



Treasures Xpress

October Newsletter with September Results

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

LOOK WHO IS WEARING RED

Building your team!

CELEBRATING OUR SENIOR CONSULTANTS



Lisa Bailey
Star Team Builder



Linda Nichols
Star Team Builder



Pam Merrick
Star Team Builder

Diana Alderette
Glenda Douglas
Mandy Gossom

Joann Johnson
Diane Murphy
Jennifer Segner

MONTHLY TOP 5 WHOLESALE ORDERS



Diane Murphy

\$1,221.50



Judy Brown
\$681



Debra Allen
\$660



Tammy Heavrin
\$494



Mandy Gossom
\$466

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
\$4,972

Queen



Debra Allen
\$3,940



Jennifer Segner
\$2,577



Lisa Bailey
\$2,478



Cara Robinson
\$2,307

WELCOME

- Kimberly Capita is the newest team member of Julia Howard.



Julia Howard
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 1 STARS



Nancy Glass
RUBY



Jennifer Segner
SAPPHIRE



Debra Allen
SAPPHIRE



Diane Murphy
SAPPHIRE



Cara Robinson
SAPPHIRE



Tracy Norris
EMERALD

BREAST CANCER AWARENESS MONTH

October is Breast Cancer Awareness Month! Join Mary Kay in the fight against breast cancer! Did you know that the Mary Kay Foundation has been a champion in this battle for over two decades? They're dedicated to funding research and supporting survivors.

Ladies, remember the importance of regular breast self-exams and mammograms. Early detection can save lives! Spread the word, support the cause, and let's work together for a world without breast cancer.

Details



Hello
October

A Note from Tracy

Welcome to Fall! Each new season gives us a chance to fall in love with our business all over again. We have emerged from the carefree days of summer into the abundance of autumn! We are just 3 weeks into the second quarter and entering one of the most exciting selling seasons of the year. It's time to put on our Pink thinking caps and get excited for all the possibilities!

Here are a few ideas to get you started.

- Plan your party or Holiday Open House days. What hours will your store be open for Pink Friday, Small Business Saturday, Cyber Monday?
- Prepare your inventory. Do you have ready to grab items on hand for last minute shoppers? Limited Edition items, Satin Hands and Satin Lips are always Holiday Hits!
- Download digital images and make a plan for posting to your groups and connecting with family, friends and customers.
- Plan ways to WOW your customers! Provide them with a Mary Kay wish list and let them know the unique ways you can serve them.
- Remember to shop from your own store! What parties or events will you be attending this holiday season? Limited Edition Body Care Sets, Shimmer Liquid Eye Shadows and Mint Bliss make great hostess and thank you gifts.
- Share the Opportunity! Our dreams are so much better when we share them with others. Whether for a lifetime or a season, there are women waiting for their dreams to take vision too!

As always, feel free to reach out to me. I am excited for the abundance headed our way!

Tracy



Tracy Norris
Independent Sales Director
(502)314-8696
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Louisville, Kentucky 40220

HAPPY BIRTHDAY

Heather Holt	1 November
Nancy Hieb Glass	3 November
Tracy Norris	5 November
Bridgette Threets	5 November
Valerie Coleman	7 November
Lori Dye	8 November
Connie Camden	14 November
Cynthia Kull	16 November
Keri Eichberger	23 November
Erica Galyon	25 November
Diane Murphy	29 November
LaSasha Robinson	30 November

HAPPY ANNIVERSARY

Melinda Scott	13
Michelle Williams	11
Ruth Hawkins	2

November

Soar Like Never Before

They ordered \$600+ w/whl in SEPTEMBER & earned this prize from the SOAR LIKE NEVER BEFORE.

SEPTEMBER ACHIEVERS

Debra Allen
Diane Murphy
Judy Brown
Tracy Norris

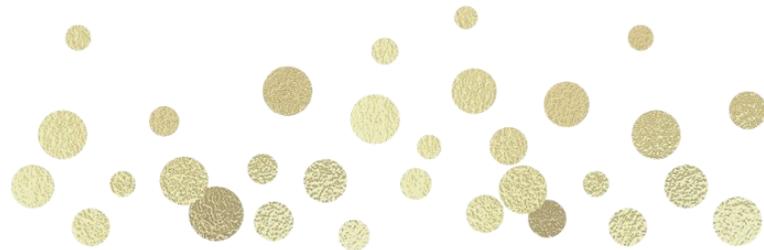


Year Long Consistency

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

Debra Allen
Diane Murphy
Tracy Norris



PICK A PUMPKIN BUSINESS IDEA

Pick a Pumpkin



Pick a pumpkin and I'll message you the special deal.

National Pumpkin Day is just around the corner on October 26th, and it's the perfect occasion to delight your customers with our "Pick a Pumpkin and Get a Surprise!"

Check out this script you can use:

"Get ready for some fall fun! It's National Pumpkin Day and I'm celebrating with a special surprise just for you. Choose your pumpkin and share its number in the comments. Each pumpkin has an exclusive surprise waiting for you! After you post your number, I'll DM you with a special surprise based on it. Don't miss out on the fall fun!"

LOVE CHECKS

Pam Smither Merrick	6%	\$69.33
Mandy Gossom	4%	\$52.90
Diane Murphy	4%	\$26.40
Jennifer Segner	4%	\$19.70
Lisa Bailey	4%	\$11.13
Linda Nichols	4%	\$9.12
Tracy Norris	13%	\$325.98

(does not include unit commissions & bonuses)

Prizes



Steppin' Up The Ladder



SENIOR CONSULTANT

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

Diana Alderette
Glenda Douglas
Mandy Gossom
Joann Johnson
Diane Murphy
Jennifer Segner



STAR TEAM BUILDER

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



Lisa Bailey
Linda Nichols
Pam Merrick



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)



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

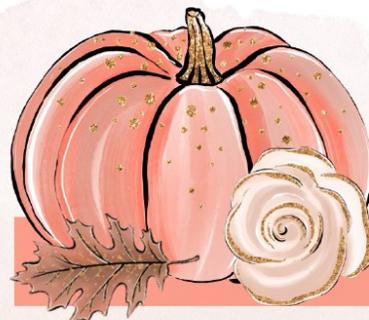


Tracy Norris

TAKE THE CHALLENGE!

October

soar
like never
before
MARY KAY



60 FACES

Receive all 3 **Limited Edition Shimmer Liquid Eye Shadows** and a **\$10 Coffee Card** when you:

- facial 60 women
- share the opportunity with 20 women
- \$1200 whsl



15 FACES

Receive a **\$5 COFFEE CARD** when you:

- facial 15 women
- share the opportunity with 5 women
- \$300 whsl



30 FACES

Receive your choice of **Limited Edition Shimmer Liquid Eye Shadow** and a **\$5 Coffee Card** when you:

- facial 30 women
- share the opportunity with 10 women
- \$600 whsl



Treasures Express

Tracy Norris (502)314-8696 Mktracynorris@gmail.com



soar
like never
before
 MARY KAY

TAKE THE CHALLENGE!

NAME	PHONE	OPPORTUNITY: Y/N
1		
2		
3		
4		
5		
6		
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27		
28		
29		
30		

Week 1 Whsl: _____

Week 3 Whsl: _____

Total Whsl:

Week 2 Whsl: _____

Week 4 Whsl: _____

Mascarathon

It's time for a Mascarathon!!
Stock up on your favorite Mary Kay Mascara & Eye Makeup Remover.

LASH INTENSITY MASCARA, \$18

Multiply the look of your lashes with Lash Intensity® Mascara. Expand and extend your lashes with a mascara dedicated to multi-directional performance. The shorter bristles of the brush help build volume, while the longer bristles stretch and extend the formula from root to tip.

ULTIMATE MASCARA, \$16

Get the look of bigger and bolder lashes in just a couple of swipes. Mary Kay® Ultimate Mascara™ delivers the extreme volume you have been looking for. Do you have light-colored lashes and want a natural look? This formula comes in both Black and Black Brown for naturally defined lashes!

LASH LOVE MASCARA, \$16

Define your lashes with Lash Love® Mascara! This formula delivers four times the volume for an ultra plush lash look that's great for any occasion.

LASH LOVE FANORAMA MASCARA, \$16

Not sure what you really want out of a mascara? No worries! Lash Love Fanorama® Mascara has you covered. This mascara features the same Lash Love® formula with an innovative brush. The three unique application zones allow you to coat, comb and fan out lashes for panoramic lashes of your own.

LASH LOVE LENGTHENING MASCARA, \$16

Elongate the look of those lashes with Lash Love® Lengthening Mascara! Seriously separate your lashes with the rubber brush as you style your lash hairs to meet their maximum length potential!

WATERPROOF MASCARA, \$16

Your go-to mascara if you deal with smudging due to sweating, an oily complexion or humidity! This one-and-done, waterproof mascara is great for anyone who is active or wants a long-wearing mascara.

OIL-FREE EYE MAKEUP REMOVER, \$20

Gently removes eye makeup, including waterproof mascara, without tugging or pulling the delicate skin in the eye area. Formula does not leave skin feeling greasy.

BOGO

BUY 1, GET 1 HALF OFF!
BUY 2, GET 1 FREE!



Holiday BUSINESS Planning

Get excited about this holiday season and make a BIG plan for what to accomplish. It will require a plan and a goal to work towards. This is the time to get ahead on your goals; pay off debt; work for something you want for you or your family. The sky is the limit! THINK BIG! GO TO WORK!



My Holiday Game Plan

Sept

- Plan your sales & personal calendar for the next 4 months
- Book skincare, supplements & fall look parties for Sept. and get wish lists from everyone
- Hold QVC style event in your customer FB Group for Fall colors
- have your customers invite friends to build your group
- Order Holiday products & gift wrapping supplies
- anticipate sell-outs!
- Finish your STAR
- Contact Businesses for employee gifting/gift cards
- Contact Senior Centers for updated rules for Adopt-A-Grandparent
- Plan your Open House if you will be doing in-person
- Book Holiday Preview coffees w/ your customers
- book them to be holiday hostesses for you
- Add a new team member as a "Holiday Consultant"
- Follow up with PCP customers once Holiday Look Books arrive

Oct

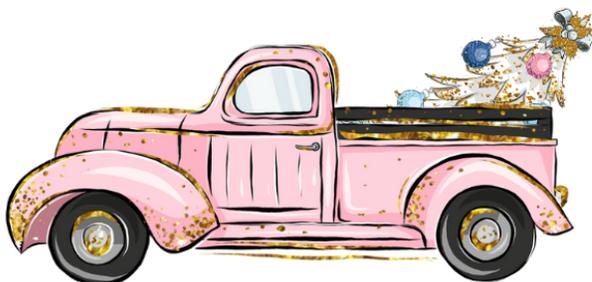
- Create a Grab-and-Go gift basket with gift ready products and keep with you at all times
- Hold 5 Holiday Coffees
- Contact your customers' "Santas" about 12 days of Christmas
- Add team members so they can take advantage of Holiday Sales
- Follow up with businesses about employee gifts
- Launch your Adopt-A-Grandparent program
- Hold QVC style FB Group event for Holiday products
- Send invites for in person Open House/ plan virtual Open House
- Hold skincare & mask parties - get wish lists and Santas from everyone
- Hold a product preview panel to get opinions on holiday products and book them to be a hostess
- Reverse Trick-or-Treat your neighbors - leave goody bags at their door with samples & info about gift wrapping services

Nov

- Hold 5 Holiday Coffees
- Hold updated QVC style Holiday product FB event
- Make a Holiday Glam Look video for your FB Group and book glam parties
- Order your own gifts for friends and Family
- Send invites for open houses & follow up!
- Finish Adopt-A-Grandparent
- Get wish lists, invite guests to virtual events
- Call Santas, husbands, etc. for wish lists & 12 Days of Christmas
- Pink Friday / Small Business Saturday / Cyber Monday Sales
- Post in your customer group about stocking stuffers, gift sets, and gifts at different price points
- Hold Virtual Open House featuring Gift-Ready products in cute packaging
- Be sure inventory is ready for last-minute shoppers

Dec

- Hold a "Last Minute Gifts" virtual open house - don't forget scents, bundles, men's products, stocking stuffers
- Deliver gifts
- Bring your Grab-and-Go basket EVERYWHERE with gifts at different price points
- Post in your FB Group about your gift wrapping services
- Book "New Year, New You" skincare parties
- Hold virtual "Men Only" open house for gifting ideas
- Follow up with wish lists
- Finish your STAR
- Hold a 12 Days of Christmas Sale in your FB Customer Group
- Call your customers for their PERSONAL needs - it's easy to forget yourself when you're shopping for others
- Sell New Year's Day "Morning After" Bundles with Indulge Soothing Eye Gel, Mint Bliss, and maybe a Charcoal Mask.



Plan for Success



TRACY NORRIS

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important dates

- Oct 17 - Winter PCP Enrollment Ends
- Oct 30 - Last day to place telephone orders
- Oct 31 - Last day to place on-line orders
- Nov 10 - Early ordering begins
- Nov 15 - Ordering open for all
- Nov 23 - Thanksgiving
- Nov 24 - Pink Friday
- Nov 25 - Small Business Saturday
- Nov 27 - Cyber Monday
- Nov 29 - Last day to place telephone orders
- Nov 30 - Last day to place on-line orders

To the Amazing



When you order \$600+ whsl in OCTOBER, you will receive this gauzy **MULTICOLORED SCARF** 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.