



Treasures Xpress

August Newsletter with July Results

A little extra "try" and "oomph" can change your Future.

LOOK WHO IS WEARING RED



Lisa Bailey
Team Leader



Diane Murphy
Star Team Builder



Who will be
next?

Building
your team!

CELEBRATING OUR SENIOR CONSULTANTS

Diana Alderette
Glenda Douglas
Mandy Gossom
Kara Milbrath

Linda Nichols
Cheri Scott
Jennifer Segner
Pam Merrick

MONTHLY TOP 5 WHOLESALE ORDERS



Debra Allen

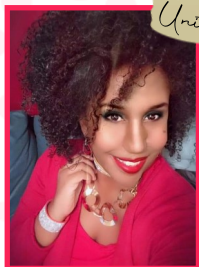
\$653



Jennifer Segner
\$628.50



Cara Robinson
\$613.50



Lisa Bailey
\$612



Diane Murphy
\$608.50

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



Cara Robinson
\$1,332

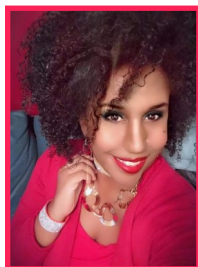
Queen



Debra Allen
\$1,306



Jennifer Segner
\$1,257



Lisa Bailey
\$1,224



Diane Murphy
\$1,217

WELCOME

Position Open



Who will be next?

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



ON TARGET QUARTER 1 STARS



Name

Nancy Hieb Glass
Cara Robinson
Jennifer Segner
Debra Allen
Kimberly Clements
Lisa Bailey
Diane Murphy
Rita Stephenson
Bettye McClure
Julia Howard
Linda Naron
Valerie Coleman
Cheri Scott
Jean Edwards
Tracy Norris

Whsl \$ + TB*	Sapphire	Ruby	Diamond	Emerald	Pearl
\$2,803.00	\$0.00	\$0.00	\$197.00	\$797.00	\$1,997.00
\$1,530.50	\$269.50	\$869.50	\$1,469.50	\$2,069.50	\$3,269.50
\$1,352.00	\$448.00	\$1,048.00	\$1,648.00	\$2,248.00	\$3,448.00
\$1,010.00	\$790.00	\$1,390.00	\$1,990.00	\$2,590.00	\$3,790.00
\$797.80	\$1,002.20	\$1,602.20	\$2,202.20	\$2,802.20	\$4,002.20
\$639.50	\$1,160.50	\$1,760.50	\$2,360.50	\$2,960.50	\$4,160.50
\$608.50	\$1,191.50	\$1,791.50	\$2,391.50	\$2,991.50	\$4,191.50
\$548.50	\$1,251.50	\$1,851.50	\$2,451.50	\$3,051.50	\$4,251.50
\$538.50	\$1,261.50	\$1,861.50	\$2,461.50	\$3,061.50	\$4,261.50
\$494.00	\$1,306.00	\$1,906.00	\$2,506.00	\$3,106.00	\$4,306.00
\$471.00	\$1,329.00	\$1,929.00	\$2,529.00	\$3,129.00	\$4,329.00
\$457.50	\$1,342.50	\$1,942.50	\$2,542.50	\$3,142.50	\$4,342.50
\$446.50	\$1,353.50	\$1,953.50	\$2,553.50	\$3,153.50	\$4,353.50
\$421.00	\$1,379.00	\$1,979.00	\$2,579.00	\$3,179.00	\$4,379.00
\$2,217.00	\$0.00	\$183.00	\$783.00	\$1,383.00	\$2,583.00

"Be sure to use your time wisely. Review your priorities. Ask the question, "What is the best use of my time right now? Many of us spend half our time wishing for things we could have if we hadn't spent half our time just wishing." - Mary Kay Ash

Hello
August

A Note from Tracy

Welcome to Abundant August! This is our time to reach above and beyond and to truly dig into the depth of our dreams – to Share– Observe – Activate - Reach and SOAR into something more!

Here are a few ways to sharpen your focus:

Share – Share your why's with everyone! Even to those who have been in your circle a while. Let them know why you're excited about your business now and find at least one new person every month to share the opportunity. Mary Kay Ash believed this is the greatest opportunity, in her honor, how many interview and sharing opportunities will you find this year?

Observe – If you're a seasoned consultant, reflect on what has been working for your business and what areas you would like to see change. If you're new to Mary Kay, ask around and observe what works for others.

Activate – You have been gifted with talents that are uniquely yours. Take action steps towards attainable goals to activate your ideas. What systems can you put in place today that will make an impact on your business tomorrow?

Reach – Reach out to me! Together we can find systems that work for you. Let's connect!

We are only limited by our imaginations and what we believe we can achieve. I believe together we are soaring to great heights this year!

Love & Belief,

Tracy



Tracy Norris
Independent Sales Director
(502)314-8696
3001 Velden Dr
Louisville, Kentucky 40220

HAPPY BIRTHDAY

Judy Mings	2 September
Diana Alderette	3 September
Therese Tatum	3 September
Carol Harper	4 September
Maribeth Gonzalez	6 September
Patty Wright	8 September
Kathy Lee	10 September
Deborah Peach	10 September
Christy McDonald	20 September
Ruby Baker	22 September
Linda Naron	28 September
Lucille Anderson	30 September

HAPPY ANNIVERSARY

Linda Nichols	40	Kara Milbrath	9
Jennifer Gehlhausen	34	Portia Frecker	9
Cynthia Kull	29	Lori Dye	8
Susan Bible	25	Monica Shirley	6
Donna Reeves	24	Kathy Lee	4
Kimberly Raines	18	Tammy Heavrin	1
Julia Lish	14	Torie Sanners	1
Terri Waller	14		

September

Soar Like Never Before

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



JULY ACHIEVERS

Debra Allen
Jennifer Segner
Cara Robinson
Lisa Bailey
Diane Murphy
Kimberly Clements
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
Jennifer Segner
Cara Robinson
Lisa Bailey
Diane Murphy
Kimberly Clements
Tracy Norris

MIRACLE SET MAKEOVER



Our world famous Miracle Set is getting a makeover! Our brand new formula continues to include our patented TimeWise 3D Complex, as well as a new convenient presentation!

The NEW Miracle Set features:

- Visible results in as few as 2 weeks
- An extra application of the TimeWise 3D Complex
- A single moisturizer for both day and night
- Daytime-specific ingredient to help skin's moisture barrier
- Nighttime-specific ingredient known to help calm & soothe
- The SPF 30 your skin needs
- And the visual improvement of multiple signs of aging that you have come to love and expect from TimeWise products

Details

LOVE CHECKS

Lisa Bailey	9%	\$131.31
Pam Smither Merrick	4%	\$72.40
Diane Murphy	6%	\$39.18
Diana Alderette	4%	\$24.48
Jennifer Segner	4%	\$9.12
Linda Nichols	4%	\$9.08
Kara Milbrath	4%	\$3.40
Tracy Norris	9%	\$75.83

(does not include unit commissions & bonuses)



Steppin' Up The Ladder



SENIOR CONSULTANT

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

Diana Alderette
Glenda Douglas
Mandy Gossom
Kara Milbrath
Linda Nichols
Cheri Scott
Jennifer Segner
Pam Merrick



STAR TEAM BUILDER

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



Diane Murphy



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)



Lisa Bailey - TL

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

Back To School

SHOPPING LIST

Enjoy \$10 FREE when your order is over \$100!



PENCILS

Lip, Eye, or Brow



BUY 2,
GET 1
Free

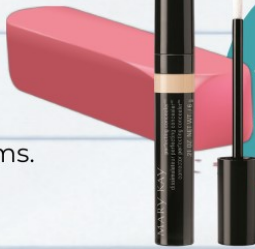


ALL
FRAGRANCE
ITEMS FOR MEN
AND WOMEN

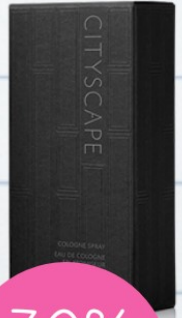


ERASERS

Foundations, Concealers,
Age-Fighting and Repair items.



20% off



30% off



PAINTS

Cheek and Eye Color



BUY 1,
GET 2ND
1/2 off



CRAYONS

All Lip Color



BUY 1,
GET 2ND
1/2 off



SATIN HANDS
PAMPERING SET



20% off



BACKPACKS & CARRYING CASES

Buy everything you need to fill it and
receive the compact at 20% off.



20% off

NOW THRU AUGUST 31

Back to School Bonus!

Totally Flexible. Totally Fun!

- ☆ *Help women look & feel amazing!*
- ☆ *Make your own schedule as you work as much or as little as you'd like*
- ☆ *Earn 50% profit on everything you sell!*
- ☆ *Sell products you can believe in, made with the highest quality ingredients*
- ☆ *Work with a company started by a woman made for women*
- ☆ *Take advantage of educational and personal growth opportunities*





TRACY NORRIS

3001 Velden Dr
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(502)314-8696

important dates

- Aug 9** - Fall PCP mailing begins
- Aug 10** - Fall PCP early ordering begins
- Aug 15** - Fall ordering open for all
- Aug 17** - Holiday PCP enrollment ends
- Aug 30** - Last day to place telephone orders
- Aug 31** - Last day to place on-line orders
- Sep 2** - Holiday PCP mailing begins
- Sep 4** - Labor Day
- Sep 10** - Holiday PCP early ordering begins
- Sep 13** - Mary Kay 60th Anniversary
- Sep 15** - Holiday ordering open for all
- Sep 29** - Last day to place telephone orders
- Sep 30** - Last day to place on-line orders

To the Amazing



When you order \$600+ whsl in
AUGUST, you will receive this cute
MK-BRANDED WAX STAMP KIT
Soar Like Never Before Collection piece.



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.