



# Treasures Xpress

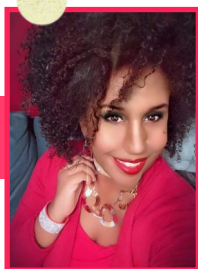
December Newsletter with November Results

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



Pam Merrick  
Star Team Builder

Diana Alderette  
Glenda Douglas  
Mandy Gossom  
Joann Johnson

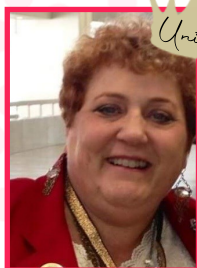
Kara Milbrath  
Donna Reeves  
Cheri Scott  
Jennifer Segner

## MONTHLY TOP 5 WHOLESALE ORDERS

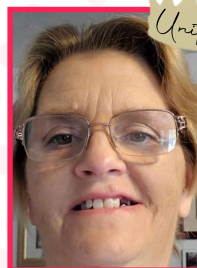


Tina Johnson

**\$1,023.50**



Nancy Glass  
**\$684.25**



Debra Allen  
**\$635**



Jennifer Segner  
**\$624.60**



Diane Murphy  
**\$620**

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

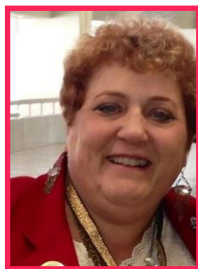


Diane Murphy  
\$7,608

*Queen*



Debra Allen  
\$6,480



Nancy Glass  
\$5,370



Jennifer Segner  
\$5,212



Cara Robinson  
\$3,799

## WELCOME

- Sandy Pierce is the newest team member of Tracy Norris.



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 2 STARS

Name	Whsl \$ + TB*	Sapphire	Ruby	Diamond	Emerald	Pearl
Nancy Hieb Glass	\$3,003.25	\$0.00	\$0.00	\$0.00	\$596.75	\$1,796.75
Diane Murphy	\$1,874.00	\$0.00	\$526.00	\$1,126.00	\$1,726.00	\$2,926.00
Jennifer Segner	\$1,313.60	\$486.40	\$1,086.40	\$1,686.40	\$2,286.40	\$3,486.40
Debra Allen	\$1,285.00	\$515.00	\$1,115.00	\$1,715.00	\$2,315.00	\$3,515.00
Rita Stephenson	\$1,059.55	\$740.45	\$1,340.45	\$1,940.45	\$2,540.45	\$3,740.45
Tina Johnson	\$1,023.50	\$776.50	\$1,376.50	\$1,976.50	\$2,576.50	\$3,776.50
Judi Fuhs-Dunn	\$707.50	\$1,092.50	\$1,692.50	\$2,292.50	\$2,892.50	\$4,092.50
Cara Robinson	\$701.40	\$1,098.60	\$1,698.60	\$2,298.60	\$2,898.60	\$4,098.60
Linda Nichols	\$602.00	\$1,198.00	\$1,798.00	\$2,398.00	\$2,998.00	\$4,198.00
Kimberly Clements	\$593.50	\$1,206.50	\$1,806.50	\$2,406.50	\$3,006.50	\$4,206.50
Betty Hawkins	\$564.00	\$1,236.00	\$1,836.00	\$2,436.00	\$3,036.00	\$4,236.00
Judy Brown	\$530.00	\$1,270.00	\$1,870.00	\$2,470.00	\$3,070.00	\$4,270.00
Kara Milbrath	\$503.50	\$1,296.50	\$1,896.50	\$2,496.50	\$3,096.50	\$4,296.50
Valerie Coleman	\$494.00	\$1,306.00	\$1,906.00	\$2,506.00	\$3,106.00	\$4,306.00
Julia Lish	\$490.00	\$1,310.00	\$1,910.00	\$2,510.00	\$3,110.00	\$4,310.00
Ruby Baker	\$468.00	\$1,332.00	\$1,932.00	\$2,532.00	\$3,132.00	\$4,332.00
Cheri Scott	\$468.00	\$1,332.00	\$1,932.00	\$2,532.00	\$3,132.00	\$4,332.00
Mandy Gossom	\$466.00	\$1,334.00	\$1,934.00	\$2,534.00	\$3,134.00	\$4,334.00
Dana Nall-Settles	\$462.00	\$1,338.00	\$1,938.00	\$2,538.00	\$3,138.00	\$4,338.00
Tracy Norris	\$4,208.00	\$0.00	\$0.00	\$0.00	\$0.00	\$592.00







# A Note from Tracy

The holiday season is well underway, Quarter 2 is coming to a close, and we are nearly halfway through our Soar Like Never Before challenge! This month our theme is "Glow with Gratitude", what a perfect time to embrace your Pink Passion and let your light shine!

## A few ideas to embrace your pink passion this month:

**Try a new product** – Have you had a chance to try the reimaged Miracle Set, the improved formula Oil-Free Makeup Remover, new Waterproof eyeliners, or one of our sensational Limited-Edition products?

**Showcase your favorites** – With so many best sellers and Good Housekeeping Seal of Approval winners, be sure to share YOUR favorites. Share your favorites at parties, one on one facials, product demos or on social media. Your customers want to hear from YOU!

**Shop from your own store** – A great way to support your business is to shop your business. Who would you like to celebrate this month with a gift of wonderful skincare or top-notch beauty products?

**Share the opportunity** – One of the best ways to honor Mary Kay is to share your passion and dream with others. Maybe your pink passion is full-time, part-time, or somewhere in between, give someone else the opportunity to dream with their vision by sharing how Mary Kay "Just Fits".

And of course, as you are winding down 2023, keep looking ahead to the New Year, spend time with family and friends, indulge in well-deserved self-care and marvel at the magic of the season.

I truly appreciate you and look forward as we SOAR into the new year together!

Love and belief,

*Tracy*



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

## HAPPY BIRTHDAY

Pamela Jarboe	9 January
Donna Reeves	9 January
Sheila Dillingham	10 January
Deittra Ginn	11 January
Jan Link	21 January
Susan Rhodes	22 January
Cheri Scott	27 January
Phyllis Clark	28 January
Sheila Heckel	30 January

## HAPPY ANNIVERSARY

Tina Johnson	24
Katie Harper	11
Gila Jones	3
LaSasha Robinson	2
Christy McDonald	1

*January*

# Soar Like Never Before

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

glow  
WITH  
GRATITUDE.



## NOVEMBER ACHIEVERS

Tina Johnson  
Nancy Glass  
Debra Allen  
Jennifer Segner  
Diane Murphy  
Linda Nichols  
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  
Diane Murphy  
Tracy Norris

## MK SITES UNAVAILABLE FOR MAINTENANCE



Heads up! Please note that all Mary Kay websites will be temporarily unavailable on the following dates:  
- **December 16th to December 17th**  
- **December 24th to December 25th**  
During these brief periods, MK online platforms will be undergoing changes and

maintenance to enhance your overall experience. Be sure to plan your online activities around these dates and finalize any transactions or checkouts before the maintenance window begins.

Details

## LOVE CHECKS

Mandy Gossom	4%	\$100.32
Pam Smither Merrick	6%	\$78.65
Lisa Bailey	6%	\$52.25
Linda Nichols	6%	\$44.13
Diane Murphy	6%	\$41.34
Joann Johnson	4%	\$12.84
Diana Alderette	4%	\$11.94
Jennifer Segner	4%	\$11.16
Kara Milbrath	4%	\$10.00
Tracy Norris	9%	\$170.51

(does not include unit commissions & bonuses)



# Steppin' Up The Ladder



## SENIOR CONSULTANT

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

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Diana Alderette  
Glenda Douglas  
Mandy Gossom  
Joann Johnson  
Kara Milbrath  
Donna Reeves  
Cheri Scott  
Jennifer Segner



## STAR TEAM BUILDER

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




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Lisa Bailey  
Diane Murphy  
Linda Nichols  
Pam Merrick



## 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)

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## 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




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Tracy Norris



# CELEBRATE. AMAZE. SPARKLE.

## DECEMBER

- Continue to hold virtual or in-person beauty experiences, skin care parties and open houses.
- Sell through your giftables and holiday products. Carry products with you throughout the month; you may be surprised at how many people you can sell to as you are out and about.
- Offer holiday-themed beauty experiences and skin care parties. For example: You could offer your customers a holiday makeover party where they can invite some of their friends and get ready together before a festive night out.
- Review your customers' holiday wish lists, and connect with those buying gifts for them.
- Book New Year, New You! makeovers for January to keep your holiday momentum going into the new year.
- As always, thank everyone who purchased from you this holiday season by sending them a thank-you message. This is a great way to follow up with your customers and ask if there is anything else you can help them with. You can also include a link to the *Mary Kay*® Interactive Catalog in your thank-you message to see if there are any more holiday products that catch their eyes.
- This is also a good time to ask them if starting a Mary Kay business can fit into their lives. Consider sharing one of the *Why It Just Fits* videos with potential team members.



*“Behind every achievement, large or small, lies a plan. If you really want to get things done, the sooner you learn how to plan, the better.”*

– Mary Kay Ash



# 9 Great Reasons

to start a MK Business  
This Holiday Season

*Prink*  
SUCCESS



Get your gifts  
for friends and family  
(and yourself!)  
at 50% off



Earn extra spending  
money for your  
holiday shopping - debt  
free holiday!



You could earn prizes just  
for running your business -  
who doesn't love extra  
presents?



MK products are  
consumable, meaning  
with every holiday sale,  
you are building a  
reorder business for the  
rest of the year!



You can sell in a variety  
of ways - online, in  
person, with Look Books,  
on social media, and  
via text.



You can have a  
temporary holiday  
business, or continue on  
through the year - it's up  
to you!



MK has products for  
everyone - skincare,  
cosmetics, fragrance, &  
men's products, so you  
can sell to anyone!



You make your own  
schedule, fit it in where  
you can and balance  
with family!



You're in business for  
yourself - but not by  
yourself. Your sales  
director can help you  
build a holiday sales plan  
to meet your goals!



## TRACY NORRIS

3001 Velden Dr  
Louisville, Kentucky 40220  
(502)314-8696

### important dates

**Dec 15** - Quarter 2 Ends

**Dec 16** - Quarter 3 Begins

**Dec 16, 17** - No Access to Mary Kay systems\*

**Dec 18** - Mary Kay systems available

**Dec 19** - Spring PCP Begins

**Dec 24, 25** - No Access to Mary Kay systems\*

**Dec 25** - Merry Christmas

**Dec 26** - Mary Kay systems available

**Dec 29** - Last day to place telephone orders

**Dec 31** - Last day to place on-line orders

**Jan 1** - New Year's Day

**Jan 30** - Last day to place telephone orders

**Jan 31** - Last day to place on-line orders

\*No access to Mary Kay InTouch, Online  
Ordering Mary Kay Personal Web Site, marykay.com  
and all apps that integrate with Mary Kay systems.

To the Amazing



When you order \$600+ whsl in  
DECEMBER, you will receive this pink  
**JEWELRY CASE**  
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.