



Senior Sales Director  
Ann Sherman

# Ann's Achiever\$

UNIT GOAL: MILLION \$ UNIT CLUB

October 2020 Newsletter

September 2020 Results

## Your Weekly Meeting Schedule:

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

Wednesday nights  
Career Chats Zoom  
239-740-2154  
@ 8:00 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

September 16, 2020 - December 15, 2020

## 2nd Qtr. On-Target Star Consultants

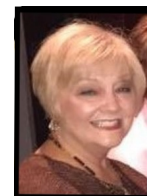
Keep Your Eye on the PRIZE!!

1st Qtr Stars

Name	Total Contest Credit	Sapphire	Ruby	Diamond	Emerald	Pearl
Patricia Shallenberger	\$ 1,129.10	\$ 670.90	\$1,270.90	\$1,870.90	\$2,470.90	\$3,670.90
Rose Marie Spadaro	\$ 903.00	\$ 897.00	\$1,497.00	\$2,097.00	\$2,697.00	\$3,897.00
Marcella Komaromi	\$ 646.50	\$1,153.50	\$1,753.50	\$2,353.50	\$2,953.50	\$4,153.50
Patty Bouvy	\$ 630.00	\$1,170.00	\$1,770.00	\$2,370.00	\$2,970.00	\$4,170.00
Theresa Heineman	\$ 600.00	\$1,200.00	\$1,800.00	\$2,400.00	\$3,000.00	\$4,200.00
Michelle McConnell	\$ 506.50	\$1,293.50	\$1,893.50	\$2,493.50	\$3,093.50	\$4,293.50
Rosie Pasos	\$ 496.50	\$1,303.50	\$1,903.50	\$2,503.50	\$3,103.50	\$4,303.50
Leah Payne	\$ 402.50	\$1,397.50	\$1,997.50	\$2,597.50	\$3,197.50	\$4,397.50
Melissa Tussing	\$ 400.50	\$1,399.50	\$1,999.50	\$2,599.50	\$3,199.50	\$4,399.50
Marcia Thomas	\$ 393.50	\$1,406.50	\$2,006.50	\$2,606.50	\$3,206.50	\$4,406.50
Terri Moulzolf	\$ 363.50	\$1,436.50	\$2,036.50	\$2,636.50	\$3,236.50	\$4,436.50
Joan Quinn	\$ 342.00	\$1,458.00	\$2,058.00	\$2,658.00	\$3,258.00	\$4,458.00
Ann Sherman	\$ 338.00	\$1,462.00	\$2,062.00	\$2,662.00	\$3,262.00	\$4,462.00
Barbara Campbell	\$ 326.00	\$1,474.00	\$2,074.00	\$2,674.00	\$3,274.00	\$4,474.00
Patricia Ferry	\$ 311.00	\$1,489.00	\$2,089.00	\$2,689.00	\$3,289.00	\$4,489.00
Mary Agnes Galvin	\$ 276.25	\$1,523.75	\$2,123.75	\$2,723.75	\$3,323.75	\$4,523.75
Maulana Arnold	\$ 262.25	\$1,537.75	\$2,137.75	\$2,737.75	\$3,337.75	\$4,537.75
Olivette Duarte-Avila	\$ 254.75	\$1,545.25	\$2,145.25	\$2,745.25	\$3,345.25	\$4,545.25
Brittany Schewecke	\$ 254.10	\$1,545.90	\$2,145.90	\$2,745.90	\$3,345.90	\$4,545.90
Norma Pioth	\$ 250.00	\$1,550.00	\$2,150.00	\$2,750.00	\$3,350.00	\$4,550.00
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
Darlene Baverso	\$ 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
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
Whitney Watts	\$ 228.00	\$1,572.00	\$2,172.00	\$2,772.00	\$3,372.00	\$4,572.00
Karen Pletsch	\$ 226.00	\$1,574.00	\$2,174.00	\$2,774.00	\$3,374.00	\$4,574.00
Janet Began-Reder	\$ 225.50	\$1,574.50	\$2,174.50	\$2,774.50	\$3,374.50	\$4,574.50
Wendy Watts	\$ 133.50	\$1,666.50	\$2,266.50	\$2,866.50	\$3,466.50	\$4,666.50
Sonia Travis	\$ 123.00	\$1,677.00	\$2,277.00	\$2,877.00	\$3,477.00	\$4,677.00
Susan Costello	\$ 91.00	\$1,709.00	\$2,309.00	\$2,909.00	\$3,509.00	\$4,709.00
Hillary Andrews	\$ 87.00	\$1,713.00	\$2,313.00	\$2,913.00	\$3,513.00	\$4,713.00
Janet Moynihan	\$ 71.00	\$1,729.00	\$2,329.00	\$2,929.00	\$3,529.00	\$4,729.00
Ramona Holmes	\$ 68.00	\$1,732.00	\$2,332.00	\$2,932.00	\$3,532.00	\$4,732.00
Kelly Novak	\$ 56.00	\$1,744.00	\$2,344.00	\$2,944.00	\$3,544.00	\$4,744.00
Kenosha Stewart	\$ 32.00	\$1,768.00	\$2,368.00	\$2,968.00	\$3,568.00	\$4,768.00
Victoria Valencia	\$ 14.00	\$1,786.00	\$2,386.00	\$2,986.00	\$3,586.00	\$4,786.00



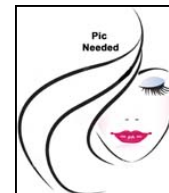
Patricia Shellenberger  
EMERALD



Darlene Baverso  
RUBY



Rosie Pasos  
RUBY



Hillary Andrews  
RUBY



Theresa Heineman  
RUBY



Rose Spadaro  
SAPPHIRE



Leah Payne  
SAPPHIRE



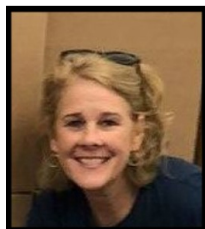
Janet Moynihan  
SAPPHIRE

shooting for the  
top in retail sales

# National Court

Seminar 2021

## Company Court of Sales



Patricia  
Shellenberger



Rose Marie  
Spadaro



Darlene  
Bavero

Rank	Name	YTD Contest Credit
1	Patricia Shellenberger	\$ 9,445.20
2	Rose Marie Spadaro	\$ 7,117.00
3	Darlene Bavero	\$ 5,733.00
4	Wendy Watts	\$ 5,600.00
5	Rosie Pasos	\$ 5,515.00
6	Janet Moynihan	\$ 5,341.00
7	Hillary Andrews	\$ 5,232.00
8	Theresa Heineman	\$ 4,811.00
9	Leah Payne	\$ 4,478.00
10	Sonia Travis	\$ 3,390.40
11	Joan Quinn	\$ 3,230.00

# top team Builders Company

Name	Sem Qual Team Member	Sem Recruiter Comm Earned
Wendy Watts	2	63.81
Martha Mielke	1	25.58
Whitney Watts	1	0



National  
Court



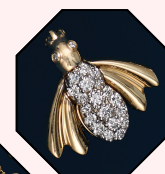
MK National Area  
Princess Court



*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!

Name	Wholesale
Patricia Shallenberger	\$ 1,206.10
Janet Moynihan	\$ 864.50
Rosie Pasos	\$ 855.50
Rose Marie Spadaro	\$ 846.00
Darlene Baverso	\$ 817.50
Leah Payne	\$ 805.00
Hillary Andrews	\$ 760.50
Marcella Komaromi	\$ 646.50
Ann Sherman	\$ 627.00
Wendy Watts	\$ 619.00
Theresa Heineman	\$ 600.00
Cathy Dernorsek	\$ 462.50
Holly Wagner	\$ 458.50
Norma Pioth	\$ 423.00
Penny Pfeiffer	\$ 404.00
Esther Estrada	\$ 403.50
Marcia Thomas	\$ 393.50
Terri Moulzolf	\$ 363.50
Barbara Campbell	\$ 326.00
Patricia Ferry	\$ 311.00
Ellen Mooney	\$ 296.00
Joan Quinn	\$ 292.00
Maulana Arnold	\$ 262.25
Cynthia Morrow	\$ 255.00
Olivette Duarte-Avila	\$ 254.75
Brittany Schwecke	\$ 254.10
Madison Williams	\$ 252.00
Helen Adams	\$ 247.50
Darlene Brideweser	\$ 244.00
Autumn Cymbor	\$ 241.50
Michelle McConnell	\$ 238.00
Jami Heavilin	\$ 234.00
Jan Bothun	\$ 233.50
Sadie Wilson	\$ 232.00
Laurie Pugh	\$ 229.00
Carolyn Aloe	\$ 228.50
Whitney Watts	\$ 228.00
Gigi McNamara	\$ 227.00
Karen Pletsch	\$ 226.00
Janet Began-Reder	\$ 225.50
Sonia Travis	\$ 123.00
Julie Shriver	\$ 97.50
Susan Costello	\$ 91.00
Ramona Holmes	\$ 68.00
Melissa Tussing	\$ 68.00
Doris Sanchez	\$ 57.00
Ruth Ashburn	\$ 53.00
Kenosha Stewart	\$ 32.00
Victoria Valencia	\$ 14.00
Kim Greene	\$ 13.50

**MAKING WAVES OF CHANGE!**  
OCTOBER 2020

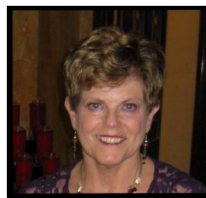
**MAKE WAVES OF CHANGE!**  
OCTOBER

PLACE \$600+ IN CUMULATIVE WHOLESALE IN THE MONTH OF OCTOBER TO EARN YOUR NECKLACE!

## September Spark a Chain Reaction Achievers



Patricia Shellenberger



Janet Moynihan



Rosie Pasos



Rose Spadaro



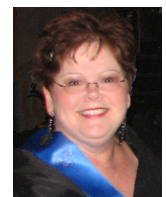
Darlene Baverso



Leah Payne



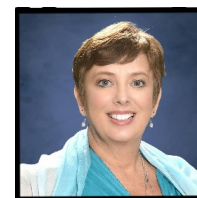
Hillary Andrews



Marcella Komaromi



Wendy Watts



Theresa Heineman

**WELCOME**  
to the team!

**Ann Estes**  
Clinton, PA  
Recruiter: Cathy Dernorsek

**Cynthia Morrow**  
Coraopolis, PA  
Recruiter: Darlene Baverso

**Dianna Smith**  
Brookhaven, MS  
Recruiter: Kenosha Stewart

**Kenosha Stewart**  
Brookhaven, MS  
Recruiter: Madison Williams

# Team Building

## DIQ / ELITE TEAM LEADER



Will this be YOU?

## TEAM LEADERS



Darlene Baverso



Wendy Watts

## STAR TEAM BUILDERS



Rosie Pasos



Will this be YOU?



Will this be YOU?



Will this be YOU?

## SENIOR CONSULTANTS

Hillary Andrews

Ruth Ashburn

Darlene Brideswaser

Barbara Campbell

Autumn Cymbor

Lynn Groomes

Kristy Lambert

Debra McMenamain

Martha Mielke

Terri Moulzolf

Janet Moynihan

Penny Pfeiffer

Norma Pioth

Joan Quinn

Patricia Shallenberger

Rose Sparado

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



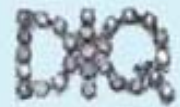
**STAR TEAM BUILDER**  
3-4 Active Team Members  
4%, 6% OR 8% Commission



**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

MARY KAY  
**1 MILLION**  
*Hostesses Challenge*

**IT'S TIME FOR PRIZES!**  
Be a hostess this month, and we'll both have a chance to earn a prize!

Mary Kay is challenging the independent sales force to collectively have 1 million hostesses this month. All you need to do to be considered a hostess is have at least three people attend my *Mary Kay*® party.

Contact me to sign up as a party hostess this month!

Special Delivery for



### Birthdays in October

Lenora Nim	1 October
Brittany Schwecke	1 October
Michele Kerber	2 October
Patricia Shallenberger	5 October
Jan Kleinschmidt	6 October
Melissa Woodbury	6 October
Jennifer Prior	7 October
Donna Ross	9 October
Joan Martos	12 October
Rheda Rosenberg	12 October
Metzi Jolly	13 October
Kelly Novak	15 October
Angelia Clark	16 October
Leah Payne	19 October
Ramona Holmes	21 October
Janelle Madden	23 October
Cathy Dernorsek	24 October
Teresa Hawkins	24 October
Tina Russo Dressman	26 October
Wendy Watts	31 October



### Anniversaries in October

Name	Start Date
Darlene Bavero	10/20/1989
Janet Began-Reder	10/11/1993
Barbara Campbell	10/06/1989
Angelia Clark	10/21/2019
Cece Davis	10/02/2018
Diane Felter	10/12/2014
Jackie Ferguson	10/22/2019
Lisa Givens	10/08/2004
Ninel Horvath	10/23/2008
Stefanie Kriner	10/23/2014
Valerie Paris	10/28/2002
Tina Russo Dressman	10/07/2013
Chiang Ryan	10/31/1978
Donna Thomas	10/20/1989
Marcia Thomas	10/24/1989
Madison Williams	10/16/2019