



Melanie's Mighty Miracles

APRIL NEWSLETTER WITH MARCH RESULTS

QUEEN OF WHOLESALE



Toni Tippet-Hayes

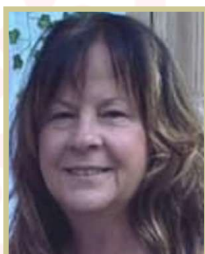
PROUD RED



Toni Tippet-Hayes



SOAR March Achievers



Toni Tippet-Hayes



Mitzi Roby



Melanie Simone

Quarter 3 Stars Achievers



Toni Tippet-Hayes
SAPPHIRE



Melanie Simone
DIAMOND

APRIL - MAKEUP REFRESH BUNDLE



Here's a refreshing sales idea: Give your customers a fresh start this spring with a gorgeous makeup bundle!

- This is a great way to boost your sales and introduce your customers to new Mary Kay products.
- By offering a discount on the makeup brush set, you're giving them an incentive to purchase the entire bundle.
- And with the ability to customize their spring colors, this is sure to be a popular offer!

Download

"In any situation, you can't go wrong by putting yourself in the other person's shoes. Remember, you have a wealth of influence, and everyone you meet forms an impression of you by your words and actions. So make the Golden Rule your way of life."- Mary Kay Ash

Shooting for the Stars!

TOP IN SALES COMPANY COURT OF SALES



Toni Tippet-Hayes



Mitzi Roby



Cindy Wolfe

CONSULTANT

- 1 Toni Tippet-Hayes
- 2 Mitzi Roby
- 3 Cindy Wolfe
- 4 Joni Fernbaugh
- 5 Sheila Brannan
- 6 Angie Montellano
- 7 April Conley
- 8 Francine Hill
- 9 Melanie Kraft
- 10 Donna Sexton

YTD RETAIL

\$16,589.00
\$8,248.00
\$8,037.00
\$6,038.00
\$5,041.00
\$4,374.00
\$3,933.00
\$3,415.00
\$2,715.00
\$2,538.00

TOP IN SHARING COMPANY COURT OF SHARING



Toni Tippet-Hayes



Francine Hill



This could be YOU!

RECRUITER

Toni Tippet-Hayes
Francine Hill

SEM QUAL

2
1

YTD COMM

\$371.00
\$38.00

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

Celebrating You!

MAY BIRTHDAYS

CONSULTANT

DATE

Sharon Sperlbaum
Mary Cook
Darlene Russell
Francine Hill
Mikailyn Sabater

15 May
19 May
23 May
25 May
25 May

MK ANNIVERSARIES

CONSULTANT

YEARS

Angel Borandi
Toni Babuchiwski
Joy Perrin
Jeanette Aley
Laura Holley
Amber Simmerer

12
4
3
1
1
1

LOOK WHO INVESTED

🌐 Toni Tippet-Hayes	\$681.50	Dawn Gardiner	\$242.50	Jennifer Rushing	\$229.00
Mitzi Roby	\$616.50	Angie Montellano	\$241.50	Joy Perrin	\$227.50
Angel Borandi	\$343.50	Wendy LeBeau	\$238.00	Cindy Wolfe	\$225.00
Francine Hill	\$308.00	Tiffany Overton	\$236.50	Melanie Kraft	\$160.75
Stephanie Medley	\$301.00	April Conley	\$233.00	Darlene Russell	\$117.00
Erin Miller	\$280.00	Katy Gates	\$231.50	Jeanette Aley	\$63.00
Shawntel Young	\$263.00	Sheila Brannan	\$229.50	Mary Posey	\$57.00
Donna Sexton	\$261.50				

🌐 ON-TARGET for Year Long Consistency

INGREDIENT SPOTLIGHT - NAVY BEAN EXTRACT



Let's talk about a powerful, yet unexpected, ingredient: Navy Bean Extract! This little powerhouse is clinically shown to:

- Reduce hyperpigmentation
- Brighten skin tone
- Create a more even and radiant complexion.

Pro tip: Recommend the Clinical Solutions Ferulic + Niacinamide Brightener and Charcoal Mask as products that feature this amazing ingredient.



Steppin' Up The Ladder



SENIOR CONSULTANT

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

Toni Babuchiwski
Melinda Godfrey
Francine A. Hill
Melanie L. Kraft
Diana L. Paton
Jennifer Patterson
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



Toni L. Tippet-Hayes



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

How's your Image?

TAKE THE MISS MARY KAY IMAGE QUIZ!

- ☐ **Hairstyle:** Your hairstyle is on point, and you receive compliments often.
- ☐ **Makeup:** You're wearing a flattering full Mary Kay makeup look, including eyes, cheeks, and lips.
- ☐ **Jewelry:** You have no more than 8 pieces of jewelry, including pins, rings, and earrings.
- ☐ **Footwear:** You're wearing professional-looking shoes appropriate for the occasion.
- ☐ **Identification:** You're proudly displaying your Mary Kay consultant pin and name badge.
- ☐ **Cell Phone:** Your cell phone is turned off or on silent, unless there's an emergency.
- ☐ **Business Cards:** You have at least 5 business cards made by MK Connections, following company policy.
- ☐ **Children:** Your children are not with you at this event.
- ☐ **Nails:** Your nails are neatly groomed and polished.
- ☐ **Engagement:** You're not talking or interrupting the Mary Kay event, showing respect and professionalism.
- ☐ **Attire:** You're wearing a skirt, dress, or business suit.
- ☐ **Organization:** You have your date book or digital calendar with you for keeping track of appointments and engagements.
- ☐ **Accessories:** You're carrying a professional-looking purse or handbag.
- ☐ **Documentation:** Your Weekly Accomplishment Sheet is completed and with you for reference.
- ☐ **Chewing Gum:** You're not chewing gum, which helps maintain professionalism during the event.

Think PAK- Pleasant, Attractive & Knowledgeable
You are the BEST promotion for your Mary Kay Business!

MISS MARY KAY IMAGE QUIZ

Spring has sprung, and it's the perfect time to hit refresh! Is your Mary Kay image blooming with confidence? Does it reflect the success and empowerment you've built as a beauty entrepreneur?

As entrepreneurs, our image is our brand. It's the first impression we make and it speaks volumes about our professionalism and dedication. A polished, confident image attracts customers and inspires trust.

Check out the Mary Kay Image Quiz and let's make this season shine!

Download

A BEAUTY BRIEFING WITH *Melanie*

It's not how **hard**
you **pushed**
along the way.
It's having something
in you to *Finish*.
~ Michael Jordan



**ENROLLMENT DEADLINE
APRIL 17**

Summer PCP enrollment perks:

- Early Ordering Privileges
- Cost Effective
- Boost Sales
- Marketing Help
- Tax Deduction

Enroll



**WELCOME
NEW
CONSULTANT**

Stephanie Medley

From SUITLAND, MD

Sponsored by Melanie Simone

Hello April!

Spring is HERE and Quarter 4 is underway!

Now is a great time to plan a growing season. Whether you have been in your business for a day, a year, a decade or more, new growth is the way to keep your business fresh and thriving.

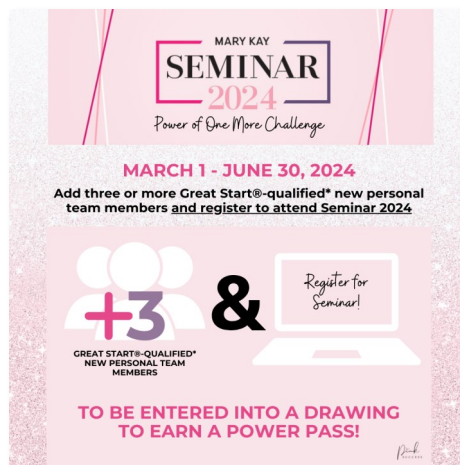
When we let go of the old growth - the strategies, plans and ideas from last season, we can focus on the new growth opportunities. Reflect on what worked well and what areas you would like to see change. Booking, Selling, Coaching and Team Building are four growth opportunities in Mary Kay. Which areas had slow growth, fast growth or stayed stagnant? Where do you want to see the greatest change in your business to grow steadily towards your goals? What one idea can you implement this month?

Turn growing pains into growing gains to reach YOUR goals. Remember to keep **Going** to keep **Growing** and you will be **Unstoppable!**

Love and Belief,

Melanie

POWER OF ONE MORE CHALLENGE



Seminar 2024 is bringing the heat with the Power of One More Challenge! From March 1st to June 30th, add 3+ NEW Great Start qualified team members and register for Seminar, and you'll be entered to win a POWER PASS!

Think VIP access to express lines, special functions, parades, and exclusive areas at Seminar! Click the button for MORE ways to win and details.

Registration opens April 29th!

Details

April 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

4/2 Self coaching, Affirmation

4/9 Administrative Assist Day

4/16 Taxes, Organization

4/23 Nurses, teachers, moms
Leadership call 8:10-9pm

4/30 Seminar, Legacy Leaders

Make sure to get your

Shop Drop Entries

to your Director by the end of April



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

Book of the Quarter:
"Developing the Leader within You By: John Maxwell
Chapters 7 & 8



The Preferred Customer Program and Consultant First Look Programs are OPEN for enrollment! The latest products and an exclusive sample are available inside! Deadline for enrollment is APRIL 17.



April Specials



Star Event



SHOP DROP



April 2- June 30, 2024 Gameboard



SEMINAR REGISTRATION APRIL 29

Level up your Mary Kay journey at Seminar! Registration opens on April 29th, and you won't want to miss this incredible opportunity to connect, learn, and grow alongside fellow amazing consultants. Thinking about the cost? I got you!

By simply holding one extra skincare class per week between now and June, you can easily cover the costs. Here's the breakdown:

- Seminar (registration, flight, hotel, food, etc): ~\$1450
- Weeks to Save: April + May + June = 13 weeks
- Savings Goal per Week: \$1450 / 13 weeks = ~\$110

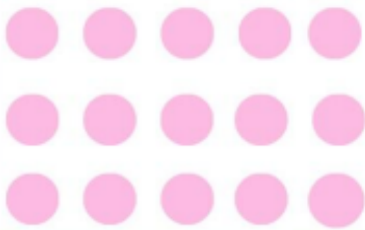
Totally doable, right? With a little extra hustle, you can be ready to rock Seminar!

Your Mary Kay Gameboard....

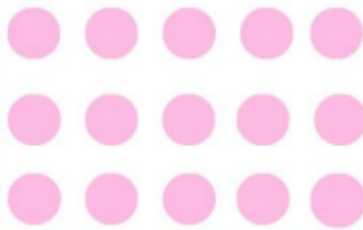
April 2- June 30,2024

Name: _____

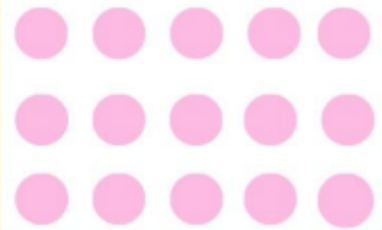
Share the products with
15 faces - 1 point



Share the product with
15 faces - 1 point



Share the product with
15 faces - 1 point



Move Up the Career Path
Apr 2-Jun 30,2024 -3pts / level



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

/	/	/
/	/	/

Great Start Qualified
Personal Team Members
2 points each GSQ

Achieve Soar like never before
Challenge
(S600 WS in 1 month= 1pt)
(S300 WS =.5 pt)

Apr	May	Jun
WS=	WS=	WS=
Pt=	Pt=	Pt=

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



Be a Quarter 4
Star consultant

Mar 16- Jun 15, 2024



Mary Kay Gameboard Rewards

April 2- June 30th, 2024

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

Assorted MK
Postcards



Level 2

Achieve 3-5 points
plus lvl 1 prizes

Earrings or washcloth
(Gray or Black)



Level 3

Achieve 6-8 points

Mirror Extender, cross body
bag
or MK cosmetics Bag plus
lvl 1&2 prizes



- Save image as
- Copy image
- Screenshot
- Inspect

Level 4

Achieve 9-12 points

Girl boss water
bottle, brush set or
pink and white
tote bag plus levels
1,2,&3 prizes



Level 5

Achieve 13-15 points

Choose between
pink and white tote
Embroidered or
Seminar voucher



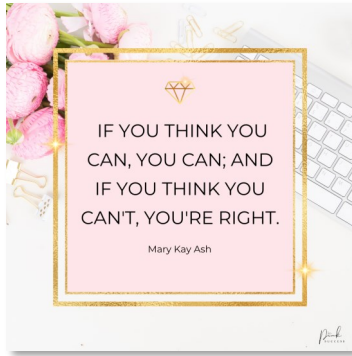
PLUS the
Level 1-4
prizes

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

Customized

Plan your work and work your plan!

ONE OF MARY KAY'S FAVORITE QUOTES



One of Mary Kay Ash's favorite sayings was, "If you think you can, you can; if you think you can't, you're right."

We have the opportunity to change our mindset with each and every thought. Today, are you **CHOOSING** to believe you can achieve? Are you looking for possibilities and opportunities, or excuses and ways out?

I believe you can do whatever you set your mind to! What will you achieve today?



Supercharge your sales game and consistently leave customers saying "yes". Here are 3 powerful tips:

1. Know your stuff: Be clear on what you sell & why it matters to your audience. Confidence is key.
2. Hook 'em! Create a captivating opening that grabs attention & highlights the value you offer. The flip chart can really help with this.
3. Make them feel valued. People buy from those they trust. Build rapport, listen actively & personalize your approach. Solve their problems, don't just sell!

LAST QUARTER TO BE STAR – FINISH STRONG



Can you believe it's already the last quarter of the seminar year? This quarter is all about finishing strong and reaching for the stars (literally!).

Speaking of stars, have you seen that Sapphire level and above stars will get priority access to this exclusive Picnic at Ascot Cheese Board featuring the Mary Kay logo?

Who's ready to finish the seminar year on a high note? Let me know your star goals for this quarter!

[Click for Details](#)

Administrative Professionals Day

GIFT SETS

Blossoming Success!

Hydrating Lotion and a small desk plant.

Gift tag "Your success blossoms daily.

Thank you for growing with us!"

\$25



Office Supplies!

Mint Bliss Energizing Lotion for Feet and Legs, White Tea & Citrus Hand Cream, note pad and pen in a decorative bag.

Gift tag "Thank you for supplying us with your talent!"

\$25

All Hands on Deck!



Satin Hands Set includes Hand Softener, Hand Scrub and Hand Cream placed in a gift bag.

Gift tag "Thank you for giving it your all!"

\$38

Water Cooler Talk!

Satin Lips Set

Gift tag "We love to hear your thoughts!"

\$22



But First, Coffee!

Includes Satin Hands Hand Cream with a gourmet coffee gift card.

Gift tag "Your hard work is so appreciated. Enjoy your coffee and cream!"

\$17



\$10 Gift Certificate

LET THE ADMINISTRATIVE PROFESSIONALS IN
YOUR LIFE KNOW JUST HOW MUCH YOU
APPRECIATE THEM!

April 3rd-June 30th

6 MOST IMPORTANT THINGS

Ready. Set. Game!



April
\$600

WHOLESALE

May
\$600

WHOLESALE

June
\$600

WHOLESALE

1st
New
Team
Member

2nd
New
Team
Member

3rd
New
Team
Member

Earn your **Red Jacket & On-Stage Recognition at Seminar** when you place a \$600+ ws Order in April, May and June AND add 3+ Great Start Qualified New Team Members!

Download

Details



Pink
SUCCESS

Melanie's Mighty Miracles



Melanie Simone

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

important dates

- 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
- May 8** - Look Book begins mailing
- May 10** - Early ordering begins
- May 12** - Mother's Day
- May 12** - Mary Kay Ash's birthday
- May 15** - Ordering open for all
- May 27** - Memorial Day
- May 30** - Last day to place telephone orders
- May 31** - Last day to place on-line orders

elevate
YOUR GOALS!



When you order \$600+ whsl in
APRIL, you will receive this
CROCODILE-PRINTED PURSE
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.