned Consultants are welcome to attend)
- 9) Pt 1. Barb. - Pre Profile - Book - Coach - & More.
 - 16) Pt 2. Tracy - The appointment (Virtual or in person)
Opening - Body - Closing - Follow-up
 - 23) Pt 3. Melanie- Organization - Tools - Time - Money
Emotions - Culture - & Works
 - 30) Pt 4. Kim - Advancement - Perks - Responsibilities
Dreaming - Visions - Tools
- (Repeated each month (Teachers - Rotate)
Topics are the same



Celebrate. Amaze. Sparkle.

Limited-Edition Mary Kay® Mandarin Blooms Body Wash \$18

NEW! TimeWise® Miracle Set® \$18

Limited-Edition MKMen® Citrus Woods Body Wash \$18

NEW! Limited-Edition Gift With Purchase

Limited-Edition Mary Kay® Body Care Set \$30

Limited-Edition Mary Kay® Shimmer Liquid Eye Shadow (Champagne, Sparkling and Rose) \$18 each

HOLIDAY 2023

Tell the Story of your MK Life with your MK Charm Bracelet!

be CHARMED

GOLD MEDAL Recruit 3+ new team members in one month

SILVER MEDAL Recruit 4+ new team members in one month

Bronze Medal Recruit 5+ new team members in one month

PERFECT START Complete 10 Faces in 10 Days

POWER START PLUS Complete 30 Faces and add 1 Great Start team member in one month

PERFECT START Complete 10 Faces in 10 Days

THE 4 charms below can be earned for Director specific challenges. Limited supplies... hurry and earn them!

AUG 1, 2023 - JUNE 30, 2024 CHALLENGE

Receive your Bracelet with your 1st charm.

Medal and Bee charms are automatically sent out by your Director's office.

For Perfect, Power and Power Start Plus charms, please submit tracking form.

Multiples of each medal type can be earned (see Power Start Charm for each reported 10 faces in 10 days).



SHOP *Til you* DROP

CONSULTANT ONLY DRAWING

Contest Dates for this Michael Kors Bag entries for YOU and the \$500 Cash Drawing entries for customers/prospects are September 1-30, 2023*

You will receive one entry in our drawing for this Michael Kors Bag for EACH entry you make in the Shop 'til You Drop contest on behalf of your customers/prospects. They will qualify for entries as follows:

- Receiving a Beauty Experience (makeover, product treatment, facial) and sharing her opinion with you = 1 Entry
- Participating in a team building appointment and giving you her opinion of our Income Opportunity = 5 Entries
- Hosting a Beauty Experience (party) with 5 of her friends = 10 Entries



Michael Kors Dark
Barn Polished Leather Bag
Retail Value \$258

To enter you will be provided with a link to a Google form which you will complete for each customer/prospect and you will automatically be entered into the Michael Kors drawing. Virtual or in-person appointments qualify.

DEADLINE: entries must be submitted by midnight Central on SEPT 30th

*Note: Your Weekly Accomplishment Sheets must be submitted to your Director on-line to qualify for this Shop 'til You Drop contest.

SHOP *Til you* DROP

Your opinion
could be
worth \$500!

Here's how to win. Choose
one or all, no limits.

- Enjoy a Beauty Experience and share your opinion with me = 1 Entry
- Get some fun facts about our Income Opportunity and give me your opinion = 5 Entries
- Hold a Beauty Experience with 5 of your besties = 10 Entries

Appointments held virtually or in-person
qualify for entries in the giveaway.



11 Month Consistency Club! August 2023–June 2024



Place an accumulative \$600
wholesale order every month from
August 2023 - June 2024 and you'll
receive this beautiful Mary Kay
canvas tote bag!!

**PLUS! YOU WILL RECEIVE THE
'SOAR LIKE NEVER BEFORE'
PRIZE EVERY MONTH FROM
MARY KAY, AS WELL!**

Qtr 1 Star
CELEBRATION
Santorini, Greece



Oia, Santorini, Greece:
Welcome to the enchanting village of Oia, nestled on the breathtaking cliffs of Santorini! This walking tour will immerse you in the beauty & charm of this picturesque destination. As we stroll through the narrow, cobblestone streets, you'll discover the iconic blue-domed churches & whitewashed buildings that adorn the cliffside. Prepare to be captivated by the awe-inspiring views of the Aegean Sea, with its shimmering turquoise waters and dazzling sunsets. Along the way, you'll also have the opportunity to explore charming local shops, sample delicious Greek cuisine, & learn about the fascinating history and culture that make Oia so unique. Get ready to embark on a journey that will leave you spellbound by the sheer magic of Santorini's Oia!

Saturday • Sept 16th
8:30am PT | 9:30am MT | 10:30am CT | 11:30am ET

Melanie's Miracles Virtual Success Nite!

Featuring Sales Directors:

Melanie Simone,
Tracy Allen-Eck,
Barb Wagoner &
Kimberly Tutz!



COME GET
IN OUR
PINK
BUBBLE

Recognition
Connection
Education
Inspiration

TUESDAY AT 7PM EST

Zoom Meeting ID:
297-175-2445
Code-101922

NEW CONSULTANT EDUCATION

All are welcome to
our monthly 4
part series!!!!

Attend all 4 --- receive a
Certificate!!

Saturdays from 10-11 am/est

Starting Sept. 9

ZOOM MEETING ID: 297-175-2445
PASSCODE: 101922

Melanie's Mighty Miracles



Melanie Simone

8790 Hill Spring Dr
La Plata, MD, 20646
(301) 751-3254

important dates

Sep 4 - Labor Day

Sep 8 - Holiday PCP early ordering begins

Sep 13 - Mary Kay 60th Anniversary

Sep 13 - Holiday Products & New Miracle Set
available to customers

Sep 15 - Quarter 1 ends

Sep 16 - Quarter 2 Begins

Sep 28 - Last day to place telephone orders

Sep 30 - Last day to place on-line orders

Oct 17 - Winter PCP Enrollment Ends

Oct 30 - Last day to place telephone orders

Oct 31 - Last day to place on-line orders



When you order \$600+ whsl in
SEPTEMBER, you will receive this cute
MAGNETIC PHOTO FRAME
from the Soar Like Never Before Collection.



Earn the Year Long Consistency Challenge
MOTHER OF PEARL FACE WATCH
when you achieve the Soar Like Never Before
Challenges each month,
July 2023 through June 2024.