



Treasures Xpress

September Newsletter with August 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



Diane Murphy
Star Team Builder



Linda Nichols
Star Team Builder

Diana Alderette
Glenda Douglas
Mandy Gossom
Joann Johnson

Cheri Scott
Jennifer Segner
Pam Merrick

MONTHLY TOP 5 WHOLESALE ORDERS



Jennifer Segner

\$660



Debra Allen
\$657



Diane Murphy
\$656



Amibeth Blair
\$629



Lisa Bailey
\$602

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



Debra Allen
\$2,620

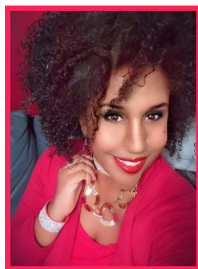
Queen



Jennifer Segner
\$2,577



Diane Murphy
\$2,529



Lisa Bailey
\$2,428



Cara Robinson
\$1,766

WELCOME

- Michelle Black is the newest team member of Lisa Bailey.



Lisa Bailey

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	Whsl \$ + TB*	Sapphire	Ruby	Diamond	Emerald	Pearl
Nancy Hieb Glass	\$ 2,803.00	\$ 0.00	\$ 0.00	\$ 197.00	\$ 797.00	\$1,997.00
Jennifer Segner	\$ 2,012.00	\$ 0.00	\$ 388.00	\$ 988.00	\$1,588.00	\$2,788.00
Diane Murphy	\$ 1,814.00	\$ 0.00	\$ 586.00	\$1,186.00	\$1,786.00	\$2,986.00
Cara Robinson	\$ 1,530.50	\$ 269.50	\$ 869.50	\$1,469.50	\$2,069.50	\$3,269.50
Debra Allen	\$ 1,310.00	\$ 490.00	\$1,090.00	\$1,690.00	\$2,290.00	\$3,490.00
Judy Brown	\$ 1,268.00	\$ 532.00	\$1,132.00	\$1,732.00	\$2,332.00	\$3,532.00
Lisa Bailey	\$ 1,266.50	\$ 533.50	\$1,133.50	\$1,733.50	\$2,333.50	\$3,533.50
Kimberly Clements	\$ 984.30	\$ 815.70	\$1,415.70	\$2,015.70	\$2,615.70	\$3,815.70
Cheri Scott	\$ 836.50	\$ 963.50	\$1,563.50	\$2,163.50	\$2,763.50	\$3,963.50
Amibeth Blair	\$ 700.50	\$1,099.50	\$1,699.50	\$2,299.50	\$2,899.50	\$4,099.50
Valerie Coleman	\$ 691.50	\$1,108.50	\$1,708.50	\$2,308.50	\$2,908.50	\$4,108.50
Helen Logan	\$ 684.50	\$1,115.50	\$1,715.50	\$2,315.50	\$2,915.50	\$4,115.50
Julia Lish	\$ 634.50	\$1,165.50	\$1,765.50	\$2,365.50	\$2,965.50	\$4,165.50
Rita Stephenson	\$ 602.50	\$1,197.50	\$1,797.50	\$2,397.50	\$2,997.50	\$4,197.50
Julia Howard	\$ 574.00	\$1,226.00	\$1,826.00	\$2,426.00	\$3,026.00	\$4,226.00
Bettye McClure	\$ 538.50	\$1,261.50	\$1,861.50	\$2,461.50	\$3,061.50	\$4,261.50
Jean Edwards	\$ 531.00	\$1,269.00	\$1,869.00	\$2,469.00	\$3,069.00	\$4,269.00
Sheila Heckel	\$ 487.50	\$1,312.50	\$1,912.50	\$2,512.50	\$3,112.50	\$4,312.50
Mary Bowles-Smith	\$ 484.50	\$1,315.50	\$1,915.50	\$2,515.50	\$3,115.50	\$4,315.50
Sheila Dillingham	\$ 471.50	\$1,328.50	\$1,928.50	\$2,528.50	\$3,128.50	\$4,328.50
Linda Naron	\$ 471.00	\$1,329.00	\$1,929.00	\$2,529.00	\$3,129.00	\$4,329.00
Donna Reeves	\$ 461.50	\$1,338.50	\$1,938.50	\$2,538.50	\$3,138.50	\$4,338.50
Merope Tabermejo	\$ 453.50	\$1,346.50	\$1,946.50	\$2,546.50	\$3,146.50	\$4,346.50
Kara Milbrath	\$ 429.00	\$1,371.00	\$1,971.00	\$2,571.00	\$3,171.00	\$4,371.00
Tracy Norris	\$ 3,666.50	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$1,133.50

Hello
September

A Note from Tracy

Fall is right around the corner, summer is winding down, schools are starting up, and the smells of autumn are in the air. We have so many things to be excited about in our Mary Kay businesses right now!

To list just a few:

- New, improved, and reimagined products like the TimeWise Miracle Set, Oil Free Makeup Remover and Waterproof Eyeliners and Lipliners.
- TimeWise Miracle Set Selling Challenge
- First quarter of the Soar Like Never Before Seminar year is coming to a close on the 15th.
- Mary Kay is celebrating 60 years of empowering and enriching women's lives!!

With so many great products and company challenges to keep the excitement going, now is the time to take advantage of all the resources available and share the Mary Kay experience by hosting a party, sharing the opportunity, or demonstrating new product.

Soon we'll be talking about the sparkle and possibilities of the Holiday season, but right now, stay in the current season and harness your September superpowers. Go out and intentionally plant those seeds knowing that with perseverance and determination, the reward will be abundant!

Love & Belief,

Tracy



Tracy Norris
Independent Sales Director
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Louisville, Kentucky 40220

HAPPY BIRTHDAY

Marsha Clark	4 October
Debra Fernandes	5 October
Bay Baltes	6 October
Angie Allen	9 October
Fionna Porter	13 October
Clyda Henderson	25 October
Margaret Ellis	27 October
Ruth Hawkins	30 October

October

HAPPY ANNIVERSARY

Carol Harper	32
Erica Galyon	26
Christy McDonald	18
Bridgette Threets	16
Lisa Bailey	14
Pamela Jarboe	11
Lucille Anderson	8
Judi Fuhs-Dunn	7
Jean Edwards	6
Sheila Heckel	2
Peggy Comer	1
Jasmine Streeter	1

Soar Like Never Before

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



AUGUST ACHIEVERS

Debra Allen
Jennifer Segner
Lisa Bailey
Diane Murphy
Amibeth Blair
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
Lisa Bailey
Diane Murphy
Tracy Norris



HOLIDAY SELLING & TEAM GUIDE

CELEBRATE.
AMAZE. SPARKLE.

**HOLIDAY SELLING &
TEAM-BUILDING GUIDE**

Believe it or not, NOW is the time to dash into the holiday selling season! Most major retailers are kicking off holiday sales in the early fall. And customers are shopping sooner too. So why not start spreading that holiday cheer early and become your customers' gifting guru from now until that very last stocking is stuffed!

Embrace the early holiday spirit! The holiday sales frenzy has already begun, and top retailers are diving in early this fall. Shoppers are also getting into the spirit sooner than ever. Why wait? Start now by checking out these monthly tips to ace the holiday selling season and give your customers a hassle-free, joyful celebration.

Download

LOVE CHECKS

Pam Smither Merrick	4%	\$71.08
Diane Murphy	6%	\$54.12
Lisa Bailey	6%	\$45.96
Diana Alderette	4%	\$39.20
Linda Nichols	4%	\$28.88
Joann Johnson	4%	\$18.46
Jennifer Segner	4%	\$4.76
Tracy Norris	9%	\$106.47

(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
Joann Johnson
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



Lisa Bailey
Diane Murphy
Linda Nichols



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

Celebrate. Amaze. Sparkle.

Limited-Edition
Mary Kay®
Mandarin Blooms
Body Wash

\$18



NEW!
TimeWise®
Miracle Set®



**NEW! Limited-Edition
Gift With Purchase**

Limited-Edition
MKMen® Citrus
Woods Body
Wash

\$18



Limited-Edition
Mary Kay® Body
Care Set

\$30



Limited-Edition
Mary Kay® Shimmer
Liquid Eye Shadow
(Champagne, Sparkling and Rosé)

\$18
each



HOLIDAY 2023

Results You Can Expect

This is a guideline based on **averages**, and individual results will of vary based on your individual time and effort. Nothing is guaranteed, but if you put in the **Activity** outlined below, it is reasonable to expect the **Results** shown below.

- The number of Guests at your Parties will range from 3-6, with the average being 4 guests
- Average Sales are \$175 per class
- Average reorder per customer is \$157 per year
- We retain 85% of our customers
- Interview 2 people from each class
- 1 out of every 4 interviewed will join your team

	5 classes/week or 20/month	4 classes/week or 16/month	3 classes/week or 12/month	2 classes/week or 8/month	1 classes/week or 4/month
Time Involved	15-20 hrs/week	10-15 hrs/week	6-8 hrs/week	4-6 hrs/week	2-3 hrs/week
Weekly Sales	\$175 x 5 = \$875	\$175 x 4 = \$700	\$175 x 3 = \$525	\$175 x 2 = \$350	\$175 x 1 = \$175
Annual New Sales	\$875 x 50 = \$43,750	\$700 x 50 = \$35,000	\$525 x 50 = \$26,250	\$350 x 50 = \$14,500	\$175 x 50 = \$8,750
Total Weekly Customers	5 classes x 4 guests = 20 customers/ week	4 classes x 4 guests = 16 customers/ week	3 classes x 4 guests = 12 customers/ week	2 classes x 4 guests = 8 customers/ week	1 classes x 4 guests = 4 customers/ week
Annual Reorder Amount	425 customers x \$157 reorder = \$66,725 annually	340 customers x \$157 reorder = \$53,380 annually	255 customers x \$157 reorder = \$40,035 annually	170 customers x \$157 reorder = \$26,690 annually	85 customers x \$157 reorder = \$13,345 annually
Total Annual Retail Sales	\$110,475/year	\$88,380/year	\$66,285/year	\$44,190/year	\$22,095/year
Your Total Annual Profit	\$55,237 & Queen's Court of Sales	\$44,190 & Queen's Court of Sales	\$33,142 & Princess Court of Sales	\$22,095 & Princess Court of Sales	\$11,047 profit for 2 hours/week
Interview 2 at each class =	10 interviews/week= 2.5 team members/week 10 team members/month	8 interviews/week= 2 team members/week 8 team members/month	6 interviews/week= 1.5 team members/week 6 team members/month	4 interviews/week= 1 team members/week 4 team members/month	2 interviews/week= .5 team members/week 2 team members/month
After 1 month you will...	Be a DIQ & earn a Car!	Be an ETL & earn a Car!	Be a Team Leader!	Be a Star Team Builder!	Be a Senior Consultant!



TRACY NORRIS

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important dates

- Sep 4 - Labor Day
- Sep 8 - Holiday PCP early ordering begins
- Sep 13 - Mary Kay 60th Anniversary
- Sep 13 - Holiday Products & New Miracle Set available to customers
- Sep 15 - Quarter 1 ends
- Sep 16 - Quarter 2 Begins
- Sep 28 - Last day to place telephone orders
- Sep 30 - Last day to place on-line orders
- Oct 17 - Winter PCP Enrollment Ends
- Oct 30 - Last day to place telephone orders
- Oct 31 - Last day to place on-line orders

To the Amazing



When you order \$600+ whsl in
SEPTEMBER, you will receive this cute
MAGNETIC PHOTO FRAME
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.