



# Melanie's Mighty Miracles

JANUARY NEWSLETTER WITH DECEMBER RESULTS

## QUEEN OF WHOLESALE



Joni Fernbaugh

## PROUD RED



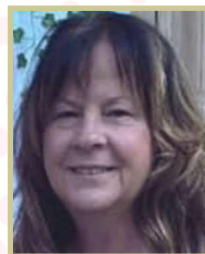
Toni Tippet-Hayes



## SOAR December Achievers



Joni Fernbaugh



Toni Tippet-Hayes



Melanie Simone



## Quarter 2 Star Achievers



Toni Tippet-Hayes  
**EMERALD**



Melanie Simone  
**PEARL**

## JOJOBA - HYDRATION HERO



This winter, let's help our customers discover the ultimate hydration hero and leave their skin feeling balanced, radiant, and oh-so-happy. Why Jojoba Oil is Your Skin's BFF:

- Ultimate Hydrator
- Balances Oil Production
- Gentle and Soothing
- Antioxidant Powerhouse

Mary Kay offers a variety of products infused with the goodness of jojoba oil, allowing customers to experience its benefits in different ways. Some products that contain jojoba are Naturally Moisturizing Stick, TW Cleanser, Satin Hands Set, Satin Lip Balm, and TW Luminous 3D Foundation.

# Shooting for the Stars!

## TOP IN SALES COMPANY COURT OF SALES



Toni Tippet-Hayes



Cindy Wolfe



Joni Fernbaugh

### CONSULTANT

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

### YTD RETAIL

\$ 11,416.00  
\$ 6,593.00  
\$ 6,038.00  
\$ 5,637.00  
\$ 3,736.00  
\$ 3,185.00  
\$ 3,001.00  
\$ 2,899.00  
\$ 1,856.00  
\$ 1,638.00

## 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

\$ 333.00

## 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

"Begin to build in your mind a dream. Then write it down and make your goal realistic." - Mary Kay Ash

# Celebrating You!

## FEBRUARY BIRTHDAYS

### CONSULTANT

Terri Hamrick  
Chandra Ellis  
Melanie Kraft  
Krista Keysar

### DATE

09 February  
14 February  
15 February  
23 February

## MK ANNIVERSARIES

### CONSULTANT

Melanie Kraft  
Brenda Huntington  
Jarsa Peabody  
Ellen Avery  
Tricia Reshenberg  
Kasey Manuel

### YEARS

19  
5  
3  
1  
1  
1

## LOOK WHO INVESTED

Joni Fernbaugh \$ 1,204.00  
Toni Tippet-Hayes \$ 924.50  
Krista Keysar \$ 287.00  
Bethany Goodwin \$ 236.00  
Roberta Kouneski \$ 233.00  
Lauren Simone \$ 230.00

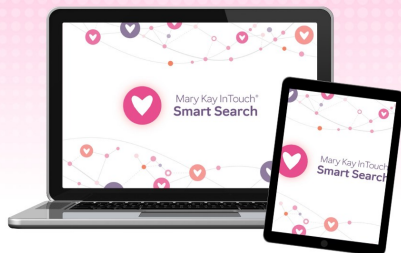
Mary Cook \$ 228.50  
Jarsa Peabody \$ 226.00  
Mitzi Roby \$ 144.50  
Sheila Brannan \$ 138.00  
Vickie Frederick \$ 129.25  
Donna Sexton \$ 126.00

Maria Whedbee \$ 122.50  
Cindy Wolfe \$ 93.00  
Joy Perrin \$ 65.00  
Kathy Kelvington \$ 48.00  
Jeanette Aley \$ 22.00

ON-TARGET for Year Long Consistency

## NEW INTOUCH HOW TO VIDEOS

### NEW INTOUCH HOW-TO VIDEOS



CHECK THEM  
OUT TODAY

Peak  
Process

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.





# Steppin' Up The Ladder



## SENIOR CONSULTANT

1-2 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

## CRUSH YOUR GOALS IN 2024



Remember, success in Mary Kay is a journey, not a destination. Here are 3 tips that will help you set realistic, achievable goals and develop the resilience and adaptability to crush them in 2024. So go forth, dream big, work smart, and conquer your Mary Kay goals!

# A BEAUTY BRIEFING WITH *Melanie*

Now we welcome  
the **new** year,  
full of new  
**beginnings**  
that have *never* been.

~ Rainer Maria Rilke



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.

Enroll

## WHY BE A STAR CONSULTANT



Details

Curious about all the buzz  
surrounding STAR?

Check out this flyer for all the details  
on why becoming a STAR is highly  
recommended! Plus, discover the  
perks and benefits of being a STAR!

Don't just aim for success; shine like  
a STAR and make every quarter your  
quarter!

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,

*Melanie*

### 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.

Ivy 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. In-Touch that if such a list was worth the. So I pondered the d wrote down the six most have 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!

Download



## January 2024

Zoom 297-175-2445 Code 101922

Tuesday Night Live 7-8:15pm w/ Melanie,  
Tracy, Barb & Kim

Facebook Group: "Tuesday Night Live Ladies"

### Tuesday Nights 7-8:15 pm - ZOOM

- 1/2 Creating 2024  
Inventory  
Taxes  
New Promotions  
Our Mind Set
- 1/9 Strength Finder
- 1/16 The Process, Perks & Learning Curve  
of Creating a Team & Agreements  
(new process)
- 1/23 Guest Legacy Leaders  
Mary Kay Charitable Foundation...  
The Heart of Our Company
- 1/30 Guest Event  
Winter Skin: The Challenges and  
Possibilities with our Products.

## Consistency Club! Jan 2024-June 2024



Earn this beautiful canvas Mary Kay tote bag when you do ONE of the following:

- ➡ Place an accumulative \$600 wholesale order every month in Jan 2024 - June 2024
- ➡ Bee a Star Consultant 3rd & 4th Quarters!
- ➡ 12 NEW Faces & 3 Sharing Appts w/ your Director along w/your WAS each month in Jan 2024-June 2024

### BONUS:

EARN YOUR CANVAS MARY KAY TOTE BAG EMBROIDERED WITH YOUR NAME ON IT WHEN YOU DO 2 OUT OF THE 3 THINGS LISTED ABOVE!!

Book of the Quarter:  
John Maxwell

"Developing the Leader within You"  
Chapter 4 & 5

Leadership Nite for Senior Consultants & above

via zoom, Tuesday, Jan 16 @ 8:15pm

Following our Success Nite

## January

Updates & Improvements with Mary Kay InTouch.  
Recordings can be found on Tuesday Night Live  
Ladies Facebook Page

## Saturdays 10-11am

- 1/6 Replay of InTouch Update's & Inventory.
- 1/13 6 ways to Create and Schedule Appointments.
- 1/20 6 Ways to Complete a Sale.
- 1/27 6 Ways toShare the Opportunity & Complete the agreement.



Stars will tour  
Morocco,  
Africa  
  
On March 16th  
10:30 EST with  
Kelsie.



January 8 Event

Star Event

March 16. 10:30 EST

SHOP DROP

SHOP DROP

50% SPECIALS

# SETTING GOALS - THE SMART WAY

When setting goals, make sure they are:

S	M	A	R	T
SPECIFIC	MEASURABLE	ATTAINABLE	REALISTIC	TIME-BOUND



Get ready to shine in 2024 with SMART goals that bring joy and success:

- Specific: Paint a clear picture of your goal!
- Measurable: Keep the excitement alive by tracking your progress.
- Achievable: Dream big, but make sure your goals are reachable.
- Relevant: Let your goals light up with the spark of your own values.
- Time-Bound: Set a countdown - your success party awaits!

As you start on this journey, remember that the road to success is often just as exciting as reaching your destination.

# 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?

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What advice would you like to give yourself in 2024?

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

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What would you be most happy about completing in 2024?

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What major indulgence are you willing to experience in 2024?

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

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What are you looking forward to learning in 2024?

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

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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?

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

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

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

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CREATED BY

*NSD Kristin Sharpe*



# Melanie's Mighty Miracles



## Melanie Simone

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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

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.