



Goins Pink Warriors

April Newsletter with March Results

A little extra “try” and “oomph” can change your Future.

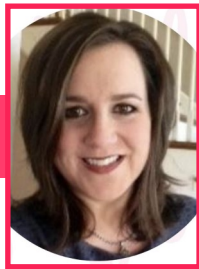
LOOK WHO IS WEARING RED

Building your team!

CELEBRATING OUR SENIOR CONSULTANTS

Daphne Boswell
Cathy Bush
Melisa Frazier
Anita Hallman
Tina Hearn
Keron Kyzar

Lori Lister
Callie Makemson
Kathy Matthews
Linda Mitchell
Shannon Nece
Nedra Payne



Elizabeth Barnett
Team Leader

Linda Larson
Star Team Builder

Holli Moss
Star Team Builder

Delaine Perry
Star Team Builder



Quarter 3 Stars Achievers



Delaine Perry
EMERALD



Carol Mitchell
RUBY



Kathy Matthews
SAPPHIRE



Daphne Boswell
SAPPHIRE



Sonya Goins
SAPPHIRE

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

YEAR TO DATE TOP 5 COURT OF SALES



Delaine Perry
\$20,283



Carol Mitchell
\$14,618



Daphne Boswell
\$12,986



Keron Kyzar
\$7,355



Cathy Bush
\$7,246

Queen

WELCOME

- Becky Clanton is the newest team member of Kathy Matthews.
- Ashley Smith is the newest team member of Lisa Aldridge.
- Jo Havard-Berry and Deborah Townley are the newest team members of Becky Clanton.
- Brianna Taylor, Susan Richardson, and Krista Sisk are the newest team members of Jamie Elmore.
- Tonia Giles, Rhonda Howell, Lisa Lee, Veronica Peoples, Michelle Smith, and Debbie Tilley are the newest team members of Sonya Goins.



Jamie Elmore
Queen of Sharing

MONTHLY TOP 5 WHOLESALE ORDERS



Carol Mitchell

\$1,218



Delaine Perry
\$1,168



Lisa Aldridge
\$1,122



Kathy Matthews
\$1,056



Daphne Boswell
\$1,010

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

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

Hello
April

A Note from Sonya

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,

Sonya



Sonya Goins
Independent Sales Director

205-310-1536
200 Ornate Ave
Fairhope, AL 36532

HAPPY ANNIVERSARY

Kammi Goins	28	Laurie Copeland	10
Cay Strickland	25	Tera Duncan	7
Andrea Monsour	21	Susan Averette	6
Deborah Smithson	17	Patricia Irwin	6
Lauren Ballinger	16	Ashley Williamson	5
Belinda Hudson	16	Charlene True	2

HAPPY BIRTHDAY

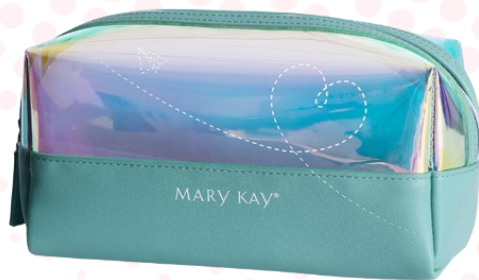
Heather Tomlinson	2	Michelle Smith	19
Sonya Goins	8	Nancy Jones	22
Becky Jones	11	Taylor McLemore	22
Stacie Sherrow	13	Jamie Elmore	26
Jamie Britton	15	Dorothy McInnis	29
Lynette Clark	19	Melissa Wise	29
		Jackie Orr	30

May

Soar Like Never Before

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

TAKE FLIGHT WITH
confidence!



MARCH ACHIEVERS

Linda Mitchell
Delaine Perry
Lisa Aldridge
Kathy Matthews
Daphne Boswell
Teleisa Schofield
Jamie Elmore
Becky Clanton
Sonya Goins

Year Long Consistency

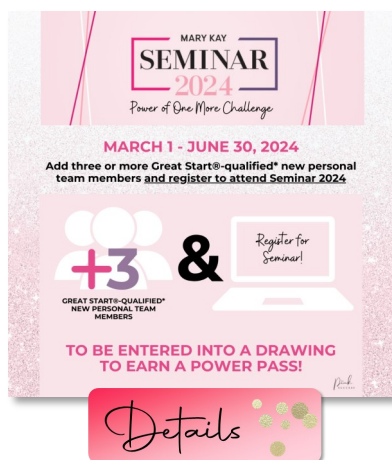
Earn the Year Long Consistency Challenge
MOTHER OF PEARL FACE WATCH
when you achieve the Soar Like Never Before Challenges each month, July 2023 through June 2024.



ON-TARGET

Daphne Boswell
Kathy Matthews
Carol Mitchell
Delaine Perry
Sonya Goins

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

LOVE CHECKS

Linda Mitchell	4% \$ 56.44
Tina Hearn	4% \$ 44.90
Holli Moss	6% \$ 56.40
Linda Larson	4% \$ 25.62
Kathy Matthews	4% \$ 24.78
Elizabeth Barnett	9% \$ 46.62
Lori Lister	4% \$ 16.84
Callie Makemson	4% \$ 10.34
Delaine Perry	6% \$ 13.86
Keron Kyzar	4% \$ 4.28
Sonya Goins	13% \$313.17

(does not include unit commissions & bonuses)



Steppin' Up The Ladder



SENIOR CONSULTANT

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

Daphne Boswell
Cathy Bush
Melisa Frazier
Anita Hallman
Tina Hearn
Keron Kyzar
Lori Lister
Callie Makemson
Kathy Matthews
Linda Mitchell
Shannon Nece
Nedra Payne



STAR TEAM BUILDER

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



Linda Larson
Holli Moss
Delaine Perry



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)

Elizabeth Barnett-TL

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



Sonya Goins

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!

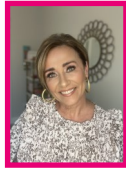
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Details



Pink
SUCCESS

Goins Pink
Warriors



SONYA GOINS

200 Ornate Ave
Fairhope, AL 36532
205-310-1536

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

To the Amazing

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.