

2020 Unit Awards!



Queen of Sales

Linda Sperring
\$26,829



Queen of Sharing

Linda Sperring



Miss MK Image

Cindy Ervin

Court of Sales



#2 Dolores Morrone
\$26,376



#2 Cindy Ervin



Most Improved

Maribeth Kelly-Mojica



#3 Allison Kenderdine
\$14,007

#3 Allison Kenderdine



#4 Peggy Smith Dobbs
\$12,169



Miss Go-Give



Dolores Morrone



#5 Deb Assenmacher
\$10,372

Dolores Morrone



Linda Sperring

#6 Cindy Ervin
#7 Sharron Hoffman
#8 Pat Varrone

4 Quarter Stars

Linda Sperring
Dolores Morrone

#9 Candida Taylor
#10 Danielle Berkenbaugh

Miss Enthusiasm



Rookie of the Year

Allison Kenderdine



Maribeth Kelly-Mojica

Congratulations!!



Director Marita McCafferty

Dynamite Unit



Director in Qualification



Linda Sperring

Month 1 Done



Congratulations Achievers!



Linda Sperring



Dolores Morroni



Sharron Hoffman



Judy Searfoss



Cindy Ervin



Deborah Assenmacher

Marita McCafferty



Step Up & Step Out like the Star You Are!

The Future Sperring Unit

Deborah Assenmacher * Sherri Bernstein * Brenda Bowser * Cindy Ervin * Virginia Farnell * Tina Filandino * Kelsey Fonder * Jen Hammond * Sharron Hoffman * Christine Hrusovsky * Stephanie Kane * Allison Kenderdine * Prudence Murphy * Amy Prestifilippo * Nicoel Rod * Anna Ronnan * Betsy Sale * Victoria Sarno * Judy Searfoss * Ellyn Strauss * Karen Taylor * Amanda Wellener

Look Who's Moving Up!



Congratulations to New Star Team Builder, Cindy Ervin!!

On-Target Stars

****1st Quarter ends September 15th ****

Name	Contest Amount	Current Won to Date	Needed for Next Star
Linda Sperring	\$3,990.20	Emerald	\$809.80
Sharron Hoffman	\$3,733.90	Emerald	\$1,066.10
Marita McCafferty	\$1,349.30		\$450.70
Dolores Morroni	\$1,214.00		\$586.00
Maribeth Kelly-Mojica	\$1,052.90		\$747.10
Ellyn Strauss	\$932.00		\$868.00
Judy Searfoss	\$880.30		\$919.70
Cindy Ervin	\$680.90		\$1,119.10
Deborah Assenmacher	\$610.20		\$1,189.80
Anna Ronnan	\$606.50		\$1,193.50
Dawn Patterson	\$595.00		\$1,205.00

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

All I can say is WOW!!! What an Amazing year we had as a Unit!!! Congratulations to each and every one of you for your dedication and commitment to your business . I am so proud of this Unit! As of June 30th here are our Accolades: we rank #15 Most Improved Unit in Pennsylvania woohoo! We qualified as a Premier Club Unit and ranked #8 in Sales in the Valerio National Area 🙌🙌 We were #3 Most Improved for Seminar year in the Valerio Area 😊 We had 261,000 in retail Sales this Seminar Year 🎉 Congratulations to Linda Sperring #17 in Sales in the Valerio Area and Dolores Morroni #18 in Sales in the Valerio Area...way to go ladies!!! You are all truly amazing and this year our theme is We Can Do it. Yes we can as a Team! Let's beat our best and continue to share this product and opportunity with women virtually . They are looking for something And we have it!!! Share the love and watch your business grow.

Much admiration, Marita

Area Promo Achiever!

Congratulations to Linda Sperring, Bee Awesome Achiever!



Sensational Sellers

Based on Weekly Accomplishment Sheets

Dolores Morroni
 Facials - \$486, 233, 205
 Reorder - \$1314
 Personal web site - \$169
 High week - \$633, 502, 486, 459, 327
 Skin Care Sets - 6

Victoria Sarno
 On the Go - \$24
 Personal web site - \$79
 High week - \$103



Linda Sperring, achieved the Seminar Consistency Challenge!

The Ultimate Unit



DIQ



Linda Sperring

Elite Team Leader

8+ Team Members



Position Available!



Position Available!

Team Leaders

5-7 Team Members



Position Available!



Position Available!



Position Available!



Star Team Builder

3-4 Team Members



Cindy Ervin



Candida Taylor



Position Available!



Position Available!



Position Available!

Senior Consultants

1-2 Team Members

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

Dates Ahead

7/31...Last day of the month to place order

8/3...Zoom meeting 7:00pm

8/10...Zoom meeting 7:00pm

8/17...Zoom meeting 7:00pm

8/24...Zoom meeting 7:00pm

8/31...Zoom meeting 7:00pm. Last day of the month to place order

Valerio Area Workshops
TBA

Blue Bell Country Club
Future dates: TBA

Virtual Seminar 2020
August 20th-22nd
\$45

Registration ends August 13th.
Details on InTouch

'Love' Checks

9% Commission

Linda Sperring \$181

8% Commission

Cindy Ervin \$366

4% Commission

Cathy Larkin \$33

Dolores Morrioni \$24

Maribeth Kelly-Mojica \$13

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
Sharron Hoffman
Anna Ronnan
Judy Searfoss
Ellyn Strauss

From
West Creek, NJ
Pennsburg, PA
Cranford, NJ
Lansdale, PA

Sponsored By
Cindy Ervin
Linda Sperring
Linda Sperring
Linda Sperring

pink changing livesSM

Pink Investors



These consultants invested in product last month!

Sharron Hoffman	Marlene Phillips
Linda Sperring	Cassandra Weisbecker
Dolores Morroni	Paulette Bahar
Judy Searfoss	LeeAnn Rooney
Cindy Ervin	Candida Taylor
Deborah Assenmacher	Megan Stewart
Dawn Patterson	Kelsey Fonder
Peggy Smith-Dobbs	Victoria Sarno
Maribeth Kelly-Mojica	Barbara Dickson
Pat Varrone	Allison Kenderdine
Christine Hrusovsky	Jo'Anne Every
Danielle Berkenbaugh	
Maureen McCormick	



<u>Aug Birthdays</u>	<u>Day</u>	<u>Aug Anniversaries</u>	<u>Year</u>
Diva Bell	18	Lisa Chapman	25
Eileen Brehm	21	Paulette Bahar	3
Carolyn Isaacs	31	Dawn Patterson	3
		LeeAnn Rooney	2
		Lisa Deihl	2



Medal Winners



**Congratulations to
Linda Sperring,
BRONZE Medal Winner!**



START WITH A BANG!



SPARK A CHAIN REACTION!

JULY 1, 2020 – JUNE 30, 2021

TAKE THE CHALLENGE!

Each month during the 2020 – 2021 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 **Spark a Chain Reaction! Challenge Collection by R.J. Graziano**, like July's crystal-studded spark earrings! Establishing a strong customer base and selling enough product 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!

*The \$600 or more wholesale Section 1 order requirement per month can be placed in one single order or placed 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 will also 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.

SPARK YOUR ENTHUSIASM!

FALL CONSISTENCY CHALLENGE
July 1 - Dec. 31, 2020

MARY KAY

Independent Beauty Consultants and Independent Sales Directors who achieve the *Spark a Chain Reaction!* Challenge each month from July through December 2020 will receive this beautiful piece, which coordinates with the two additional consistency challenge pieces coming later this Seminar year!



SPARK A CHAIN REACTION!

PLUS! Independent Sales Directors who personally achieve the *Spark a Chain Reaction!* Fall Consistency Challenge and have three or more unit members who achieve the *Spark a Chain Reaction!* Fall Consistency Challenge will also receive an invitation to the FIESTA Leadership Party on the evening of Day 0.

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

Congratulations!

Stephanie Kane won her new consultant prize in her first month in business! She won 4 lipstick pens!



Seminar 2021

MK Success Goals

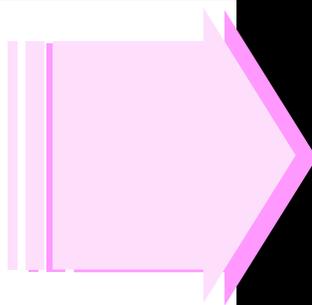
PROFESSIONAL TITLE

_____ by SEP. 30

_____ by DEC. 31

_____ by MAR. 31

_____ by JUNE 30



MONTHLY GOALS

Monthly Retail Goal: _____

Monthly Parties Goal: _____

Monthly New Team Members: _____

Monthly \$225 Wholesale*: _____

(*minimum \$600 wholesale monthly to earn each piece of jewelry)

**SPARK
A CHAIN
REACTION!**



QUARTERLY WHOLESALE GOALS



1800

SAPPHIRE
\$600 w/s
month



2400

RUBY
\$800 w/s
month



3000

DIAMOND
\$1000 w/s
month



3600

EMERALD
\$1200 w/s
month



4800+

PEARL
\$1600+ w/s
month



_____ by SEP. 15

_____ by DEC. 15

_____ by MAR. 15

_____ by JUNE 15

4 QUARTER ALL-STAR
 I WON A TED BAKER LONDON BAG!

QUEEN'S COURT OF PERSONAL SALES

July 1, 2020 - June 30, 2021



\$40,000 RETAIL
production

QUEEN'S COURT OF SHARING

July 1, 2020 - June 30, 2021



24 New GS Qualified
Personal Team
Members



SENIOR CONSULTANT
1-2 Active Team Members



STAR TEAM BUILDER
3-4 Active Team Members



TEAM LEADER
5-7 Active Team Members
Go On-Target for your Career Car
with \$5,000 team w/s production



ELITE TEAM LEADER
8 Active Team Members
Earn up to 13% team commission



DIRECTOR IN QUALIFICATION
10+ Active Team Members
(Submit your DIQ commitment)



INDEPENDENT SALES DIRECTOR
Debut as an Independent Sales
Director and you will receive
fabulous rewards and opportunities!



SNSD
Sandy
Valerio

Hearts on Fire

It's a Chain Reaction

2020-21 Valerio Area
Consultant Challenge

A Sweetheart Finish!

Sweetheart

\$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!

Heart of Gold

\$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!

Hearts on Fire

\$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 level did you Achieve?

Sweetheart: _____

Heart of Gold: _____

Hearts on Fire: _____

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:

**SPARK
 A CHAIN
 REACTION!**

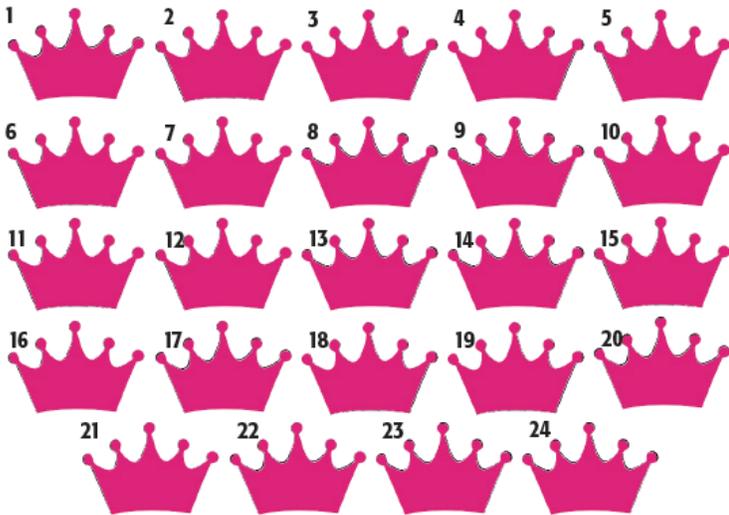
Tracking my way to

2020-2021

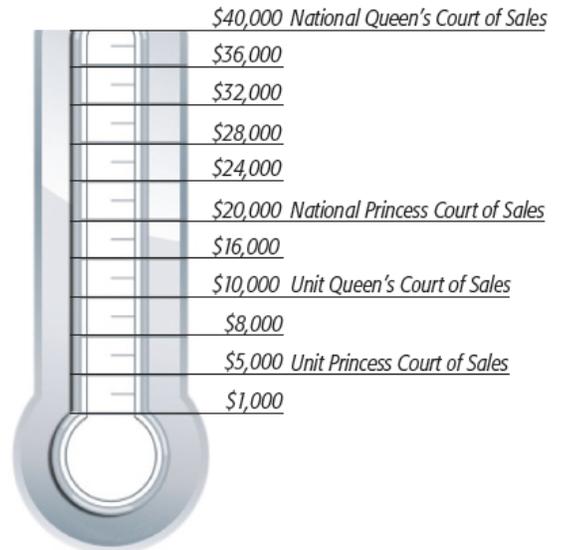
Success

National Queen's Court of Sharing
24 Qualified Personal Team Members

- 12 Qualified New Team Members - National Princess Court
- 6 Qualified New Team Members - Unit Queen's Court
- 3 Qualified New Team Members - Unit Princess Court



National Queen's Court of Sales
\$40,000 in Retail Sales



The Key is the Bee!



Order about \$1650 ws each month to reach the goal!