



# Russo's Risers

FEBRUARY NEWSLETTER WITH JANUARY RESULTS

## QUEEN OF WHOLESALE



Mary Lynn Carnovale



## SOAR

## January Achievers



Mary Lynn Carnovale



Donna Parker



Carol Scarbro



Kathleen Moran



Connie Russo



This could be YOU!

## PROUD REDS



Lurree Henrick



Donna Parker



Genie Bilko



Deborah Hipp



Kathleen Moran



Judy Snyder

# Achievers!

## ★ Quarter 3 On-Target Stars ★



Name	Whls \$ + TB*	Sapphire	Ruby	Diamond	Emerald	Pearl
Kathleen Moran	\$1,216.50	\$583.50	\$1,183.50	\$1,783.50	\$2,383.50	\$3,583.50
Donna Parker	\$884.50	\$915.50	\$1,515.50	\$2,115.50	\$2,715.50	\$3,915.50
Mary Lynn Carnovale	\$772.50	\$1,027.50	\$1,627.50	\$2,227.50	\$2,827.50	\$4,027.50
Carol Scarbro	\$632.50	\$1,167.50	\$1,767.50	\$2,367.50	\$2,967.50	\$4,167.50
Amy Brunner	\$543.50	\$1,256.50	\$1,856.50	\$2,456.50	\$3,056.50	\$4,256.50
Annie Rupp	\$542.00	\$1,258.00	\$1,858.00	\$2,458.00	\$3,058.00	\$4,258.00
Diane Kos	\$521.00	\$1,279.00	\$1,879.00	\$2,479.00	\$3,079.00	\$4,279.00
R. Kim Young	\$519.00	\$1,281.00	\$1,881.00	\$2,481.00	\$3,081.00	\$4,281.00
Jessie Collura	\$471.50	\$1,328.50	\$1,928.50	\$2,528.50	\$3,128.50	\$4,328.50
Karen Willey	\$462.00	\$1,338.00	\$1,938.00	\$2,538.00	\$3,138.00	\$4,338.00
Angie Freeman	\$426.50	\$1,373.50	\$1,973.50	\$2,573.50	\$3,173.50	\$4,373.50
Kelly Perfect	\$403.50	\$1,396.50	\$1,996.50	\$2,596.50	\$3,196.50	\$4,396.50

## FEBRUARY - LOVE YOUR BODY



February is all about spreading love, and what better way to celebrate than by showing some love to your amazing customers?

Here is a promo idea for February: a Love Your Body promo. When your customers indulge in the goodness of our body products and purchase any 3 items, they unlock an exclusive offer: our beloved Satin Lips product at HALF PRICE!

Let's make this February a month of self-love and appreciation, both for ourselves and for our amazing customers!

[Download](#)



It's time to grab your headphones, crank up the volume, and get ready to level up your Mary Kay business with the latest edition of Another Round of the Applause podcast!

This amazing resource is packed with inspiration, tips, and stories to help you crush your goals and build your business.

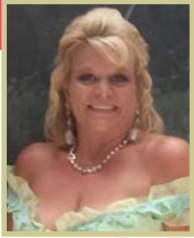
Click the link, hit play and let the inspiration flow!

[Download](#)



# Reaching for the Ring

## TOP IN SALES COMPANY COURT OF SALES



Carol  
Scarbro



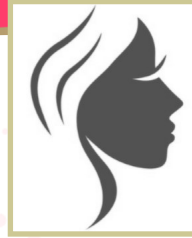
Kathleen  
Moran



Sharon  
Albarano



Donna  
Parker



Angela  
Yancey

### CONSULTANT

Carol Scarbro  
Kathleen Moran  
Sharon Albarano  
Donna Parker  
Angela Yancey  
Annie Rupp  
Juanita Zeigler  
Mary Lynn Carnovale  
Deborah Hipp  
Hilary Pogasic

### YTD RETAIL

\$ 14,661.00  
\$ 11,641.00  
\$ 11,397.00  
\$ 7,239.00  
\$ 4,209.00  
\$ 4,114.00  
\$ 3,447.00  
\$ 3,219.00  
\$ 3,187.00  
\$ 2,966.00

## TOP IN SHARING COMPANY COURT OF SHARING



Deborah Hipp



Sharon Albarano



This could be YOU!

### RECRUITER

Deborah Hipp  
Sharon Albarano

### NEW TEAM MBERS

1  
1

### YTD COMMISION

\$ 96.00  
\$ 72.00

## 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!

## MARCH BIRTHDAYS

CONSULTANT	DATE	CONSULTANT	DATE
Donna Parker	1	Angelique Wilt	13
Jessie Collura	2	Catherine Marshall	15
Judy Coutts	2	Deborah Hipp	22
Bethany Reed	4	Letitia Neuder	24
Mary Jane Loy	8	Natalya Vartanova	24
Hilary Pogasic	8	Lisa Goldman	28
Barbara Uadiski	8	Donna Pielmeier-Sipes	30
Wendy Foreman	10	Beth Mitchell	31

## MK ANNIVERSARIES

CONSULTANT	YEARS	CONSULTANT	YEARS
Deborah Flanagan	31	Nancy Glass	15
Betty Rattray	21	Lorie MCCuller	11
Diane Kos	21	Stephanie Owens	9
Ellen Kelly	21	Susan Rohall	5
Annie Rupp	20		

## LOOK WHO INVESTED

Mary Lynn Carnovale	\$ 772.50	Karen Bilchak	\$ 277.00	Joanna Cordova	\$ 229.00
Donna Parker	\$ 708.00	Adana Hooten	\$ 250.50	April Weiss	\$ 229.00
Carol Scarbro	\$ 632.50	Kate Griffey	\$ 250.00	Debbie Seib	\$ 225.00
Kathleen Moran	\$ 610.50	Carol Rosenberger	\$ 247.50	Natalya Vartanova	\$ 225.00
Annie Rupp	\$ 542.00	Nancy Lundy	\$ 243.00	Carol Bores	\$ 201.50
Diane Kos	\$ 521.00	Laura Burget	\$ 240.00	Carol Staebler	\$ 192.00
R. Kim Young	\$ 519.00	Donna Pielmeier-Sipes	\$ 239.50	Shari Repoff	\$ 116.00
Jessie Collura	\$ 471.50	Lorie MCCuller	\$ 238.00	Hilary Pogasic	\$ 86.50
Sandra Clark	\$ 359.50	Karen Willey	\$ 237.00	Juanita Zeigler	\$ 71.00
Rhonda Myers	\$ 353.00	Susan Rohall	\$ 236.00	Faith Palumbo	\$ 36.00
Deborah Hipp	\$ 339.50	Ellen Kelly	\$ 234.75	Lori Rimbeck	\$ 20.00
Mary Jo Fiore	\$ 326.50	Judy Snyder	\$ 234.00	Connie Russo	\$ 626.00
Lisa Jefferson	\$ 303.00	Donna Crawford	\$ 230.00		

 ON-TARGET for Year Long Consistency

## LOVE CHECKS

Judy Snyder	\$259.50	8%	Deborah Hipp	\$52.23	6%	Kathleen Moran	\$10.02	4%
Luree Hendrick	\$186.21	9%	Genie Bilko	\$12.12	4%	Connie Russo	\$336.70	13%
Donna Parker	\$116.96	9%						

Does not include Unit Commissions and Bonuses

**"The first step is the hardest – making the commitment to yourself, for yourself." - Mary Kay Ash**



# Steppin' Up The Ladder



## SENIOR CONSULTANT

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

Sharon Albarano  
Kate Griffey  
Mary Jo Fiore  
Carol Scarbro



## 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  
Kathleen Moran  
Judy Snyder



## 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

I *Love* TO TREAT YOU!  
PICK A HEART TO REVEAL WHAT YOU HAVE *won!*



PICK A NUMBER,  
AND I'LL MESSAGE YOU WITH THE SPECIAL DEAL!

## SWEET TREATS

Looking for a February sales idea?

Dive into the love season with a "Pick a Heart" promo! Share the image with your customers through text or social media, and try out this engaging script:

"I'm sharing the love with a limited-time giveaway! Pick a heart, comment or text your number, and I'll reveal the surprise waiting for you!"

Once they've chosen a number, send them their surprise. You can get creative and design your own or click the button to use some pre-made surprises. Let the love-filled fun begin!

Download



# A BEAUTY BRIEFING WITH Connie



Starting February 16th, select Mary Kay products will be experiencing a slight price adjustment.

Click the link for a full list of what will receive a price increase. Stock up on your favorite Mary Kay essentials at the current prices!



Spring PCD  
Look Who Participated

Kathleen Moran  
Donna Parker  
Sharon Albarano  
Juanita Zeigler  
Deborah Hipp  
Luree Hendrick  
Annie Rupp  
Judy Coutts  
Debbie Seib  
Sandra Clark  
Connie Russo



WELCOME  
NEW  
CONSULTANTS

**Lisa Jefferson**

From HARRISBURG, PA  
Sponsored by Genie Bilko

Hello February - the month of LOVE! Get ready to LEAP into success with enthusiasm and share what you love about your business! I love sharing everything Mary Kay with my team and my customers!

Here are a just a few reasons to love the business we're in:

- Flexibility to work where and when you want
- Impact opportunities - Sharing our "Whys" with others and helping them build their dreams
- Staying Accountable
- Inspirational Training
- No territories
- No quotas
- Lifting others up
- Encouragement from like-minded leaders
- Sharing our products - we have the best of the best!

What do YOU love about your Mary Kay business? Let me know where your Pink dreams are leading you. With hard work, dedication, and determination we can turn DREAMS into REALITY!

Love and belief,

Connie

Ps. Remember to take advantage of the extra Leap Day this month!

## 29 DAYS OF LOVE - VIDEO SERIES



February just got a whole lot sweeter with the 29 Days of Love Video Series! Think of it as a daily dose of inspiration, motivation, and practical know-how to supercharge your team and boost sales! A NEW video will be shared every day, so click below for some inspiration!

No matter where you are in your Mary Kay journey, there's something for everyone in this exciting series!

Watch

# February's Special Deals

## 50% off

One Item of Your Choice  
for Every \$50 Purchase  
(\$200 purchase = 4 1/2 price specials)

### Fanorama Lash Love Mascara

Catch everyone's eye with a pair of ultrafluttery and fully fanned-out lashes.



~~\$16~~ \$8

### Chocolate & Roses Glam

A complete look perfect for the month including 4 eyeshadows & petite palette.



~~\$42~~ \$21

### Crease Brush

Synthetic bristles are compatible with liquid, cream and powder.



~~\$12~~ \$6

### Targeted Action Toning Lotion

Hydrates skin, helps firm, define and tone the body.



~~\$34~~ \$17

### TimeWise Antioxidant Moisturizer

This antioxidant-rich moisturizer helps reduce the look of fine lines and wrinkles. Boosts hydration for 12 hours. Available in Normal/Dry & Combo/Oily formulas.



~~\$34~~ \$17

### Hydrogel Eye Patches

Hydrate, cool, soothe & depuff your eyes in just 20 minutes. (30 pairs)



~~\$40~~ \$20

### Foundation Primer

Enhances foundation benefits & extends wear.



~~\$20~~ \$10

### Satin Lips Set

Leave dry, chapped lips behind. Create the perfect kissable lips & moisturize in two easy steps.



~~\$22~~ \$11

### Thinking of Love Perfume

Created with notes to inspire romantic moments & memories.



~~\$36~~ \$18

### True Original® Cologne Spray

A fresh, clean scent for the truly original man



~~\$42~~ \$21

### Botanical Effects Cleansing Gel

Packed with antioxidants, this sensitive-skin-friendly cleanser features dragon fruit extract and aloe.



~~\$20~~ \$10





**\$28**

Mineral Facial  
Sunscreen Broad  
Spectrum SPF 30\*

Limited-Edition†  
Mary Kay Boundless  
Blue™ Eau de  
Parfum

**\$44**



# New Spring Products

Mary Kay® Hand Cream

**\$10**







Ageless Beauty Celebration

# Spa Night

Escape the Winter Doldrums....

**Treat Your Skin to an Ultra  
Hydrating Facial Experience**  
and leave relaxed, rejuvenated and  
ready for bed!

Tuesday, March 5th 6:15-8:30

Grand Hotel, 1 Sheraton Drive, Altoona  
(across from Chick-fil-A)

Space is limited! Please RSVP by 3/4/24

Free Admission/No Purchase Necessary

Free Gift for All Attendees





# **Order of Application**

## **TimeWise Miracle Set**

*Check the products you use.*

### **Morning:**

- \_\_\_ **TW 4-in-1 Cleanser**
- \_\_\_ Microderm 1 - Refine\*
- \_\_\_ Microderm 2 - Pore Minimizer\*\*
- \_\_\_ or Revealing Facial Peel\*
- \_\_\_ or Charcoal Mask\* and/or
- \_\_\_ Moisture Renewing Gel Mask\*
- \_\_\_ Acne Products\*\*
- \_\_\_ Boosters\*\*\*
- \_\_\_ Serum C+EE
- \_\_\_ Volu-Fill Deep Wrinkle Filler
- \_\_\_ **TW Antioxidant Moisturizer**
- \_\_\_ **TW Daytime Recovery**
- \_\_\_ Indulge Soothing Eye Gel
- \_\_\_ **TW Eye Cream**
- \_\_\_ Satin Lips (Mask/Balm)\*\*\*\*\*
- \_\_\_ Foundation Primer
- \_\_\_ Foundation
- \_\_\_ Undereye Corrector
- \_\_\_ Perfecting Concealer
- \_\_\_ Eye Primer
- \_\_\_ Color Cosmetics

\*Can use Microderm, Facial Peel, Charcoal Mask 2-3 x per week AM or PM. If using more than one, alternate products and leave at least one day between applications. Leave on only as time is indicated. Do not use these on same nights as Retinol 0.5. However, Moisture Renewing Gel Mask (MRGM) **can** be used at the same night as Retinol 0.5 2-3X week, even after Microderm, Facial Peel or Charcoal Mask as a removable product. **Or**, (MRGM) can be **left on** as the last step in your nighttime routine. None of the products above should be used during retinization.

### **Evening:**

- \_\_\_ Micellar Water
- \_\_\_ Eye Makeup Remover
- \_\_\_ **TW 4-in-1 Cleanser**
- \_\_\_ Microderm 1 - Refine\*
- \_\_\_ Microderm 2 - Pore Minimizer\*\*
- \_\_\_ or Revealing Facial Peel\*
- \_\_\_ or Charcoal Mask\* and/or
- \_\_\_ Moisture Renewing Gel Mask\*
- \_\_\_ Acne Products\*\*
- \_\_\_ Boosters\*\*\*
- \_\_\_ Retinol\*\*\*\*and Milk
- \_\_\_ Serum C+E\*\*\*\*\*
- \_\_\_ Volu-Fill Deep Wrinkle Filler
- \_\_\_ **TW Nighttime Recovery**
- \_\_\_ **TW Antioxidant Moisturizer**
- \_\_\_ Indulge Soothing Eye Gel
- \_\_\_ **TW Eye Cream**
- \_\_\_ Satin Lips (Sugar Scrub/Balm)\*\*\*\*\*
- \_\_\_ Moist. Renewing Gel Mask (leave on)

\*\*Pore minimizer **can** be used daily AM and PM after acne products. However, acne products should **not** be used on Microderm Refine or on Retinol 0.5 days and not at all during retinization. After retinization, introduce as spot use only.

\*\*\*Ask your consultant.

\*\*\*\*Complete retinization process prior to regular use.

\*\*\*\*\*Don't use Serum C+E during retinization or nights using Retinol 0.5.

\*\*\*\*\*Use Satin Lips Sugar Scrub AM or PM 1-2x week, however, the Balm can be used as often as desired.

Note 1: Use Eye Patches on clean skin but **not** at the same time as Retinol 0.5.





# **Order of Application**

## **TimeWise Repair Volu-Firm Set**

*Check the products you use.*

### **Morning:**

- \_\_\_ **VF Foaming Cleanser**
- \_\_\_ Microderm 1 - Refine\*
- \_\_\_ Microderm 2 - Pore Minimizer\*\*
- \_\_\_ or Revealing Facial Peel\*
- \_\_\_ or Charcoal Mask\* and/or
- \_\_\_ Moisture Renewing Gel Mask\*
- \_\_\_ Acne Products\*\*
- \_\_\_ Boosters\*\*\*
- \_\_\_ **VF Lifting Serum**
- \_\_\_ and/or Serum C+E
- \_\_\_ Volu-Fill Deep Wrinkle Filler
- \_\_\_ **VF Day Cream w/ spf**
- \_\_\_ Indulge Soothing Eye Gel
- \_\_\_ **VF Eye Renewal Cream**
- \_\_\_ Satin Lips (Mask/Balm)\*\*\*\*\*
- \_\_\_ Foundation Primer
- \_\_\_ Foundation
- \_\_\_ Undereye Corrector
- \_\_\_ Perfecting Concealer
- \_\_\_ Eye Primer
- \_\_\_ Color Cosmetics

\*Can use Microderm, Facial Peel, Charcoal Mask 2-3 X per week AM or PM. If using more than one, alternate products and leave at least one day between applications. Leave on only as time is indicated. Do not use these on same nights as Retinol 0.5. However, Moisture Renewing Gel Mask **can** be used on the same night as Retinol 0.5 2-3X week as a removable product, even after Microderm, Facial Peel or Charcoal Mask. **Or**, it can be **left on** as the last step in your nighttime routine. None of the products above should be used during retinization.

### **Evening:**

- \_\_\_ Micellar Water
- \_\_\_ Eye Makeup Remover
- \_\_\_ **VF Foaming Cleanser**
- \_\_\_ Microderm 1 - Refine\*
- \_\_\_ Microderm 2 - Pore Minimizer\*\*
- \_\_\_ or Revealing Facial Peel\*
- \_\_\_ or Charcoal Mask\* and/or
- \_\_\_ Moisture Renewing Gel Mask\*
- \_\_\_ Acne Products\*\*
- \_\_\_ Boosters \*\*\*
- \_\_\_ Retinol\*\*\*\*and Milk
- \_\_\_ **VF Lifting Serum**
- \_\_\_ and/or Serum C+E\*\*\*\*\*
- \_\_\_ Volu-Fill Deep Wrinkle Filler
- \_\_\_ **VF Night Cream**
- \_\_\_ Indulge Soothing Eye Gel
- \_\_\_ **VF Eye Renewal Cream**
- \_\_\_ Satin Lips (Mask/Balm)\*\*\*\*\*
- \_\_\_ Moist. Renewing Gel Mask (leave on)

\*\*Pore minimizer **can** be used daily AM and PM after acne products. However, acne products should **not** be used on Microderm Refine or on Retinol 0.5 days and not at all during retinization. After retinization, introduce as spot use only.

\*\*\*Ask your consultant.

\*\*\*\*Complete retinization process prior to regular use.

\*\*\*\*\*Don't use Serum C+E during retinization or nights using Retinol 0.5.

\*\*\*\*\*Use Satin Lips Sugar Scrub AM or PM 1-2x week. however, the Balm can be used as often as desired.

Note 1: Use Eye Patches on clean skin but **not** at the same time as Retinol 0.5.

Note 2: Use Undereye Puffiness Reducer on clean dry skin.

# UPCOMING PRICE ADJUSTMENTS

## FOR SELECT SECTION 1 PRODUCTS

SKIN CARE	
DESCRIPTION	NEW PRICE
TimeWise® Moisture Renewing Gel Mask	\$26.00
TimeWise® 3-in-1 Cleansing Bar (with soap dish)	\$26.00
Clear Proof® Acne System	\$56.00
Clear Proof® Blemish Control Toner*	\$18.00
Clear Proof® Deep-Cleansing Charcoal Mask	\$26.00
Clear Proof® Acne Treatment Gel*	\$14.00
Clear Proof The Go Set*	\$26.00
Clear Proof® Clarifying Cleansing Gel*	\$20.00
Clear Proof® Oil-Free Moisturizer for Acne-Prone Skin	\$22.00

CUSTOMIZED SKIN CARE	
DESCRIPTION	NEW PRICE
Mary Kay® Instant Puffiness Reducer	\$38.00
Mary Kay® Extra Emollient Night Cream	\$18.00
Mary Kay® Intense Moisturizing Cream	\$36.00
Mary Kay® Oil-Free Hydrating Gel	\$36.00

COLOR COSMETICS	
DESCRIPTION	NEW PRICE
Mary Kay® Supreme Hydrating Lipstick (all shades)	\$20.00
Mary Kay® Gel Semi-Shine Lipstick (all shades)	\$20.00
Mary Kay® Gel Semi-Matte Lipstick (all shades)	\$20.00
Mary Kay Unlimited® Lip Gloss (all shades)	\$18.00

BEAUTY TOOLS	
DESCRIPTION	NEW PRICE
Mary Kay Pro Palette®	\$28.00
Mary Kay Perfect Palette®	\$20.00

BODY CARE	
DESCRIPTION	NEW PRICE
Mary Kay® Hydrating Lotion	\$18.00
Mary Kay® 2-In-1 Body Wash & Shave	\$18.00
White Tea & Citrus Satin Hands® Pampering Set	\$38.00
Fragrance-Free Satin Hands® Pampering Set	\$38.00
White Tea & Citrus Satin Body® Indulgent Shea Wash	\$22.00
White Tea & Citrus Satin Body® Silkening Shea Lotion	\$22.00

White Tea & Citrus Satin Body® Revitalizing Shea Scrub	\$22.00
White Tea & Citrus Satin Body® Whipped Shea Crème	\$26.00
Mary Kay® Apple & Almond Scented Shower Gel	\$16.00
Mary Kay® Apple & Almond Scented Body Lotion	\$16.00
Mary Kay® Berry & Vanilla Scented Shower Gel	\$16.00
Mary Kay® Berry & Vanilla Scented Body Lotion	\$16.00

MARY KAY®

\*Over-the-counter drug product  
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# News

PRODUCT PHASING OUT	X PER IBC IN TOTAL	ADDITIONAL INFORMATION
<i>Skinvigate Sonic™</i> Skin Care System (Includes device, one Facial Cleansing Brush Head and USB cord)	5 per IBC	No replacement for the <i>Skinvigate Sonic™</i> devices or replacement heads.  These products will move to While Supplies Last* on 2/16/24.
<i>Skinvigate Sonic™</i> Facial Cleansing Brush Heads, pk./2	5 per IBC	
<i>Skinvigate Sonic™</i> Facial Massage Head	NO LIMITS	
<i>MKMen®</i> Shave Foam	3 per IBC	No replacement for <i>MKMen®</i> Shave Foam. This product will move to While Supplies Last* on 2/16/24.
<i>MKMen®</i> Skin Care Regimen Bundle: (Includes <i>MKMen®</i> Daily Facial Wash, <i>MKMen®</i> Shave Foam, <i>MKMen®</i> Cooling After-Shave Gel and <i>MKMen®</i> Advanced Facial Hydrator Sunscreen Broad Spectrum SPF 30)	3 per IBC	This product will move to While Supplies Last* on 2/16/24.  At the same time, an <b>updated <i>MKMen®</i> Skin Care Regimen Bundle</b> will be added to online ordering and will include <i>MKMen®</i> Daily Facial Wash, <i>MKMen®</i> Cooling After-Shave Gel and <i>MKMen®</i> Advanced Facial Hydrator Sunscreen SPF Broad Spectrum SPF 30.
<i>Mary Kay®</i> Ultimate Mascara™ Sample (Black), pk. 6	NO LIMITS	Independent Beauty Consultants can use the retail-size <i>Mary Kay®</i> Ultimate Mascara™ with Section 2 <i>Mary Kay®</i> Ultimate Mascara™ sample wands/pk. 15. This will be moved to While Supplies Last on 2/16/24.

## Gifting Made Special

Available to order on Feb. 15!



These newly rebranded **Mary Kay® Plastic Shopping Bags** are perfect for product orders and gift-giving. Available on Section 2.

The current shopping bags will move to While Supplies Last when the new rebranded bags launch.

**Small, pk./100, \$7.50**

**Large, pk./50, \$8.50**

Click for [PRODUCT STRATEGIES](#) Video

# MARY KAY

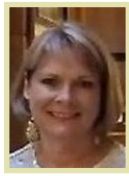
## New Year, New Look!

Our name – Mary Kay – plays a vital role in representing the brand. That's why we have crafted a new primary *Mary Kay®* logo, you know it from the *TimeWise® Miracle Set®* packaging! This modern and bold adaptation represents our commitment to standing out and reaching new audiences in an ever-changing marketplace.

You'll see it in the Spring issue of *The Look* and on packaging as we launch new products. We believe that this new logo will play a pivotal role in maintaining timeless brand recognition, raising awareness and enhancing visibility for Mary Kay.



## 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

**Feb 2** - Reg opens for 1st week of CC

**Feb 3** - Reg opens for 2nd week of CC

**Feb 8** - Spring Look Book begins mailing

**Feb 14** - Valentine's Day

**Feb 28** - Last day to place telephone orders

**Feb 29** - Last day to place on-line orders

**Mar 5** - Spa Night at the Grand Hotel—6:15pm

**Mar 15** - Quarter 3 Star Contest Ends

**Mar 16** - Quarter 4 Star Contest Begins

**Mar 30** - Last day to place telephone orders

**Mar 31** - Last day to place on-line orders



When you order \$600+ whsl in  
FEBRUARY, you will receive these  
**WING-INSPIRED EARRINGS**  
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.