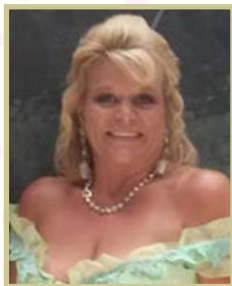




Russo's Risers

MARCH NEWSLETTER WITH FEBRUARY RESULTS

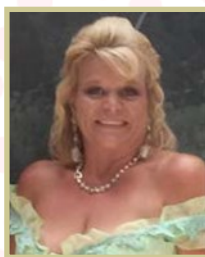
QUEEN OF WHOLESALE



Carol Scarbro



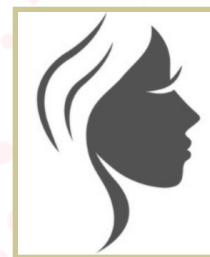
SOAR February Achievers



Carol Scarbro



Kathleen Moran



Joni Bliss



Connie Russo



This could be YOU!



This could be YOU!

PROUD REDS



Luree Hendrick



Donna Parker



Genie Bilko



Kathleen Moran

Achievers!

★ Quarter 3 On-Target Stars ★



Name	Whls \$ + TB*	Sapphire	Ruby	Diamond	Emerald	Pearl
Carol Scarbro	\$1,968.25	\$0.00	\$431.75	\$1,031.75	\$1,631.75	\$2,831.75
Kathleen Moran	\$1,865.00	\$0.00	\$535.00	\$1,135.00	\$1,735.00	\$2,935.00
Donna Parker	\$1,012.50	\$787.50	\$1,387.50	\$1,987.50	\$2,587.50	\$3,787.50
Mary Lynn Carnovale	\$968.00	\$832.00	\$1,432.00	\$2,032.00	\$2,632.00	\$3,832.00
Annie Rupp	\$846.00	\$954.00	\$1,554.00	\$2,154.00	\$2,754.00	\$3,954.00
Sharon Albarano	\$668.75	\$1,131.25	\$1,731.25	\$2,331.25	\$2,931.25	\$4,131.25
Joni Bliss	\$667.00	\$1,133.00	\$1,733.00	\$2,333.00	\$2,933.00	\$4,133.00
Luree Hendrick	\$632.50	\$1,167.50	\$1,767.50	\$2,367.50	\$2,967.50	\$4,167.50
Zenda Fornicola	\$576.00	\$1,224.00	\$1,824.00	\$2,424.00	\$3,024.00	\$4,224.00
Amy Brunner	\$543.50	\$1,256.50	\$1,856.50	\$2,456.50	\$3,056.50	\$4,256.50
Shelly Vaughan	\$527.00	\$1,273.00	\$1,873.00	\$2,473.00	\$3,073.00	\$4,273.00
Diane Kos	\$521.00	\$1,279.00	\$1,879.00	\$2,479.00	\$3,079.00	\$4,279.00
R. Kim Young	\$519.00	\$1,281.00	\$1,881.00	\$2,481.00	\$3,081.00	\$4,281.00
Tara Hartley	\$478.50	\$1,321.50	\$1,921.50	\$2,521.50	\$3,121.50	\$4,321.50
Jessie Collura	\$471.50	\$1,328.50	\$1,928.50	\$2,528.50	\$3,128.50	\$4,328.50
Karen Willey	\$462.00	\$1,338.00	\$1,938.00	\$2,538.00	\$3,138.00	\$4,338.00
Mary Jo Fiore	\$452.50	\$1,347.50	\$1,947.50	\$2,547.50	\$3,147.50	\$4,347.50
Angie Freeman	\$426.50	\$1,373.50	\$1,973.50	\$2,573.50	\$3,173.50	\$4,373.50
April Weiss	\$414.00	\$1,386.00	\$1,986.00	\$2,586.00	\$3,186.00	\$4,386.00
Leah Gillespie	\$411.00	\$1,389.00	\$1,989.00	\$2,589.00	\$3,189.00	\$4,389.00

WORLD WIDE RECYCLING PROGRAM

Details



**MARY KAY HAS A
WORLDWIDE
RECYCLING PROGRAM**

Mary Kay global manufacturing facilities demonstrate sustainable processes every day through robust recycling programs and have achieved zero landfill status.

Did you know that Mary Kay is committed to environmental responsibility? Not only do we strive to create high-quality, long-lasting products, but we also actively promote sustainable practices like recycling!

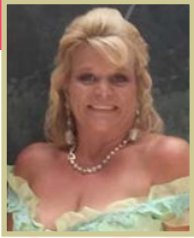
You can also join the effort! Here are some ways you can contribute:

- Recycle your Mary Kay packaging
- Choose reusable alternatives
- Spread the word

Together, let's make a difference. Remember, every little bit counts!

Reaching for the Ring

TOP IN SALES COMPANY COURT OF SALES



Carol
Scarbro



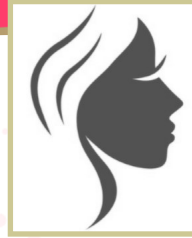
Kathleen
Moran



Sharon
Albarano



Donna
Parker



Annie
Rupp

CONSULTANT

Carol Scarbro
Kathleen Moran
Sharon Albarano
Donna Parker
Annie Rupp
Angela Yancey
Mary Lynn Carnovale
Hilary Pogasic
Luree Hendrick
Juanita Zeigler

YTD RETAIL

\$16,517.00
\$13,296.00
\$12,291.00
\$7,787.00
\$4,722.00
\$4,209.00
\$3,610.00
\$3,478.00
\$3,448.00
\$3,447.00

TOP IN SHARING COMPANY COURT OF SHARING



Deborah Hipp



Sharon Albarano



This could be YOU!

RECRUITER

Deborah Hipp
Sharon Albarano

NEW TEAM MBERS

1
1

YTD COMMISION

\$ 96.00
\$ 72.00

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

Celebrating You!

APRIL BIRTHDAYS

CONSULTANT	DATE
Lisa Tomiczek	1
Erin Eckhard	2
Lisa Dey	6
Genie Bilko	13
Susan Pillot	13
Angela Yancey	13
Lisa Bates	17
Carol Staebler	21
Lori Rimbeck	25
Tara Hartley	28
Judith Fradeneck	29
Carol Rosenberger	29

MK ANNIVERSARIES

CONSULTANT	YEARS
Kathleen Moran	28
Faith Palumbo	28
Barbara Uadiski	22
Patricia Czulewicz	21
Judith Fradeneck	16
Angelique Wilt	16
Maureen Gilbert	15
Tarissa Nelson	15
Angie Freeman	10
Naisha Silvey	2

LOOK WHO INVESTED

Carol Scarbro	\$927.75	Donna Parker	\$274.00	Marianne Mortensen	\$227.00
Kathleen Moran	\$827.50	Barb Feltenberger	\$266.50	Stephanie Williams	\$227.00
Joni Bliss	\$667.00	Lisa Tomiczek	\$263.00	Patricia Czulewicz	\$210.50
Luree Hendrick	\$597.50	Hilary Pogasic	\$256.00	Mary Lynn Carnovale	\$195.50
Zenda Fornicola	\$576.00	Dawn Steinbugl	\$245.50	Leslie Wagner	\$190.00
Amy Brunner	\$543.50	Beth Neitz	\$238.00	April Weiss	\$185.00
Sharon Albarano	\$447.25	Deborah Keith	\$235.00	Donna Crawford	\$133.00
Kelly Perfect	\$403.50	Judith Fradeneck	\$234.00	Mary Jo Fiore	\$126.00
Heather Guisewhite	\$326.50	Jennifer Parshall	\$230.00	Naisha Silvey	\$113.00
Danielle Taylor	\$317.75	Mary Kirby	\$229.50	Wendy Foreman	\$89.25
Annie Rupp	\$304.00	Judy Coutts	\$228.00	Adana Hooten	\$58.00
Nancy Glass	\$295.00	Stacy Huntzinger	\$228.00	Connie Russo	\$658.50

ON-TARGET for Year Long Consistency

LOVE CHECKS

Luree Hendrick	\$292.73	9%	Sharon Albarano	\$9.82	4%	Genie Bilko	\$3.57	4%
Deborah Hipp	\$33.10	4%	Kate Griffey	\$9.08	4%	Connie Russo	\$503.00	13%
Kathleen Moran	\$33.30	6%	Donna Parker	\$18.95	9%	Does not include Unit Commissions and Bonuses		



Steppin' Up The Ladder



SENIOR CONSULTANT

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

Sharon Albarano
Deborah Hipp
Kate Griffey
Mary Kirby
Judy Snyder



STAR TEAM BUILDER

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



Genie Bilko
Kathleen Moran



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)



Luree Hendrick
Donna Parker

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



Connie Russo



\$30

PEDICURE SET ROSEMARY MINT

Get ready to pamper your customers from head to toe with the brand new Mary Kay Pedicure Set! This limited-edition set is the perfect way to help your customers treat themselves to a spa-like pedicure experience at home, without the hassle of appointments or breaking the bank.

Why your customers will love it:

- Spa-quality pampering at home
- Complete foot care routine
- Perfect for spring, get customers sandal-ready
- A thoughtful gift

New! Limited Edition!

Mary Kay® Pedicure Set
Rosemary Mint

Order

Start sharing the news today!!

Setting goals is
the first step in
turning the
invisible into the

VISIBLE.

~ Tony Robins



Summer Enrollment for the Preferred Customer Program opens on March 16th! Enroll your customers on InTouch to provide Golden Rule Service and give them the opportunity to see all the new products!



A BEAUTY BRIEFING WITH Connie

Hello March!

We are in the FINAL FOUR months of our Soar Like Never Before Seminar 2024 year! We are pacing towards the finish line one day, one idea, one goal at a time.

Here are a few ideas to keep your business SOARING and springing forward!

- **Identify Your Goals:** Clearly define what you want to achieve. Goals should be specific, measurable, achievable, relevant, and time-bound (SMART).
- **Break Down Your Goals:** Break goals into smaller, manageable tasks.
- **Track Your Tasks:** Assign realistic timeframes to each task. Daily, weekly, and monthly planning creates a system of tracking your progress.
- **Implement Daily Intentions:** Start each day by setting clear intentions. Decide what one thing you will finish today and build from there.
- **Maintain Accountability:** Find your running partner(s) and share your goals with family, friends, leaders and sister consultants.
- **Cultivate a Positive Mindset:** Approach your day and your goals with a positive mindset and believe in your power of "**I CAN**"!
- **Celebrate Progress:** Celebrate the wins. What may seem like small achievements can lead to great progress. Proudly celebrating your successes reinforces commitment and maintains motivation.

March ahead and go forward creating your own luck!

Connie

DOUBLE CREDIT - SALES AND SHARING



Mary Kay is DOUBLING your credit on sales AND sharing this March! That's right, double the progress towards your Seminar 2024 goals!

Remember why you started this journey, and use this chance to crush your goals and get extra credit towards Seminar 2024! This is your chance to turn your goals into reality, faster!

Details

March's Special Deals

50% off

One Item of Your Choice
for Every \$50 Purchase
(\$200 purchase = 4 1/2 price specials)

While Supplies Last



Clear Proof Blemish Control Toner

It tones without over-drying, cleanses skin completely and helps control shine.

~~\$18~~ \$9

Satin Body

Choice of 1:

Indulgent Shea Wash instantly envelops you in a rich lather and leaves your skin feeling smooth and refreshed.

Revitalizing Shea Scrub instantly polishes skin to perfection and leaves it feeling invigorated and refreshed.

Silkening Shea Lotion instantly comforts & moisturizes your skin, relieving dryness.



~~\$22~~ \$11



Indulge Soothing Eye Gel

Contains botanical extracts reported to tone, firm and reduce the appearance of puffiness around the eye area.

~~\$18~~ \$9

Lifting Bio-Cellulose Mask

See a visible lift in just 2 weeks with this luxuriously mask. (Package of 4 masks.)



~~\$70~~ \$35

Feeling Lucky Glam

A complete look perfect for the month including 4 eyeshadows & petite palette.



~~\$42~~ \$21



Silky Setting Powder

Shine-minimizing coverage and natural-looking color correction.

~~\$20~~ \$10

	Light Ivory		Light Beige		Light Bronze
	Light-Medium Ivory		Light-Medium Beige		Light-Medium Bronze
	Medium Ivory		Medium Beige		Medium Bronze
	Deep Ivory		Deep Beige		Deep Bronze



All Over Powder Brush

Helps pick up and distribute the right amount of face powder.

~~\$16~~ \$8

TimeWise 3-in-1 Cleansing Bar



Effectively clears away impurities and leaves skin feeling soft, smooth & refreshed.

~~\$26~~ \$13

Mint Bliss Energizing Foot & Leg Lotion

Moisturizes tired legs and feet & instantly helps them feel revived.

~~\$12~~ \$6



Boundless Blue Eau de Parfum



Leave a lasting impression with this all-encompassing fragrance experience that knows no bounds.

~~\$44~~ \$22

Black Gel Eyeliner

The precision of a pencil meets the intensity of a liquid in one smooth gel eyeliner formula. Comes with expandable brush.



~~\$20~~ \$10

PHA + AHA Resurfacer

Incorporate the power of a dual-acid boost to achieve smooth skin.



~~\$38~~ \$19

OVERCOMING OBJECTIONS

Have you ever thought about doing anything like Mary Kay, part-time for extra money?

I don't have time.

If I could teach you how to earn an extra \$100 per week - that's \$400 per month - working 3 hours a week, and eventually double that to \$200 a week, could you find 3 hours?

I'm not the sales type.

If I could teach you how to help women with their skin and then just let them shop, rather than trying to sell them something, would you feel more confident about Mary Kay?

I don't wear makeup.

Do you feel that skin care is important? Would you be surprised to learn that the majority of products that we sell are skincare and body care rather than makeup?

I'm too shy.

Would it surprise you to know that some of our most successful consultants were extremely shy when they started their business and have done very well?

I need to talk to my husband.

What will he say?

He won't want me to do it.

May I make a suggestion?

Explain to your husband that you want to purchase a starter kit so that you can begin buying your products wholesale. Then tell him that you're also interested in the business opportunity, so after you buy your kit, you'd like him to come to orientation with you and get his opinion of the business as well. Then when you come to orientation with my director, both you and he can hear a lot more and decide how much you want to do with the business end of it. Do you think he will agree to that?

Would you agree with me that our husband's are usually supportive of our decisions once they know it is important to us? Just let him know this is important to you. (set a time to call her back)

OR

He'll say to do whatever I want.

So then when your husband says to do whatever you want, will you be ready to get started, or do you have more questions for me? Great. When will you be able to talk to your husband?
(set a time to call her back)



I don't know anybody.

Do you know one person who might be a practice face for you? If I can teach you how to turn that one person into all the other faces you are ever going to need, would you be willing to learn?

If she has a bunch of objections and you can't get her to say yes or no.

(in a soft voice) May I ask you a question?

Do you think you're just scared?

Well, what's the very worst thing that could happen to you? (wait) Do you want to know what I think? I think the very worst thing that could happen to you is that you save 50% on your products for the rest of your life... does that scare you?

Great!

Is there any reason why we can't get you started today?

Host a party

PICK A PRIZE

1 2 3
4 5 6

There are 6 virtual 4-Leaf Clovers, each containing a FREE gift! Comment below with your clover number and preferred party date. I will private message you to reveal your special gift!

See what else you can earn at your party below:

Adults ages 18+ who do not currently have an Independent Beauty Consultant. Prizes will be awarded at your party.

WANT TO GET LUCKY WITH Mary Kay Madness IN MARCH?

L
U
C
K
Y

LISTEN TO THE MK BUSINESS INFO
ON VIDEO, LIVE, OR
RECORDED CALL

\$10 MARY KAY

AT LEAST 2 GUESTS SCHEDULED
THEIR OWN MAKEOVER OR PARTY

\$10 MARY KAY

PARTY SALES OF \$200+

\$10 MARY KAY

KEEP ORIGINAL APPT TIME AND
GIVE ME YOUR GUEST LIST

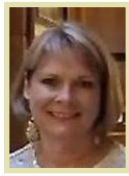
\$10 MARY KAY

YOU +3 FRIENDS OVER 18 YEARS
OLD AT YOUR APPT

\$10 MARY KAY

pink
PINK

Russo's Risers



Connie Russo

107 Quince Court
Hollidaysburg, PA 16648
814.312.2106

important dates

Sunday Night Zooms

Unit calls with Julie Crusciel-8pm
Zoom ID: 814 886 3975

Mar 15 - Quarter 3 Star Contest Ends

Mar 16 - Quarter 4 Star Contest Begins

Mar 22-23 - CC Cities

Mar 24-25 - CC Cities

Mar 30 - Last day to place telephone orders

Mar 31 - Last day to place on-line orders

Apr 2 - Meeting/Guest Event
Altoona Grand Hotel 6:15pm - 8:30pm

Apr 17 - Last day to enroll Summer PCP

Apr 29 - Last day to place telephone orders

Apr 30 - Last day to place on-line orders

Apr 30 - Meeting/Guest Event
Altoona Grand Hotel 6:15pm - 8:30pm

TAKE FLIGHT WITH
confidence!



When you order \$600+ whsl in
MARCH, you will receive this

COSMETIC BAG

from the *Soar Like Never Before* Collection.

soar
like never
before
MARY KAY



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.