



Director Marita McCafferty

Dynamite Unit



Congratulations Achievers!



Linda Sperring



Dolores Morroni



LeeAnn Rooney



Allison Kenderdine



Jen Hammond



Marita McCafferty



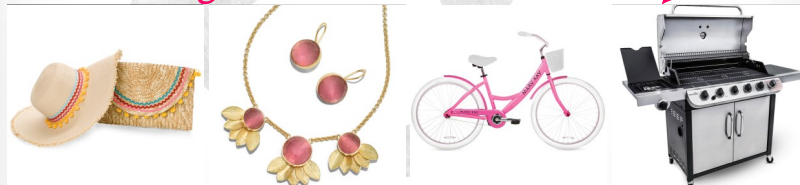
All March achievers are on-target for the Seminar Consistency Challenge!

On-Target Stars

**4th Quarter ends June 15th **

Name	Contest Amount	Current Won to Date	Needed for Next Star
LeeAnn Rooney	\$709.50		\$1,090.50
Dolores Morroni	\$686.50		\$1,113.50
Allison Kenderdine	\$655.00		\$1,145.00
Jen Hammond	\$645.50		\$1,154.50
Linda Sperring	\$600.00		\$1,200.00

Set Your Sights on STARDOM this quarter!



Logon to InTouch to see all of the amazing prizes!!

Sapphire ★ 1.800 Ruby ★ 2.400 Diamond ★ 3.000 Emerald ★ 3.600 Pearl ★ 4.800

Dynamite Unit

2020 Vision Goals



We can Do This 🦊

PIC-COLLAGE

- 300,000 Unit Club
- 10 Stars each Quarter
- Premier Club Unit
- 10 New Unit Members per month
- 3 New Directors
- 10 New Customers for each consultant every month

Wow!!! What an amazing March we had! With everything going on in the world you are still working your business and helping to keep your customers stocked up with products! We are currently #9 Unit in Sales and #3 Most Improved Unit in the Valerio National Area!!! My buttons are bursting with pride...you have no idea! Let's keep this going this month with virtual facials and keeping in touch with our customers. We can do this!!!!

Please call me with your April Goal so we can work together virtually 😊

Belief and admiration,
Marita

Congratulations!

March Contest Winners!

Grand Day Winner!
Dolores Morroni

Level Up Winners
Linda Sperring * Dolores Morroni
Allison Kenderdine * Jen Hammond

Maxed Out March Wholesale
Allison Kenderdine



Enter the My Mary Kay Moment Contest.

The Mary Kay opportunity is paved with beautiful moments. And we'd like to see yours! Whether it's the first time you spoke in front of a group, the day you drove your newborn home in your Mary Kay Cadillac or that dream trip - share your memories by submitting a photograph with a caption.

Twenty (20) Grand Prize winners will receive:

- Seminar 2020 registration fee.
- \$1,000 spending money.
- An assortment of Mary Kay® products.
- A Mary Kay® makeover and photo shoot for the opportunity to be featured in a national advertisement.

We want to see your awe-inspiring moments. Laugh-inducing learning experience moments. And life-changing aha moments.

To enter and for official contest rules, go to: marykay.com/mymkmomentcontest

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MARY KAY

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Independent Beauty Consultants

3+ Add three or more *Great Start*-qualified* new personal team members between April 1 and June 30, 2020,** and receive:

- A red jacket of your choice at no cost.***
- An invitation to the Prize Party at Seminar 2020.



Independent Sales Directors

3+ If three or more Independent Beauty Consultants in your personal unit achieve the *Rock It in Red* Challenge, you receive:

- An elegant Kendra Scott necklace.
- An invitation to the Prize Party at Seminar 2020.



See InTouch for complete details!

The Ultimate Unit



Team Leaders

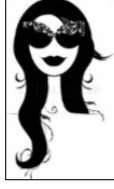
5-7 Team Members



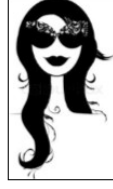
Position Available!

Future Director

8+ Team Members



Position Available!



Position Available!



Linda Sperring



Position Available!



Position Available!



Star Team Builder

3-4 Team Members



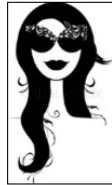
Dolores Morroni



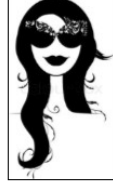
Candida Taylor



Position Available!



Position Available!



Position Available!

Senior Consultants

1-2 Team Members

Barb Dickson	Cindy Ervin	Allison Kenderdine	Cathy Larkin	Iris Morales
Pat Varrone	Position Available!	Position Available!	Position Available!	Position Available!

Dates Ahead

- 4/13...Zoom meeting 7:00pm
- 4/17...Summer PCP enrollment ends
- 4/20...Zoom meeting 7:00pm
- 4/27...Zoom meeting 7:00pm
- 4/30...Last day of the month to place orders
- 5/4...Zoom meeting 7:00pm
- 5/11...Zoom meeting 7:00pm
- 5/18...Zoom meeting 7:00pm
- 5/31...Last day of the month to place order

Valerio Area Workshops
April 7th
Blue Bell Country Club
 Future dates: June 16th

Ruby Seminar 2020
July 29th-August 1st
 Priority Registration begins April 23rd
 Open Seminar Registration begins April 27th

'Love' Checks

13% Commission	
Linda Sperring	\$473
9% Commission	
Candida Taylor	\$14
8% Commission	
Dolores Morroni	\$51
4% Commission	
Allison Kenderdine	\$26
Barb Dickson	\$20
Cathy Larkin	\$14
Cindy Ervin	\$11
Pat Varrone	\$10

(Commissions of \$10 and up)

How do you earn Commission??

- 1-2 active team members = 4%
- 3-4 active team members = 4-8%
- 5+ active team members = 9%
- 5+ team members who place \$225+ w/s ea. in a month & you place \$600 w/s = 13%

Look Who's Moving Up!

Congratulations to New Senior Consultant, Allison Kenderdine!!



Sensational Sellers

Based on Weekly Accomplishment Sheets

Dolores Morroni

- Reorder - \$1642
- Personal web site - \$168
- High week - \$642, 452, 391, 325
- Skin Care Sets - 1

Cindy Ervin

- Reorder - \$201
- High Week - \$179, 22

Pink Investors

These consultants invested in product last month!

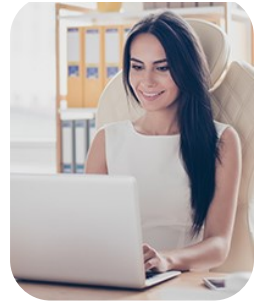


Allison Kenderdine
Dolores Morroni
Linda Sperring
LeeAnn Rooney
Jen Hammond
Peggy Smith-Dobbs
Deborah Assenmacher
Virginia Farnell
Iris Morales
Maureen McNiff
Cindy Ervin
Jo'Anne Every
Elizabeth Collins

Amy Prestifilippo
Eileen Brehm
Candida Taylor
Christine Hrusovsky
Diane Dougherty
Tina Filandino
Dawn Patterson
Marlene Phillips
Joan Doyle
Sharon Gayser
Carolyn Isaacs
Lisa Chapman

Digital Business Basics

Mary Kay has always been focused on building relationships and meeting the needs of your customers. Challenging times can create the most meaningful moments and relationships between people.



We're sharing some ideas on how you can provide that Golden Rule Customer Service your customers enjoy. As Mary Kay Ash shared, "I truly believe that serving customers is one of the great factors that sets up apart from every other company."

Logon to Mary Kay InTouch click on Education > Digital Business Basics for ideas, tips and more!



Each month during the 2019 – 2020 Seminar year that an Independent Beauty Consultant places a cumulative \$600* or more wholesale Section 1 order, she can earn a monthly jewelry piece from the super chic **You Can Do It! Challenge Collection by R.J. Graziano**. And that's just the beginning! Setting and achieving a retail selling goal to support a \$600* or more monthly wholesale Section 1 order could be just what you need to find consistent success. And every month, you'll discover a different path to achieve your goals. So get to it, because we know *You Can Do It!*



Seminar Awards 2020



YTD Court of Sales

MK: \$40,000 retail * Area: \$20,000 retail



- | | |
|------------------------|-------------|
| 1. Dolores Morroni | \$19,121.00 |
| 2. Linda Sperring | \$16,102.00 |
| 3. Allison Kenderdine | \$9,724.00 |
| 4. Peggy Smith-Dobbs | \$8,991.00 |
| 5. Deborah Assenmacher | \$7,159.00 |
| 6. Cindy Ervin | \$6,703.00 |
| 7. LeeAnn Rooney | \$5,379.00 |
| 8. Pat Varrone | \$5,211.00 |
| 9. Candida Taylor | \$5,089.00 |
| 10. Dawn Patterson | \$4,675.00 |

July 1, 2019-June 30, 2020

YTD Court of Sharing

MK: 24 Qualified * Area: 10 Qualified



- | | |
|-----------------------|----|
| 1. Cindy Ervin | 1Q |
| 2. Linda Sperring | 1Q |
| 3. Allison Kenderdine | 1Q |



<u>May Birthdays</u>	<u>Day</u>	<u>May Anniversaries</u>	<u>Year</u>
LeeAnn Rooney	3	Barbara Dickson	22
Prudence Murphy	28	Iris Morales	12
Jo'Anne Every	29	Christine Hrusovsky	1

SNSD
Sandy
Valerio

If it is to BEE It's Up to Me!



2019-20 Valerio Area
Consultant Challenge

Be an Achiever in your Category of Choice Each Month!

Bee Busy

\$400 Personal Wholesale*
15 faces or 4 parties
\$600 retail sales*
1 new pers. Q or 2 new recruits
5 interviews/guests to events

Complete 4 of 5 to earn the monthly prize!

Bee Awesome

\$500 Personal Wholesale*
20 faces or 6 parties
\$800 retail sales*
1 new pers. Q or 2 new recruits
10 interviews/guests to events

Complete 4 of 5 to earn the monthly prize And a 15 min goal session!

Bee Excellent

\$600 Personal Wholesale*
25 faces or 8 parties
\$1000 retail sales*
1 new pers. Q or 2 new recruits
15 interviews/guests to events

Complete 4 of 5 to earn the monthly prize, a 15 min goal session AND a \$10 Starbucks Gift Card!

* these items must be completed

Consistency Prize

Complete 5 out of 6 months to be treated to a pedicure with Sandy!
(July-Dec or Jan-Jun)

Faces/Selling Appointments/Parties

Name (put an H next to hostesses)	Party/ Facial	\$ Sold	Book- ings
1.			
2.			
3.			
4.			
5.			
6.			
7.			
8.			
9.			
10.			
11.			
12.			
13.			
14.			
15.			
Totals			

Name (put an H next to hostesses)	Party/ Facial	\$ Sold	Book- ings
16.			
17.			
18.			
19.			
20.			
21.			
22.			
23.			
24.			
25.			
26.			
27.			
28.			
29.			
30.			
Totals			

Interviews/Guests

Name / Phone F=Followed Up R=Recruited	Name / Phone F=Followed Up R=Recruited
1.	9.
2.	10.
3.	11.
4.	12.
5.	13.
6.	14.
7.	15.
8.	16.

Personal W/S: _____

Retail Sales: _____

Pers. Recruits: _____

Qual. Pers. Recruits : _____

Which Key did you Achieve?

Bee Excellent: _____

Bee Awesome: _____

Bee Busy: _____

Name: _____ Dir. Name _____

Email: _____ Month: _____

*Tracking sheets must be received by the 3rd of the month. Please e-mail to nsdsandyv@gmail.com



Marita McCafferty
Independent Sales Director
 1115 Angus Circle
 Blue Bell, PA 19422

To the Dynamic:

Priority Registration
begins April 23rd
For Directors, 3rd Quarter Stars & IBCs who are on-target for Court of Personal Sales and Court of Sharing
Open Registration begins
April 27th.



Ruby Seminar * Jul 29th-Aug 1st

• **TOP 10 Reasons to Attend** •

MARY KAY **SEMINAR 2020**

10. **Tour the Mary Kay World Headquarters** building and our world-renowned manufacturing facility.
9. **Visit the Seminar Expo** and not only learn more about upcoming product launches & tools that support your business.
8. **The value you receive from the cost of your registration fee is worth the investment.** Nowhere else can receive the wide range of education, along with inspiration, recognition and motivation, plus wholesale credit and meals!
7. **The company gives you FREE product** - you receive a \$70 wholesale credit on your next product order!
6. **Spend quality time** with your Independent Sales Director and your National Area.
5. **Share ideas with sister Independent Beauty Consultants & Independent Sales Directors** who, just like you, are eager to learn and grow in their Mary Kay businesses.
4. **Receive fabulous education** - in classes and from the stage - that will cover a wide range of topics, including what's new with Mary Kay products to the business-building techniques that that can help you take your business onward & upward!
3. **Learn from the "best of the best"** of the Mary Kay Independent sales force as Top Independent National Sales Directors and Independent Sales Directors from across the nation come together to share their personal stories and secrets of success with you!
2. **It's a smart business decision.** Seminar is a spark of fresh energy and forward momentum to propel you to reach your goals.
1. **Celebrate** and receive well-deserved recognition for you accomplishments! Awards Show, Prize Party, Bling Badges & more!