



Russo's Risers

AUGUST NEWSLETTER WITH JULY RESULTS

QUEEN OF WHOLESALE



Kathleen Moran



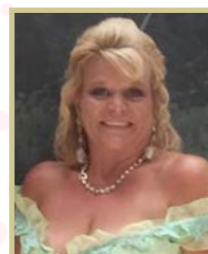
SOAR July Achievers



Kathleen Moran



Sharon Albarano



Carol Scarbro



Connie Russo



This could be YOU!



This could be YOU!

PROUD REDS



Donna Parker



Genie Bilko



Luree Hendrick



Deborah Hipp



This could be YOU!

Achievers!

★ Quarter 1 On-Target Stars ★

Name	Whls \$ + TB	Sapphire	Ruby	Diamond	Emerald	Pearl
Carol Scarbro	\$1,862.70	\$0.00	\$537.30	\$1,137.30	\$1,737.30	\$2,937.30
Kathleen Moran	\$1,323.55	\$476.45	\$1,076.45	\$1,676.45	\$2,276.45	\$3,476.45
Sharon Albarano	\$1,158.00	\$642.00	\$1,242.00	\$1,842.00	\$2,442.00	\$3,642.00
Carolyn Rathmann	\$916.00	\$884.00	\$1,484.00	\$2,084.00	\$2,684.00	\$3,884.00
Mary Lynn Carnovale	\$837.00	\$963.00	\$1,563.00	\$2,163.00	\$2,763.00	\$3,963.00
Donna Parker	\$803.50	\$996.50	\$1,596.50	\$2,196.50	\$2,796.50	\$3,996.50
Annie Rupp	\$541.50	\$1,258.50	\$1,858.50	\$2,458.50	\$3,058.50	\$4,258.50
Laura Burget	\$484.50	\$1,315.50	\$1,915.50	\$2,515.50	\$3,115.50	\$4,315.50
Michele Gonsman	\$431.00	\$1,369.00	\$1,969.00	\$2,569.00	\$3,169.00	\$4,369.00
Mary Jo Fiore	\$364.50	\$1,435.50	\$2,035.50	\$2,635.50	\$3,235.50	\$4,435.50
Amy Brunner	\$425.50	\$1,374.50	\$1,974.50	\$2,574.50	\$3,174.50	\$4,374.50
Jessie Collura	\$362.00	\$1,438.00	\$2,038.00	\$2,638.00	\$3,238.00	\$4,438.00
Marianne Mortensen	\$356.50	\$1,443.50	\$2,043.50	\$2,643.50	\$3,243.50	\$4,443.50
Ann Bilko	\$355.00	\$1,445.00	\$2,045.00	\$2,645.00	\$3,245.00	\$4,445.00
Deborah Hipp	\$345.00	\$1,455.00	\$2,055.00	\$2,655.00	\$3,255.00	\$4,455.00
Beth Mitchell	\$339.00	\$1,461.00	\$2,061.00	\$2,661.00	\$3,261.00	\$4,461.00
Pamela DeVore	\$335.50	\$1,464.50	\$2,064.50	\$2,664.50	\$3,264.50	\$4,464.50
Christine Johnston	\$315.00	\$1,485.00	\$2,085.00	\$2,685.00	\$3,285.00	\$4,485.00



INGREDIENT FOCUS — RESVERATROL



Say hello to the skincare superhero derived from grapes! This antioxidant-packed ingredient revolutionizes beauty routines with incredible benefits:

- Age-Defying Magic: Fights wrinkle-causing free radicals, keeps skin youthful.
- Firm & Glow: Stimulates collagen, leaving skin firm and radiant.
- Calm & Cool: Soothes irritation, perfect for sensitive skin. Say goodbye to redness!
- Brighten Up: Unveils a luminous complexion and fades dark spots.
- Moisture Booster: Locks in moisture, keeps skin hydrated & soft.

Add some resveratrol-infused skincare to your customers' routines with our Clinical Solutions C + Resveratrol Line-Reducer, TW 3D Matte Foundation, and our TW Miracle Set!

"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

Reaching for the Ring

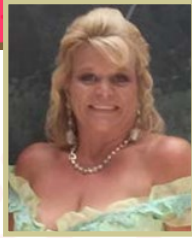
TOP IN SALES
COMPANY COURT OF SALES



Kathleen
Moran



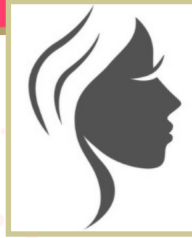
Sharon
Albarano



Carol
Scarbro



Donna
Parker



Annie
Rupp

CONSULTANT

Kathleen Moran

Sharon Albarano

Carol Scarbro

Donna Parker

Annie Rupp

Marianne Mortensen

Beth Mitchell

Christine Johnston

Kate Griffey

Angelique Wilt

YTD RETAIL

\$1,373.00

\$1,250.00

\$1,247.00

\$928.00

\$801.00

\$713.00

\$678.00

\$630.00

\$564.00

\$560.00

Positions open in the Unit Court of Sharing!

Work your business full circle and
share at your appointments -
you never know who has been looking for this
incredible opportunity!



EXPECT THE EXCEPTIONAL

Take your look to unstoppable levels! Our NEW Waterproof Eyeliners and Lip Liners can take your look from work to play and last all day! Available in even more shades than before, these versatile liners will last through sweat and swim to keep you looking flawless no matter what your day throws at you!

Details

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!





BIRTHDAYS


CONSULTANT	DATE	CONSULTANT	DATE
Melissa Hetrick	2 Sep	Lorie McCuller	20 Sep
Janice Thompson	5 Sep	Shelly Vaughan	24 Sep
Kate Griffey	7 Sep	Diane Smith	25 Sep
Theresa Kuntz	12 Sep	Amy Brunner	27 Sep
Dawn Steinbugl	12 Sep	R. Kim Young	27 Sep
Mary Jo Fiore	13 Sep	Stacy Huntzinger	29 Sep
Donna Crawford	14 Sep	Rosemary Weigman	30 Sep

MK ANNIVERSARIES

CONSULTANT	YEARS
Donna Parker	42
Lisa Dey	25
Catherine Marshall	25
Juanita Zeigler	18
Barb Feltenberger	13
Alyssa Conrad	8
Pam Harrison	6

LOOK WHO INVESTED

 Kathleen Moran	\$686.75	Hilary Pogasic	\$268.00	Sandra Clark	\$186.50
 Sharon Albarano	\$625.00	Mary Kirby	\$252.00	Jewell Guyer	\$165.00
 Carol Scarbro	\$623.50	Maureen Gilbert	\$245.00	Carolyn Rathmann	\$158.00
Donna Parker	\$464.00	Laura Burget	\$244.50	Bonita Beasley	\$126.00
Annie Rupp	\$400.50	Ellen Kelly	\$229.00	April Weiss	\$116.00
Marianne Mortensen	\$356.50	Donna Pielmeier-Sipes	\$229.00	Faith Palumbo	\$94.00
Beth Mitchell	\$339.00	Wendy Foreman	\$228.00	 Angie Freeman	\$93.00
Christine Johnston	\$315.00	Rhonda Myers	\$228.00	Judy Snyder	\$91.00
Kate Griffey	\$282.00	Debbie Seib	\$226.50	Patricia Czulewicz	\$60.00
Angelique Wilt	\$280.00	Bridget Behe	\$226.00	Connie Russo	\$610.00
Luree Hendrick	\$274.00	Judy Coutts	\$225.00		

 ON-TARGET for Year Long Consistency

LOVE CHECKS

Luree Hendrick	\$ 81.06	6%	Genie Bilko	\$ 15.72	4%
Deborah Hipp	\$ 37.25	4%	Kathleen Moran	\$ 12.60	4%
Donna Parker	\$ 65.39	9%	Connie Russo	\$ 372.06	13%
Judy Snyder	\$ 24.94	4%			

Does not include Unit Commissions and Bonuses



Steppin' Up The Ladder



SENIOR CONSULTANT

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

Sharon Albarano
Kate Griffey
Kathleen Moran
Judy Snyder



STAR TEAM BUILDER

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



Genie Bilko
Luree Hendrick
Deborah Hipp



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)



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

IT'S HERE!

NEW
AND
IMPROVED



Mary Kay® Oil-Free Eye
Makeup Remover

Available to Order!

NEW AND IMPROVED

THE BEST JUST GOT BETTER! Our award-winning Oil-Free Eye Makeup Remover just got a makeover. This new and improved formula has a new blend of cleansing agents that raise the bar in eye makeup removal. Plus it features a bottle and cap made from Post-Consumer Recycled (PCR) materials, reflecting our commitment to sustainable packaging.

And, of course, it still has all the other amazing attributes of our original formula that you know and love!

Check out the THREE videos!

Watch

Shoot for the **moon**.
Even if you miss,
you'll land
among the **Stars!**

~ Norman Vincent Peale



Holiday
PCP

The Holiday PCP is now open for enrollment! While the summer heat may be in full swing, it's never too early to prepare for the holiday season that will be here before you know it.

Enroll July 19 - Aug. 17, 2023.
Mails Sept. 2, 2023. Arrives in 7 to 10 business days.
Only 90¢ per name.

Enroll



 MK University

A BEAUTY BRIEFING WITH Connie

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,

Connie

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

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

☐ PAINTS

Cheek and Eye Color



BUY 1,
GET 2ND
1/2 off



30%
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.



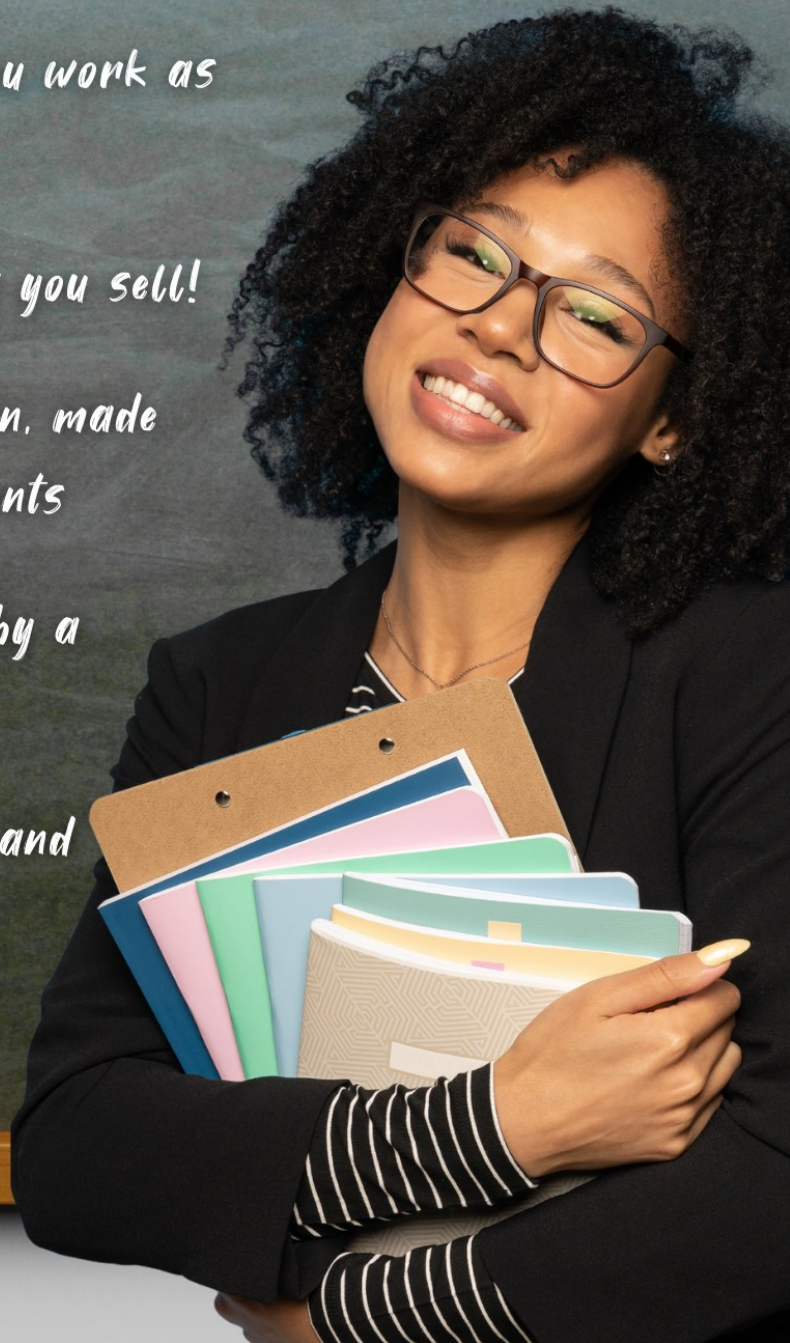
20% off

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*



While Supplies Last

50% off



One Item of Your Choice for Every \$50 Purchase

(\$200 purchase = 4 1/2 price specials)



Acne Erasers:

Acne Treatment Gel



Zit Zapper. It helps clear up pimples fast while helping prevent new ones from forming. Plus, it helps fade the look of lingering acne spots.

~~\$12~~ \$6

Dark Circle Erasers:

Undereye Corrector



Bye-bye dark circles and brighten the undereye area with a refreshed, wide-awake appearance.

~~\$16~~ \$8

Wrinkle Erasers:

Deep Wrinkle Filler



Targeted formula immediately fills in deep wrinkles & helps improve their appearance over time.

~~\$50~~ \$25

Eye Wrinkle Erasers:

TimeWise Age Minimize 3D Eye Cream



Skin looks firmer as this quick-absorbing cream brightens the eye area & keeps it moisturized for 12 hours.

~~\$38~~ \$19

After GYM CLASS:

Hello Clean!



Say goodbye to dry skin and hello to a fresh, clean way to start the day. Includes 2 in 1 Body Wash & Shave and Hydrating Lotion.

~~\$32~~ \$16

Paints:

CC Cream



Get easy complexion correction w/ a formula that acts like makeup and is formulated like skin care.



~~\$22~~ \$11

Crayons:

Gel Semi-Shine Lipstick



Long -lasting wear without drying lips.

Choice of 1:



~~\$18~~ \$9

Brushes:



Essential Brush Collection

5 high-quality, precisely shaped brushes which are ideal for creating a range of looks, packed in a stylish, portable clutch.

Includes: All-Over Powder Brush, Cheek Brush, All-Over Eye Shadow Brush, Eye Crease Brush, & Eye Smudger Brush

~~\$56~~ \$28

Carrying cases:

unfilled Palette

Choice of 1:

Pro

Perfect



~~\$25~~ \$12.50

Petite

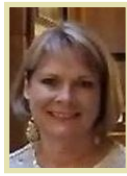


~~\$18~~ \$9

Organize All Your MK Eyeshadows, Blushes & More All in 1 Place.

PINK TRACTOR designs

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

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 8 - Holiday PCP early ordering begins

Sep 12 - Holiday ordering open for all

Sep 13 - Mary Kay 60th Anniversary

Sep 13 - Back to School Night and
Celebrate Mary Kay. 6:30pm.
Flyer coming soon!

Sep 15 - Quarter 1 ends

Sep 28 - Last day to place telephone orders

Sep 30 - Last day to place on-line orders



When you order \$600+ whsl in
AUGUST, you will receive this cute
MK-BRANDED WAX STAMP KIT
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.