



Melanie's Mighty Miracles

MARCH NEWSLETTER WITH FEBRUARY RESULTS

QUEEN OF WHOLESALE



Mitzi Roby

PROUD REDS



This could be YOU!



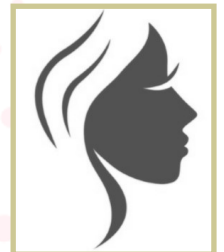
SOAR February Achievers



Mitzi Roby



Toni Tippett-Hayes



Darlene Russell



Melanie Simone



This could be YOU!



This could be YOU!



★ Quarter 3 On-Target Stars ★



Name

Whsl \$ + TB*

Sapphire

Ruby

Diamond

Emerald

Pearl

Toni Tippett-Hayes

\$1,616.50

\$183.50

\$783.50

\$1,383.50

\$1,983.50

\$3,183.50

Joni Fernbaugh

\$1,204.00

\$596.00

\$1,196.00

\$1,796.00

\$2,396.00

\$3,596.00

Darlene Russell

\$937.50

\$862.50

\$1,462.50

\$2,062.50

\$2,662.50

\$3,862.50

Mitzi Roby

\$907.25

\$892.75

\$1,492.75

\$2,092.75

\$2,692.75

\$3,892.75

Sheila Brannan

\$649.50

\$1,150.50

\$1,750.50

\$2,350.50

\$2,950.50

\$4,150.50

Debbie Lucas

\$550.50

\$1,249.50

\$1,849.50

\$2,449.50

\$3,049.50

\$4,249.50

Mary Posey

\$524.00

\$1,276.00

\$1,876.00

\$2,476.00

\$3,076.00

\$4,276.00

Mary Cook

\$458.00

\$1,342.00

\$1,942.00

\$2,542.00

\$3,142.00

\$4,342.00

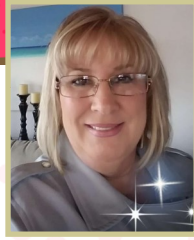


Shooting for the Stars!

TOP IN SALES COMPANY COURT OF SALES



Toni Tippet-Hayes



Cindy Wolfe



Joni Fernbaugh

CONSULTANT

- 1 Toni Tippet-Hayes
- 2 Cindy Wolfe
- 3 Joni Fernbaugh
- 4 Mitzi Roby
- 5 Betty Miller
- 6 Sheila Brannan
- 7 Angie Montellano
- 8 April Conley
- 9 Debbie Lucas
- 10 Toni Babuchiwski

YTD RETAIL

\$13,863.00
\$7,137.00
\$6,038.00
\$5,782.00
\$5,709.00
\$4,123.00
\$3,408.00
\$3,001.00
\$2,491.00
\$2,338.00

TOP IN SHARING COMPANY COURT OF SHARING



Toni Tippet-Hayes

RECRUITER

Toni Tippet-Hayes
Francine Hill



Francine Hill

SEM QUAL

2
1



This could be YOU!

YTD COMM

\$344.00
\$27.00

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

"What you can do - or dream you can - begin it. Courage has genius, power and magic in it. Only engage your goals and then the mind begins to grow. Begin it and the work will be completed." - Mary Kay Ash

Celebrating You!

APRIL BIRTHDAYS

CONSULTANT	DATE
Laura Holley	01 April
Toni Babuchiwski	16 April
Krista Wilkinson	17 April
Pamela Coyte	22 April
Jennifer Rushing	27 April
Trenna Cogan	29 April
Cindy Wolfe	30 April

MK ANNIVERSARIES

CONSULTANT	YEARS
Sharon Sperlbaum	19
Valerie Hendricks	9
Katy Gates	9
Pamela Coyte	6
Aura Fortaleza	6
Bernice Singleton	4
Cathy Osborne	2
Kassidy Grimes	1

LOOK WHO INVESTED

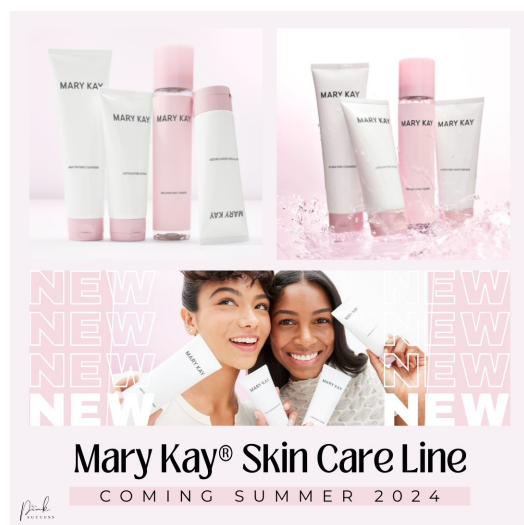
Mitzi Roby	\$652.00	Cathy Osborne	\$267.25	Diana Paton	\$228.00
Toni Tippet-Hayes	\$618.00	Brenda Huntington	\$256.00	Alyssa Delaney	\$225.00
Darlene Russell	\$607.00	Debbie Lucas	\$255.00	Sheila Brannan	\$122.50
Dawn Rowe	\$313.50	Toni Babuchiwski	\$241.00	Donna Sexton	\$92.00
Mary Posey	\$292.50	Jennifer Patterson	\$233.00	Francine Hill	\$54.00
Jeanette Aley	\$283.50	Mary Cook	\$229.50		

 ON-TARGET for Year Long Consistency

NEW SKIN CARE LINE - SUMMER 2024

Mark your calendars! A brand new Skin Care line launches this summer, offering essential products for all skin types, including sensitive skin. Your customers can choose from hydrating or mattifying formulas for the cleanser and moisturizer, perfect for a simple, effective routine.

Ideal for those new to Mary Kay or not yet ready for age-defying solutions, this line replaces the Botanical Effects Regimens. Check out all the details in your action plan!



Details



Steppin' Up The Ladder



SENIOR CONSULTANT

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

Melinda Godfrey
Francine A. Hill
Melanie L. Kraft
Diana L. Paton
Jennifer Patterson
Toni L. Tippet-Hayes
Cindy H. Wolfe



STAR TEAM BUILDER

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



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

\$30



New! Limited Edition!

Mary Kay® Pedicure Set
Rosemary Mint

Order

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

Start sharing the news today!!

A BEAUTY BRIEFING WITH Melanie

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

~ Tony Robins

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!

Melanie



MARCH -

SPRING RENEWAL
BUNDLE

Help your customers spring into the season with a Spring Renewal Bundle!

For the month of March, you could offer that when they purchase our luxurious Bio-Cellulose Mask or our rejuvenating Revealing Facial Peel, they unlock a fabulous deal: any of our On-the-Go Skincare Sets at HALF PRICE!

Download

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!

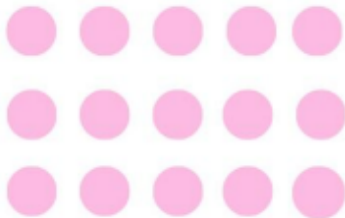
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Your Mary Kay Gameboard....

Jan 1 - Mar 31 2024

Name: _____

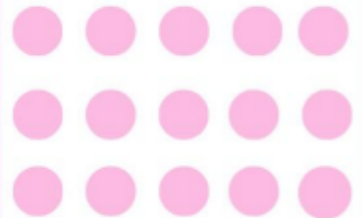
Share the products with
15 faces - 1 point



Share the product with
15 faces - 1 point



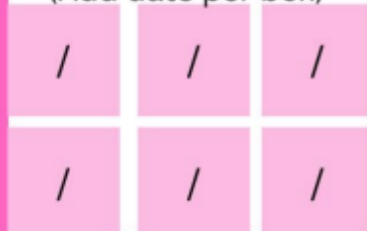
Share the product with
15 faces - 1 point



Hold 5 sharing appointments
with Director in a month
1 point
or 15 in 3 months- 5 points



Attend 6 Success
meetings -1 Point
(Add date per box)



Be a Quarter 3
Star consultant

Dec 16th, 2023 - Mar 15th, 2024



Achieve Soar like never before
Challenge
(\$600 WS in 1 month= 1pt)
(\$300 WS =.5 pt)

Jan	Feb	Mar
WS=	WS=	WS=
Pt=	Pt=	Pt=

Move Up the Career Path
Jul 2023 - Mar 2024 -3pts / level



Great Start Qualified
Personal Team Members
2 points each GSQ

Mary Kay Gameboard Rewards

Reach towards your Unit and Personal goals with your Mary Kay gameboard. Earn exciting rewards by completing the challenges!

Level 1

Achieve - 1-2 points

Mary Kay
Gift bag
assortment



Level 3

Achieve 6-8 points

Lipstick or Eyelash
jewelry holder



or 1 MK cosmetics Bag
(styles vary) plus
lvl 1&2 prizes



Level 4

Achieve 9-12 points

Stylish
Black tote
bag plus
levels
1,2,&3
prizes



Level 2

Achieve 3-5 points

Bracelets or Deluxe
Business pack
plus lvl 1 prizes



Level 5

Achieve 13-16 points

Choose A, B, or C

A.) A Pedicure

B.) Movies for 2

C.) Breakfast for 2

AND get a
20 min call
with all 4
directors!!

PLUS the
Level 1-4
prizes

March 2024

Zoom 297-175-2445 Code 101922

Tuesday Night Live 7-8:15pm w/ Melanie, Tracy, Barb & Kim (participants from GA, MD, VA, & 20 US States)

FaceBook Group: "Tuesday Night Live Ladies"

Tuesday Nights 7-8:15 pm – ZOOM

- 3/5 Lucky You Scripts & Competition (March 17th Event), Why does the phone weigh 1,000 lbs? InTouch Tips
- 3/12 What is a Power Hour? What are IPAs? In Touch Tips
- 3/19 CC Sharing
Self Coaching, Affirmations, Lucky You Sharing
- 3/26 CC Sharing, Break Out Rooms—Team Building, New Consultants
8:10-8:50 Chapter 7 & 8 John Maxwell Book

Make sure to get your
Shop Drop & Game Board Entries
to your Director by the end of March.

Consistency Club!

Jan—June 2024

Earn this beautiful canvas Mary Kay tote bag when you do ONE of the following:

- ◆ Place an accumulative \$600 w/s order every month January—June
- ◆ BEE a Star Consultant 3rd & 4th Qtrs.
- ◆ 12 NEW Faces & 3 Sharing Appts with your Director along with your WAS each month January—June

BONUS: Do 2 of the 3 Things Listed Above and get your name embroidered on your Tote Bag!!!

Book of the Quarter:

"Developing the Leader within You By: John Maxwell

Chapters 7 & 8

Thursdays 7-7:30pm—ZOOM

Navigating the Updates & Improvements in MK InTouch & Product Knowledge. Recordings can be found on "Tuesday Night Live Ladies" FB page.

Saturdays 10-11am

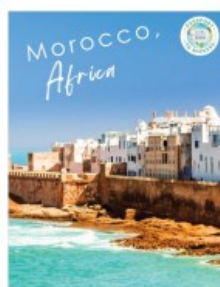
- 3/2 New Consultant Education Part I
- 3/9 New Consultant Education Part II
- 3/16 9:30-10:30 New Consultant Education Part III
10:30 Star Event—Morocco, Africa
- 3/23 New Consultant Education Part IV. Graduation Celebration
- 3/30 NO CLASS



March 17th Event



March Specials



Star Event



SHOP DROP



Jan 1-March 31 Gameboard

INGREDIENT SPOTLIGHT – BEESWAX



Discover the natural beauty secrets that bees have been buzzing about! The natural wonder of beeswax is a game-changer for your customers' beauty routine. Here's why it's a must-have:

- Intense Hydration
- Skin Barrier Protection
- Long-Lasting Wear
- Natural Softness
- Vitamin-Rich Goodness

Wondering what MK products contain this ingredient? Click the button or go to the Intouch Ingredient List and select one of the Beeswax ingredients to see all the products MK offers with this fabulous ingredient!

Details



3 Spring Refresh Ideas! By incorporating these spring refresh ideas into your routine, you can not only embrace the season's energy but also boost your confidence, connect with clients, and revitalize your Mary Kay business.

PINK POTENTIAL - \$10 ESTART



March is here, and so is a starter kit promo you can't miss! For the entire month, new recruits can join your team for just \$10!

That's right, only \$10! This incredible offer is the perfect way to:

- Expand your team
- Share the Mary Kay love
- Boost your income

Don't miss out on this exciting opportunity! Share this amazing offer with your potential team members and see how your team flourish throughout March.



SPRING CLEANING PARTY

Spring is just around the corner, and it's the perfect time to freshen things up—not just homes, but makeup bags too! Why not offer your customers the chance to host a Spring Cleaning Makeup Party?

Here's the deal:

- Ask them to bring in their used cosmetics and skincare (any brand is welcome!).
- In exchange, they'll receive a special discount on brand new, amazing Mary Kay!

This party is a win-win: your customers declutter their beauty bags, discover amazing new Mary Kay products at a discount, and you build relationships and boost your sales!

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

Melanie's Mighty Miracles



Melanie Simone

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

important dates

- 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 17** - Last day to enroll Summer PCP
- Apr 29** - Last day to place telephone orders
- Apr 30** - Last day to place on-line orders

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.