



Treasures Xpress

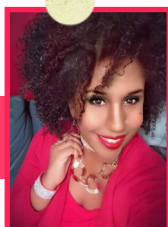
January Newsletter with December Results

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



Mandy Gossom
Star Team
Builder



Diane Murphy
Star Team
Builder



Linda Nichols
Star Team
Builder



Pam Merrick
Star Team
Builder

Diana Alderette
Glenda Douglas
Joann Johnson
Kara Milbrath

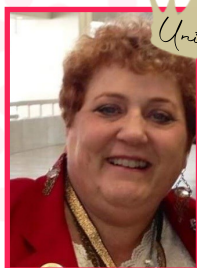
Donna Reeves
Cheri Scott
Jennifer Segner

MONTHLY TOP 5 WHOLESALE ORDERS



Amibeth Blair

\$754.50



Nancy Glass
\$700.50



Jennifer Segner
\$663



Diane Murphy
\$606



Lucille Anderson
\$443.50

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

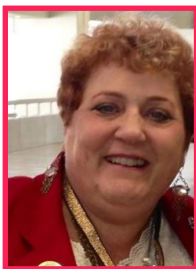
\$10,000 rs/ \$5,000 whsl
\$400 whsl monthly

YEAR TO DATE TOP 5 COURT OF SALES



Diane Murphy
\$8,820

Queen



Nancy Glass
\$6,819



Jennifer Segner
\$6,538



Debra Allen
\$6,480



Cara Robinson
\$4,278

WELCOME

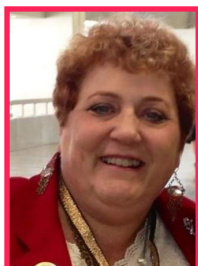
- Christy McDonald is the newest team member of Tracy Norris.



Who will be next?

Queen of Sharing

QUARTER 2 STARS



Nancy Glass
DIAMOND



Diane Murphy
RUBY



Jennifer Segner
SAPPHIRE



Tracy Norris
EMERALD



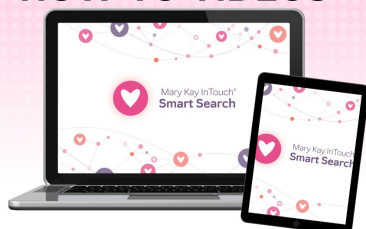
Enroll

Help your customers elevate their self-care routine with the Spring issue of The Look! Enroll your customers for 90¢ per name and they'll receive an exclusive FREE sample.

Enrollment closes on Jan. 17, 2024.

NEW INTOUCH HOW TO VIDEOS

NEW INTOUCH HOW-TO VIDEOS



CHECK THEM OUT TODAY

Details

Our new Intouch platform is packed with features, but to truly tap into its beauty, you have to see it in action! That's where our awesome tutorial videos come in! They're like your personal MK Intouch guide, helping you through every step.

Trust me, these videos are not just informative; they're fun! You'll be navigating MK Intouch like a pro in no time, with a sprinkle of Mary Kay inspiration to fuel your fire.

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

Hello
January

A Note from Tracy

Happy New Year!! What an exciting time to be part of Mary Kay! No matter how you finished 2023, this is the perfect time to reflect on your goals and plan your steps to where you are going.

Fine tune your focus and get excited for the second half of the Mary Kay year as we **SOAR in 2024!**

Here are a few ideas to **MAKE AN IMPACT** the Mary Kay way.

Make the most of everyday encounters!

Make a difference. What one thing can you do today?

Make a plan for the week – month – quarter – year.

Make time for your business – your dreams – yourself.

Make every moment count!

Remember to keep familiarizing yourself with the updated Mary Kay In-Touch and let me know what **you** are most excited about right now. I am so excited to see where the new year takes us!

What you believe, remember, you can achieve. – Mary Kay Ash

Love and belief,

Tracy



Tracy Norris
Independent Sales Director
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HAPPY BIRTHDAY

Sandy Pierce	2 February
Janel Olson	7 February
Carrie Downing	11 February
Cara Robinson	13 February
Rebecca Meadors	15 February
Rita Stephenson	20 February
Peggy Comer	24 February
Della Hare	27 February
Kacie Pennington Hood	27 February
Michelle Williams	27 February
Michelle Black	28 February
Cindy Fyffe	28 February

HAPPY ANNIVERSARY

Sheila Dillingham	43
Cindy Fyffe	29
Erin Stewart	12
Jenna O'Connell	6
Susan Rhodes	5
Dana Nall-Settles	3
Anissia Courtney	1
Julia Howard	1

February

Soar Like Never Before

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



DECEMBER ACHIEVERS

Amibeth Blair
Nancy Glass
Jennifer Segner
Diane Murphy
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

Diane Murphy
Tracy Norris

SIX MOST IMPORTANT THINGS LIST

From Miracles Happen by Mary Kay Ash



Early in my sales career, I heard a story that was to have a lasting effect upon me and the way I work. The subject was time management, and the story concerned by Lee, a leading efficiency expert, and Charles Schwab, president of a then-small company called Bethlehem Steel.

by Lee called on Charles Schwab and said to him, "I can increase your efficiency and your sales if you will allow me to spend 15 minutes with each of your executives."

Naturally, Schwab asked, "What will it cost me?"

"Nothing," Lee said, "unless it works. In three months, you can send me a check for whatever you think it's worth to you. Fair enough?"

Schwab agreed, so Lee spent 15 minutes with executives from the struggling young steel company and asked them to complete a single task. Every evening for the next three months, each executive was to make a list of the six most important things he had to do the next day. Finally, the executive was to rank the items in the order of importance.

"Each morning, begin with the first item on the list," she told them, and scratch it when it's finished. Just work your way right down those six items. If you don't get something finished, it goes to the next day's list."

At the end of the three-month trial, efficiency and sales had increased to such an extent that Schwab sent Lee a check for \$35,000. Now, that's still a lot of cash for such a small amount of work, but in today's money, \$35,000 would probably be the equivalent of \$350,000.

Lee was impressed with the results, but if such a list was worth the effort, he pondered the idea. So he wrote down the six most important things he had to do the next day. He had continued making

Feeling overwhelmed by your to-do list? Don't fret! Mary Kay Ash, the legendary founder herself, had a secret weapon for staying focused and productive: The Six Most Important Things List.

This simple yet powerful strategy can help you prioritize tasks, maximize your time, and crush your goals. But where did this fantastic idea come from? Read the inspiring story of how it all started!

Are you ready to give it a try? Grab a pen and paper (or use an app), start planning your tomorrow, and watch your productivity soar!

LOVE CHECKS

Pam Smither Merrick	6%	\$93.60
Diane Murphy	6%	\$40.89
Lisa Bailey	4%	\$28.78
Jennifer Segner	4%	\$12.15
Diana Alderette	4%	\$10.89
Linda Nichols	4%	\$9.52
Kara Milbrath	4%	\$2.39
Tracy Norris	9%	\$131.19

(does not include unit commissions & bonuses)

Download



Steppin' Up The Ladder



SENIOR CONSULTANT

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

Diana Alderette
Glenda Douglas
Joann Johnson
Kara Milbrath
Donna Reeves
Cheri Scott
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
Mandy Gossom
Diane Murphy
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

WEEKLY IPAs

(INCOME PRODUCING ACTIVITIES)

IPAs are important because you want to make sure you are spending your time *wisely*, on activities that are actually earning you money, instead of just keeping you busy! Each week, track your IPAs so you can see where you are spending your time and where you need to make adjustments!

IPA	SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
Get 7 new names & numbers							
Get 2 new bookings							
Hold an On-the-Go Appointment							
Hold a Facial							
Hold a Party							
Have a guest to an event							
Sell \$100							
Call 5 customers for reorders							
Share a Marketing video w/ survey							
Hold a Career Chat/Interview							
Add a new Team Member							

How many should I do?? That depends on your goals:

PART - TIME
CONSULTANT

5 IPAs/week

FULL - TIME
CONSULTANT

10 IPAs/week

ON-TARGET
CAR/DIQ

15 IPAs/week



Creating

TWO THOUSAND AND TWENTY FOUR

What would you like to be your biggest triumph in 2024?

What advice would you like to give yourself in 2024?

What is the major change you are willing to make to improve your financial results in 2024?

What would you be most happy about completing in 2024?

What major indulgence are you willing to experience in 2024?

What would you most like to change about yourself in 2024?

What are you looking forward to learning in 2024?

What is the biggest risk you are willing to take in 2024?

What about your work are you most committed to changing and improving in 2024?

What is an undeveloped talent you are willing to explore in 2024?

What brings you the most joy? How are you going to have more of that in 2024?

Who or what, other than yourself, are you most committed to loving and serving in 2024?

What one word would you like to have as your theme in 2024?

CREATED BY

NSD Kristin Sharpe



TRACY NORRIS

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important dates

Jan 1 - New Year's Day

Jan 17 - Spring PCP enrollment ends

Jan 30 - Last day to place telephone orders

Jan 31 - Last day to place on-line orders

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 27 - Last day to place telephone orders

Feb 28 - Last day to place on-line orders

To the Amazing

STAY
powerful!

soar
like never
before
MARY KAY



When you order \$600+ whsl in
JANUARY, you will receive this
ACRYLIC MEMO BOARD
from the *Soar Like Never Before* Collection.

soar
like never
before
MARY KAY



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.