



Treasures Xpress

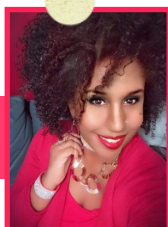
March Newsletter with February Results

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



Linda Nichols
Star Team
Builder



Who will be
NEXT?



Who will be
NEXT?

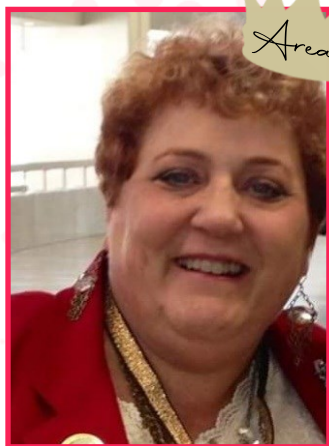


Who will be
NEXT?

Diana Alderette
Glenda Douglas
Mandy Gossom
Joann Johnson

Diane Murphy
Cheri Scott
Jennifer Segner
Pam Merrick

MONTHLY TOP 5 WHOLESALE ORDERS



Nancy Glass

\$791.50



Diane Murphy
\$788



Jennifer Segner
\$627



Valerie Coleman
\$612



Mandy Gossom
\$564

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

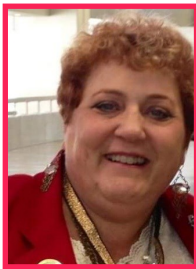
\$10,000 rs/ \$5,000 whsl
\$400 whsl monthly

YEAR TO DATE TOP 5 COURT OF SALES



Diane Murphy
\$11,670

Queen



Nancy Glass
\$9,893



Jennifer Segner
\$8,623



Debra Allen
\$6,574



Lisa Bailey
\$4,809

WELCOME

- Position Open



Who will be next?

*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

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!



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!

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

Details

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.

Hello
March

A Note from Tracy

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!

Tracy



Tracy Norris
Independent Sales Director
(502)314-8696
3001 Velden Dr
Louisville, Kentucky 40220

HAPPY BIRTHDAY

Mary Bowles-Smith	3 April
Suzanne Sauer	3 April
Amy Green	20 April
Helen Logan	25 April
Mandy Gossom	30 April

HAPPY ANNIVERSARY

Therese Tatum	43
Joann Johnson	31
Mary Bowles-Smith	30
Rita Stephenson	29
Elizabeth Hinton	28
Amibeth Blair	22
Betty Hawkins	22
Deborah Peach	15
Mandy Gossom	14
Clyda Henderson	13
Debra Fernandes	12
Phyllis Clark	1

April

Soar Like Never Before

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

ascend
WITH AMBITION!

soar
like never
before
MARY KAY



FEBRUARY ACHIEVERS

Nancy Glass
Diane Murphy
Jennifer Segner
Valerie Coleman
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

Diane Murphy
Tracy Norris

DOUBLE CREDIT - SALES AND SHARING

Seminar Awards 2024

MARCH DOUBLE CREDIT PROMOTION



MARCH 1-31, 2024

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

LOVE CHECKS

Pam Smither Merrick	4%	\$38.78
Mandy Gossom	4%	\$31.76
Lisa Bailey	4%	\$24.01
Diana Alderette	4%	\$12.82
Jennifer Segner	4%	\$10.80
Glenda Douglas	4%	\$9.00
Diane Murphy	4%	\$2.20
Tracy Norris	9%	\$102.60

(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
Diane Murphy
Cheri Scott
Jennifer Segner
Pam Merrick



STAR TEAM BUILDER

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



Lisa Bailey
Linda Nichols



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

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



TRACY NORRIS

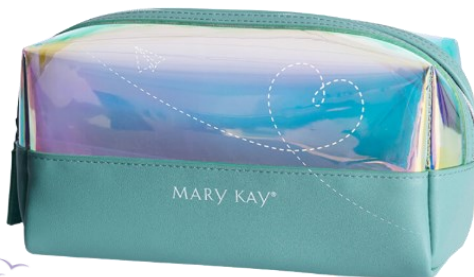
3001 Velden Dr
Louisville, Kentucky 40220
(502)314-8696

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

To the Amazing

TAKE FLIGHT WITH
confidence!



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MARCH, you will receive this
COSMETIC BAG
from the *Soar Like Never Before* Collection.



Earn the Year Long Consistency Challenge
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