



Senior Sales Director
Ann Sherman

Ann's Achiever

UNIT GOAL: MILLION \$ UNIT CLUB

August 2020 Newsletter

July 2020 Results

Consultant of the Month



Jami Heavilin

Jami is a wife, mother of 3, a full time Nurse AND does an outstanding job managing it all.

I love her excitement and commitment to building a full Mary Kay business. Wishing her great success in the coming year. Jami earned her Power Start Plus in July!

Our Queens



YTD Queen of Retail

Patricia Shellenberger



YTD Queen of Sharing

Martha Mielke



YTD Queen of Wholesale

Patricia Shellenberger

Moving on Up!!

Who will be moving up next?



Darlene Baverso



Wendy Watts



Rosie Pasos



shooting for the Stars

June 16, 2020 - September 15, 2020



1st Qrt. On-Target Star Consultants

Keep Your Eye on the PRIZE!!

Name	Total Contest Credit	Sapphire	Ruby	Diamond	Emerald	Pearl
Patricia Shallenberger	\$2,584.00	\$0.00	\$0.00	\$416.00	\$1,016.00	\$2,216.00
Theresa Heineman	\$1,830.10	\$0.00	\$569.90	\$1,169.90	\$1,769.90	\$2,969.90
Rosie Pasos	\$1,564.90	\$235.10	\$835.10	\$1,435.10	\$2,035.10	\$3,235.10
Jami Heavilin	\$1,249.00	\$551.00	\$1,151.00	\$1,751.00	\$2,351.00	\$3,551.00
Darlene Baverso	\$1,222.70	\$577.30	\$1,177.30	\$1,777.30	\$2,377.30	\$3,577.30
Hillary Andrews	\$1,130.70	\$669.30	\$1,269.30	\$1,869.30	\$2,469.30	\$3,669.30
Rose Marie Spadaro	\$866.20	\$933.80	\$1,533.80	\$2,133.80	\$2,733.80	\$3,933.80
Lynn Groomes	\$700.00	\$1,100.00	\$1,700.00	\$2,300.00	\$2,900.00	\$4,100.00
Wendy Watts	\$643.60	\$1,156.40	\$1,756.40	\$2,356.40	\$2,956.40	\$4,156.40
Esther Estrada	\$642.65	\$1,157.35	\$1,757.35	\$2,357.35	\$2,957.35	\$4,157.35
Ruth Ashburn	\$637.00	\$1,163.00	\$1,763.00	\$2,363.00	\$2,963.00	\$4,163.00
Metzi Jolly	\$607.50	\$1,192.50	\$1,792.50	\$2,392.50	\$2,992.50	\$4,192.50
Sonia Travis	\$606.40	\$1,193.60	\$1,793.60	\$2,393.60	\$2,993.60	\$4,193.60
Wanda Biokua	\$602.90	\$1,197.10	\$1,797.10	\$2,397.10	\$2,997.10	\$4,197.10
Leah Payne	\$600.00	\$1,200.00	\$1,800.00	\$2,400.00	\$3,000.00	\$4,200.00
Madison Williams	\$591.60	\$1,208.40	\$1,808.40	\$2,408.40	\$3,008.40	\$4,208.40
Penny Pfeiffer	\$591.00	\$1,209.00	\$1,809.00	\$2,409.00	\$3,009.00	\$4,209.00
Marilyn Marshall	\$514.50	\$1,285.50	\$1,885.50	\$2,485.50	\$3,085.50	\$4,285.50
Darlene Brideweser	\$500.00	\$1,300.00	\$1,900.00	\$2,500.00	\$3,100.00	\$4,300.00
Janet Moynihan	\$494.50	\$1,305.50	\$1,905.50	\$2,505.50	\$3,105.50	\$4,305.50
Jennifer Hamblin-Shaw	\$459.50	\$1,340.50	\$1,940.50	\$2,540.50	\$3,140.50	\$4,340.50



Registered for Seminar 2020

Darlene Baverso	Theresa Heineman	Trish Shallenberger	Victoria Valencia
Rosie Mare Spardo	Rheda Rosenbert	Sonia Travis	Catherine Wellman
Diane Felter	Kimberly Martin	Hillary Andrews	Cathy Denorsek
Janet Moynihan	Leah Payne	Norma Pioth	Wendy Watts
Penny Pfeiffer	Kristy Lambert	Whitney Watts	Wanda Biokua
Terri Moulzolf	Barbara Campbell	Kim Greene	

MARY KAY
SEMINAR
2020

Deadline to Register: Aug. 13th

shooting for the top in retail sales *National Court*

Company Court of Sales



Patricia Shellenberger



Wendy Watts



Rosie Pasos

Consultant Name	YTD Total
1 Patricia Shellenberger	5056
2 Wendy Watts	4119
3 Rosie Pasos	2513
4 Rose Marie Spadaro	2413
5 Theresa Heineman	2412
6 Darlene Baverso	2410
7 Janet Moynihan	2177
8 Hillary Andrews	1969
9 Holly Wagner	1907
10 Sonia Travis	1889

top team *Builders*

Company Court of Sharing

Name	Sem Qual Team Member	Sem Recruiter Comm Earned
Martha Mielke	1	24

Seminar 2021



National Court



MK National Area Princess Court



National Court of Sales

\$40,000 rs/\$20,000 whls

Princes Court of Sales

\$20,000 rs/\$10,000 whsl

Achievers Court

\$10,000 rs/\$5,000 whsl



Court of Sharing

National Court of Sharing

24 Qualified Team Members

Area Court of Sharing

12 Qualified Team Members

Achievers Court

6 Qualified Team Members

Congratulations
On investing in your business
last month!



Spark A Chain Reaction
August Challenge

Fall Consistency

Monthly challenge: \$600 whsl

Complete July-December for a R.J.Graziano necklace!!!

Name	Unit Wholesale
Patricia Shallenberger	\$673.00
Jami Heavilin	\$646.50
Metzi Jolly	\$607.50
Theresa Heineman	\$602.50
Rosie Pasos	\$602.50
Darlene Baverso	\$600.00
Rose Marie Spadaro	\$573.00
Marilyn Marshall	\$514.50
Julie Tanner	\$380.50
Hilie McFarland	\$308.50
Esther Estrada	\$306.75
Melissa Woodbury	\$294.00
Janet Moynihan	\$289.50
Penny Pfeiffer	\$277.00
Doris Sanchez	\$265.00
Susan Costello	\$252.00
Donna Ross	\$250.50
Sonia Travis	\$244.00
Ruth Ashburn	\$241.00
Peggy Givens	\$238.00
Helen Adams	\$231.00
Samantha Fisher	\$231.00
Paula Jensen	\$230.50
Loretta Raleigh	\$227.50
Judith Elliott	\$225.50
Olivette Duarte-Avila	\$225.00
Lori Orr	\$225.00
Shannen Robinson	\$225.00
Terri Moulzolf	\$166.50
Barbara Campbell	\$165.00
Caigan McKenzie	\$153.50
Kandi Hennington	\$127.50
Jenny Pepper	\$116.50
Darlene Brideweser	\$99.50
Lynn Groomes	\$98.00
Joan Quinn	\$94.50
Jan Kleinschmidt	\$79.00
Autumn Cymbor	\$62.00
Wendy Watts	\$59.50
Madison Williams	\$59.00
Hillary Andrews	\$57.50
Paige Hitt	\$40.00
Sharon Johnson	\$32.00
Julie Shriver	\$30.50
Kim Greene	\$12.00

July Spark a Chain Reaction Achievers



Patricia Shellenberger



Jami Heavilin



Metzi Jolly



Rosie Pasos



Darlene Baverso



Theresa Heineman

WELCOME
to the team!

Metzi Jolly
Ludington, MI
Recruiter: Martha Mielke

TEAM BUILDING

DIQ / FUTURE DIRECTOR



Wendy Watts

TEAM LEADERS



Will this be you?

STAR TEAM BUILDERS



Darlene Baverso



Rosie Pasos



Will this be you?



Will this be you?

SENIOR CONSULTANTS

Hillary Andrews

Ruth Ashburn

Darlene Brideweser

Barbara Campbell

Autumn Cymbor

Marcella Komaromi

Kristy Lambert

Debra McMenamain

Martha Mielke

Terri Moulzolf

Janet Moynihan

Olivia Ortiz

Valerie Paris

Norma Pioth

Laurie Pugh

Joan Quinn

Patricia Shallenberget

Rose Marie Spadaro

Whitney Watts

\$100 RED JACKET BONUS!!

Has been extended to June 30, 2021. ALL FIRST-TIME Red Jacket achievers will receive a one-time \$100 Red Jacket Bonus. To be eligible to earn the \$100 Red Jacket Bonus, you must be active and it must be the first time you have every had at least three active personal team members at the end of the month. ONLY applies to beauty consultants who have NEVER achieved Red Jacket status before.



SENIOR CONSULTANT
1-2 Active Team Members
4% Commission



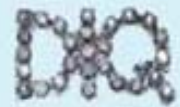
STAR TEAM BUILDER
3-4 Active Team Members
4%, 6% OR 8% Commission



TEAM LEADER
5-7 Active Team Members
9% OR 13% Commission
Eligible to be on-target for
Grand Achiever Status



ELITE TEAM LEADER
8+ Active Team Members
9% OR 13% Commission



**DIRECTOR IN
QUALIFICATION**
10+ Active Team Members
Submit your DIQ Commitment Form



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



Independent Mary Kay Senior Sales Director

Ann Sherman
5860 Dashwood Dr
Bethel Park, PA 15102-1316
millionachiever@gmail.com
724-518-5501

Special Delivery for



Birthdays in August

	Day
Madison Williams	August 3
Kathleen Vitullo	August 4
Darlene Baverso	August 6
Jennifer Herman	August 8
Colleen Ulke	August 9
Julie Tanner	August 12
Autumn Cymbor	August 13
Loretta Raleigh	August 14
Maria Sherman	August 15
Patricia Ferry	August 20
Debra Hakeem	August 24
Susan Costello	August 26
Darlene Brideweser	August 28
Debra McMenamin	August 29
Caigan McKenzie	August 31

Anniversaries in August

	Day
Caigan McKenzie	August 4
Lisa Covington	August 5
Julie Shriver	August 7
Carolyn Aloe	August 8
Lenora Nim	August 9
Stephannie Myette	August 12
Loretta Raleigh	August 12
Terri Moulzolf	August 14
Deborah Stephens	August 22
Janet Moynihan	August 23
Holly Wagner	August 23
Lynn Groomes	August 27
Julie Shannon	August 30
Laurie Pugh	August 31
Rose Marie Spadaro	August 31
Wendy Watts	August 31