



# Melanie's Mighty Miracles

FEBRUARY NEWSLETTER WITH JANUARY RESULTS

## QUEEN OF WHOLESALE



Toni Tippett-Hayes

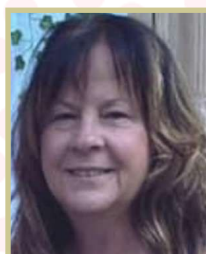
## PROUD RED



Toni Tippett-Hayes



## SOAR January Achievers



Toni Tippett-Hayes



Melanie Simone



This could be YOU!

## CAREER CONFERENCE - REGISTER NOW



Registration is NOW OPEN for Career Conference and guess what? You've got options!

In-person or virtual? You choose!

Ready to claim your spot and take your Mary Kay journey to the next level? Registration is open now, but don't wait - registration closes on Feb 29th!

[Register](#)



## ★ Quarter 3 On-Target Stars ★



### Name

### Whsl \$ + TB\*

### Sapphire

### Ruby

### Diamond

### Emerald

### Pearl

Joni Fernbaugh

\$1,204.00

\$596.00

\$1,196.00

\$1,796.00

\$2,396.00

\$3,596.00

Toni Tippett-Hayes

\$998.50

\$801.50

\$1,401.50

\$2,001.50

\$2,601.50

\$3,801.50

Mitzi Roby

\$481.75

\$1,318.25

\$1,918.25

\$2,518.25

\$3,118.25

\$4,318.25

Sheila Brannan

\$475.50

\$1,324.50

\$1,924.50

\$2,524.50

\$3,124.50

\$4,324.50

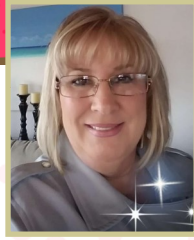


# Shooting for the Stars!

## 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 Angie Montellano
- 8 April Conley
- 9 Francine Hill
- 10 Melanie Kraft

### YTD RETAIL

\$ 12,627.00  
\$ 7,137.00  
\$ 6,038.00  
\$ 5,709.00  
\$ 4,362.00  
\$ 3,878.00  
\$ 3,408.00  
\$ 3,001.00  
\$ 2,075.00  
\$ 2,072.00

## TOP IN SHARING COMPANY COURT OF SHARING



Toni Tippet-Hayes

### RECRUITER

Toni Tippet-Hayes  
Francine Hill



Francine Hill

### SEM QUAL

2  
1



This could be YOU!

### YTD COMM

\$ 333.00  
\$ 24.00

## 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

# Celebrating You!

## MARCH BIRTHDAYS

### CONSULTANT

### DATE

Jennifer Patterson	03 March
Debbie Lucas	07 March
Frances Riffle	08 March
Kendra Dove	09 March
Amber Simmerer	10 March
Betty Miller	14 March
Dawn Mcconkey	22 March
Lauren Simone	23 March

## MK ANNIVERSARIES

### CONSULTANT

### YEARS

Melanie Kraft	19
Brenda Huntington	5
Jarsa Peabody	3
Ellen Avery	1
Tricia Reshenberg	1
Kasey Manuel	1

## LOOK WHO INVESTED

 Toni Tippet-Hayes	\$ 605.50	Mitzi Roby	\$ 255.25	Krista Wilkinson	\$ 229.00
Melanie Kraft	\$ 395.00	Angie Montellano	\$ 254.75	Tina Donaldson	\$ 227.00
Sheila Brannan	\$ 346.50	Donna Sexton	\$ 252.50	Sharon Sperlbaum	\$ 225.75
Darlene Russell	\$ 330.50	Cheryl Szabolsky	\$ 251.00	Katy Gates	\$ 79.00
Debbie Lucas	\$ 295.50	Melinda Godfrey	\$ 236.00	Vickie Frederick	\$ 65.00
Frances Riffle	\$ 291.00	Shannon Thorne	\$ 233.50	Betty Miller	\$ 36.00
Cindy Wolfe	\$ 272.00	Mary Posey	\$ 231.50		
Francine Hill	\$ 268.00				

 ON-TARGET for Year Long Consistency

## DAILY ACTION SHEET

So, you got your dream board prepped and your calendar color-coded... now what? Don't get stuck rearranging your products! Here is a fantastic tool to help you stay focused in 2024!

Daily Action Sheet: Focus on what matters, stay excited, and watch your goals turn from "dream" to "done"! Stay organized, motivated, and making progress towards your goals each and every day.

Download



**Daily Action Sheet**

Weekly Goal: \_\_\_\_\_ Date: \_\_\_\_\_

**6 Most Important Things:**

- \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_

**Call 5 Customers** for orders & referrals

- \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_

**Call 5 Potential Hostesses**

- \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_

**Call 5 Team Members**

- \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_

**Write 5 Thank You Notes** Hostess, Team Member, Sharing Appt

- \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_

**Call 5 Potential Team Members** Book Sharing Appointments

- \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_

**Errands for the Day (non-MK)**

- \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_





# Steppin' Up The Ladder



## SENIOR CONSULTANT

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

Melinda Godfrey  
Francine A. Hill  
Melanie L. Kraft  
Diana L. Paton  
Jennifer Patterson  
Cindy H. Wolfe



## STAR TEAM BUILDER

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



Toni L. Tippet-Hayes



## 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)



## 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

## I Love TO TREAT YOU!

PICK A HEART TO REVEAL WHAT YOU HAVE *won!*



PICK A NUMBER,  
AND I'LL MESSAGE YOU WITH THE SPECIAL DEAL!

## SWEET TREATS

Looking for a February sales idea?

Dive into the love season with a "Pick a Heart" promo! Share the image with your customers through text or social media, and try out this engaging script:

"I'm sharing the love with a limited-time giveaway! Pick a heart, comment or text your number, and I'll reveal the surprise waiting for you!"

Once they've chosen a number, send them their surprise. You can get creative and design your own or click the button to use some pre-made surprises. Let the love-filled fun begin!

Download

# A BEAUTY BRIEFING WITH *Melanie*



Starting February 16th, select Mary Kay products will be experiencing a slight price adjustment.

Click the link for a full list of what will receive a price increase. Stock up on your favorite Mary Kay essentials at the current prices!



*Spring* **PCP**  
Look Who Participated

Kathy Kelvington  
Mitzi Roby  
Bernice Singleton  
Sheila Brannan  
Vickie Frederick  
Francine Hill  
Toni Tippet-Hayes  
Melanie Simone



**WELCOME**  
**NEW**  
**CONSULTANT**

**Mary Posey**

From SOUTHPORT, NC  
Sponsored by Cindy Wolfe

Hello February - the month of LOVE! Get ready to LEAP into success with enthusiasm and share what you love about your business! I love sharing everything Mary Kay with my team and my customers!

Here are a just a few reasons to love the business we're in:

- Flexibility to work where and when you want
- Impact opportunities - Sharing our "Whys" with others and helping them build their dreams
- Staying Accountable
- Inspirational Training
- No territories
- No quotas
- Lifting others up
- Encouragement from like-minded leaders
- Sharing our products - we have the best of the best!

What do YOU love about your Mary Kay business? Let me know where your Pink dreams are leading you. With hard work, dedication, and determination we can turn DREAMS turn into REALITY!

Ps. Remember to take advantage of the extra Leap Day this month!

Love and belief,

*Melanie*

## 29 DAYS OF LOVE - VIDEO SERIES



February just got a whole lot sweeter with the 29 Days of Love Video Series! Think of it as a daily dose of inspiration, motivation, and practical know-how to supercharge your team and boost sales! A NEW video will be shared every day, so click below for some inspiration!

No matter where you are in your Mary Kay journey, there's something for everyone in this exciting series!

*Watch*



MARY KAY

30

MINERAL  
FACIAL SUNSCREEN  
BROAD SPECTRUM SPF 30

**\$28**

Mineral Facial  
Sunscreen Broad  
Spectrum SPF 30\*

Limited-Edition†  
Mary Kay Boundless  
Blue™ Eau de  
Parfum

**\$44**

MARY KAY  
Boundless  
Blue

# New Spring Products

Mary Kay® Hand Cream

**\$10**

MARY KAY

PASSIONFLOWER  
HAND CREAM

MARY KAY

BERRIES & ROSE  
HAND CREAM

MARY KAY

ISLAND MIST & JASMINE  
HAND CREAM

Drink  
SUCCESS

# 4 Hour IPA (Income Producing Activities= 4 Hours/Day (5 Days/Week)

Schedule 30 minutes to an hour time slots that work for you & fill in what you are willing to do for your business. What can you commit to for the week?

## MY WEEKLY PLAN/ IPA SHEET

week of: \_\_\_\_\_

\_\_\_\_\_ Booking \_\_\_\_\_ Coaching \_\_\_\_\_ Cust. Serv. \_\_\_\_\_ Sharing the Opportunity

	SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
5AM	.....	5AM	5AM	5AM	5AM	5AM	5AM
6AM	.....	6AM	6AM	6AM	6AM	6AM	6AM
7AM	.....	7AM	7AM	7AM	7AM	7AM	7AM
8AM	.....	8AM	8AM	8AM	8AM	8AM	8AM
9AM	.....	9AM	9AM	9AM	9AM	9AM	9AM
10AM	.....	10AM	10AM	10AM	10AM	10AM	10AM
11AM	.....	11AM	11AM	11AM	11AM	11AM	11AM
12PM	.....	12PM	12PM	12PM	12PM	12PM	12PM
1PM	.....	1PM	1PM	1PM	1PM	1PM	1PM
2PM	.....	2PM	2PM	2PM	2PM	2PM	2PM
3PM	.....	3PM	3PM	3PM	3PM	3PM	3PM
4PM	.....	4PM	4PM	4PM	4PM	4PM	4PM
5PM	.....	5PM	5PM	5PM	5PM	5PM	5PM
6PM	.....	6PM	6PM	6PM	6PM	6PM	6PM
7PM	.....	7PM	7PM	7PM	7PM	7PM	7PM
8PM	.....	8PM	8PM	8PM	8PM	8PM	8PM
	_____ Bookings _____ _____ Coached Appts. _____ _____ Sales (NEW AND REORDER) _____ \$ _____ Sharing Appts _____	_____ Bookings _____ _____ Coached Appts. _____ _____ Sales (NEW AND REORDER) _____ \$ _____ Sharing Appts _____	_____ Bookings _____ _____ Coached Appts. _____ _____ Sales (NEW AND REORDER) _____ \$ _____ Sharing Appts _____	_____ Bookings _____ _____ Coached Appts. _____ _____ Sales (NEW AND REORDER) _____ \$ _____ Sharing Appts _____	_____ Bookings _____ _____ Coached Appts. _____ _____ Sales (NEW AND REORDER) _____ \$ _____ Sharing Appts _____	_____ Bookings _____ _____ Coached Appts. _____ _____ Sales (NEW AND REORDER) _____ \$ _____ Sharing Appts _____	_____ Bookings _____ _____ Coached Appts. _____ _____ Sales (NEW AND REORDER) _____ \$ _____ Sharing Appts _____

### My Week Includes:

Quiet/Faith/Exercise Time

Family Time

Date Night

Other Job

### Booking Appts Calls

Facial(s)/Party/Shows

Coaching (HOSTESS, GUEST, UPCOMING APPTS)

Sharing Appts (BOOKING & SHARING TIME)

Success Meeting (GLOBAL MEETING OR VIA ZOOM)

### My Star:

Orders Placed This Week:

\$ \_\_\_\_\_ Wholesale Order

Date Placed: \_\_\_\_\_

\$ \_\_\_\_\_ Wholesale Order

Date Placed: \_\_\_\_\_

Star Total to Date: \$ \_\_\_\_\_

### Weekly Sales:

Sales Goal: \$ \_\_\_\_\_

Total Sales: \$ \_\_\_\_\_

### Team Building:

Sharing Appts Held: \_\_\_\_\_

New Team Members: \_\_\_\_\_

# of bookings scheduled for next week: \_\_\_\_\_

Color in your weekly plan sheet with the coordinating colors to plan your week!

Pinck



February 2024

Zoom 297-175-2445 Code 101922

Tuesday Night Live 7-8:15pm w/ Melanie, Tracy,  
Barb & Kim O/C Melanie, Ann-Tracy, Recog Barb, PR Melanie

Facebook Group: "Tuesday Night Live Ladies"

Tuesday Nights 7-8:15 pm - ZOOM

- 2/6 CC Reg Open  
Spring Product Debut  
Valentine's Day Gifts  
inTouch Tips  
Pinning — PCP Follow-up
- 2/13 Borrow My Bag  
InTouch Tips  
Booking Ideas
- 2/20 Break-out Rooms  
New Consultants  
Growing your Team & Recruiter Role
- 8:15—9:00 Leaders S/C + above  
Chapter 6 & 7 John Maxwell
- 2/27 Guest Event

**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 5 & 6 Feb 20th

**Dec 16 — March 15**

**STAR QUARTER**

1800+ w/s Earn Star Prizes, Tour Morocco, Africa  
3/16 10:30am Bracelets, Charms & More.

**Saturdays 10-11am**

- 2/3 Pre-profiling. Which Skincare set or customized program and why?
- 2/10 Supplements Serums, Boosters, Masks, Clinical Solutions,
- 2/17 Body Care and Foundations
- 2/24 Color and Brushes



March 17th Event



14 Days of Love



SHOP DROP Entries Due by Month End



February Specials

**3 POWERFUL TIPS FOR BOOSTING YOUR CONFIDENCE**

**1. Preparation is Power!**

Write down a few key questions to ask each client. This gives you a roadmap and prevents fumbling for words.

**3 POWERFUL TIPS FOR BOOSTING YOUR CONFIDENCE**

**2. Embrace the Power of Positive Affirmations**

Before meeting a client, repeat positive affirmations. This simple act can shift your mindset and boost your confidence.

**3 POWERFUL TIPS FOR BOOSTING YOUR CONFIDENCE**

**3. Remember, You're the Expert**

Don't be afraid to share your own experiences! When you talk about how Mary Kay has helped you, you're not just selling products, you're building a connection and showing your client that you understand their needs.

Facing new clients can send even the most seasoned Mary Kay consultant's butterflies into overdrive. But remember, fear doesn't have to hold you back from building thriving relationships and sharing the beauty of Mary Kay. Here are 3 powerful tips to unleash your inner confidence!



## Melanie's Mighty Miracles



### Melanie Simone

8790 Hill Spring Dr  
La Plata, MD, 20646  
(301) 751-3254

## important dates

- 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 28** - Last day to place telephone orders
- Feb 29** - Last day to place on-line orders
- Mar 15** - Quarter 3 Star Contest Ends
- Mar 16** - Quarter 4 Star Contest Begins
- Mar 30** - Last day to place telephone orders
- Mar 31** - Last day to place on-line orders

ascend  
WITH AMBITION!

soar  
like never  
before  
MARY KAY



When you order \$600+ whsl in  
FEBRUARY, you will receive these  
**WING-INSPIRED EARRINGS**  
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.