



Director Marita McCafferty

Dynamite Unit



Director in Qualification



Linda Sperring

New DIQ!



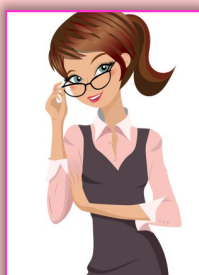
Congratulations Achievers!



Linda Sperring



Dolores Morroni



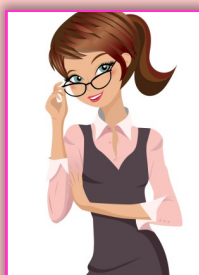
Peggy Smith-Dobbs



Amanda Wellener



Cindy Ervin



Danielle Berkenbaugh



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 Christine Hrusovsky * Stephanie Kane * Allison Kenderdine * Prudence Murphy * Amy Prestifilippo Victoria Sarno * Amanda Wellener

Dynamite Unit

2020 Vision Goals



We can Do This

PIC-COLLAGES

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

Congratulations 4th Quarter Stars!



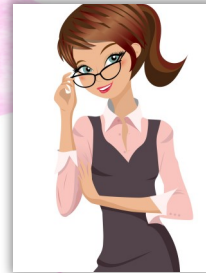
**Marita
McCafferty**
Pearl



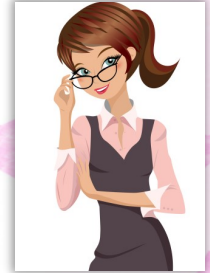
**Linda
Sperring**
Emerald



**Dolores
Morrone**
Diamond



**Allison
Kenderdine**
Ruby



**Peggy Smith-
Dobbs**
Sapphire

You are simply amazing ! With all that is going on, Dynamite Unit stepped up big time putting us so close to being a New Premier Cub Unit! We have less than 7000 wholesale to finish it by 6/30...we will do this! Check out the June Promos and pick which one you will shoot for this month.

We are so excited for a Linda Sperring and her team for entering DIQ this month 🙌🙌 Lets do this ladies!

Our 3 newest Unit members rocked their Facebook launch parties woohoo!!! Way to go Amanda Wellener, Stephanie Kane and Vicky Sarno! They each sold close to \$300 with their parties 👍👍

So proud of the ladies taking the team challenges: Linda Sperring , Maribeth Kelly-Mojica, Cindy Ervin, Danielle Berkenbaugh. They are consistent with their activities and it shows 😍

I can't wait to celebrate your success in July. I'm hoping to have a Unit Awards night here ...we will see how things go the next few weeks then decide.

Thank you so much for the happiness and joy you bring into my life. I am truly blessed 😊
Love, Marita

Congratulations!

March Contest Winners!

Shipping Rebate Winners!

Linda Sperring , Dolores Morrone, Danielle Berkenbaugh, Amanda Wellener, Cindy Ervin, Deb Assenmacher, Peggy Dobbs

Gift Card Winners

Linda Sperring * Dolores Morrone

Area Promo Achiever!

Congratulations to
Linda Sperring,
Bee Awesome Achiever!



Sensational Sellers

Based on Weekly
Accomplishment
Sheets

Dolores Morrone

Facials - \$253
Reorder - \$726
Personal web site - \$108

High week - \$608, 376, 103
Skin Care Sets - 1



Linda Sperring,
Dolores Morrone,
& Amanda Wellener & Marita are
on-target for the
Seminar Consisten-

The Ultimate Unit



Linda Sperring

Future Director

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



Candida Taylor



Position Available!



Position Available!



Position Available!



Position Available!

Senior Consultants

1-2 Team Members

Barb Dickson	Cindy Ervin	Sharon Gayser	Maribeth Kelly-Mojica	Cathy Larkin
Dolores Moroni	Pat Varrone	Position Available!	Position Available!	Position Available!

Dates Ahead

6/22...Zoom meeting 7:00pm
 6/29...Zoom meeting 7:00pm
 6/30...Last day of the month to place orders. Seminar year ends.
 7/6...Zoom meeting 7:00pm
 7/13...Zoom meeting 7:00pm
 7/17...Fall PCP enrollment begins
 7/20...Zoom meeting 7:00pm
 7/27...Zoom meeting 7:00pm
 7/31...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

Stay tuned on InTouch for more details.

'Love' Checks

9% Commission

Linda Sperring \$149

6% Commission

Dolores Morroni \$14

4% Commission

Candida Taylor \$28

Maribeth Kelly-Mojica \$24

Cindy Ervin \$24

Pat Varrone \$24

(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
 Stephanie Kane
 Victoria Sarno
 Amanda Wellener

From
 Lansdale, PA
 Bradley Beach, NJ
 Telford, PA

Sponsored By
 Linda Sperring
 Linda Sperring
 Linda Sperring

*"I find that the harder I work, the more luck I seem to have."
 - Thomas Jefferson*



Pink Investors



These consultants invested in product last month!

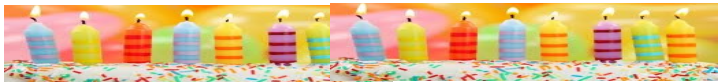
Dolores Morroni	Joan Doyle
Linda Sperring	Cathy Larkin
Peggy Smith-Dobbs	Denise McDevitt
Amanda Wellener	Lisa Deihl
Danielle Berkenbaugh	Margaret Criscuolo
Cindy Ervin	Stephanie Kane
Deborah Assenmacher	Johna Lingelbach
Maribeth Kelly-Mojica	Victoria Sarno
Iris Morales	Candida Taylor
Lori Moore	Elana Sloan
Pat Varrone	Barbara Dickson
Jo'Anne Every	Karen Zimmerman
Sharon Gayser	Jen Hammond



Celebrate!



July Birthdays	Day	July Anniversaries	Year
Amanda Wellener	1	Carolyn Isaacs	18
Victoria Sarno	7	Candida Taylor	16
Maureen McCormick	9	Sherri Bernstein	15
Johna Lingelbach	10	Pat Varrone	15
Eileen McEntee	10	Karen Walsh	13
Lisa Deihl	15	Fabiola Galeno	5
Joan Doyle	16	Dolores Morroni	3
Cathy Larkin	22	Diane Dougherty	3
Virginia Farnell	26	Elizabeth Collins	3
Brenda Bowser	27		



Place a \$600* or more in wholesale orders to earn a monthly jewelry piece from the super chic **You Can Do It! Challenge Collection** by R.J. Graziano. **You Can Do It!**

Seminar Awards 2020



YTD Court of Sales

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



1. Dolores Morroni \$23,242.00
2. Linda Sperring \$19,422.00
3. Allison Kenderdine \$13,923.00
4. Peggy Smith-Dobbs \$10,894.00
5. Deborah Assenmacher \$8,945.00
6. Cindy Ervin \$7,948.00
7. LeeAnn Rooney \$5,919.00
8. Candida Taylor \$5,907.00
9. Pat Varrone \$5,794.00
10. Danielle Berkenbaugh \$5,384.00

July 1, 2019-June 30, 2020

YTD Court of Sharing

MK: 24 Qualified * Area: 10 Qualified



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

Medal Winners



Congratulations to
Linda Sperring,
BRONZE Medal Winner!



June Wholesale Promo

250..\$5
gift card
or \$10
Product



450..\$10
gift card
or \$20
Product

600..\$15 gift card or \$30 product
plus sales aids and Company Jewelry

800..\$20 gift card or \$40 Product,
sales aids and Company Jewelry

1000..\$25 gift card or \$50
Products, extra special sales aid
package, Company Jewelry

PIC•COLLAGE



PIC•COLLAGE

MARY KAY
**SEMINAR
2020**
**3 DAY
EVENT!**
AUGUST 20-22, 2020

\$45 REGISTRATION FEE
\$40 if you registered for Career
Conference

BONUS

\$40 Retail Credit will be awarded to those
who Register!
Registration info Coming Soon!

Seminar 2020 is coming Aug. 20 – 22, and we couldn't be more thrilled about the over-the-top, unforgettable experience we are planning! Each Seminar affiliation will have its own unique Seminar program. All four Seminars will occur simultaneously and will be available in English and Spanish. Here are the session dates and times:

Thursday, Aug. 20

- Kick-Off Show: 6 – 7:30 p.m. CST
- Mary Kay National Area Celebration: 7:45 p.m. – 8:45 p.m. CST

Friday, Aug. 21 - Awards Show: 6 – 9 p.m. CST

Saturday, Aug. 22 - General Session: 1 – 3 p.m. CST

The Seminar 2020 registration fee is \$45, with a discounted registration fee of \$40 for those who registered for Career Conference 2020. Plus, a \$20 wholesale/\$40 retail credit will be awarded to those who register!

We hope you are as excited as we are about the limitless possibilities of Seminar 2020! If you've never attended Seminar before, this is your chance to experience the Queens, inspiration, motivation, prizes and

priceless education from Mary Kay superstars in the comfort and safety of your own home. It's sure to be a Mary Kay togetherness event like no other! There will be much more news to share in the days and weeks to come about Seminar 2020 registration details, prizes and more. For now, mark your calendar and check out InTouch for more information.

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



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: _____

PREP FOR SKIN CARE WINS.

JUNE SKIN CARE PRODUCT PROMOTION

GET 60% OFF* SUGGESTED RETAIL ON SELECT SKIN CARE SETS AND REGIMENS JUNE 2-30, WHILE SUPPLIES LAST!

All month long, you could earn extra money when you sell in multiples! Check out the beauty of this skin care promotion.



Select Skin Care Sets and Regimens	Suggested Retail Price	Your Normal Wholesale Cost With 50% Discount!†	What You Potentially Would Have Earned With 50% Discount!††	Your June Skin Care Product Promotion Wholesale Cost at 60% Off!†	What You Could Potentially Earn** With June Skin Care Product Promotion 60% Off!†
 <p><i>TimeWise Repair</i>® Ultimate Volu-Firm® Set</p>	\$318	\$159	\$159	\$127.20	\$190.80
 <p><i>TimeWise Repair</i>® Volu-Firm® Set</p>	\$205	\$102.50	\$102.50	\$82	\$123
 <p><i>TimeWise</i>® Ultimate Miracle Set 3D™ (Available Normal/Dry or Combination/Oily)</p>	\$165	\$82.50	\$82.50	\$66	\$99
 <p><i>TimeWise</i> Miracle Set 3D® (Available Normal/Dry or Combination/Oily)</p>	\$110	\$55	\$55	\$44	\$66
 <p><i>MKMen</i>® Regimen</p>	\$81	\$40.50	\$40.50	\$32.40	\$48.60
 <p><i>Botanical Effects</i>® Regimen</p>	\$54	\$27	\$27	\$21.60	\$32.40
 <p><i>Clear Proof</i>® Acne System</p>	\$45	\$22.50	\$22.50	\$18	\$27

*This offer applies only to the June Skin Care Product Promotion. Offer begins June 2, 2020, at 8 a.m. Central time and ends 11:59 p.m. Central time on June 30, 2020. For *Clear Proof*® Acne System, there is a limit of two per Independent Beauty Consultant. All other select skin care sets and regimens have a limit of 13 per set/regimen per Independent Beauty Consultant, while supplies last, at the fixed wholesale price. Sales tax will be collected on the suggested retail price.

**The gross profit calculation is based on products being sold at the suggested retail prices; however, all Independent Beauty Consultants are independent contractors and can choose to sell these products at any price they desire.

†An Independent Beauty Consultant must be in active status or place an activating order to receive the discount off suggested retail.

Due to the June Skin Care Product Promotion, your wholesale total may be less than you expect, so please make sure to check your wholesale totals before checking out.

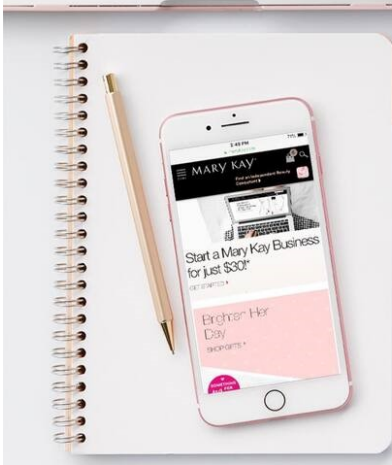


Marita McCafferty
Independent Sales Director
 1115 Angus Circle
 Blue Bell, PA 19422

To the Dynamic:



Start your business for just \$30! Extended Through June 30th



EStart will give you access to:

- One year of Mary Kay® Personal Web Site access (\$30 value).
- One year of Pro-Pay® access (\$39.95 value).

MARY KAY

DISCOUNTED SHIPPING FOR CDS ORDERS!

THROUGH JUNE 30TH

SHIPPING RATE DISCOUNTED FROM:

USPS \$6.95 TO \$3.50
UPS \$10.95 TO \$7.00

Must be active and have a propay account to use the Customer Delivery Service. See InTouch for details.

MARY KAY



Finish the Year Strong!

Manager of Sales Force Education Christina Reid shares exciting news regarding the "With You All The Way" video series and Independent Senior Sales Director Jordan Helou Eicher provides motivation and inspiration to finish the seminar year off strong

Available at www.marykayintouch.com



POWER CLASS