



Treasures Xpress

November Newsletter with October Results

A little extra "try" and "oomph" can change your Future.

LOOK WHO IS WEARING RED

Building your team!

CELEBRATING OUR SENIOR CONSULTANTS



Lisa Bailey
Star Team Builder



Diane Murphy
Star Team Builder



Linda Nichols
Star Team Builder



Pam Merrick
Star Team Builder

Diana Alderette
Glenda Douglas
Mandy Gossom
Joann Johnson

Kara Milbrath
Donna Reeves
Cheri Scott
Jennifer Segner

MONTHLY TOP 5 WHOLESALE ORDERS



Nancy Glass
\$1,930.50



Jennifer Segner
\$689



Debra Allen
\$650



Diane Murphy
\$642



Judy Fuhs-Dunn
\$415.50

National Court of Sales



NATIONAL

\$40,000 rs/ \$20,000 whsl
\$1500 whsl monthly

AREA

\$20,000 rs/ \$10,000 whsl
\$750 whsl monthly

UNIT

\$10,000 rs/ \$5,000 whsl
\$400 whsl monthly

YEAR TO DATE TOP 5 COURT OF SALES



Diane Murphy
\$6,256

Queen



Debra Allen
\$5,210



Jennifer Segner
\$3,940



Nancy Glass
\$3,851



Cara Robinson
\$3,134

National Court of Sharing

NATIONAL
24 Team Members
2 Qualified monthly

AREA
12 Team Members
1 Qualified monthly

UNIT
6 Team Members
6 Interviews monthly

WELCOME



Lisa Bailey

Queen of Sharing

- Virginia Howard is the newest team member of Lisa Bailey.



ON TARGET QUARTER 2 STARS

Name	Whsl \$ + TB*	Sapphire	Ruby	Diamond	Emerald	Pearl
Nancy Hieb Glass	\$1,930.50	\$0.00	\$469.50	\$1,069.50	\$1,669.50	\$2,869.50
Diane Murphy	\$1,254.00	\$546.00	\$1,146.00	\$1,746.00	\$2,346.00	\$3,546.00
Tina Johnson	\$699.00	\$1,101.00	\$1,701.00	\$2,301.00	\$2,901.00	\$4,101.00
Jennifer Segner	\$689.00	\$1,111.00	\$1,711.00	\$2,311.00	\$2,911.00	\$4,111.00
Debra Allen	\$650.00	\$1,150.00	\$1,750.00	\$2,350.00	\$2,950.00	\$4,150.00
Rita Stephenson	\$598.75	\$1,201.25	\$1,801.25	\$2,401.25	\$3,001.25	\$4,201.25
Ruby Baker	\$468.00	\$1,332.00	\$1,932.00	\$2,532.00	\$3,132.00	\$4,332.00
Cheri Scott	\$468.00	\$1,332.00	\$1,932.00	\$2,532.00	\$3,132.00	\$4,332.00
Mandy Gossom	\$466.00	\$1,334.00	\$1,934.00	\$2,534.00	\$3,134.00	\$4,334.00
Judi Fuhs-Dunn	\$415.50	\$1,384.50	\$1,984.50	\$2,584.50	\$3,184.50	\$4,384.50
Tracy Norris	\$2,725.00	\$0.00	\$0.00	\$275.00	\$875.00	\$2,075.00

Hello
November

A Note from Tracy

In true Mary Kay spirit, we can keep Thanksgiving in our hearts by having an attitude of gratitude. We CAN Soar Like Never Before and Glow with Gratitude when we truly embrace what makes us extraordinary! Each of us has our own unique personality and talents that we bring to our business. Maybe you are a super gift wrapper, a wonderful card writer or a patient listener. Pay extra attention to the small details. Go the extra mile, take time to listen, and in everything you do, Glow with Gratitude. Your customers will appreciate the personal touches that are unique to you.

And of course, keep thinking Pink. Pink week (Pink Friday, Small Business Saturday, Sharing Sunday, Cyber Monday) is right around the corner. There is still time to plan your holiday sales strategy. Feel free to connect with me for ideas!

“Pretend that every single person you meet has a sign around his or her neck that says, **"Make me feel important."** Not only will you succeed in sales, you will succeed in life.” - Mary Kay Ash

Love and belief,

Tracy



Tracy Norris
Independent Sales Director
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Louisville, Kentucky 40220

HAPPY BIRTHDAY

Angela Sullivan	16 December
Cynthia Moxley	22 December
Kimberly Capita	23 December
Melanie Reece	24 December
Monica Shirley	27 December
Judy Brown	31 December

HAPPY ANNIVERSARY

Tina Johnson	23
Katie Harper	10
Gila Jones	2
LaSasha Robinson	1

December

Soar Like Never Before

They ordered \$600+ whsl in OCTOBER & earned this prize from the SOAR LIKE NEVER BEFORE.



OCTOBER ACHIEVERS

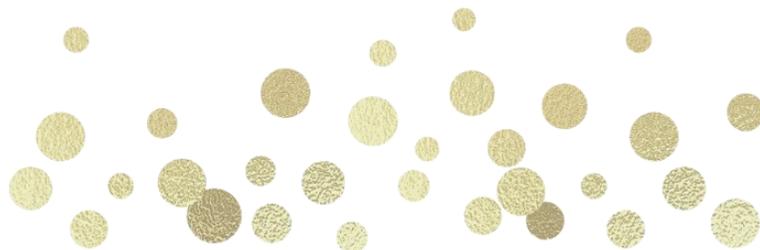
Nancy Glass
Jennifer Segner
Debra Allen
Diane Murphy
Tracy Norris

Year Long Consistency

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.

ON-TARGET

Debra Allen
Diane Murphy
Tracy Norris



MATH BEHIND THE MASKS

Masking Minis are available at just \$18 retail. Even more exciting? Buy one set, get one FREE! That's two sets for only \$9 wholesale - just \$4.50 per set, or an incredible \$2.25 per mask.

The best part? You can count the retail credit toward your Court of Sales goals. Order one set at the wholesale price of \$9, and it's a substantial \$36 in retail value towards your Seminar goals. Don't miss this fantastic opportunity to save and achieve your goals!

LOVE CHECKS

Pam Smither Merrick	8%	\$151.64
Diane Murphy	8%	\$104.28
Mandy Gossom	4%	\$46.40
Lisa Bailey	4%	\$29.44
Donna Reeves	4%	\$15.56
Cheri Scott	4%	\$11.92
Linda Nichols	4%	\$10.12
Kara Milbrath	4%	\$9.18
Glenda Douglas	4%	\$9.08
Jennifer Segner	4%	\$3.80
Tracy Norris	9%	\$95.99

(does not include unit commissions & bonuses)



Steppin' Up The Ladder



SENIOR CONSULTANT

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

-
- Diana Alderette
 - Glenda Douglas
 - Mandy Gossom
 - Joann Johnson
 - Kara Milbrath
 - Donna Reeves
 - Cheri Scott
 - Jennifer Segner



STAR TEAM BUILDER

- 3-4 Active Team Members
- 4, 6, or 8% Commissions
- \$50 Red Jacket Rebate
- \$50 Team Building Bonus



-
- Lisa Bailey
 - Diane Murphy
 - Linda Nichols
 - Pam Merrick



TEAM LEADER/ ELITE TEAM LEADER/DIQ

- 5+ Active Team Members
- 9 or 13% Commissions
- \$50 Team Building Bonuses



Earn the use of a Career Car or 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



Tracy Norris

PINK WEEKEND *Ideas*

Pink Weekend is a HUGE sales weekend! Plan your promotions now to maximize your sales. You get to decide what sales, if any, you'd like to run during Pink weekend- but whatever you decide, make sure you make a BIG deal out of it: let your customers know, build excitement and create a sense of urgency!

Here are a few suggestions that might inspire an idea that will be right for your business.

PINK FRIDAY

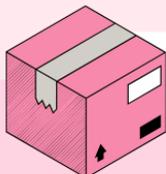
- Have a staggered sale, for example: 30% off for order that come in before 8am, 25% for order 8am-12pm, 20% 12-4pm, 15% after 4pm. Have your customers leave their orders on your voice mail, email, or text so you know the time ordered and give them the appropriate deal!
- Emphasize what you want to sell most: 30% off all skincare sets, 25% off supplements, 20% off makeup
- Buy 2, Get 1 free
- Do a customer drawing when you hit your sales goal "when we hit \$1,000 in sales for the day, one customer will get their order at half off!"
- Take a look at your inventory and make a special sale on something you have a lot of, or out of season limited edition items
- Email, text, and post your sale in your customer group!



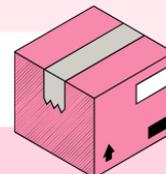
SMALL BUSINESS SATURDAY



- Let your customers know how much you appreciate them and what their sales support in your home: "I am so grateful for all of my customers! Your orders pay for Susie's ballet class each month. As a thank you for supporting my small business, I am offering a special gift with purchase with all orders today"
- Have a special deal on YOUR favorite products
- Have a special deal on your most popular products
- Have a special deal on the first Mary Kay products you ever tried
- Small business owners are busy ladies! Have a 5-minute-face deal that includes a products for a quick makeup look: CC Cream, lip gloss, blush, liquid eye shadow, mascara
- Have an open house



CYBER MONDAY



- Have a discount for customers who are registered on your website or the Mary Kay shopping app
- Promote the Skin Analyzer app, and offer a discount on the recommended products
- Have your customers try the Mirror Me app and offer a special deal on their favorite Look
- Remind your customers about stocking stuffers and hard to shop for loved ones - like MEN- and offer a discount on those products
- Offer a gift with purchase
- Do a special drawing for a special product from everyone who ordered over the weekend

This November

STUFF A



Hurry!
My Roll-Ups
go fast!

ROLL UP BAG

Pink
SUCCESS

When you have 4 or more girlfriends join you for a party & \$200 or more in sales (before your order) you will receive a **FREE ROLL-UP BAG** and **40% off** everything you can **STUFF** into it.

Your guests must be 18 years of age or older and cannot currently have a Mary Kay Consultant.



TRACY NORRIS

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important dates

- Nov 10 - Early ordering begins
- Nov 11 - Veteran's Day—Postal Holiday
- Nov 15 - Ordering open for all
- Nov 23 - Happy Thanksgiving
- Nov 24 - Pink Friday
- Nov 25 - Small Business Saturday
- Nov 26 - Sharing Sunday
- Nov 27 - Cyber Monday
- Nov 29 - Last day to place telephone orders
- Nov 30 - Last day to place on-line orders
- Dec 15 - Quarter 2 Ends
- Dec 16 - Quarter 3 Begins
- Dec 25 - Merry Christmas
- Dec 29 - Last day to place telephone orders
- Dec 31 - Last day to place on-line orders

To the Amazing

glow
WITH
GRATITUDE.



soar
like never
before
MARY KAY

When you order \$600+ whsl in
NOVEMBER, you will receive this two-layered
WING-INSPIRED NECKLACE
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,
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