



# Melanie's Mighty Miracles

OCTOBER NEWSLETTER WITH SEPTEMBER RESULTS

## QUEEN OF WHOLESALE



Joni Fernbaugh

## PROUD RED



Toni Tippet-Hayes



## SOAR September Achievers



Joni Fernbaugh



Toni Tippet-Hayes



Betty Miller



Melanie Simone



This could be YOU!



This could be YOU!

## PICK A PUMPKIN BUSINESS IDEA

### Pick a Pumpkin



Pick a pumpkin and I'll message you the special deal.  
Now-Oct 31st. Claim your prize by Oct 31.

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!"

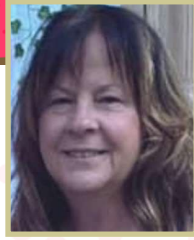
Prizes

# Shooting for the Stars!

## TOP IN SALES COMPANY COURT OF SALES



Cindy Wolfe



Toni Tippet-Hayes



Joni Fernbaugh

### CONSULTANT

- 1 Cindy Wolfe
- 2 Toni Tippet-Hayes
- 3 Joni Fernbaugh
- 4 Betty Miller
- 5 Angie Montellano
- 6 Toni Babuchiowski
- 7 Sheila Brannan
- 8 Mikailyn Sabater
- 9 Debbie Lucas
- 10 Kendra Dove

### YTD RETAIL

\$ 5,648.00  
\$ 4,167.00  
\$ 3,630.00  
\$ 3,130.00  
\$ 2,165.00  
\$ 1,856.00  
\$ 1,718.00  
\$ 1,125.00  
\$ 874.00  
\$ 804.00

## TOP IN SHARING COMPANY COURT OF SHARING



Toni Tippet-Hayes

### RECRUITER

Toni Tippet-Hayes



This could be YOU!

### SEM QUAL

1



This could be YOU!

### YTD COMM

\$ 182.00

## 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

"What you can do -- or dream you can -- begin it. Courage has genius, power and magic in it. Only engage your goals and then the mind begins to grow. Begin it and the work will be completed.

- Mary Kay Ash

# Celebrating You!

## NOVEMBER BIRTHDAYS

### CONSULTANT

### DATE

Joy Perrin  
Bethany Goodwin  
Taylor Hammett

01 November  
25 November  
25 November

## MK ANNIVERSARIES

### CONSULTANT

### YEARS

Sheila Brannan  
Mary Cook


2  
1

## LOOK WHO INVESTED

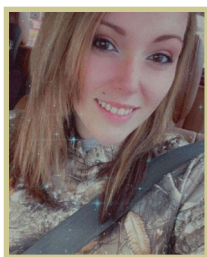
Joni Fernbaugh \$1,213.00  
Toni Tippet-Hayes \$ 855.00  
Betty Miller \$ 848.00  
Sheila Brannan \$ 421.00

Toni Babuchiwski \$ 319.00  
Ellen Avery \$ 310.00  
Francine Hill \$ 308.50  
Angie Montellano \$ 304.50

Brenda Huntington \$ 261.50  
Melinda Godfrey \$ 235.00  
Mikailyn Sabater \$ 225.00  
Debbie Lucas \$ 42.00

 ON-TARGET for Year Long Consistency

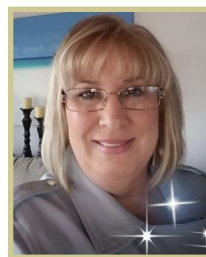
## Quarter 1 Star Achievers



Kendra Dove  
**RUBY**



Toni Tippet-Hayes  
**RUBY**



Cindy Wolfe  
**RUBY**



Joni Fernbaugh  
**SAPPHIRE**



Betty Miller  
**SAPPHIRE**



Melanie Simone  
**PEARL**





# Steppin' Up The Ladder



## SENIOR CONSULTANT

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

Melinda Godfrey  
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



Toni L. Tippet-Hayes



## 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)



## 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

## HOLIDAY SALES TRACKING

Keep Your Holiday Sales on Track with a Tracking Sheet!

Why use it?

- Stay organized: Keep tabs on your sales, appointments, leads, and bookings.
- Set goals: Track your progress toward your holiday sales goal.
- Plan ahead: Make informed decisions to maximize your time.



Download your sales tracking sheet now, and sleigh this holiday season.

## MK CONFIDENT

Supercharge your Mary Kay business with confidence? MKConfident is here to revolutionize your learning experience.

MK Confident is your go-to online platform for a fresh take on MK education. The bite-sized lessons are designed to make learning fun, accessible, and oh-so-rewarding. Complete tasks and lessons to earn recognition every step of the way!

Some Benefits:

- On Your Schedule, Your Way!
- Dive into Digital Learning!
- Earn Badges, Celebrate Wins!

Are you ready to embark on your educational adventure?



Always do your **best.**

What you *plant* now,  
you will **HARVEST** later.

~ Og Mandino



Winter **PCP**

Enroll

**ENROLLMENT DEADLINE**  
**OCTOBER 17**

Enroll today to guarantee your customers receive the Winter edition of the Look with samples.

When you enroll, you also gain early ordering privileges for our exciting new winter products!!



**WELCOME**  
**NEW**  
**CONSULTANTS**

**April Conley**

From GREAT MILLS, MD

Sponsored by Toni Tippet-Hayes

**Shawntel Young**

From BROWNINGTON, VT

Sponsored by Toni Babuchiwski

# A BEAUTY BRIEFING WITH *Melanie*

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!

*Melanie*

## **EXTENDED** INTRO OFFER & DIQ'S

Exciting Mary Kay Announcement!  
Great news, Mary Kay extended the NEW Startup Introductory Offer through Oct 31st. But that's not all—DIQs are invited to Leadership 2023 in Fort Worth, TX!

Seize this extended offer to grow your team and set your sights on attending Leadership 2024 as a DIQ or even a brand new Director! Your dreams are within reach!

DIQ Details

Start Up



# 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

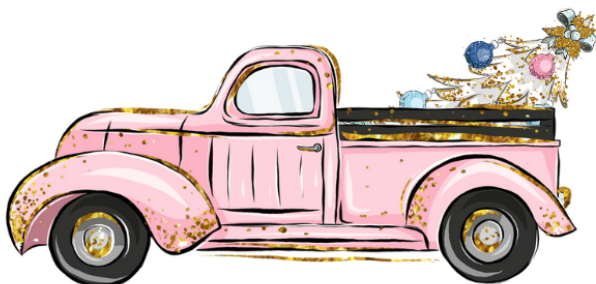
- Hold 5 Holiday Coffees
- Hold updated QVC style Holiday product FB event
- Make a Holiday Glam Look video for your FB Group and book glam parties
- Order your own gifts for friends and Family
- Send invites for open houses & follow up!
- Finish Adopt-A-Grandparent
- Get wish lists, invite guests to 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.



*Pink*  
SUCCESS



# Plan for Success



# SHOP *Til you* DROP

## CONSULTANT ONLY DRAWING

Contest Dates for this Michael Kors Bag entries for YOU and the \$500 Cash Drawing entries for customers/prospects are September 1-30, 2023\*

You will receive one entry in our drawing for this Michael Kors Bag for EACH entry you make in the Shop 'til You Drop contest on behalf of your customers/prospects. They will qualify for entries as follows:

- Receiving a Beauty Experience (makeover, product treatment, facial) and sharing her opinion with you = 1 Entry
- Participating in a team building appointment and giving you her opinion of our Income Opportunity = 5 Entries
- Hosting a Beauty Experience (party) with 5 of her friends = 10 Entries



Michael Kors Dark  
Barn Polished Leather Bag  
Retail Value \$258

To enter you will be provided with a link to a Google form which you will complete for each customer/prospect and you will automatically be entered into the Michael Kors drawing. Virtual or in-person appointments qualify.

**DEADLINE:** entries must be submitted by midnight Central on SEPT 30th

\*Note: Your Weekly Accomplishment Sheets must be submitted to your Director on-line to qualify for this Shop 'til You Drop contest.

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# SHOP *Til you* DROP

Your opinion  
could be  
worth \$500!

Here's how to win. Choose  
one or all, no limits.

- Enjoy a Beauty Experience and share your opinion with me = 1 Entry
- Get some fun facts about our Income Opportunity and give me your opinion = 5 Entries
- Hold a Beauty Experience with 5 of your besties = 10 Entries

Appointments held virtually or in-person  
qualify for entries in the giveaway.





**Tuesday Night Live 7-8:15pm w/Melanie, Tracy, Barb & Kim's Units  
From GA, MD, VA & 20 States in the US.**



**NEW  
CONSULTANT  
EDUCATION**

All are welcome to  
join monthly in  
person seminars!

Attend all 4 -- receive a  
Certificate!

Seminars from 10-12 a.m.  
Starting Sept. 9

2004 MEMBER ID: 297-175-2045  
PASSCODE: 10H22

**NEW CONSULTANT EDUCATION**  
**Saturdays (10-11)**

- 
- giftology**
- NATIONAL SALES DIRECTOR  
**Kathy & Allison**
- Virtual MK Gift Show  
& Giveaways!**  
where you do your gift show online  
[www.fabulousgizos.com](http://www.fabulousgizos.com)
- LIVE ON The Life**
- SUNDAY, OCTOBER 22**  
8pm-11pm EST
- INVITE UNLIMITED GUESTS \$150**  
**REVEAL PRIZE CLOSING OCTOBER 27**  
(prizes will be shipped by Oct 29)
- Register at:**  
[www.giftology.org](https://www.giftology.org)
- OR** Scan the QR Code
- Guests & Quizzes Open in \$10**
- \*Registration required - \$10 per guest fee

**New Consultants,** Please Schedule 1-2 hours with your Director prior to these classes.  
(All Seasoned Consultants are welcome to attend)

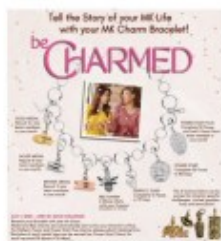
7) Pt 1. Pre Profile - Book - Coach - & More.

14) Pt 2. The appointment (Virtual or in person)  
Opening - Body - Closing - Follow-up

21) Pt 3. Organization - Tools - Time - Money  
Emotions - Culture - & Works

28) Pt 4. Advancement - Perks - Responsibilities  
Dreaming - Visions - Tools

The image shows a pink reading sheet for the book 'The Secret Garden' by Frances Hodgson Burnett. At the top, it says 'be CHARMED' in a stylized font, with 'reading sheet' written below it. There is a small illustration of children and a garden. Below the title, there is a table with columns for 'Date', 'Page', and 'Time'. The table has 10 rows. To the right of the table, there is a section titled 'Share with Me' with several questions and a drawing area. The questions are: 'What is the main problem?', 'What is the main character's problem?', 'What is the main character's solution?', 'What is the main character's outcome?', 'What is the main character's feeling?', 'What is the main character's action?', 'What is the main character's reaction?', 'What is the main character's thought?', 'What is the main character's feeling?', 'What is the main character's action?'. The drawing area is at the bottom right.



## SHOP DROP







# SHOP 'Til you DROP

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## 11 Month Consistency Club! August 2023–June 2024



**Place an accumulative \$600 wholesale order every month from August 2023 - June 2024 and you'll receive this beautiful Mary Kay canvas tote bag!!**

**PLUS! YOU WILL RECEIVE THE 'SOAR LIKE NEVER BEFORE' PRIZE EVERY MONTH FROM MARY KAY, AS WELL!**

## Melanie's Miracles Virtual Success Nite!

Featuring Sales Directors:  
Melanie Simone,  
Tracy Allen-Eck,  
Barb Wagoner &  
Kimberly Tutz!



COME GET IN OUR PINK BUBBLE

Recognition Connection Education Inspiration

**TUESDAY AT 7PM EST**

Zoom Meeting ID:  
297-175-2445  
Code-101922

# SHOP 'Til you DROP

Your opinion could be worth \$500!

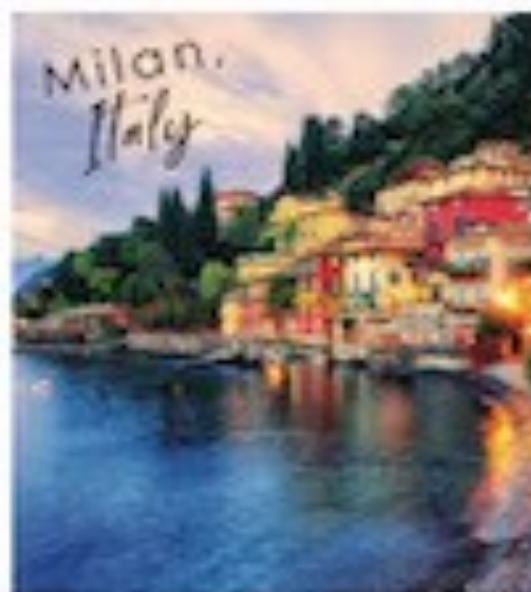
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- Get some fun facts about our Income Opportunity and give me your opinion = 5 Entries
- Hold a Beauty Experience with 5 of your besties = 10 Entries



Appointments held virtually or in-person qualify for entries in the giveaway.





You can earn exciting prizes in the Star Consultant Program while building your Mary Kay business.

Learn more on Mary Kay Infouch and [CindySheppa.com/Passport](http://CindySheppa.com/Passport)

#### FOUR QUARTER ★ STAR CHALLENGE

To participate, a consultant must have personal wholesale sales of \$1800+ for each quarter.

Quarter 1: June 14- Sept 15  
Quarter 2: Sept 14- Dec 15  
Quarter 3: Dec 14- Mar 16  
Quarter 4: Mar 14- June 15



Earn a Star Level Gem & Destination Charm each quarter when you become a Star Consultant.

#### STAR LEVEL GEMS

SAPPHIRE



RUBY



EMERALD



DIAMOND



PEARL





## Melanie's Mighty Miracles



### Melanie Simone

8790 Hill Spring Dr  
La Plata, MD, 20646  
(301) 751-3254

## 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



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.