



Senior Sales Director  
Ann Sherman

# Ann's Achiever\$

UNIT GOAL: MILLION \$ UNIT CLUB

November 2020 Newsletter

October 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

Patricia Shellenberger

## Moving on Up!!

Who will be moving up next?



Darlene  
Baverso



Wendy  
Watts



# shooting for the Stars

September 16, 2020 - December 15, 2020

## 2nd Qrt. On-Target Star Consultants

Keep Your Eye on the PRIZE!!

Name	Total Contest Credit	Contest Credit Needed				
		Sapphire	Ruby	Diamond	Emerald	Pearl
Patricia Shallenberger	\$ 2,434.90	STAR	STAR	\$ 565.10	\$ 1,165.10	\$ 2,365.10
Darlene Baverso	\$ 1,715.50	\$ 84.50	\$ 684.50	\$ 1,284.50	\$ 1,884.50	\$ 3,084.50
Rose Marie Spadaro	\$ 1,501.10	\$ 298.90	\$ 898.90	\$ 1,498.90	\$ 2,098.90	\$ 3,298.90
Theresa Heineman	\$ 1,270.00	\$ 530.00	\$ 1,130.00	\$ 1,730.00	\$ 2,330.00	\$ 3,530.00
Leah Payne	\$ 1,212.75	\$ 587.25	\$ 1,187.25	\$ 1,787.25	\$ 2,387.25	\$ 3,587.25
Rosie Pasos	\$ 1,075.50	\$ 724.50	\$ 1,324.50	\$ 1,924.50	\$ 2,524.50	\$ 3,724.50
Ann Sherman	\$ 1,001.00	\$ 799.00	\$ 1,399.00	\$ 1,999.00	\$ 2,599.00	\$ 3,799.00
Janet Moynihan	\$ 974.00	\$ 826.00	\$ 1,426.00	\$ 2,026.00	\$ 2,626.00	\$ 3,826.00
Melissa Tussing	\$ 887.50	\$ 912.50	\$ 1,512.50	\$ 2,112.50	\$ 2,712.50	\$ 3,912.50
Marcella Komaromi	\$ 808.50	\$ 991.50	\$ 1,591.50	\$ 2,191.50	\$ 2,791.50	\$ 3,991.50
Ann Estes	\$ 769.50	\$ 1,030.50	\$ 1,630.50	\$ 2,230.50	\$ 2,830.50	\$ 4,030.50
Wendy Watts	\$ 719.75	\$ 1,080.25	\$ 1,680.25	\$ 2,280.25	\$ 2,880.25	\$ 4,080.25
Michelle McConnell	\$ 680.00	\$ 1,120.00	\$ 1,720.00	\$ 2,320.00	\$ 2,920.00	\$ 4,120.00
Barbara Campbell	\$ 677.00	\$ 1,123.00	\$ 1,723.00	\$ 2,323.00	\$ 2,923.00	\$ 4,123.00
Norma Pioth	\$ 665.50	\$ 1,134.50	\$ 1,734.50	\$ 2,334.50	\$ 2,934.50	\$ 4,134.50
Patty Bouvy	\$ 661.00	\$ 1,139.00	\$ 1,739.00	\$ 2,339.00	\$ 2,939.00	\$ 4,139.00
Terri Moulzolf	\$ 651.50	\$ 1,148.50	\$ 1,748.50	\$ 2,348.50	\$ 2,948.50	\$ 4,148.50
Joan Quinn	\$ 594.00	\$ 1,206.00	\$ 1,806.00	\$ 2,406.00	\$ 3,006.00	\$ 4,206.00
Deanna Walter	\$ 487.50	\$ 1,312.50	\$ 1,912.50	\$ 2,512.50	\$ 3,112.50	\$ 4,312.50
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
Catherine Wellman	\$ 356.50	\$ 1,443.50	\$ 2,043.50	\$ 2,643.50	\$ 3,243.50	\$ 4,443.50
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
Patricia Ferry	\$ 311.00	\$ 1,489.00	\$ 2,089.00	\$ 2,689.00	\$ 3,289.00	\$ 4,489.00
Selena Hamilton	\$ 302.00	\$ 1,498.00	\$ 2,098.00	\$ 2,698.00	\$ 3,298.00	\$ 4,498.00
Janet Began-Reder	\$ 293.50	\$ 1,506.50	\$ 2,106.50	\$ 2,706.50	\$ 3,306.50	\$ 4,506.50
Janet Chambers	\$ 291.50	\$ 1,508.50	\$ 2,108.50	\$ 2,708.50	\$ 3,308.50	\$ 4,508.50
Lynna Grandas	\$ 283.00	\$ 1,517.00	\$ 2,117.00	\$ 2,717.00	\$ 3,317.00	\$ 4,517.00
Mary Agnes Galvin	\$ 276.25	\$ 1,523.75	\$ 2,123.75	\$ 2,723.75	\$ 3,323.75	\$ 4,523.75
Brenda Williams	\$ 265.00	\$ 1,535.00	\$ 2,135.00	\$ 2,735.00	\$ 3,335.00	\$ 4,535.00
Maulana Arnold	\$ 262.25	\$ 1,537.75	\$ 2,137.75	\$ 2,737.75	\$ 3,337.75	\$ 4,537.75
Donna Thomas	\$ 259.50	\$ 1,540.50	\$ 2,140.50	\$ 2,740.50	\$ 3,340.50	\$ 4,540.50
Olivette Duarte-Avila	\$ 254.75	\$ 1,545.25	\$ 2,145.25	\$ 2,745.25	\$ 3,345.25	\$ 4,545.25
Brittany Schwecke	\$ 254.10	\$ 1,545.90	\$ 2,145.90	\$ 2,745.90	\$ 3,345.90	\$ 4,545.90
Helen Adams	\$ 247.50	\$ 1,552.50	\$ 2,152.50	\$ 2,752.50	\$ 3,352.50	\$ 4,552.50
Jami Heavilin	\$ 246.50	\$ 1,553.50	\$ 2,153.50	\$ 2,753.50	\$ 3,353.50	\$ 4,553.50
Darlene Brideweser	\$ 244.00	\$ 1,556.00	\$ 2,156.00	\$ 2,756.00	\$ 3,356.00	\$ 4,556.00
Janet Dranko	\$ 243.00	\$ 1,557.00	\$ 2,157.00	\$ 2,757.00	\$ 3,357.00	\$ 4,557.00
Victoria Valencia	\$ 239.00	\$ 1,561.00	\$ 2,161.00	\$ 2,761.00	\$ 3,361.00	\$ 4,561.00
Caigan McKenzie	\$ 238.00	\$ 1,562.00	\$ 2,162.00	\$ 2,762.00	\$ 3,362.00	\$ 4,562.00
Carol Bywaters	\$ 236.50	\$ 1,563.50	\$ 2,163.50	\$ 2,763.50	\$ 3,363.50	\$ 4,563.50
Tina Russo Dressman	\$ 234.00	\$ 1,566.00	\$ 2,166.00	\$ 2,766.00	\$ 3,366.00	\$ 4,566.00
Cathy Dernorsek	\$ 233.00	\$ 1,567.00	\$ 2,167.00	\$ 2,767.00	\$ 3,367.00	\$ 4,567.00
Sadie Wilson	\$ 232.00	\$ 1,568.00	\$ 2,168.00	\$ 2,768.00	\$ 3,368.00	\$ 4,568.00
Wanda Biokua	\$ 230.00	\$ 1,570.00	\$ 2,170.00	\$ 2,770.00	\$ 3,370.00	\$ 4,570.00
Diane Felter	\$ 229.50	\$ 1,570.50	\$ 2,170.50	\$ 2,770.50	\$ 3,370.50	\$ 4,570.50
Laurie Pugh	\$ 229.00	\$ 1,571.00	\$ 2,171.00	\$ 2,771.00	\$ 3,371.00	\$ 4,571.00
Ana Gomez	\$ 228.50	\$ 1,571.50	\$ 2,171.50	\$ 2,771.50	\$ 3,371.50	\$ 4,571.50
Jenny Pepper	\$ 228.50	\$ 1,571.50	\$ 2,171.50	\$ 2,771.50	\$ 3,371.50	\$ 4,571.50
Amy Agger	\$ 228.00	\$ 1,572.00	\$ 2,172.00	\$ 2,772.00	\$ 3,372.00	\$ 4,572.00
Whitney Watts	\$ 228.00	\$ 1,572.00	\$ 2,172.00	\$ 2,772.00	\$ 3,372.00	\$ 4,572.00
Metzi Jolly	\$ 227.50	\$ 1,572.50	\$ 2,172.50	\$ 2,772.50	\$ 3,372.50	\$ 4,572.50
Dana Norton	\$ 226.50	\$ 1,573.50	\$ 2,173.50	\$ 2,773.50	\$ 3,373.50	\$ 4,573.50
Karen Pletsch	\$ 226.00	\$ 1,574.00	\$ 2,174.00	\$ 2,774.00	\$ 3,374.00	\$ 4,574.00

LOOK WHO HAS ALREADY ACHIEVED STAR STATUS



Patricia Shellenberger  
Ruby



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 Shallenberger	\$ 14,668.00
2	Rose Marie Spadaro	\$ 9,509.00
3	Darlene Baverso	\$ 8,939.00
4	Janet Moynihan	\$ 8,905.00
5	Wendy Watts	\$ 7,895.00
6	Rosie Pasos	\$ 7,831.00
7	Leah Payne	\$ 7,719.00
8	Theresa Heineman	\$ 7,491.00
9	Hillary Andrews	\$ 5,280.00
10	Sonia Travis	\$ 3,790.00
11	Melissa Tussing	\$ 3,583.00



**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

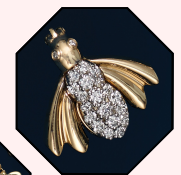
**Achievers Court**

\$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	25.00



**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!



## October Spark a Chain Reaction Achievers

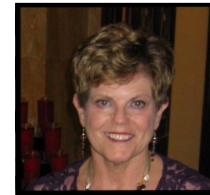
Name	Wholesale
Patricia Shallenberger	\$ 1,358.30
Rose Marie Spadaro	\$ 1,003.10
Janet Moynihan	\$ 891.00
Darlene Baverso	\$ 821.50
Leah Payne	\$ 810.25
Melissa Tussing	\$ 675.00
Theresa Heineman	\$ 670.00
Patty Bouvy	\$ 661.00
Ann Estes	\$ 643.25
Wendy Watts	\$ 606.25
Rosie Pasos	\$ 600.50
Deanna Walter	\$ 487.50
Norma Pioth	\$ 458.50
Michelle McConnell	\$ 442.00
Jan Kleinschmidt	\$ 402.00
Catherine Wellman	\$ 356.50
Barbara Campbell	\$ 351.00
Sandy Benjock	\$ 327.25
Selena Hamilton	\$ 302.00
Terri Moulzolf	\$ 288.00
Lynna Grandas	\$ 283.00
Mary Agnes Galvin	\$ 276.25
Brenda Williams	\$ 265.00
Donna Thomas	\$ 259.50
Janet Dranko	\$ 243.00
Tina Russo Dressman	\$ 234.00
Joan Quinn	\$ 231.00
Wanda Biokua	\$ 230.00
Diane Felter	\$ 229.50
Ana Gomez	\$ 228.50
Jenny Pepper	\$ 228.50
Metzi Jolly	\$ 227.50
Dana Norton	\$ 226.50
Victoria Valencia	\$ 225.00
Penny Pfeiffer	\$ 220.00
Johnette McNamara Antone	\$ 178.00
Carol McMillen	\$ 171.50
Marcella Komaromi	\$ 162.00
Esther Estrada	\$ 147.00
Lisa Givens	\$ 141.25
Donna Blue	\$ 122.50
Sonia Travis	\$ 100.00
Hillary Andrews	\$ 99.00
Julie Shriver	\$ 90.00
Autumn Cymbor	\$ 84.50
Ramona Holmes	\$ 77.00
Kelly Novak	\$ 56.00
Jenna Fullington	\$ 50.00
Jami Heavilin	\$ 12.50



Patricia Shellenberger



Rose Spadaro



Janet Moynihan



Darlene Baverso



Leah Payne



Melissa Tussing



Theresa Heineman



Patty Bouvy



Ann Estes



Wendy Watts



Rosie Pasos

**WELCOME**  
to the team!

**Leslie Anthony**  
Burton, TX  
Recruiter: Wendy Watts

# 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

Autumn Cymbor

Cathy Dernorsek

Lynn Groomes

Kristy Lambert

Debra McMenamin

Martha Meilke

Terri Moulzolf

Janet Maynihan

Olivia Ortiz

Rosie Pasos

Penny Pfeiffer

Joan Quinn

Patricia Shallenberger

Rosie Spadaro

Donna Thomas

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



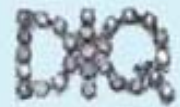
**STAR TEAM BUILDER**  
3-4 Active Team Members  
4%, 6% OR 8% Commission



**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

Special Delivery for

*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!**



## Birthdays in November

First Name	Birth Date
Lori Callon	20 November
Samantha Fisher	10 November
Lisa Givens	11 November
Rita Grubbs	3 November
Jami Heavilin	21 November
Michelle McConnell	8 November
Carol McMillen	14 November
Samantha Melancon	9 November
Lorraine Miller	6 November
Julie Shannon	2 November
Ann Sherman	2 November
Sharon Snook	17 November
Deborah Thmas	1 November
Donna Thomas	21 November
Brenda Williams	1 November



*Happy Mary Kay Anniversary*

## Anniversaries in November

First Name	Start Date	Years
Lena Greenman	11/26/1979	41
Sharon Johnson	11/19/1982	38
Lori Orr	11/07/1996	24
Jan Kleinschmidt	11/13/2007	13
Patty Roger	11/27/2011	9
Samantha Fisher	11/30/2012	8
Marilyn Marshall	11/05/2017	3
Olivia Ortiz	11/17/2018	2