



# Treasures Xpress

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

Glenda Douglas

Cheri Scott

Mandy Gossom

Jennifer Segner

Joann Johnson

Pam Merrick



Lisa Bailey  
Team Leader



Linda Nichols  
Team Leader



Diana Alderette  
Star Team  
Builder



Who will be  
NEXT?



Who will be  
NEXT?

## MONTHLY TOP 5 WHOLESALE ORDERS

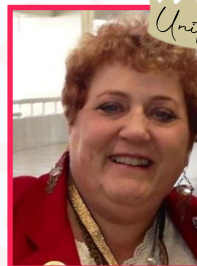


Diane Murphy

\$1,969.50



Jennifer Segner  
\$789



Nancy Glass  
\$617



Ginger Alford  
\$441.50



Julia Lish  
\$301

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

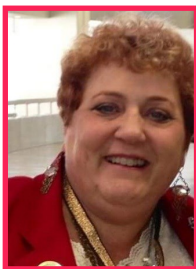
\$10,000 rs/ \$5,000 whsl  
\$400 whsl monthly

# YEAR TO DATE TOP 5 COURT OF SALES



Diane Murphy  
\$19,548

*Queen*



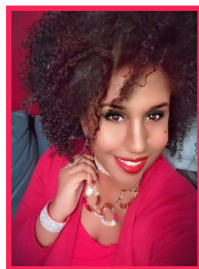
Nancy Glass  
\$12,361



Jennifer Segner  
\$11,779



Debra Allen  
\$6,574



Lisa Bailey  
\$5,875

## WELCOME

- Dana Brashear, Starla Jenkins and Sharmelle Thomas are the newest team members of Lisa Bailey.
- Monica Underwood is the newest team member of Leslie Burke.



Lisa Bailey

*Queen of Sharing*

*National  
Court of Sharing*



### NATIONAL

24 Team Members  
2 Qualified monthly

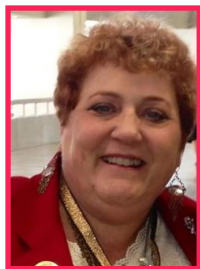
### AREA

12 Team Members  
1 Qualified monthly

### UNIT

6 Team Members  
6 Interviews monthly

## QUARTER 3 STARS



Nancy Glass  
SAPPHIRE



Diane Murphy  
SAPPHIRE



Jennifer Segner  
SAPPHIRE



Tracy Norris  
DIAMOND



## ON TARGET QUARTER 4 STARS

Name	Whsl \$ + TB*	Sapphire	Ruby	Diamond	Emerald	Pearl
Diane Murphy	\$1,590.50	\$209.50	\$809.50	\$1,409.50	\$2,009.50	\$3,209.50
Nancy Hieb Glass	\$617.00	\$1,183.00	\$1,783.00	\$2,383.00	\$2,983.00	\$4,183.00
Rebecca Meadors	\$506.00	\$1,294.00	\$1,894.00	\$2,494.00	\$3,094.00	\$4,294.00
Jean Edwards	\$494.00	\$1,306.00	\$1,906.00	\$2,506.00	\$3,106.00	\$4,306.00
Ginger Alford	\$441.50	\$1,358.50	\$1,958.50	\$2,558.50	\$3,158.50	\$4,358.50
Tracy Norris	\$1,382.00	\$418.00	\$1,018.00	\$1,618.00	\$2,218.00	\$3,418.00





Hello  
April

# A Note from Tracy

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,

*Tracy*



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

## HAPPY BIRTHDAY

Judy Stumph	2 May
Erin Stewart	5 May
Melanie Clark	12 May
Anissia Courtney	13 May
Kimberly Raines	18 May
Katie Harper	21 May
Mischelle Stroud	26 May
Rebecca Penrod	27 May
Jennifer Gehlhausen	29 May
Merope Tabermejo	30 May
Nancy Gossom	31 May

## HAPPY ANNIVERSARY

Cheri Scott	32
Marsha Clark	29
Kathleen Hunter	22
Janel Olson	21
Keri Eichberger	16
Kellye Singletary-Cunningham	2
Cara Robinson	1

*May*

# Soar Like Never Before

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

## MARCH ACHIEVERS

Diane Murphy  
Jennifer Segner  
Nancy Glass  
Tracy Norris

TAKE FLIGHT WITH  
*confidence!*

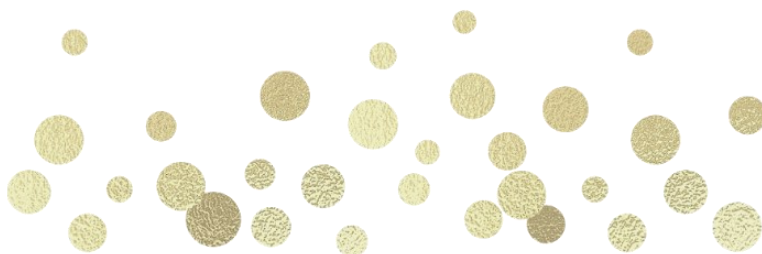


# Year Long Consistency

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



## 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.

## LOVE CHECKS

Mandy Gossom	4%	\$83.32
Pam Smither Merrick	4%	\$83.02
Lisa Bailey	9%	\$69.91
Linda Nichols	9%	\$43.65
Jennifer Segner	4%	\$21.28
Diana Alderette	4%	\$20.62
Joann Johnson	4%	\$10.62
Tracy Norris	13%	\$398.00

(does not include unit commissions & bonuses)



# Steppin' Up The Ladder



## SENIOR CONSULTANT

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

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Glenda Douglas  
Mandy Gossom  
Joann Johnson  
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




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Diana Alderette



## 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)

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Lisa Bailey -TL  
Linda Nichols

## 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




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Tracy Norris



# 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



## TRACY NORRIS

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

### 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.