



Senior Sales Director  
Ann Sherman

# Ann's Achiever\$

UNIT GOAL: MILLION \$ UNIT CLUB

## January 2021 Newsletter

## December 2020 Results

Your Weekly  
Meeting Schedule:

• **Monday**

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

Unit Zoom Meeting

239-740-2154

Password: Achiever

Who, What and Why use our  
Products?

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)

Peek into (Our) World

Customers Education Night

Invite clients, guests to meet  
Stars in Mary Kay

Who, What and Why use our Products?

• **January 16th**

**11am EST**

Must have guest to be invited.  
(see flier on page 8)

## OUR QUEENS



YTD Queen of  
Retail

Patricia Shellenberger



YTD Queen of  
Sharing

Wendy Watts

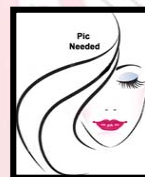


YTD Queen of  
Wholesale

Patricia Shellenberger

## Moving on Up!!

Who will be moving up next?



Darlene  
Baverso



shooting for the  
top in retail sales

# National Court

Seminar 2021

## Company Court of Sales



Patricia  
Shellenberger



Rose Marie  
Spadaro



Darlene  
Baverso

Rank	ConsIt Name	YTD Contest Credit
1	Patricia Shallenberger	\$ 18,884.00
2	Rose Marie Spadaro	\$ 12,105.00
3	Darlene Baverso	\$ 11,946.00
4	Janet Moynihan	\$ 11,856.00
5	Rosie Pasos	\$ 10,615.00
6	Wendy Watts	\$ 10,191.00
7	Theresa Heineman	\$ 9,937.00
8	Leah Payne	\$ 9,372.00
9	Darlene Brideweser	\$ 6,752.00
10	Hillary Andrews	\$ 6,609.00
11	Barbara Campbell	\$ 5,856.00



**National  
Court**



**MK National Area  
Princess Court**



**National Court of Sales**  
\$40,000 rs/\$20,000 whls

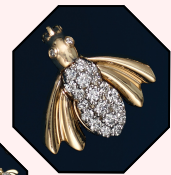
**Princes Court of Sales**  
\$20,000 rs/\$10,000 whsl

**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

# shooting for the Stars

December 16, 2020 - March 15, 2021



2nd Qtr Stars!

## 3rd Qrt. On-Target Star Consultants

Contest Credit Needed

Name	Total Contest Credit	Sapphire	Ruby	Diamond	Emerald	Pearl
Holly Wagner	\$ 706.00	\$1,094.00	\$1,694.00	\$2,294.00	\$2,894.00	\$4,094.00
Patricia Shallenberger	\$ 638.00	\$1,162.00	\$1,762.00	\$2,362.00	\$2,962.00	\$4,162.00
Rosie Pasos	\$ 611.00	\$1,189.00	\$1,789.00	\$2,389.00	\$2,989.00	\$4,189.00
Darlene Baverso	\$ 605.00	\$1,195.00	\$1,795.00	\$2,395.00	\$2,995.00	\$4,195.00
Theresa Heineman	\$ 601.00	\$1,199.00	\$1,799.00	\$2,399.00	\$2,999.00	\$4,199.00
Martha Mielke	\$ 431.50	\$1,368.50	\$1,968.50	\$2,568.50	\$3,168.50	\$4,368.50
Marcella Komaromi	\$ 421.00	\$1,379.00	\$1,979.00	\$2,579.00	\$3,179.00	\$4,379.00
Melissa Tussing	\$ 384.00	\$1,416.00	\$2,016.00	\$2,616.00	\$3,216.00	\$4,416.00
Tammy Flumm	\$ 342.90	\$1,457.10	\$2,057.10	\$2,657.10	\$3,257.10	\$4,457.10
Rose Marie Spadaro	\$ 334.00	\$1,466.00	\$2,066.00	\$2,666.00	\$3,266.00	\$4,466.00
Janet Began-Reder	\$ 321.75	\$1,478.25	\$2,078.25	\$2,678.25	\$3,278.25	\$4,478.25
Ann Sherman	\$ 310.00	\$1,490.00	\$2,090.00	\$2,690.00	\$3,290.00	\$4,490.00
Marcia Thomas	\$ 276.00	\$1,524.00	\$2,124.00	\$2,724.00	\$3,324.00	\$4,524.00
Loretta Raleigh	\$ 241.50	\$1,558.50	\$2,158.50	\$2,758.50	\$3,358.50	\$4,558.50
Julie Shriver	\$ 241.00	\$1,559.00	\$2,159.00	\$2,759.00	\$3,359.00	\$4,559.00
Olivia Ortiz	\$ 233.00	\$1,567.00	\$2,167.00	\$2,767.00	\$3,367.00	\$4,567.00
Lorraine Miller	\$ 232.50	\$1,567.50	\$2,167.50	\$2,767.50	\$3,367.50	\$4,567.50
Karen Vinoverski	\$ 232.00	\$1,568.00	\$2,168.00	\$2,768.00	\$3,368.00	\$4,568.00
Joan Quinn	\$ 228.50	\$1,571.50	\$2,171.50	\$2,771.50	\$3,371.50	\$4,571.50
Donna Blue	\$ 226.50	\$1,573.50	\$2,173.50	\$2,773.50	\$3,373.50	\$4,573.50
Lisa Fleegle	\$ 225.50	\$1,574.50	\$2,174.50	\$2,774.50	\$3,374.50	\$4,574.50
Selena Hamilton	\$ 225.00	\$1,575.00	\$2,175.00	\$2,775.00	\$3,375.00	\$4,575.00
Hillary Andrews	\$ 202.00	\$1,598.00	\$2,198.00	\$2,798.00	\$3,398.00	\$4,598.00
Cathy Dernorsek	\$ 200.50	\$1,599.50	\$2,199.50	\$2,799.50	\$3,399.50	\$4,599.50
Kathleen Vitullo	\$ 89.50	\$1,710.50	\$2,310.50	\$2,910.50	\$3,510.50	\$4,710.50
Janet Dranko	\$ 57.00	\$1,743.00	\$2,343.00	\$2,943.00	\$3,543.00	\$4,743.00
Wendy Watts	\$ 54.50	\$1,745.50	\$2,345.50	\$2,945.50	\$3,545.50	\$4,745.50
Marsha Logan	\$ 45.00	\$1,755.00	\$2,355.00	\$2,955.00	\$3,555.00	\$4,755.00
Janet Moynihan	\$ 37.00	\$1,763.00	\$2,363.00	\$2,963.00	\$3,563.00	\$4,763.00
Laurie Pugh	\$ 29.50	\$1,770.50	\$2,370.50	\$2,970.50	\$3,570.50	\$4,770.50
Lynn Groomes	\$ 27.50	\$1,772.50	\$2,372.50	\$2,972.50	\$3,572.50	\$4,772.50
Jami Heavilin	\$ 19.00	\$1,781.00	\$2,381.00	\$2,981.00	\$3,581.00	\$4,781.00
Terri Moulzolf	\$ 12.00	\$1,788.00	\$2,388.00	\$2,988.00	\$3,588.00	\$4,788.00



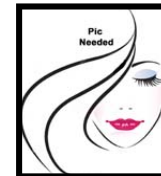
Patricia Shellenberger



Rose Spadaro  
Ruby



Janet Moynihan  
Ruby



Darlene Brideweser  
Sapphire



Leah Payne  
Sapphire



Darlene Baverso  
Sapphire



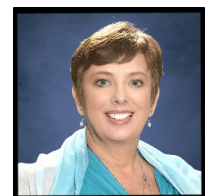
Wendy Watts  
Sapphire



Rosie Pasos  
Sapphire



Barbara Campbell  
Sapphire



Theresa Heineman  
Sapphire





on target for an

ALL STAR YEAR!



Patricia Shellenberger



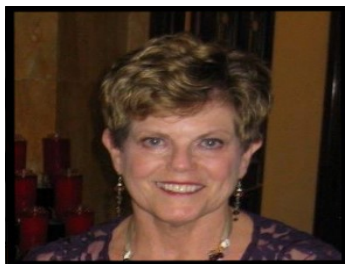
Rosie Pasos



Darlene Baverso



Leah Payne



Janet Moynihan



Rose Spardaro



Theresa Heineman



# Spark a Chain Reaction Challenge

## December Achievers



Patricia Shellenberger



Holly Wagner



Wendy Watts



Rose Spadaro



Darlene Bavero



Melissa Tussing



Janet Moynihan



Rosie Pasos



Theresa Heineman



## Fall Consistency Achievers



Darlene Bavero



Theresa Heineman



Janet Moynihan



Rosie Pasos



Patricia Shellenberger



Rose Spadaro

## Congratulations

On investing in your business  
last month!

Name	Unit Wholesale
Patricia Shallenberger	\$ 900.50
Holly Wagner	\$ 706.00
Wendy Watts	\$ 649.50
Rose Marie Spadaro	\$ 628.50
Darlene Baverso	\$ 626.00
Melissa Tussing	\$ 623.30
Janet Moynihan	\$ 613.00
Rosie Pasos	\$ 601.50
Theresa Heineman	\$ 601.00
Barbara Campbell	\$ 563.00
Joan Quinn	\$ 512.00
Martha Mielke	\$ 431.50
Marcella Komaromi	\$ 421.00
Tammy Flumm	\$ 342.90
Donna Thomas	\$ 314.00
Vicky Honkus	\$ 310.75
Autumn Cymbor	\$ 284.00
Marcia Thomas	\$ 276.00
Kathleen Vitullo	\$ 270.50
Valerie Paris	\$ 268.00
Laurie Pugh	\$ 257.50
Jennifer Herman	\$ 256.00
Kristy Lambert	\$ 252.00
Susan Costello	\$ 241.50
Julie Shriver	\$ 241.00
Dianna Smith	\$ 233.50
Olivia Ortiz	\$ 233.00
Karen Vinoverski	\$ 232.00
Madison Williams	\$ 230.50
Deborah Thomas	\$ 230.00
Kimberly Martin	\$ 226.00
Sharon Snook	\$ 225.50
Karen Tedhams Howard	\$ 225.50
Selena Hamilton	\$ 225.00
Darlene Brideweser	\$ 97.00
Victoria Valencia	\$ 83.00
Cathy Dernorsek	\$ 79.00
Lynn Groomes	\$ 77.50
Norma Pioth	\$ 74.00
Janet Dranko	\$ 57.00
Samantha Melancon	\$ 56.00

# WELCOME

to the team!

**Rebecca Jenkins**  
Murrells Inlet, PA  
Recruiter: Barbara Campbell

**Phyllis Kocerak**  
Braddock, PA  
Recruiter: Darlene

**Emily Thompson**  
Brookhaven, MS  
Recruiter: Wendy Watts

Elevate Your  
Expectations!

GET READY FOR THE  
SPRING 2021 ISSUE  
OF THE LOOK!

Enrollment Dates:

DEC. 16, 2020 - JAN. 17, 2021

Enrolled customers can  
experience exclusive  
FREE samples inside.

Mails Feb. 8, 2021.  
Arrives in 7 to 10  
business days.

Only 70¢ per name.



**BOSS**

ALL NEW THIS MONTH

## Pearls of Sharing

Become a Charter Member of the  
"Pearl Girl Club" and allow your style to  
take flight with this newly designed  
delicate Pearl and Rose Gold Bee



Earn your newly designed  
Pearl & Rose Gold Bumble  
Bee Necklace by recruiting  
1 new team member this  
month!



Encourage/support a  
personal team member to  
recruit 1 new team member  
and YOU will receive your  
newly designed Rose Gold  
Drop Earrings—featuring a  
single pearl—sweet & subtle!



Encourage a 2nd personal  
team member to recruit 1  
new team member and  
YOU will embellish your  
wrist with a trio of  
delicate rose gold bees and  
elegant pearls!

Earn the complete newly designed Rose Gold  
Bumble Bee and Pearls Ensemble—Pearl Necklace,  
Pearl Earrings, and Pearl Bracelet—when you  
Recruit 1 new team member and have 2 from your  
Team recruit 1 new team member!!



# 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

Ruth Ashburn

Darlene Brideweser

Autumn Cymbor

Cathy Dernorsek

Lynn Groomes

Kristy Lambert

Debra McMenamin

Martha Mielke

Terri Moulzolf

Janet Moynihan

Rosie Pasos

Penny Pfeiffer

Laurie Pugh

Joan Quinn

Patricia Shallenberger

Rose Marie Spadaro

Kenosha Stewart

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

**MARY KAY**

**MARKETING INSPIRATION**

**IN THE MORNING**

**SATURDAY, JANUARY 16TH**  
**9:00AM CST/10:00AM EST**

**JOIN US ON ZOOM**

Special Delivery for



### Birthdays in January

Name	Birthday
Lynna Grandas	3
Megan Van Norman	3
Donna Lew-Buechel	4
Ellen Mooney	5
Lisa Fleegle	6
Sharon Johnson	9
Jackie Ferguson	11
Deborah Replogle	12
Lena Greenman	19
Mayra Hoy	22
Rosie Pasos	27
Cece Davis	28
Shannen Robinson	29
Laurie Pugh	30
Barbara Campbell	31
Esther Estrada	31



### Anniversaries in January

Name	Years
Penny Pfeiffer	37
Kellie Close	19
Vicky Honkus	17
Judy Reynolds	15
Ellen Mooney	15
Kathleen Vitullo	6
Lisa Fleegle	5
Deanna Walter	5
Gigi McNamara	4
Kim Greene	2
Amy Gorman	2
Claire Thornburgh	2
Maria Sherman	2