

# Russo's Risers

JUNE NEWSLETTER WITH MAY RESULTS



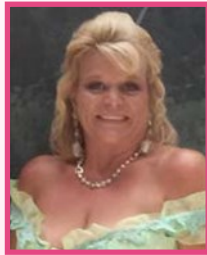
## Queen of Wholesale



Carol  
Scarbro



## Golden Rule May Achievers



Carol  
Scarbro



Kathleen  
Moran



Sharon  
Albarano



Tarissa  
Nelson



Donna  
Parker



Sandra  
Clark



Connie  
Russo



This could be  
YOU!

## Proud Reds



Donna  
Parker



Luree  
Hendrick



Deborah  
Hipp



Kathleen  
Moran



# Quarter 4 On-Target Stars



Name	Whls + TB	Sapphire	Ruby	Diamond	Emerald	Pearl
Kathleen Moran	\$ 3,008.20	\$ 0.00	\$ 0.00	\$ 0.00	\$ 591.80	\$1,791.80
Carol Scarbro	\$ 2,548.00	\$ 0.00	\$ 0.00	\$ 452.00	\$1,052.00	\$2,252.00
Sharon Albarano	\$ 2,404.20	\$ 0.00	\$ 0.00	\$ 595.80	\$1,195.80	\$2,395.80
Donna Parker	\$ 2,066.00	\$ 0.00	\$ 334.00	\$ 934.00	\$1,534.00	\$2,734.00
Sandra Clark	\$ 1,011.00	\$ 789.00	\$1,389.00	\$1,989.00	\$2,589.00	\$3,789.00
Tarissa Nelson	\$ 851.00	\$ 949.00	\$1,549.00	\$2,149.00	\$2,749.00	\$3,949.00
Annie Rupp	\$ 833.50	\$ 966.50	\$1,566.50	\$2,166.50	\$2,766.50	\$3,966.50
April Weiss	\$ 702.50	\$1,097.50	\$1,697.50	\$2,297.50	\$2,897.50	\$4,097.50
Hilary Pogasic	\$ 623.50	\$1,176.50	\$1,776.50	\$2,376.50	\$2,976.50	\$4,176.50
Rhonda Wallace	\$ 605.00	\$1,195.00	\$1,795.00	\$2,395.00	\$2,995.00	\$4,195.00
Pamela DeVore	\$ 596.50	\$1,203.50	\$1,803.50	\$2,403.50	\$3,003.50	\$4,203.50
Barb Feltenberger	\$ 562.00	\$1,238.00	\$1,838.00	\$2,438.00	\$3,038.00	\$4,238.00
Diane Kos	\$ 554.00	\$1,246.00	\$1,846.00	\$2,446.00	\$3,046.00	\$4,246.00
Lorie McCuller	\$ 540.50	\$1,259.50	\$1,859.50	\$2,459.50	\$3,059.50	\$4,259.50
Juanita Zeigler	\$ 532.50	\$1,267.50	\$1,867.50	\$2,467.50	\$3,067.50	\$4,267.50
Lisa Bates	\$ 524.80	\$1,275.20	\$1,875.20	\$2,475.20	\$3,075.20	\$4,275.20
Luree Hendrick	\$ 516.50	\$1,283.50	\$1,883.50	\$2,483.50	\$3,083.50	\$4,283.50



## June Customer Special



**June Specials**  
BUY \$50 AND GET ONE ITEM 50% OFF!

Microdermabrasion Plus Set  
**\$58**

Silky Setting Powder  
**\$20**

**\$60**  
Skinvigate Sonic Skin Care System

Great Script for your customers:

You're in this group for a reason: because you are a VIP to me! As a VIP, you get to take advantage of my special this month! When you purchase at least \$50 of your favorite Mary Kay products, you can choose an extra item at half off! Stick with your staples, or try a fabulous supplement like:

- The pore-minimizing Microdermabrasion Plus Set
- The Sixtieth Anniversary Special! Skinvigate Sonic Skin Care System
- Silky Setting Powder for an air-brushed makeup finish

Download



"There is a fine line between failure and success. It is so fine that sometimes we scarcely know when we pass it, so fine that we are often on that line and don't know it. Many a person has thrown up her hands when a little more effort, a little more patience, would have achieved success. As the tide goes all the way out, so it comes all the way in. There is no defeat, except from within -- no really insurmountable barriers except our own inherent weakness of purpose. - Mary Kay Ash

# Reach for The Ring

Top in Sales  
Company Court of Sales



**Carol  
Scarbro**



**Kathleen  
Moran**



**Sharon  
Albarano**



**Donna  
Parker**



**Juanita  
Zeigler**

## Consultant

Carol Scarbro  
Kathleen Moran  
Sharon Albarano  
Donna Parker  
Juanita Zeigler  
Deborah Hipp  
Annie Rupp  
Pamela DeVore  
Jessie Collura  
Ellen Kelly  
Sandra Clark  
Luree Hendrick  
Shelly Vaughan  
Judy Snyder  
Kate Griffey  
Hilary Pogasic  
Danielle Taylor  
April Weiss  
Nancy Glass  
Rhonda Wallace

## YTD Retail

\$27,030.00  
\$26,512.00  
\$19,281.00  
\$10,529.00  
\$ 7,005.00  
\$ 6,529.00  
\$ 5,765.00  
\$ 5,055.00  
\$ 4,997.00  
\$ 4,714.00  
\$ 4,340.00  
\$ 4,293.00  
\$ 4,128.00  
\$ 4,064.00  
\$ 3,935.00  
\$ 3,868.00  
\$ 3,853.00  
\$ 3,650.00  
\$ 3,579.00  
\$ 3,560.00

## 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

## Customer Appreciation

Why not hold a Customer Appreciation Sale to treat your customers and finish up your Seminar year- you can post it in your FB group, and send it out via text or email to highlight a different deal each day!

These are all set and ready for you to use to drum up some sales, excite your customer base, and share your favorite products! Click below for all the images!

Download Images





# July Celebrations

## Happy Birthday!

Betty Rattray	1 July
Barb Feltenberger	4 July
Deborah Keith	5 July
Nancy Glass	6 July
Pam Harrison	6 July
Kathleen Moran	9 July
Stephanie Peachey	11 July
Carol Bores	13 July
Luree Hendrick	14 July
Alyssa Conrad	26 July

## Happy Anniversary!

Donna Pielmeier-Sipes	40
Judy Snyder	23
Lisa Bates	22
Rhonda Wallace	22
Carol Bores	21
Lisa Guiser	20
Lea Rosenberry	18
Adana Hooten	3

## Look Who Invested

Carol Scarbro	\$1,146.00
Kathleen Moran	\$1,101.50
Sharon Albarano	\$ 975.50
Tarissa Nelson	\$ 851.00
Donna Parker	\$ 671.50
Sandra Clark	\$ 622.50
Pamela DeVore	\$ 596.50
Diane Kos	\$ 554.00
Juanita Zeigler	\$ 532.50
Danielle Taylor	\$ 495.50
Annie Rupp	\$ 453.00
Deborah Hipp	\$ 377.00
Judy Snyder	\$ 350.20

## ON-TARGET for Year Long Consistency

Zenda Fornicola	\$ 302.50	Donna Crawford	\$ 227.00
Carolyn Rathmann	\$ 286.50	Lorie McCuller	\$ 226.50
Hilary Pogasic	\$ 276.00	Susan Pillot	\$ 225.00
Alyssa Conrad	\$ 242.50	Judith Fradeneck	\$ 159.00
April Weiss	\$ 241.00	Ellen Kelly	\$ 149.50
Jewell Guyer	\$ 239.00	Mary Jo Fiore	\$ 147.00
Stacy Huntzinger	\$ 237.00	Dawn Steinbugl	\$ 108.00
Shelly Vaughan	\$ 237.00	Heather Guisewhite	\$ 98.00
Kate Griffey	\$ 236.00	Mary Kirby	\$ 85.00
Betty Rattray	\$ 234.00	Karen Bilchak	\$ 68.50
Erin Eckhard	\$ 233.00	Deborah Keith	\$ 64.50
Diane Smith	\$ 231.00	Connie Russo	\$1,103.50
Stephanie Williams	\$ 230.50		

## Love Checks

Luree Hendrick	\$245.60	8%
Deborah Hipp	\$ 66.09	6%
Judy Snyder	\$ 31.26	4%
Donna Parker	\$ 47.03	9%
Kathleen Moran	\$ 24.09	6%
Genie Bilko	\$ 9.56	4%
Kate Griffey	\$ 9.22	4%
Sharon Albarano	\$ 4.32	4%
Mary Kirby	\$ 2.74	4%
Connie Russo	\$540.79	13%

(Does not include bonuses or commissions)



## The Power of Red

[Click here to Watch](#)

Check out this series to learn about how top Sales Directors build their teams!

Watch as Elite Executive Senior Sales Director Carmen Jones shares her ideas on the activity needed as a Red Jacket to continue building your personal team strong.

You still have time to take advantage of the Team Building incentives this month!



# steppin' up the Ladder



## Senior

### Consultant

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

*Sharon Albarano*  
*Genie Bilko*  
*Mary Jo Fiore*  
*Kate Griffey*  
*Mary Kirby*  
*Bethany Reed*  
*Judy Snyder*



## Star

### Team Builder

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



*Luree Hendrick*  
*Deborah Hipp*  
*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



*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*

## Benefits of being a STAR

You get to choose a Star Prize!  
Points can be redeemed at any time, or  
saved for an even bigger prize!

★  
Customers searching for a consultant  
online will see you first!

★  
You are more likely to have product on-  
hand, and able to provide Golden Rules  
Service to your customers!

★  
You are treating your business as a  
business, not a hobby, and are among  
the top consultants in MK!

★  
4-Quarter stars earn additional prize  
points and a special party at Seminar!

## Celebrate the Lives She has Changed

After June 16th, we enter a brand new Star Quarter- New Quarter, New Goals! Don't wait until the new Seminar year to get started, jump into the new Quarter now by setting a new star goal right away! What Star level would you like to be? What prizes are you aiming for? Have you made a goal poster? Short-term achievable goals and long-term stretch goals are both important!

- Make sure your goal is quantifiable with a deadline.
- Goal posters are important. Write it down, make it visual, and post it somewhere you can see it frequently. You can customize your own Star Goal poster on intouch.
- Launch into the new year NOW, don't wait for July! Use the last part of this month to create momentum going into next month.

Star Prizes

# a note from *Connie*



Seminar is MAGICAL!

With all of the education, product knowledge, selling tips, and stories, you will be MOTIVATED!

With all of the diamonds, awards, and entertainment, you will be INSPIRED!

With all of the laughter, discussion, and new friendships, you will be CONNECTED!

Are you coming to the best party all year? Make sure you're registered—the deadline is July 1st!

*Register Now*

Jump for JUNE!

What a tremendously exciting month in the Mary Kay year! In honor of the big 60, here are a few ideas to power finish your Golden Rules year: Plan a \$1000 Day/week or Customer Appreciation Month. Break your goals into bite sized manageable pieces—Sixty (60) \$17 items is \$1,020! Share your goals with your customers, family and friends! You will be amazed as excitement builds and they rally to support your year end goal. Appreciation Days can easily turn into annual events your customers will look forward to year after year.

- Sell 60 items in a day/week or month
- Contact 60 customers or new prospects
- Hand out 60 business cards, Look Books, OR samples

Fill your date book with appointments in June and start building momentum to start your year off strong! Most importantly HAVE FUN crossing YOUR finish line! YOU are the sole proprietor of your destiny.

Dare to dream and dare to succeed.

One woman CAN!

I'm excited we are crossing the finish line together. The victory is not in the winning, it's in the finishing!

Love & Belief,

*Connie*



Get ready for the best gift ever! Enjoy an amazing 60% OFF our fabulous range of Skin Care sets. As we enter the final month of our Seminar year, this promotion couldn't have arrived at a more perfect time. It's your chance to maximize your profits by reinvesting in your store or enticing customers with a special skin care offer to boost sales.

*Click here for Details*



# Summer Side Gig!

Totally Flexible, Totally Fun!

Help women look & feel amazing!

Make your own schedule as you work as much or as little as you'd like

Earn 50% profit on everything you sell!

Sell products you can believe in, made with the highest quality ingredients

Work with a company started by a woman made for women

Take advantage of educational and personal growth opportunities





# Golden Rules Challenge



GOLDEN Rules



UNLEASH

YOUR

AND THEN SOME!

# June



Complete June calendar with your daily activity:

## See Faces



#Faces  
(virtual or in person)

\$ Product Sold





























































































## Sell Product

## Share the Opportunity



Your Name: \_\_\_\_\_

#Interview/sharing  
appointments

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
				1   	2   	3   
4   	5   	6   	7   	8   	9   	10   
11   	12   	13   	14   	15   	16   	17   
18   	19   	20   	21   	22   	23   	24   
25   	26   	27   	28   	29   	30   	



# June Unit Challenge! ♥

## Faces

	Date	Name	Basic Sold?
1			Y / N
2			Y / N
3			Y / N
4			Y / N
5			Y / N
6			Y / N
7			Y / N
8			Y / N
9			Y / N
10			Y / N
11			Y / N
12			Y / N
13			Y / N
14			Y / N
15			Y / N
16			Y / N
17			Y / N
18			Y / N
19			Y / N
20			Y / N
21			Y / N
22			Y / N
23			Y / N
24			Y / N
25			Y / N
26			Y / N
27			Y / N
28			Y / N
29			Y / N
30			Y / N

## Sharing

	Date	Name	Phone#	Y / N
1				Y / N
2				Y / N
3				Y / N
4				Y / N
5				Y / N

**\$225-\$399 = Pick ONE Prize**

**\$400-\$599 = Pick TWO Prizes**

**\$600-\$799 = Pick THREE Prizes**

**\$800-\$999 = Pick FOUR Prizes**

**Prizes you can earn for your wholesale orders:**



Beautiful Add-A-Bead



10 Product Samples

**20 Victory Vouchers**

**TOTALS:**

#Faces= \_\_\_\_\_ x5= \_\_\_\_\_ # Vouchers

\$Amount Sold \_\_\_\_\_ /5= \_\_\_\_\_ #VV

#Shares \_\_\_\_\_ x10= \_\_\_\_\_ #VV

Wholesale Orders Placed: \$ \_\_\_\_\_

#New Team Members x 25= \_\_\_\_\_ #VV

**TOTAL # VOUCHERS**

**Total# Vouchers earned:**

**Turn in challenge for extra vouchers!**

**Check your email for PDF document for tracking!**

JUNE SPECIAL DEALS. JUNE SPECIAL DEALS. JUNE SPECIAL DEALS. JUNE SPECIAL DEALS. JUNE SPECIAL DEALS.

\*While Supplies Last\*

50% off

One Item of Your Choice for Every \$50 Purchase

(\$200 purchase = 4 1/2 price specials)

### TimeWise Repair Volu-Firm The Go Set



~~\$38~~ \$19

Take along this travel-sized Go Set, and you'll go for the beautiful results! The set is your advanced age-fighting ingredient powerhouse.

### TimeWise Miracle Set 3D Go Set



~~\$28~~ \$14

Never leave home without your antioxidant-rich skin care. It defends, delays and delivers for younger-looking skin. Available in Normal/Dry or Combo/Oily formula.

### ClearProof Go Set



Clinically shown to provide clearer skin in 7 days!

~~\$24~~ \$12

### Lifting Bio-Cellulose Mask

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



~~\$70~~ \$35

### Limited-Edition Matte Liquid Lipstick



Modern Nude Must-Have Mauve Classic Red Burgundy Orchid Rich Espresso



Meet your perfect matte in shades of bold self-expression with a velvety-smooth finish and a comfortable wear.

~~\$20~~ \$10

### C + Resveratrol Line Reducer

Take wrinkle reduction to the next level w/ our highest concentrations of vitamin c & resveratrol.



~~\$38~~ \$19

### Body Care Set



OR

Refresh your senses with our body wash & lotion set! Choose Berry & Vanilla or Apple & Almond.

~~\$28~~ \$14

### Mary Kay Naturally Moisturizing Stick

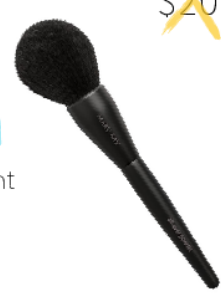
Get immediate relief from dryness in a totable, targeted balm. Skin feels nourished, soothed and softer after use. Can use on face, lips, elbows, heels!



~~\$30~~ \$15

### All Over Powder Brush

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



~~\$16~~ \$8

### Translucent Powder

Controls Unwanted Shine All Day.



~~\$18~~ \$9

JUNE SPECIAL DEALS. JUNE SPECIAL DEALS. JUNE SPECIAL DEALS. JUNE SPECIAL DEALS. JUNE SPECIAL DEALS.

PINK TRACTOR designs



# Russo's Riser's Unit calendar

**June 12 -8:30 EST Zoom call**—Sellabration with Dawn Dunn on Zoom ID 4879375243 PW giraffe

**June 15** - 4th Quarter Ends

**June 15** - 2PM EST on Zoom ID: 8143122106 Summer Trends and Clothes to Complement the Different Body Shapes

**Jun 16** - 1st Quarter Begins

**Jun 18** - Father's Day

**Jun 19-8:30 EST Weekly Zoom call** 830 ID 83235281511

**Jun 26** - 7PM EST on Zoom ID: 8143122106 Boot Camp Part 2-Mary Kay Skin Care and Supplements

**Jun 29** - Last day to place telephone orders

**Jun 26 -8:30 EST Zoom call**...details tba

**Jun 30** - Last day to place on-line orders

**Jun 30** - Last day of Mary Kay Seminar Year

**Jul 1** - New Mary Kay Seminar Begins

**Jul 4** - Independence Day

**Jul 6** - 630-830 Eyes Cream Social event at the Altoona Grand Hotel

**Jul 22 - 25** Sapphire Seminar Dates

**Jul 26 - 29** Emerald Seminar Dates

**Jul 28** - Last day to place telephone orders

**Jul 30** - Last day to place on-line orders

**Jul 30 - Aug 2** Diamond Seminar Dates

**Aug 3 - Aug 6** Ruby Seminar Dates

## Finish the Seminar Year Strong



Here are three simple tips to keep in mind this month as we BIG this month to achieve our yearly goals, and you launch into the new Seminar year powerfully!

1. There's fortune in the Follow-Up! Don't let good leads fall by the wayside, make sure you follow up with everyone you've talked to this month!
2. Celebrate June customer birthdays by offering a pampering session- she can invite friends and you can turn it into a party!
3. Be decisive about your goals! Amelia Earhart said, "The most difficult thing is the decision to act, the rest is merely tenacity ... you can do anything you decide to do."

Russo's Risers



Connie Russo

107 Quince Court  
Hollidaysburg, PA 16648  
814.312.2106



GOLDEN  
Rules



UNLEASH  
YOUR  
AND THEN SOME!

When you order \$600+ whsl in  
JUNE , you will receive this beautiful  
**NECKLACE**  
from the *Golden Rules* Collection.

GOLDEN  
Rules  
Golden



Earn the Year Long Consistency Challenge  
**EARRINGS and BRACELET**  
when you achieve the Golden Rules Challenge  
each month, July 2022 through June 2023.