



Melanie's Mighty Miracles

DECEMBER NEWSLETTER WITH NOVEMBER RESULTS

QUEEN OF WHOLESALE



Toni Tippett-Hayes

PROUD RED



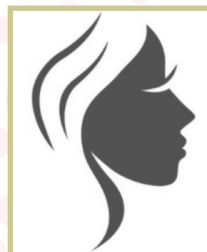
Toni Tippett-Hayes



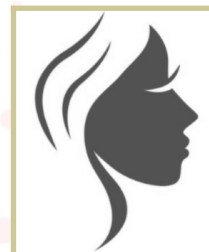
SOAR November Achievers



Toni Tippett-Hayes



Mitzi Roby



Tina Donaldson



Jeanette Aley



Betty Miller



Melanie Simone



★ Quarter 2 On-Target Stars ★

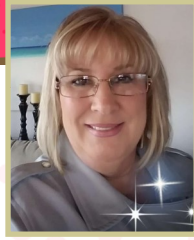
Name	Whsl \$ + TB*	Sapphire	Ruby	Diamond	Emerald	Pearl
Toni Tippett-Hayes	\$ 4,340.50	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 459.50
Mitzi Roby	\$ 1,485.05	\$ 314.95	\$ 914.95	\$1,514.95	\$2,114.95	\$3,314.95
April Conley	\$ 1,219.50	\$ 580.50	\$1,180.50	\$1,780.50	\$2,380.50	\$3,580.50
Betty Miller	\$ 1,206.80	\$ 593.20	\$1,193.20	\$1,793.20	\$2,393.20	\$3,593.20
Tina Donaldson	\$ 804.00	\$ 996.00	\$1,596.00	\$2,196.00	\$2,796.00	\$3,996.00
Sheila Brannan	\$ 650.00	\$1,150.00	\$1,750.00	\$2,350.00	\$2,950.00	\$4,150.00
Jeanette Aley	\$ 626.00	\$1,174.00	\$1,774.00	\$2,374.00	\$2,974.00	\$4,174.00
Brenda Huntington	\$ 593.70	\$1,206.30	\$1,806.30	\$2,406.30	\$3,006.30	\$4,206.30
Ellen Avery	\$ 421.00	\$1,379.00	\$1,979.00	\$2,579.00	\$3,179.00	\$4,379.00
Francine Hill	\$ 414.20	\$1,385.80	\$1,985.80	\$2,585.80	\$3,185.80	\$4,385.80
Cathy Osborne	\$ 413.50	\$1,386.50	\$1,986.50	\$2,586.50	\$3,186.50	\$4,386.50

Shooting for the Stars!

TOP IN SALES COMPANY COURT OF SALES



Toni Tippet-Hayes



Cindy Wolfe



Betty Miller

CONSULTANT

- 1 Toni Tippet-Hayes
- 2 Cindy Wolfe
- 3 Betty Miller
- 4 Joni Fernbaugh
- 5 Mitzi Roby
- 6 April Conley
- 7 Sheila Brannan
- 8 Angie Montellano
- 9 Toni Babuchiwski
- 10 Tina Donaldson

YTD RETAIL

\$ 9,567.00
\$ 6,407.00
\$ 5,637.00
\$ 3,630.00
\$ 3,447.00
\$ 3,001.00
\$ 2,909.00
\$ 2,899.00
\$ 1,856.00
\$ 1,608.00

TOP IN SHARING COMPANY COURT OF SHARING



Toni Tippet-Hayes

RECRUITER

Toni Tippet-Hayes



This could be YOU!

SEM QUAL

2



This could be YOU!

YTD COMM

\$ 324.00

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

"Success is not a selfish object. There is no way you can succeed unless you find a need and fill it, find a hurt and heal it; find a problem and solve it. If you're in business, people aren't going to come to your store because of your name and fame. They will come only if you can help them." - Mary Kay Ash

Celebrating You!

JANUARY BIRTHDAYS

CONSULTANT

Vickie Frederick
Ellen Avery
Jennifer Dahlmann
Joni Fernbaugh
Cyndi Parker
Erin Miller
April Conley
Melanie Simone
Bernice Singleton
Donna Sexton

DATE

01 January
02 January
03 January
09 January
10 January
19 January
20 January
26 January
27 January
28 January

MK ANNIVERSARIES


CONSULTANT


Erin Miller
Joni Fernbaugh
Cheryl Szabolscky
Melinda Godfrey

YEARS

21
10
7
3

LOOK WHO INVESTED

 Toni Tippet-Hayes	\$ 1,613.50	Katy Gates	\$ 310.00	Joy Perrin	\$ 226.00
Mitzi Roby	\$ 1,427.55	Angie Montellano	\$ 302.10	Cheryl Szabolscky	\$ 225.00
Tina Donaldson	\$ 804.00	Francine Hill	\$ 253.20	Cathy Osborne	\$ 140.00
Jeanette Aley	\$ 626.00	Sharon Sperlbaum	\$ 249.00	Ellen Avery	\$ 111.00
Betty Miller	\$ 604.80	Mikailyn Sabater	\$ 241.00	Dawn Gardiner	\$ 87.00
Sheila Brannan	\$ 371.00	Vickie Frederick	\$ 237.50	Kendra Dove	\$ 14.00
Cindy Wolfe	\$ 366.20	Maria Whedbee	\$ 233.00	Bernice Singleton	\$ 11.00
Brenda Huntington	\$ 332.20	Donna Sexton	\$ 226.50	Melanie Simone	\$ 1,723.90

 ON-TARGET for Year Long Consistency

Thank You



for supporting my small business.

SHOWING GRATITUDE WITH A NOTE

In this fast-paced world, the simple act of expressing gratitude through thank-you notes can make a significant impact on your customers.

Thank-you notes add a personal touch that sets your Mary Kay business apart. It shows that you value and appreciate them beyond the transaction.

Incorporating thank-you notes into your MK business strategy is a simple yet powerful way to enhance customer service, build lasting relationships, and distinguish your brand. It's a practice that not only expresses appreciation but also contributes to the overall success and growth of your business.



Steppin' Up The Ladder



SENIOR CONSULTANT

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

Melinda Godfrey
Francine A. Hill
Diana L. Paton
Jennifer Patterson



STAR TEAM BUILDER

3-4 Active Team Members
4, 6 or 8% Commissions
50% Discount on Red Jacket
\$50 Team Building Bonuses



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)



Toni L. Tippet-Hayes

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

2024 NEW YEAR, NEW YOU PARTY

Give your skin the attention it deserves. Add more color to your look.
I can help you achieve all of your skin care resolutions in 2024!



As we get ready to step into a brand new year, it's the perfect time to inspire and empower your customers with a "New Year, New You" beauty experience!

Why Host a New Year, New You Party?

1. Fresh Start: Everyone loves a fresh start, especially when it comes to their beauty routine.
2. Self-Care Celebration: Show them how Mary Kay products can be a part of their daily self-care routine.
3. Expert Tips & Tricks: Share your expertise! Offer personalized beauty tips and tricks to help them achieve their beauty goals in the coming year.
4. Exclusive Offers: Create exclusive New Year bundles or discounts to motivate your customers to kick off the year with a Mary Kay makeover.

Make this New Year, New You party a celebration of beauty, empowerment, and a fabulous start to 2024!

A BEAUTY BRIEFING WITH *Melanie*

If your actions
inspire others to
dream more, *learn* more,
do more and *become* more,
you **ARE** a leader.

~ John Quincy Adams



Ready to enhance your customers' beauty experience? Enroll them in the Spring Preferred Customer Program starting on 12/19! They'll receive their exclusive Spring Look Book, and you'll enjoy early ordering privileges - saving both time and money!



WELCOME
NEW
CONSULTANTS

Mitzi Roby

From CHESAPEAKE BEACH, MD
Sponsored by Melanie Simone

The holiday season is well underway, Quarter 2 is coming to a close, and we are nearly halfway through our Soar Like Never Before challenge! This month our theme is "Glow with Gratitude", what a perfect time to embrace your Pink Passion and let your light shine!

A few ideas to embrace your pink passion this month:

Try a new product - Have you had a chance to try the reimaged Miracle Set, the improved formula Oil-Free Makeup Remover, new Waterproof eyeliners, or one of our sensational Limited-Edition products?

Showcase your favorites - With so many best sellers and Good Housekeeping Seal of Approval winners, be sure to share YOUR favorites. Share your favorites at parties, one on one facials, product demos or on social media. Your customers want to hear from YOU!

Shop from your own store - A great way to support your business is to shop your business. Who would you like to celebrate this month with a gift of wonderful skincare or top-notch beauty products?

Share the opportunity - One of the best ways to honor Mary Kay is to share your passion and dream with others. Maybe your pink passion is full-time, part-time, or somewhere in between, give someone else the opportunity to dream with their vision by sharing how Mary Kay "Just Fits".

And of course, as you are winding down 2023, keep looking ahead to the New Year, spend time with family and friends, indulge in well-deserved self-care and marvel at the magic of the season.

I truly appreciate you and look forward as we SOAR into the new year together!

Love and belief,

Melanie

MK SITES UNAVAILABLE FOR MAINTENANCE



Heads up! Please note that all Mary Kay websites will be temporarily unavailable on the following dates:

- December 16th to December 17th
- December 24th to December 25th


During these brief periods, MK online platforms will be undergoing changes and maintenance to enhance your overall experience. Be sure to plan your online activities around these dates and finalize any transactions or checkouts before the maintenance window begins.

Details

CELEBRATE. AMAZE. SPARKLE.

DECEMBER

- Continue to hold virtual or in-person beauty experiences, skin care parties and open houses.
- Sell through your giftables and holiday products. Carry products with you throughout the month; you may be surprised at how many people you can sell to as you are out and about.
- Offer holiday-themed beauty experiences and skin care parties. For example: You could offer your customers a holiday makeover party where they can invite some of their friends and get ready together before a festive night out.
- Review your customers' holiday wish lists, and connect with those buying gifts for them.
- Book New Year, New You! makeovers for January to keep your holiday momentum going into the new year.
- As always, thank everyone who purchased from you this holiday season by sending them a thank-you message. This is a great way to follow up with your customers and ask if there is anything else you can help them with. You can also include a link to the *Mary Kay*® Interactive Catalog in your thank-you message to see if there are any more holiday products that catch their eyes.
- This is also a good time to ask them if starting a Mary Kay business can fit into their lives. Consider sharing one of the *Why It Just Fits* videos with potential team members.



“Behind every achievement, large or small, lies a plan. If you really want to get things done, the sooner you learn how to plan, the better.”

– Mary Kay Ash



9 Great Reasons

to start a MK Business
This Holiday Season

Pink
SUCCESS



Get your gifts
for friends and family
(and yourself!)
at 50% off



Earn extra spending
money for your
holiday shopping - debt
free holiday!



You could earn prizes just
for running your business -
who doesn't love extra
presents?



MK products are
consumable, meaning
with every holiday sale,
you are building a
reorder business for the
rest of the year!



You can sell in a variety
of ways - online, in
person, with Look Books,
on social media, and
via text.



You can have a
temporary holiday
business, or continue on
through the year - it's up
to you!



MK has products for
everyone - skincare,
cosmetics, fragrance, &
men's products, so you
can sell to anyone!



You make your own
schedule, fit it in where
you can and balance
with family!



You're in business for
yourself - but not by
yourself. Your sales
director can help you
build a holiday sales plan
to meet your goals!

Melanie's Mighty Miracles



Melanie Simone

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important dates

Dec 15 - Quarter 2 Ends

Dec 16 - Quarter 3 Begins

Dec 16, 17 - No Access to Mary Kay systems*

Dec 18 - Mary Kay systems available

Dec 19 - Spring PCP Begins

Dec 24, 25 - No Access to Mary Kay systems*

Dec 25 - Merry Christmas

Dec 26 - Mary Kay systems available

Dec 29 - Last day to place telephone orders

Dec 31 - Last day to place on-line orders

Jan 1 - New Year's Day

Jan 30 - Last day to place telephone orders

Jan 31 - Last day to place on-line orders

*No access to Mary Kay InTouch, Online Ordering Mary Kay Personal Web Site, marykay.com and all apps that integrate with Mary Kay systems.



When you order \$600+ whsl in
DECEMBER, you will receive this pink
JEWELRY CASE
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.