



Senior Sales Director  
Ann Sherman

# Ann's Achiever\$

UNIT GOAL: MILLION \$ UNIT CLUB

December 2020 Newsletter

November 2020 Results

## Your Weekly Meeting Schedule:

### **Monday**

(8 PM EST, 7 PM CST 5 PM Pacific)

Unit Zoom Meeting  
239-740-2154

Let's fill the screen with our Achievers  
We are growing and  
we want you with us!

### **Tuesday**

(8 PM EST, 7 PM CST 5 PM Pacific)

Star Search

Face Book Private Page Peek into  
(Our) World

Invite clients, guests to meet Stars in  
Mary Kay

### **Wednesday**

(8 PM EST, 7 PM CST 5 PM Pacific)

Who, What and Why use our  
Products?

Face Book Private Page  
Peek into (Our) World

Invite clients, guests to meet Stars in  
Mary Kay

## Our Queens



YTD Queen of  
Retail

Patricia Shellenberger



YTD Queen of  
Sharing

Wendy Watts



YTD Queen of  
Wholesale

Darlene Brideweser

## Moving on Up!!

Who will be moving up next?



# shooting for the Stars

September 16, 2020 - December 15, 2020

## 2nd Qrt. On-Target Star Consultants

Contest Credit Needed

Name	Total Contest Credit	Sapphire	Ruby	Diamond	Emerald	Pearl
Patricia Shallenberger	\$ 3,763.20	STAR	STAR	STAR	STAR	\$1,036.80
Rose Marie Spadaro	\$ 2,240.40	STAR	\$ 159.60	\$ 759.60	\$1,359.60	\$2,559.60
Darlene Brideweser	\$ 2,224.50	STAR	\$ 175.50	\$ 775.50	\$1,375.50	\$2,575.50
Leah Payne	\$ 2,018.25	STAR	\$ 381.75	\$ 981.75	\$1,581.75	\$2,781.75
Darlene Baverso	\$ 1,936.50	STAR	\$ 463.50	\$1,063.50	\$1,663.50	\$2,863.50
Rosie Pasos	\$ 1,928.00	STAR	\$ 472.00	\$1,072.00	\$1,672.00	\$2,872.00
Janet Moynihan	\$ 1,917.00	STAR	\$ 483.00	\$1,083.00	\$1,683.00	\$2,883.00
Theresa Heineman	\$ 1,870.65	STAR	\$ 529.35	\$1,129.35	\$1,729.35	\$2,929.35
Barbara Campbell	\$ 1,587.50	\$ 212.50	\$ 812.50	\$1,412.50	\$2,012.50	\$3,212.50
Ann Sherman	\$ 1,572.70	\$ 227.30	\$ 827.30	\$1,427.30	\$2,027.30	\$3,227.30
Wendy Watts	\$ 1,334.25	\$ 465.75	\$1,065.75	\$1,665.75	\$2,265.75	\$3,465.75
Patty Bouvy	\$ 1,286.35	\$ 513.65	\$1,113.65	\$1,713.65	\$2,313.65	\$3,513.65
Marcella Komaromi	\$ 1,286.30	\$ 513.70	\$1,113.70	\$1,713.70	\$2,313.70	\$3,513.70
Joan Quinn	\$ 1,116.00	\$ 684.00	\$1,284.00	\$1,884.00	\$2,484.00	\$3,684.00
Lynn Groomes	\$ 1,050.00	\$ 750.00	\$1,350.00	\$1,950.00	\$2,550.00	\$3,750.00
Melissa Tussing	\$ 963.50	\$ 836.50	\$1,436.50	\$2,036.50	\$2,636.50	\$3,836.50
Catherine Wellman	\$ 937.40	\$ 862.60	\$1,462.60	\$2,062.60	\$2,662.60	\$3,862.60
Michelle McConnell	\$ 899.30	\$ 900.70	\$1,500.70	\$2,100.70	\$2,700.70	\$3,900.70
Ann Estes	\$ 769.50	\$1,030.50	\$1,630.50	\$2,230.50	\$2,830.50	\$4,030.50
Hillary Andrews	\$ 746.70	\$1,053.30	\$1,653.30	\$2,253.30	\$2,853.30	\$4,053.30
Penny Pfeiffer	\$ 683.00	\$1,117.00	\$1,717.00	\$2,317.00	\$2,917.00	\$4,117.00
Norma Pioth	\$ 665.50	\$1,134.50	\$1,734.50	\$2,334.50	\$2,934.50	\$4,134.50
Terri Moulzolf	\$ 651.50	\$1,148.50	\$1,748.50	\$2,348.50	\$2,948.50	\$4,148.50
Sadie Wilson	\$ 530.00	\$1,270.00	\$1,870.00	\$2,470.00	\$3,070.00	\$4,270.00
Jami Heavilin	\$ 494.10	\$1,305.90	\$1,905.90	\$2,505.90	\$3,105.90	\$4,305.90
Deanna Walter	\$ 487.50	\$1,312.50	\$1,912.50	\$2,512.50	\$3,112.50	\$4,312.50
Cathy Dernorsek	\$ 485.00	\$1,315.00	\$1,915.00	\$2,515.00	\$3,115.00	\$4,315.00
Karen Pletsch	\$ 464.35	\$1,335.65	\$1,935.65	\$2,535.65	\$3,135.65	\$4,335.65
Sonia Travis	\$ 458.00	\$1,342.00	\$1,942.00	\$2,542.00	\$3,142.00	\$4,342.00
Doris Sanchez	\$ 423.00	\$1,377.00	\$1,977.00	\$2,577.00	\$3,177.00	\$4,377.00
Jan Kleinschmidt	\$ 402.00	\$1,398.00	\$1,998.00	\$2,598.00	\$3,198.00	\$4,398.00
Marcia Thomas	\$ 393.50	\$1,406.50	\$2,006.50	\$2,606.50	\$3,206.50	\$4,406.50
Esther Estrada	\$ 391.00	\$1,409.00	\$2,009.00	\$2,609.00	\$3,209.00	\$4,409.00
Lynna Grandas	\$ 383.00	\$1,417.00	\$2,017.00	\$2,617.00	\$3,217.00	\$4,417.00
Selena Hamilton	\$ 375.00	\$1,425.00	\$2,025.00	\$2,625.00	\$3,225.00	\$4,425.00
Helen Adams	\$ 359.00	\$1,441.00	\$2,041.00	\$2,641.00	\$3,241.00	\$4,441.00
Autumn Cymbor	\$ 335.50	\$1,464.50	\$2,064.50	\$2,664.50	\$3,264.50	\$4,464.50
Sandy Benjock	\$ 327.25	\$1,472.75	\$2,072.75	\$2,672.75	\$3,272.75	\$4,472.75
Jennifer Hamblin-Shaw	\$ 325.50	\$1,474.50	\$2,074.50	\$2,674.50	\$3,274.50	\$4,474.50
Brenda Williams	\$ 325.00	\$1,475.00	\$2,075.00	\$2,675.00	\$3,275.00	\$4,475.00
Diane Felter	\$ 321.50	\$1,478.50	\$2,078.50	\$2,678.50	\$3,278.50	\$4,478.50
Patricia Ferry	\$ 311.00	\$1,489.00	\$2,089.00	\$2,689.00	\$3,289.00	\$4,489.00
Peggy Givens	\$ 310.00	\$1,490.00	\$2,090.00	\$2,690.00	\$3,290.00	\$4,490.00



Keep Your Eye on the PRIZE!!

LOOK WHO HAS ALREADY ACHIEVED STAR STATUS



Patricia Shellenberger  
Emerald



Rose Spadaro  
Sapphire



Darlene Brideweser  
Sapphire



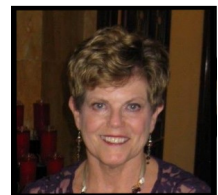
Leah Payne  
Sapphire



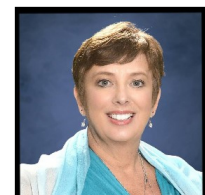
Darlene Baverso  
Sapphire



Rosie Pasos  
Sapphire



Janet Moynihan  
Sapphire



Theresa Heineman  
Sapphire

shooting for the  
top in retail sales

# National Court

Seminar 2021

## Company Court of Sales



Patricia  
Shellenberger



Rose Marie  
Spadaro



Darlene  
Baverso

Rank	Conslt Name	YTD Contest Credit
1	Patricia Shellenberger	\$ 17,083.00
2	Rose Marie Spadaro	\$ 10,848.00
3	Darlene Baverso	\$ 10,694.00
4	Janet Moynihan	\$ 10,630.00
5	Rosie Pasos	\$ 9,412.00
6	Leah Payne	\$ 9,372.00
7	Wendy Watts	\$ 8,892.00
8	Theresa Heineman	\$ 8,735.00
9	Hillary Andrews	\$ 6,609.00
10	Darlene Brideweser	\$ 6,558.00
11	Barbara Campbell	\$ 4,730.00



**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

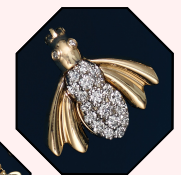
*Achievers Court*

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

top team **Builders**

## Company

Name	Sem Qual Team Member	Sem Recruiter Comm Earned
Wendy Watts	2	70.00
Martha Mielke	1	34.00
Cathy Dernorsek	1	30.00



**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!



## November Spark a Chain Reaction Achievers

Name	Wholesale
Darlene Brideweser	\$ 1,883.50
Patricia Shallenberger	\$ 1,194.30
Lynn Grooms	\$ 1,000.00
Darlene Baverso	\$ 877.50
Janet Moynihan	\$ 862.50
Leah Payne	\$ 805.50
Rosie Pasos	\$ 781.50
Barbara Campbell	\$ 650.00
Hillary Andrews	\$ 647.70
Patty Bouvy	\$ 625.35
Rose Marie Spadaro	\$ 608.30
Theresa Heineman	\$ 600.65
Catherine Wellman	\$ 580.90
Wendy Watts	\$ 498.50
Marcella Komaromi	\$ 477.80
Penny Pfeiffer	\$ 463.00
Doris Sanchez	\$ 423.00
Joan Quinn	\$ 339.00
Jennifer Hamblin-Shaw	\$ 325.50
Peggy Givens	\$ 310.00
Sadie Wilson	\$ 298.00
Janet Chambers	\$ 291.50
Rita Grubbs	\$ 280.50
Samantha Fisher	\$ 271.10
Joan Martos	\$ 263.00
Kandi Hennington	\$ 253.00
Cathy Dernorsek	\$ 252.00
Jami Heavilin	\$ 247.60
Samantha Melancon	\$ 246.50
Melissa Tussing	\$ 244.50
Esther Estrada	\$ 244.00
Colleen Ulke	\$ 242.30
Karen Pletsch	\$ 238.35
Caigan McKenzie	\$ 238.00
Carol Bywaters	\$ 236.50
Sonia Travis	\$ 235.00
Sharon Johnson	\$ 233.50
Martha Mielke	\$ 228.50
Amy Agger	\$ 228.00
Marsha Logan	\$ 225.00
Michelle McConnell	\$ 219.30
Ann Estes	\$ 126.25
Carolyn Aloe	\$ 117.50
Helen Adams	\$ 111.50
Lynna Grandas	\$ 100.00
Diane Felter	\$ 78.00
Selena Hamilton	\$ 73.00
Janet Began-Reder	\$ 68.00
Brenda Williams	\$ 60.00
Jan Bothun	\$ 52.00
Brittany Schwecke	\$ 31.50
Paige Hitt	\$ 24.00



Darlene  
Brideweser



Patricia  
Shellenberger



Lynn  
Grooms



Darlene  
Baverso



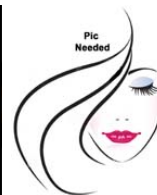
Janet  
Moynihan



Leah  
Payne



Rosie  
Pasos



Barbara  
Campbell



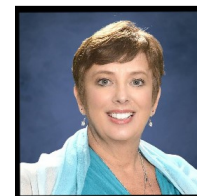
Hillary  
Andrews



Patty  
Bouvy



Rose  
Spadaro



Theresa  
Heineman

**WELCOME**  
to the team!

**Catherine Peters**  
Brookhaven, MS  
Recruiter: Wendy Watts

**Shalira Taylor**  
Cleveland, OH  
Recruiter: Ann Sherman

# Team Building

## DIQ / ELITE TEAM LEADER



Wendy Watts

## TEAM LEADERS



Darlene Bavero

## STAR TEAM BUILDERS



Will this be YOU?

Will this be YOU?

Will this be YOU?

Will this be YOU?

## SENIOR CONSULTANTS

Hillary Andrews

Ruth Ashburn

Darlene Brideweser

Autumn Cymbor

Cathy Dernorsek

Lynn Groomes

Kristy Lambert

Debra McMenamain

Martha Mielke

Terri Moulzolf

Janet Moynihan

Olivia Ortiz

Valerie Paris

Rosie Pasos

Penny Pfeiffer

Joan Quinn

Patricia Shallenberger

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%, 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



**SALES DIRECTOR**  
Maintain \$4,500 or more in  
monthly unit production.  
Earn fabulous rewards and  
opportunities.



# Independent Mary Kay Senior Sales Director

**Ann Sherman**

5860 Dashwood Dr  
Bethel Park, PA 15102-1316  
millionachiever@gmail.com

*Pearls of Sharing*

*Will you be a Pearl Girl this month?*

SHARE THE MARY KAY OPPORTUNITY WITH 3 PEOPLE AND EARN THE PEARL EARRINGS

Name: \_\_\_\_\_  
Name: \_\_\_\_\_  
Name: \_\_\_\_\_

SHARE THE MARY KAY OPPORTUNITY WITH 6 PEOPLE AND EARN THE PEARL BRACELET

Name: \_\_\_\_\_  
Name: \_\_\_\_\_  
Name: \_\_\_\_\_

EARN THE PEARL NECKLACE WITH YOUR FIRST ACTIVE NEW TEAM MEMBER!!

Name: \_\_\_\_\_  
Name: \_\_\_\_\_

**Ask me how you can earn your Pearls this month!**

**Special Delivery for**



### Birthdays in December

Name	Birth Date
Maulana Arnold	31 December
Deborah Balbo	19 December
Janet Chambers	21 December
Catherine Ciccone	12 December
Mary Agnes Galvin	13 December
Cynthia Marrow	26 December
Patty Roger	13 December
Doris Sanchez	27 December
Dianne Seifert	15 December
Karen Tedhams Howard	29 December
Melissa Tussing	14 December
Holly Wagner	24 December



### Anniversaries in December

Name	Start Date	Years
Kimberly Martin	12/12/2003	17
Sandy Benjock	12/30/2005	15
Tammy Flumm	12/05/2006	14
Hilie McFarland	12/10/2008	12
Karen Tedhams Howard	12/30/2008	12
Carol Bywaters	12/23/2017	3
Jennifer Herman	12/06/2019	1
Melissa Tussing	12/31/2019	1