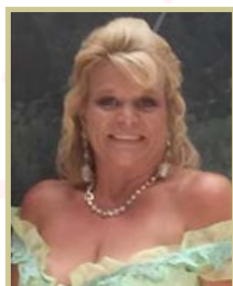




Russo's Risers

SEPTEMBER NEWSLETTER WITH AUGUST RESULTS

QUEEN OF WHOLESALE



Carol Scarbro



SOAR

August Achievers



Carol Scarbro



Kathleen Moran



Mary Lynn Carnovale



Sharon Albarano



Amy Brunner



Connie Russo



PROUD REDS



Luree Hendrick



Donna Parker



Genie Bilko



Deborah Hipp



This could be YOU!

Achievers!

★ Quarter 1 On-Target Stars ★

Name	Whls + TB*	Sapphire	Ruby	Diamond	Emerald	Pearl
Carol Scarbro	\$3,606.70	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$1,193.30
Sharon Albarano	\$3,098.50	\$ 0.00	\$ 0.00	\$ 0.00	\$ 501.50	\$1,701.50
Kathleen Moran	\$1,984.55	\$ 0.00	\$ 415.45	\$1,015.45	\$1,615.45	\$2,815.45
Donna Parker	\$1,479.50	\$ 320.50	\$ 920.50	\$1,520.50	\$2,120.50	\$3,320.50
Amy Brunner	\$1,081.50	\$ 718.50	\$1,318.50	\$1,918.50	\$2,518.50	\$3,718.50
Carolyn Rathmann	\$1,056.50	\$ 743.50	\$1,343.50	\$1,943.50	\$2,543.50	\$3,743.50
Deborah Hipp	\$1,013.00	\$ 787.00	\$1,387.00	\$1,987.00	\$2,587.00	\$3,787.00
Mary Lynn Carnovale	\$ 837.00	\$ 963.00	\$1,563.00	\$2,163.00	\$2,763.00	\$3,963.00
Jessie Collura	\$ 678.00	\$1,122.00	\$1,722.00	\$2,322.00	\$2,922.00	\$4,122.00
Ann Bilko	\$ 605.00	\$1,195.00	\$1,795.00	\$2,395.00	\$2,995.00	\$4,195.00
Annie Rupp	\$ 541.50	\$1,258.50	\$1,858.50	\$2,458.50	\$3,058.50	\$4,258.50
Laura Burget	\$ 524.50	\$1,275.50	\$1,875.50	\$2,475.50	\$3,075.50	\$4,275.50
Hilary Pogasic	\$ 503.50	\$1,296.50	\$1,896.50	\$2,496.50	\$3,096.50	\$4,296.50
Judy Snyder	\$ 477.00	\$1,323.00	\$1,923.00	\$2,523.00	\$3,123.00	\$4,323.00
Michele Gonsman	\$ 431.00	\$1,369.00	\$1,969.00	\$2,569.00	\$3,169.00	\$4,369.00
April Weiss	\$ 428.00	\$1,372.00	\$1,972.00	\$2,572.00	\$3,172.00	\$4,372.00
Naisha Silvey	\$ 425.00	\$1,375.00	\$1,975.00	\$2,575.00	\$3,175.00	\$4,375.00



INGREDIENT FOCUS - HYALURONIC ACID



Say hello to hydrated and plump skin! Hyaluronic Acid is a skincare superhero that attracts moisture like a magnet, keeping skin looking fresh and radiant.

Are your customers looking for products that:

- Deeply Hydrate
- Improve Skin Elasticity
- Reduce Fine Lines

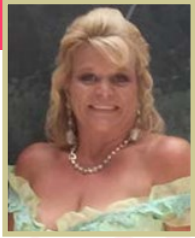
Then help your customers add a dose of this amazing ingredient to their skincare routine with our incredible New Waterproof Lip Liner, TimeWise Repair Volu-Fill Deep Wrinkle Filler, or Clinical Solutions HA + Ceramide Hydrator for a moisturizing boost!

[Click for Details](#)

"The secret is constructive action, placing a value on your time and learning to balance and budget your time. Treat it as if it were gold, which it is. Remember that one intense hour is worth a dreamy day. Allow yourself enough time to do each job properly, but don't be afraid to delegate authority and to employ help when it's necessary." - Mary Kay Ash

Reaching for the Ring

TOP IN SALES
COMPANY COURT OF SALES



Carol
Scarbro



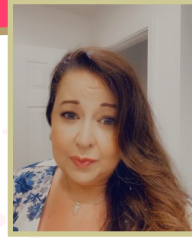
Kathleen
Moran



Sharon
Albarano



Donna
Parker



Mary Lynn
Carnovale

CONSULTANT

Carol Scarbro
Kathleen Moran
Sharon Albarano
Donna Parker
Mary Lynn Carnovale
Amy Brunner
Annie Rupp
Hilary Pogasic
Laura Burget
Judy Snyder

YTD RETAIL

\$3,755.00
\$3,326.00
\$2,575.00
\$1,940.00
\$1,674.00
\$1,312.00
\$1,083.00
\$1,007.00
\$969.00
\$954.00

Positions open in the Unit Court of Sharing!

Work your business full circle and
share at your appointments -
you never know who has been looking for this
incredible opportunity!



MK UNIVERSITY

The kiddos aren't the only ones
going back to school - you can too!
The courses and classes at MK
University help keep you in-the-
know. With info on skincare,
makeup, and team building, you'll
be prepared to take the very best
care of your clients!

[Click for Details](#)

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!

OCTOBER BIRTHDAYS


CONSULTANT	DATE
Susan Rohall	2
Paula Nedock	8
Leslie Wagner	11
Beverly Heberlein	16
Bonita Beasley	21
Michele Long	24
Carol Scarbro	28
Lorrie Seison	30

MK ANNIVERSARIES

CONSULTANT	YEARS	CONSULTANT	YEARS
Kate Griffey	36	Tara Hartley	12
April Weiss	25	Dorene Farrell	10
Nancy Lundy	21	Diane Smith	3
Zenda Fornicola	21	Marianne Mortensen	2
Karen Bilchak	19	Nikki Coleman	1
Carol Zellers	18	Sarah Connor	1
Joni Bliss	15	Janice Thompson	1
Michele Long	13		

LOOK WHO INVESTED

Carol Scarbro	\$1,254.00	Heather Guisewhite	\$313.00	Susan Pillot	\$226.50
Kathleen Moran	\$976.50	Stacy Huntzinger	\$290.00	Leslie Wagner	\$210.00
Mary Lynn Carnovale	\$837.00	Joanna Cordova	\$278.50	Annie Rupp	\$141.00
Sharon Albarano	\$662.50	Linda Walter	\$277.00	Carolyn Rathmann	\$140.50
Amy Brunner	\$656.00	Ann Bilko	\$250.00	Mary Ann Demuling	\$98.00
Donna Parker	\$506.00	Karen Bilchak	\$244.50	Barb Feltenberger	\$77.00
Naisha Silvey	\$425.00	Lisa Goldman	\$241.50	Judy Coutts	\$43.00
Bethany Reed	\$394.50	Laura Burget	\$240.00	Angie Freeman	\$35.00
Judy Snyder	\$386.00	Adana Hooten	\$239.00	Mary Kirby	\$30.00
Stephanie Williams	\$376.00	Nancy Lundy	\$237.50	Luree Hendrick	\$9.00
Deborah Hipp	\$329.00	Hilary Pogasic	\$235.50	Connie Russo	\$758.00
Jessie Collura	\$316.00	Lea Rosenberry	\$230.00		

 ON-TARGET for Year Long Consistency

LOVE CHECKS

Luree Hendrick	\$261.45	9%	Genie Bilko	\$10.00	4%
Judy Snyder	\$105.38	4%	Mary Kirby	\$9.78	4%
Deborah Hipp	\$72.99	6%	Kathleen Moran	\$9.56	4%
Donna Parker	\$41.09	9%	Connie Russo	\$471.12	13%
Kate Griffey	\$15.04	4%			

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
Kate Griffey
Mary Kirb
Kathleen Moran
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
Deborah Hipp



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

GREAT START JOURNEY

Introducing the Great Start Journey for New Beauty Consultants, setting them up to be empowered in their first four months. Dive into these fabulous resources, from print to digital, complete with a fresh new vibe. Check it all out now!

Team-builders: Your support is key; make sure to acquaint yourself with this incredible new tool!



Click for Details

SELLING CHALLENGE

EVERYONE can order the NEW TimeWise Miracle Set, individual products, go set, & samples! But that's not all - brace yourself for an electrifying selling challenge launch! Through the end of October, when you sell 13 TW Miracle Sets, Ultimate TW Miracle Sets, and/or Beyond Ultimate TW Miracle Sets, you're in the running to WIN a \$100 Visa gift card! Multiple entries? Absolutely!



Details

A BEAUTY BRIEFING WITH Connie

#1
DIRECT SELLING
BRAND OF
**SKIN CARE &
COLOR COSMETICS**
IN THE WORLD*

*Source Euromonitor International Limited, Beauty and Personal Care 2023 Edition, value sales at RRP 2022 data

MARY KAY

Details

Mary Kay has been named the **NUMBER ONE** Direct Selling Brand of Skin Care and Color Cosmetics in the **WORLD!**



Holiday PCD

Look Who
Participated

Carol Scarbro
Sharon Albarano
Kathleen Moran
Juanita Zeigler
Nancy Glass
Sandra Clark
Linda Walter
Mary Jo Fiore
Debbie Seib
Lisa Tomiczek
Judy Coutts
Annie Rupp
Paula Nedock
Ellen Kelly
Shelly Vaughan
Deborah Hipp
Connie Russo

Fall is right around the corner, summer is winding down, schools are starting up, and the smells of autumn are in the air. We have so many things to be excited about in our Mary Kay businesses right now! To list just a few:

- New, improved, and reimagined products like the TimeWise Miracle Set, Oil Free Makeup Remover and Waterproof Eyeliners and Lipliners.
- TimeWise Miracle Set Selling Challenge
- First quarter of the Soar Like Never Before Seminar year is coming to a close on the 15th.
- Mary Kay is celebrating 60 years of empowering and enriching women's lives!!

With so many great products and company challenges to keep the excitement going, now is the time to take advantage of all the resources available and share the Mary Kay experience by hosting a party, sharing the opportunity, or demonstrating new product.

Soon we'll be talking about the sparkle and possibilities of the Holiday season, but right now, stay in the current season and harness your September superpowers. Go out and intentionally plant those seeds knowing that with perseverance and determination, the reward will be abundant!

Love & Belief,

Connie

HOLIDAY SELLING & TEAM GUIDE

CELEBRATE.
AMAZE. SPARKLE.

**HOLIDAY SELLING &
TEAM-BUILDING GUIDE**

Believe it or not, NOW is the time to dash into the holiday selling season! Most major retailers are kicking off holiday sales in the early fall. And customers are shopping sooner too. So why not start spreading that holiday cheer early and become your customers' gifting guru from now until that very last stocking is stuffed!

Embrace the early holiday spirit! The holiday sales frenzy has already begun, and top retailers are diving in early this fall. Shoppers are also getting into the spirit sooner than ever. Why wait? Start now by checking out these monthly tips to ace the holiday selling season and give your customers a hassle-free, joyful celebration.

Download

Celebrate. Amaze. Sparkle.

Limited-Edition
Mary Kay®
Mandarin Blooms
Body Wash

\$18



NEW!
TimeWise®
Miracle Set®



**NEW! Limited-Edition
Gift With Purchase**

Limited-Edition
MKMen® Citrus
Woods Body
Wash

\$18



Limited-Edition
Mary Kay® Body
Care Set

\$30



Limited-Edition
Mary Kay® Shimmer
Liquid Eye Shadow
(Champagne, Sparkling and Rosé)

**\$18
each**



HOLIDAY 2023

Results You Can Expect

This is a guideline based on **averages**, and individual results will of vary based on your individual time and effort. Nothing is guaranteed, but if you put in the **Activity** outlined below, it is reasonable to expect the **Results** shown below.

- The number of Guests at your Parties will range from 3-6, with the average being 4 guests
- Average Sales are \$175 per class
- Average reorder per customer is \$157 per year
- We retain 85% of our customers
- Interview 2 people from each class
- 1 out of every 4 interviewed will join your team

	5 classes/week or 20/month	4 classes/week or 16/month	3 classes/week or 12/month	2 classes/week or 8/month	1 classes/week or 4/month
Time Involved	15-20 hrs/week	10-15 hrs/week	6-8 hrs/week	4-6 hrs/week	2-3 hrs/week
Weekly Sales	\$175 x 5 = \$875	\$175 x 4 = \$700	\$175 x 3 = \$525	\$175 x 2 = \$350	\$175 x 1 = \$175
Annual New Sales	\$875 x 50 = \$43,750	\$700 x 50 = \$35,000	\$525 x 50 = \$26,250	\$350 x 50 = \$14,500	\$175 x 50 = \$8,750
Total Weekly Customers	5 classes x 4 guests = 20 customers/ week	4 classes x 4 guests = 16 customers/ week	3 classes x 4 guests = 12 customers/ week	2 classes x 4 guests = 8 customers/ week	1 classes x 4 guests = 4 customers/ week
Annual Reorder Amount	425 customers x \$157 reorder = \$66,725 annually	340 customers x \$157 reorder = \$53,380 annually	255 customers x \$157 reorder = \$40,035 annually	170 customers x \$157 reorder = \$26,690 annually	85 customers x \$157 reorder = \$13,345 annually
Total Annual Retail Sales	\$110,475/year	\$88,380/year	\$66,285/year	\$44,190/year	\$22,095/year
Your Total Annual Profit	\$55,237 & Queen's Court of Sales	\$44,190 & Queen's Court of Sales	\$33,142 & Princess Court of Sales	\$22,095 & Princess Court of Sales	\$11,047 profit for 2 hours/week
Interview 2 at each class =	10 interviews/week= 2.5 team members/week 10 team members/month	8 interviews/week= 2 team members/week 8 team members/month	6 interviews/week= 1.5 team members/week 6 team members/month	4 interviews/week= 1 team members/week 4 team members/month	2 interviews/week= .5 team members/week 2 team members/month
After 1 month you will...	Be a DIQ & earn a Car!	Be an ETL & earn a Car!	Be a Team Leader!	Be a Star Team Builder!	Be a Senior Consultant!

ER SPECIAL DEALS. JUL
SEPTEMBER SPECIAL DEALS. SE.
60TH ANNIVERSARY EDITION

While Supplies Last

50% off

One Item of Your Choice for Every \$50 Purchase

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



Clinical Solutions Retinol 0.5 Set

Amplify your age-fighting as you turn back time with this set. Prevent and reverse the signs of aging.

~~\$120~~ \$60

TimeWise Replenishing Serum C + E



See skin that's brighter, firmer & glowing with good health.

~~\$60~~ \$30



Skinvigorate Sonic Brush

Removes four times more dirt, oil, impurities, makeup and pollutants – than hand cleansing.

~~\$60~~ \$30

Lip Gloss

Nontacky, Nonsticky layer of shine. Perfect for whatever your lips face next.



Choice of 1: ~~\$16~~ \$8

White Tea & Citrus Satin Body



Revel in the sensation of soft, satiny-smooth skin with these 3 Shea products-- Body Wash, Scrub & Lotion.

3 pieces ~~\$60~~ \$30

Or pick one product for: ~~\$20~~ \$10

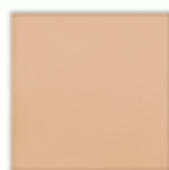
Facial Massage Head for Brush



Boost your serum by adding the benefits of facial massage with your Sonic Brush.

~~\$25~~ \$12.50

Endless Performance Crème-to-Powder Foundation



Choice of 1:

Ivory 1	Ivory 2	Ivory 3	Ivory 4
Ivory 5	Beige 1	Beige 2	Beige 3
Beige 4	Beige 5	Beige 6	Bronze 1
Bronze 2	Bronze 3	Bronze 4	Bronze 5

Your key to a long-lasting, flawless finish. Evens out skin tone, then dries to a soft, powdery, matte finish.

~~\$20~~ \$10



TimeWise Eye Firming Cream

Firms, Brightens, Moisturizes, & Bye-Bye Fine Lines & Wrinkles

~~\$34~~ \$17

Blending Sponge

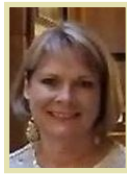
It's perfect for precision application and blending of liquid & cream foundations, concealers and more.



~~\$12~~ \$6

60TH ANNIVERSARY EDITION
SPECIAL DEALS. SEPTEMBER SPECIAL
SPECIAL DEALS.

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

Sep 4 - Labor Day

Sep 8 - Holiday PCP early ordering begins

Sep 13 - Mary Kay 60th Anniversary

Sep 13 - Holiday Products & New Miracle Set
available to customers

Sep 15 - Quarter 1 ends

Sep 16 - Quarter 2 Begins

Sep 28 - Last day to place telephone orders

Sep 30 - Last day to place on-line orders

Oct 17 - Winter PCP Enrollment Ends

Oct 30 - Last day to place telephone orders

Oct 31 - Last day to place on-line orders



When you order \$600+ whsl in
SEPTEMBER, you will receive this cute
MAGNETIC PHOTO FRAME
from the *Soar Like Never Before* Collection.



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.