



Senior Sales Director
Ann Sherman

Ann's Achiever

UNIT GOAL: MILLION \$ UNIT CLUB

September 2020 Newsletter

August 2020 Results

Your Weekly Meeting Schedule:

Sunday nights via Zoom
239-740-2154
@ 8:30 pm EST

Monday nights FB Live
@ 7:00 pm EST

Tuesday nights via Zoom
239-740-2154
@ 8:00 pm EST

Thursday nights via FB Live
@ 7:00 pm EST

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



Rosie
Pasos



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: _____

Name: _____



Ask me how you can earn your Pearls
this month!

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	\$3,491.00	\$0.00	\$0.00	\$0.00	\$109.00	\$1,309.00
Theresa Heineman	\$2,432.10	\$0.00	\$0.00	\$567.90	\$1,167.90	\$2,367.90
Rosie Pasos	\$2,193.90	\$0.00	\$206.10	\$806.10	\$1,406.10	\$2,606.10
Darlene Baverso	\$2,026.70	\$0.00	\$373.30	\$973.30	\$1,573.30	\$2,773.30
Rose Marie Spadaro	\$1,861.70	\$0.00	\$538.30	\$1,138.30	\$1,738.30	\$2,938.30
Hillary Andrews	\$1,743.70	\$56.30	\$656.30	\$1,256.30	\$1,856.30	\$3,056.30
Leah Payne	\$1,400.00	\$400.00	\$1,000.00	\$1,600.00	\$2,200.00	\$3,400.00
Jami Heavilin	\$1,278.00	\$522.00	\$1,122.00	\$1,722.00	\$2,322.00	\$3,522.00
Sonia Travis	\$1,234.10	\$565.90	\$1,165.90	\$1,765.90	\$2,365.90	\$3,565.90
Esther Estrada	\$1,046.15	\$753.85	\$1,353.85	\$1,953.85	\$2,553.85	\$3,753.85
Janet Moynihan	\$1,007.00	\$793.00	\$1,393.00	\$1,993.00	\$2,593.00	\$3,793.00
Wendy Watts	\$976.60	\$823.40	\$1,423.40	\$2,023.40	\$2,623.40	\$3,823.40
Darlene Brideweser	\$913.50	\$886.50	\$1,486.50	\$2,086.50	\$2,686.50	\$3,886.50
Lynn Grooms	\$700.00	\$1,100.00	\$1,700.00	\$2,300.00	\$2,900.00	\$4,100.00
Marcella Komaromi	\$659.50	\$1,140.50	\$1,740.50	\$2,340.50	\$2,940.50	\$4,140.50
Lena Greenman	\$641.50	\$1,158.50	\$1,758.50	\$2,358.50	\$2,958.50	\$4,158.50
Ramona Holmes	\$641.00	\$1,159.00	\$1,759.00	\$2,359.00	\$2,959.00	\$4,159.00
Metzi Jolly	\$639.50	\$1,160.50	\$1,760.50	\$2,360.50	\$2,960.50	\$4,160.50
Ruth Ashburn	\$637.00	\$1,163.00	\$1,763.00	\$2,363.00	\$2,963.00	\$4,163.00
Norma Pioth	\$621.50	\$1,178.50	\$1,778.50	\$2,378.50	\$2,978.50	\$4,178.50
Catherine Wellman	\$609.70	\$1,190.30	\$1,790.30	\$2,390.30	\$2,990.30	\$4,190.30
Wanda Biokua	\$602.90	\$1,197.10	\$1,797.10	\$2,397.10	\$2,997.10	\$4,197.10
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
Barbara Campbell	\$530.00	\$1,270.00	\$1,870.00	\$2,470.00	\$3,070.00	\$4,270.00
Joan Quinn	\$527.00	\$1,273.00	\$1,873.00	\$2,473.00	\$3,073.00	\$4,273.00
Marilyn Marshall	\$514.50	\$1,285.50	\$1,885.50	\$2,485.50	\$3,085.50	\$4,285.50
Donna Thomas	\$485.70	\$1,314.30	\$1,914.30	\$2,514.30	\$3,114.30	\$4,314.30
Victoria Valencia	\$466.00	\$1,334.00	\$1,934.00	\$2,534.00	\$3,134.00	\$4,334.00
Jennifer Hamblin-Shaw	\$459.50	\$1,340.50	\$1,940.50	\$2,540.50	\$3,140.50	\$4,340.50
Holly Wagner	\$458.50	\$1,341.50	\$1,941.50	\$2,541.50	\$3,141.50	\$4,341.50
Ana Gomez	\$439.20	\$1,360.80	\$1,960.80	\$2,560.80	\$3,160.80	\$4,360.80
Kim Greene	\$412.00	\$1,388.00	\$1,988.00	\$2,588.00	\$3,188.00	\$4,388.00
Jenna Fullington	\$410.00	\$1,390.00	\$1,990.00	\$2,590.00	\$3,190.00	\$4,390.00

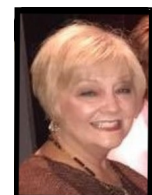
LOOK WHO HAS ALREADY
ACHIEVED STAR STATUS
1st Quarter Star



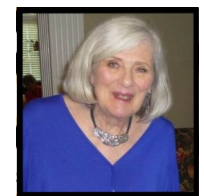
Patricia Shellenberger
DIAMOND



Theresa Heineman
RUBY



Darlene Baverso
SAPPHIRE



Rose Spadaro
SAPPHIRE



Rosie Pasos
SAPPHIRE

shooting for the top in retail sales *National Court*

Company Court of Sales



Patricia Shellenberger



Wendy Watts



Darlene Baverso

Rank	Conslt Name	YTD Total
1	Patricia Shallenberger	\$6,823.00
2	Wendy Watts	\$4,232.00
3	Darlene Baverso	\$4,018.00
4	Rose Marie Spadaro	\$3,805.00
5	Rosie Pasos	\$3,718.00
6	Janet Moynihan	\$3,612.00
7	Theresa Heineman	\$3,611.00
8	Hillary Andrews	\$3,363.00
9	Sonia Travis	\$3,144.00
10	Leah Payne	\$2,868.00
11	Darlene Brideweser	\$2,303.00

top team *Builders*

Company Court of Sharing

Name	Sem Qual Team Member	Sem Recruiter Comm Earned
Wendy Watts	2	57
Martha Mielke	1	25

Seminar 2021



National Court



MK National Area Princess Court



National Court of Sales

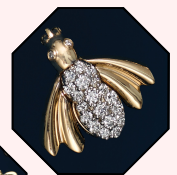
\$40,000 rs/\$20,000 whls

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
September Challenge Fall Consistency

Monthly challenge: \$600 whsl
Complete July-December for a R.J.Graziano necklace!!!

Name	Unit Wholesale
Patricia Shallenberger	\$891.00
Darlene Bavervo	\$804.00
Leah Payne	\$800.00
Janet Moynihan	\$717.50
Hillary Andrews	\$697.00
Rose Marie Spadaro	\$696.00
Lena Greenman	\$641.50
Ramona Holmes	\$641.00
Sonia Travis	\$627.70
Rosie Pasos	\$602.50
Theresa Heineman	\$602.00
Darlene Brideweser	\$413.50
Jenna Fullington	\$410.00
Selena Hamilton	\$397.50
Kim Greene	\$386.50
Vicky Honkus	\$373.50
Melissa Tussing	\$373.50
Barbara Campbell	\$365.00
Dianne Siefert	\$364.00
Mary Agnes Galvin	\$322.50
Marcella Komaromi	\$317.50
Marcia Thomas	\$317.50
Kelly Novak	\$304.50
Catherine Wellman	\$303.50
Norma Pioth	\$302.00
Lisa Givens	\$297.50
Karen Prosser	\$272.00
Julie Shriver	\$263.50
Carol McMillen	\$262.75
Megan Van Norman	\$255.00
Joan Quinn	\$251.50
Sandy Benjock	\$239.00
Kaye Wahlstrom	\$236.50
Linda Zaneski	\$234.00
Donna Blue	\$231.00
Jennifer Prior	\$230.00
Sharon Snook	\$228.00
Michele Kerber	\$227.00
Mary Kitner	\$226.50
Donna Thomas	\$226.50
Janet Began-Reder	\$226.00
Johnette McNamara Antone	\$226.00
Judy Reynolds	\$226.00
Martha Mielke	\$225.50
Victoria Valencia	\$225.50
Cathy Demorsek	\$157.00
Ana Gomez	\$144.50
Peggy Givens	\$112.00
Diane Felter	\$103.00
Caigan McKenzie	\$92.50
Lynna Grandas	\$72.00
Wendy Watts	\$56.50
Metzi Jolly	\$32.00
Terri Moulzolf	\$31.00
Jami Heavilin	\$29.00
Deborah Thomas	\$27.00
Julie Shannon	\$23.00
Whitney Watts	\$17.00

August Spark a Chain Reaction Achievers



Patricia Shellenberger



Darlene Bavervo



Leah Payne



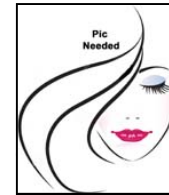
Janet Moynihan



Hillary Andrews



Rose Spadaro



Lena Greenman



Ramona Holmes



Sonia Travis



Rosie Pasos



Theresa Heineman

WELCOME
to the team!

Ramona Holmes
Jayess, MS
Recruiter: Wendy Watts

Jennifer Prior
Reston, VA
Recruiter: Patricia Shellenberger

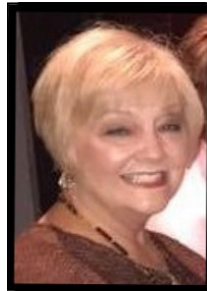
TEAM BUILDING

DIQ / ELITE TEAM LEADER



Wendy Watts

TEAM LEADERS



Darlene Bavero

STAR TEAM BUILDERS



Rosie Pasos



Will this be you?



Will this be you?



Will this be you?

SENIOR CONSULTANTS

Darlene Brideweser

Barbara Campbell

Autumn Cymbor

Lynn Grooms

Marcella Komaromi

Kristy Lambert

Debra McMenamin

Martha Mielke

Terri Moulzolf

Janet Moynihan

Olivia Ortiz

Valerie Paris

Penny Pfeiffer

Norma Pioth

Laurie Pugh

Joan Quinn

Patricia Shallenberget

Rose 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



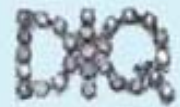
STAR TEAM BUILDER
3-4 Active Team Members
4%, 6% OR 8% Commission



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
 724-518-5501

HOLIDAY 2020 LAUNCH

DELIGHT UP THE HOLIDAYS!
 Make spirits bright with gifts that delight!

DARLING DELIGHTS
 Hand cream and lip balm set available in tropical Coconut Mousse, sweet Berry Puffin and luscious Citrus Sorbet.
NEW Limited-Edition* Mary Kay® Hand Cream and Lip Balm Set, \$19 each

Three delightful eye brushes tucked into a perfectly portable zippered pouch.
NEW Limited-Edition* Mary Kay® Mini Essential Brush Set, \$15

Precise mini applicators, perfect for those hard-to-reach areas.
NEW Limited-Edition* Mary Kay® Mini Blending Sponge Set, \$12, pk./4

SHINE A LIGHT ON HIM!
 Set includes limited-edition* True Original™ Hair and Body Wash and MK High Intensity Ocean™ Hair and Body Wash, plus a mesh drawstring bag.
NEW Limited-Edition* Mary Kay® Men's Hair and Body Wash Gift Set, \$26

PAMPER HER PRETTY!
 Set includes clay-based Miss Pure-fect™, cool and soothing Lady Serenity™, caffeinated Energy Queen™ and moisturizing Dewy Glow™.
Limited-Edition* Mary Kay Mad About Masking™ Mask Pod Gift Set, \$25, pk./4 single-use pods

The perfect way to wash up without drying out.
NEW! Fragrance-Free Satin Hands® Shea Hand Soap, \$10

IT'S A WRAP!
 Three chic Mary Kay® gift boxes, in different designs and sizes!
NEW Limited-Edition* Mary Kay® Gift Box Set, \$6, pk./3

NEW LIMITED-EDITION* GIFT WITH PURCHASE
 Get these festive socks FREE* with the purchase of Mint Bliss™ Energizing Lotion for Feet & Legs, \$11.

Holiday 2020 Products
PCP and STARS can order Sept 10th
ALL Consultants can order Sept 15th

*All items are subject to availability. *Available from participating Independent Mary Kay Consultants only and not for resale. †Available while supplies last. The Company portion of Mary Kay Independent Beauty Consultants' commissions is dependent upon the page connected with the Mary Kay business plan form. ††Image should be altered from original form to represent actual product. ©2020 Mary Kay Inc. MK-2020-001. PRINTED IN U.S.A.

Special Delivery for



Birthdays in September

Day

Lori Orr	September 1
Penny Pfeiffer	September 2
Kaye Wahlstrom	September 7
Kandi Hennington	September 11
Jenny Pepper	September 15
Joan Quinn	September 20
Sonia Travis	September 21
Stefanie Kriner	September 22
Hilie McFarland	September 22
Diane Felter	September 23
Patty Bouvy	September 25
Carol Bywaters	September 28
Barbara Klaimy	September 28



Anniversaries in September

Day

Cynthia Marrow	September 1
Kenosha Stewart	September 3
Samantha Melancon	September 5
Janet Chambers	September 7
Johnette Antone	September 8
Donna Ross	September 8
Colleen Ulke	September 13
Deborah Balbo	September 17
Marsha Logan	September 19
Jan Bothun	September 20
Peggy Givens	September 27
Donna Blue	September 28
Darlene Brideweser	September 29