

2019 Unit Awards!

Queen of Sales



Linda Sperring
\$24,522

Queen of Sharing



Linda Sperring

Miss MK Image



Iris Morales

Court of Sales

2. Dolores Morrioni \$21,113
3. Peggy Smith-Dobbs \$13,592
4. Candida Taylor \$ 7,265
5. LeeAnn Rooney \$ 6,268
6. Pat Varrone \$ 6,221
7. Iris Morales \$ 5,996
8. Barbara Dickson \$ 5,869
9. Joan Doyle \$5,089
10. Denise McDevitt \$ 3,829

Miss Go-Give



Dolores Morrioni

Most Consistent



Linda Sperring



Dolores Morrioni

Miss Enthusiasm



Cindy Ervin

Rookie of the Year



LeeAnn Rooney

Both consultants were 4 Quarter Stars & 12 Month Key Winners!

Most Improved



Linda Sperring

Hello Amazing Dynamite Unit!
All I can say is WOW!! You all made it happen in June with \$11,162 wholesale and a 20% increase over last year!!!! That is simply amazing! We are officially On Target for Premier Club!!! Woohoo!!!! Thank you so much for your Unit Support and the love . I am honored to be your Director
Let's knock July out of the park with new team members and \$10,000 wholesale! We can do this by seeing faces yes!
I believe in this Unit and I know this is our break out year.
With much admiration , Marita

Congratulations!!



Director Marita McCafferty

Dynamite Unit



YOU HOLD THE KEY



MARY KAY



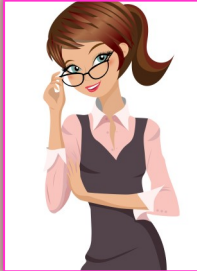
JUNE KEY
IF IT IS TO BE,
IT IS UP TO ME!



Congratulations Achievers!



Linda Sperring



Peggy Smith-Dobbs



Cindy Ervin



Dolores Morroni



Marita McCafferty



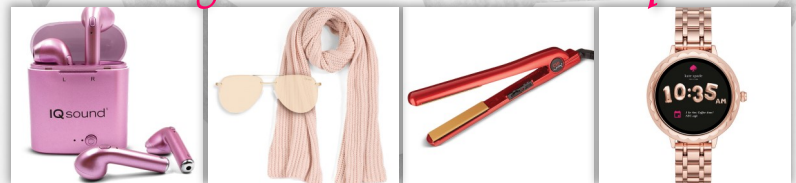
Linda Sperring achieved the Seminar Consistency Challenge!

On-Target Stars

**1st Quarter ends September 15th **

Name	Contest Amount	Current Won to Date	Needed for Next Star
Linda Sperring	\$1,500.70		\$299.30
Dolores Morroni	\$1,151.70		\$648.30
Cindy Ervin	\$971.60		\$828.40
Pat Varrone	\$483.50		\$1,316.50
LeeAnn Rooney	\$468.80		\$1,331.20

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

Just June It Congratulations Gift Card Winners!

\$5 Gift Card: Beth Burkhart ,Candida Taylor , Kelly Bennett , Janet Cipoletta, Marlene Phillips

\$10 Gift card: Iris Morales, LeeAnn Rooney, Pat Varrone, Peggy Dobbs

\$15 Gift Card: Cindy Ervin

\$40 Gift Card: Dolores Morroni and Linda Sperring

The Ultimate Unit



DIQ



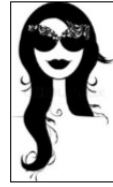
Position Available!

Future Director

8+ Team Members



Position Available!



Position Available!

Team Leaders

5-7 Team Members



Candida Taylor



Linda Sperring



Position Available!



Star Team Builder

3-4 Team Members



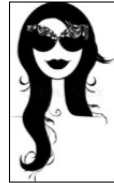
Dolores Morroni



Position Available!



Position Available!



Position Available!



Position Available!

Senior Consultants

1-2 Team Members

Barb Dickson	Maribeth Kelly-Mojica	Cathy Larkin	Eileen McEntee	Iris Morales
Amy Prestifilippo	Pat Varrone	Position Available!	Position Available!	Position Available!
Position Available!	Position Available!	Position Available!	Position Available!	Position Available!

Dates Ahead

- 7/15...Unit Awards at Marita's, 6pm
- 7/17...Guest Event, Springhill Suites, Ridley Park, PA, 6:30pm
Winter PCP enrollment ends
- 7/22...meeting (Walton Rd) 6:30pm
- 7/24...Guest Event, Springhill Suites, Ridley Park, PA, 6:30pm
- 7/29...No Meeting! Seminar in Dallas!
- 7/31...Last day of the month to place orders.
- 8/5...meeting (Walton Rd) 6:30pm
- 8/7...Guest Event, Springhill Suites, Ridley Park, PA, 6:30pm
- 8/12...meeting (Walton Rd) 6:30pm
- 8/14...Guest Event, Springhill Suites, Ridley Park, PA, 6:30pm
- 8/19...meeting (Walton Rd) 6:30pm
- 8/21...Guest Event, Springhill Suites, Ridley Park, PA, 6:30pm
- 8/26...meeting (Walton Rd) 6:30pm
- 8/28...Guest Event, Springhill Suites, Ridley Park, PA, 6:30pm

Valerio Area Workshops
TBA

Blue Bell Country Club
Future dates: TBA

'Love' Checks

9% Commission	
Linda Sperring	\$109
Candida Taylor	\$21
8% Commission	
Dolores Morroni	\$37
4% Commission	
Cathy Larkin	\$33
Pat Varrone	\$22
Eileen McEntee	\$14
Iris Morales	\$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%**



Welcome New Consultants!

New Consultant
Diva Bell
Cindy Ervin
Kelsey Fonder

From
Rock Hill, SC
Lansdale, PA
Lansdale, PA

Sponsored By
Marita McCafferty
Linda Sperring
Cindy Ervin

It's a new day, fresh start, fresh energy, new opportunities. Get your mind right, be thankful, be positive & start your day right.

Pink Investors

These consultants invested in product last month!



Dolores Morroni	Maureen McCormick
Linda Sperring	Paulette Bahar
Cindy Ervin	Joan Doyle
Peggy Smith-Dobbs	Sherri Bernstein
Pat Varrone	Jo'Anne Every
LeeAnn Rooney	Lisa Deihl
Iris Morales	Elizabeth Collins
Marlene Phillips	Sharon Gayser
Kelly Bennett	Lori Moore
Janet Cipoletta	Lisa Chapman
Beth Burkhart	Danielle Berkenbaugh
Candida Taylor	Barbara Dickson
Cathy Larkin	

Celebrate!

<u>Aug Birthdays</u>	<u>Day</u>	<u>Aug Anniversaries</u>	<u>Year</u>
Diva Bell	18	Marita McCafferty	29
Karissa Meyers	19	Lisa Chapman	24
Eileen Brehm	21	Patt Every	21
Carolyn Isaacs	31	Mary Nelson	19
		Paulette Bahar	2
		Dawn Patterson	2
		LeeAnn Rooney	1
		Lisa Deihl	1
		Victoria Cortez	1



Bring Your Besties!

EXTENDED!!

Now that you're all in with Mary Kay, it's time for you – *and your besties* – to start having fun together! When you become a new **Independent Beauty Consultant from March 1 through December 31, 2019**, your first three new personal team members who become Mary Kay Independent Beauty Consultants during your *Great Start** time frame can receive a \$25 discount on their Starter Kits.



GREAT Start

Dynamite Unit

2020 Vision Goals



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

We can Do This

PIC•COLLAGE

you can do it



Consultants & Directors who achieve the You Can Do It! Challenge each month*, July through Dec 2019, will receive these sensational You Can Do It! Fall Consistency Challenge earrings by R.J., Graziano.



Go to Mary Kay InTouch® for complete challenge rules and details.

you can

do it 

JULY 1, 2019 – JUNE 30, 2020

A woman's belief in herself and the power of her dreams is more relevant today than ever. And much like our legendary leader, we know that you can achieve your goals. We know ***You Can Do It!*** And a great way to start is by achieving the ***You Can Do It! Yearlong Challenge!***

TAKE THE CHALLENGE!

Each month during the 2019 – 2020 Seminar year that an Independent Beauty Consultant places a \$600* or more wholesale Section 1 order, she can earn a monthly jewelry piece from the ***You Can Do It! Challenge Collection*** by R.J. Graziano. Establishing a strong customer base and selling enough to support a \$600 a month wholesale Section 1 order means there's a lot you can do! Like becoming a quarterly Star Consultant and so much more.

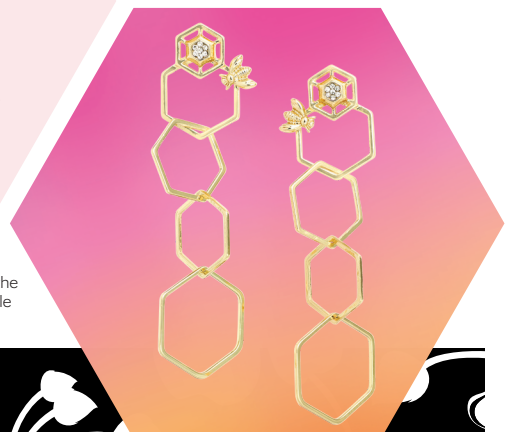
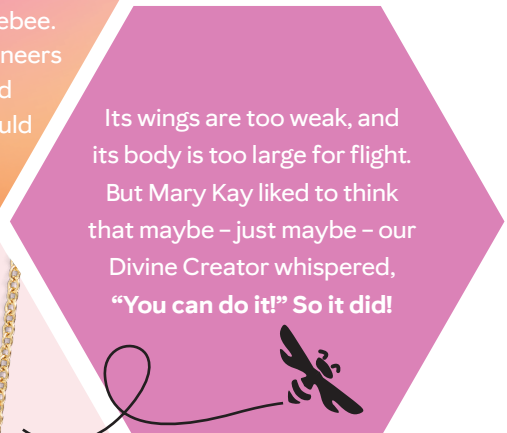
MARY KAY

*The \$600 or more wholesale Section 1 order can be placed in one single order or in cumulative orders as long as the orders are placed in the same calendar month. Customer Delivery Service, Guest Checkout and EZ Ship order amounts count toward your \$600 or more wholesale Section 1 order requirement. You'll receive your jewelry inside your qualifying order. One jewelry piece per achiever each month.



Each buzzworthy piece in the ***You Can Do It! Challenge Collection*** by R.J. Graziano is inspired by Mary Kay Ash's ultimate symbol of accomplishment, the bumblebee. Years ago, aerodynamic engineers studied this creature and decided that it simply should not be able to fly!

Its wings are too weak, and its body is too large for flight. But Mary Kay liked to think that maybe – just maybe – our Divine Creator whispered, "You can do it!" So it did!






My Seminar 2020 Goals



I Will Be A . . .

- _____ by August 1st
- _____ by September 1st
- _____ by October 1st
- _____ by November 1st
- _____ by December 1st
- _____ by January 1st
Leadership Conference
- _____ by March 1st
Career Conference
- _____ by July 1st
Seminar

Career Level	Active* Team Members
Senior Consultant	1-2
Star Team Member	3-4
Team Leader	5-7
Future Sales Director	8+
DIQ	All in w/ 8! Add 8+ Personal Team Members by the 1st of the month
 Grand Achiever	Build to 16+ team members w/ \$23,000 Team Production in 1 - 4 months
Director	Build to 24+ unit members w/ \$18,000 Unit Production in 1-4 months (or \$13,500 Unit Production in 1- 3 months - All In w/ 8! Promotion until Dec 1st)

* A consultant is considered active in the month she places a \$225 w/s order and the following 2 months.

Other Goals:

- Number of Monthly Selling Appt _____
- Monthly Retail Goal: \$ _____
- Monthly Wholesale Goal: \$ _____
- Quarterly Wholesale Goals:
 - June 16 - Sept. 15 \$ _____
 - Sept. 16 - Dec. 15 \$ _____
 - Dec. 16 - Mar. 15 \$ _____
 - Mar. 16 - June 15 \$ _____
- All-Star Consistency Goal _____
- Monthly Team Building Appts: _____
- # of New Team Members per month _____
- Medal Goal: (Gold=5, Silver=4, Bronze=3) _____
- PCP Customers Enrolled Each Qtr _____

Queen's Court of Sales



\$40,000 Retail production
07/01/19 - 06/30/20



Queen's Court of Sharing

Add 24 Qualified* personal team members 07/01/19- 06/30/20

*A Qualified Consultant is one who places a Minimum \$600 w/s Section 1 Product Order in the same or following 3 months their agreement is received or if they achieve 1 quarter of Star Consultant status by June 15, 2020.

Queen's Court of Shopping

24 Personal Qualified Team Members * July 1, 2019-June 30, 2020

Complete each box with your new team members name. Star the box when she places a minimum \$600 w/s order in the same or following 3 calendar months their agreement is received or if she achieves 1 quarter of Star Consultant status by June 15, 2020.

1	2	3	4
5	6	7	8
9	10	11	12 Half Way!
13	14	15	16
17	18	19	20
21	22	23	24



Which Prize will you choose?



Queen's Court of Sales

\$40,000 Personal Retail Production * July 1, 2019-June 30, 2020

Track Your progress and fill in a box for every \$500 wholesale/\$1,000 retail order!

\$1,000	\$2,000	\$3,000	\$4,000	\$5,000
\$6,000	\$7,000	\$8,000	\$9,000	\$10,000
\$10,000	\$12,000	\$13,000	\$14,000	\$15,000
\$16,000	\$17,000	\$18,000	\$19,000	\$20,000 Half Way!
\$21,000	\$22,000	\$23,000	\$24,000	\$25,000
\$26,000	\$27,000	\$28,000	\$29,000	\$30,000
\$31,000	\$32,000	\$33,000	\$34,000	\$35,000
\$36,000	\$37,000	\$38,000	\$39,000	\$40,000



Which Prize will you choose?





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

To the Dynamic:

you can
do it 



June 16, 2019-June 15, 2020

The secret to being a star is dreaming big, setting goals, creating a plan and working your plan, girl! Your commitment to consistent Star Consultant status for the 2019 – 2020 Seminar year[†] can unlock the potential of your Mary Kay business, turn up the voltage on your star power and make you eligible to pick up one of these awesome prizes when you attend Seminar 2020!

Ted Baker London[®] All-Star Collection

Each All-Star Star Consultant level (Sapphire through Pearl) has its own unique consistency prize, each from the same sophisticated Ted Baker London[®] All-Star Collection. Your total year-end program credits will determine which super chic prize is yours! You'll also earn:

- An invitation to the special Prize Party at Seminar 2020, where you'll pick up your prize.
- Standing recognition at Seminar 2020 and a Bling Button.
- Recognition in *Applause[®]* magazine.

See InTouch for complete details!

**\$100
 Red Jacket
 Bonus
 EXTENDED!**



We are extending the \$100 Red Jacket Bonus! Through June 30, 2020, all first-time Red Jacket achievers will receive a one-time \$100 Red Jacket Bonus. A Red Jacket is a Star Team Builder, Team Leader or Future Independent Sales Director.

To be eligible to earn the \$100 Red Jacket Bonus during the promotional period, an Independent Beauty Consultant or Senior Beauty Consultant must be active,[†] and it must be the first time she has ever had at least three active[†] personal team members at the end of any month. This bonus only applies to Independent Beauty Consultants and Senior Beauty Consultants who have never achieved red jacket status before.

The \$100 Red Jacket Bonus will only be paid the first time the bonus requirements are met.

Plus the \$50 Cash Bonus for ALL Consultants who welcome a Great-Start Qualified New Team Member is continuing!!

See InTouch for complete details!!