



Senior Sales Director  
Ann Sherman

# Ann's Achiever\$

UNIT GOAL: MILLION \$ UNIT CLUB

## February 2021 Newsletter

## January 2021 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?

## OUR MONTHLY QUEENS



YTD Queen of  
Retail

Patricia Shallenberger



YTD Queen of  
Sharing

Wendy Watts



YTD Queen of  
Wholesale

Gracie Thompson

## MOVING ON UP!!

Who will be moving up next?



Darlene Baverso



Rosie Pasos



Patricia Shallenberger

If you have an updated picture you would like to be used for recognition in future newsletters, please email them to me.

# SHOOTING FOR THE TOP IN RETAIL SALES

# National Court

Seminar 2021

## COMPANY COURT OF SALES



Patricia Shallenberger



Rose Marie Spadaro



Darlene Baverso

Rank	Name	YTD Contest Credit
1	Patricia Shallenberger	\$ 22,438.40
2	Rose Marie Spadaro	\$ 13,515.40
3	Darlene Baverso	\$ 13,410.00
4	Janet Moynihan	\$ 13,064.00
5	Wendy Watts	\$ 12,481.00
6	Rosie Pasos	\$ 12,040.00
7	Theresa Heineman	\$ 11,140.50
8	Leah Payne	\$ 9,372.00
9	Hillary Andrews	\$ 7,725.00
10	Darlene Brideweser	\$ 7,520.00
11	Barbara Campbell	\$ 6,536.00



**National Court**



**MK National Area Princess Court**



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

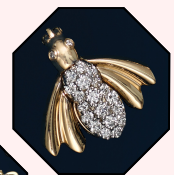
**Princes Court of Sales**  
\$20,000 rs/\$10,000 whsl

**Achievers Court**  
\$10,000 rs/\$5,000 whsl

# TOP TEAM Builders

## COMPANY COURT OF SHARING

Name	Sem Qual Team Member	Sem Recruiter Comm Earned
Wendy Watts	5	471.86
Patricia Shallenberger	1	97.04
Martha Mielke	1	43.68
Cathy Dernorsek	1	30.78
Whitney Watts	1	0.00



**Court of Sharing**

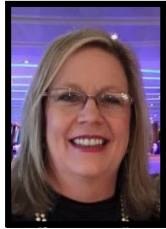
**National Court of Sharing**  
24 Qualified Team Members

**Area Court of Sharing**  
12 Qualified Team Members

**Achievers Court**  
6 Qualified Team Members

Mary Kay

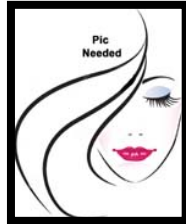
# Welcome TO THE TEAM!



**Kelly Smith**  
Wesson, MS  
Recruiter: Wendy Watts



**Jessica Smith**  
Kingston, TN  
Recruiter: Wendy Watts



**Victoria Gruber**  
Augusta, GA  
Recruiter: Paige Hitt



**Jessica Snachez**  
Margate, FL  
Recruiter: Melissa Tussing



**Melissa Campbell**  
Avella, PA  
Recruiter: Ann Sherman



**Karen McCaffery**  
Willmington, DE  
Recruiter: Patricia Shallenberger



**Shatiqua Burgess**  
Myrtle Beach, SC  
Recruiter: Paige Hitt

# Great Start



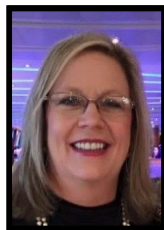
**Karen McCaffery**  
Ultimate Bundles Earned:  
2



**Gracie Thompson**  
Ultimate Bundles Earned:  
2



**Jessica Smith**  
Ultimate Bundles Earned:  
1



**Kelly Smith**  
Ultimate Bundles Earned:  
1

Consultant Name	Amount Needed to Qualify
Catherine Peters	\$215.00
Rebecca Jenkins	\$246.50
Jessica Sanchez	\$320.00
Melissa Campbell	\$348.00
Leslie Anthony	\$600.00
Shantiqua Burgess	\$600.00
Victoria Grubber	\$600.00
Phyliss Kocerak	\$600.00
Shalira Taylor	\$600.00



# Dreaming in Red!



## CHECK OUT OUR CURRENT RED JACKET CONSULTANTS!



Wendy Watts  
Elite Team Leader



Darlene Baverso  
Team Leader



Rosie Pasos  
Star Team Builder



Patricia Shallenberger  
Star Team Builder

## ALMOST THERE - RED JACKET

Consultants Name	Personal Team Count
Ruth Ashburn	2
Patty Bouvy	2
Darlene Brideweser	2
Autumn Cymbor	2
Paige Hitt	2
Marcella Komaromi	2
Penny Pfeiffer	2
Norma Pioth	2
Whitney Watts	2
Hillary Andrews	1
Cathy Dernorsek	1
Olivette Duarte-Avila	1
Lynn Grooms	1
Kristy Lambert	1
Martha Mielke	1
Terri Moulzolf	1
Janet Moynihan	1
Laurie Pugh	1
Joan Quinn	1
Kenosha Stewart	1
Donna Thomas	1
Melissa Tussing	1
Madison Williams	1
Sadie Wilson	1

**\$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 ever 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.



You are going to look  
**SO GOOD**  
in **RED**

# SHOOT FOR THE Stars

December 16, 2020 - March 15, 2021



## 3rd Qrt. On-Target Star Consultants

Contest Credit Needed

Name	Total Contest Credit	Sapphire	Ruby	Diamond	Emerald	Pearl
Patricia Shallenberger	\$ 3,512.50	STAR	STAR	STAR	\$ 87.50	\$1,287.50
Emily Thompson	\$ 1,807.50	STAR	\$ 592.50	\$1,192.50	\$1,792.50	\$2,992.50
Darlene Baverso	\$ 1,337.00	\$ 463.00	\$1,063.00	\$1,663.00	\$2,263.00	\$3,463.00
Rosie Pasos	\$ 1,243.00	\$ 557.00	\$1,157.00	\$1,757.00	\$2,357.00	\$3,557.00
Karen McCaffrey	\$ 1,213.00	\$ 587.00	\$1,187.00	\$1,787.00	\$2,387.00	\$3,587.00
Theresa Heineman	\$ 1,202.50	\$ 597.50	\$1,197.50	\$1,797.50	\$2,397.50	\$3,597.50
Wendy Watts	\$ 1,199.50	\$ 600.50	\$1,200.50	\$1,800.50	\$2,400.50	\$3,600.50
Rose Marie Spadaro	\$ 1,039.00	\$ 761.00	\$1,361.00	\$1,961.00	\$2,561.00	\$3,761.00
Ann Sherman	\$ 1,030.00	\$ 770.00	\$1,370.00	\$1,970.00	\$2,570.00	\$3,770.00
Marcella Komaromi	\$ 844.50	\$ 955.50	\$1,555.50	\$2,155.50	\$2,755.50	\$3,955.50
Melissa Tussing	\$ 836.00	\$ 964.00	\$1,564.00	\$2,164.00	\$2,764.00	\$3,964.00
Holly Wagner	\$ 706.00	\$1,094.00	\$1,694.00	\$2,294.00	\$2,894.00	\$4,094.00
Jessica Smith	\$ 689.50	\$1,110.50	\$1,710.50	\$2,310.50	\$2,910.50	\$4,110.50
Marcia Thomas	\$ 642.00	\$1,158.00	\$1,758.00	\$2,358.00	\$2,958.00	\$4,158.00
Janet Moynihan	\$ 641.00	\$1,159.00	\$1,759.00	\$2,359.00	\$2,959.00	\$4,159.00
Paige Hitt	\$ 629.50	\$1,170.50	\$1,770.50	\$2,370.50	\$2,970.50	\$4,170.50
Kelly Smith	\$ 600.00	\$1,200.00	\$1,800.00	\$2,400.00	\$3,000.00	\$4,200.00
Hillary Andrews	\$ 558.00	\$1,242.00	\$1,842.00	\$2,442.00	\$3,042.00	\$4,242.00
Joan Quinn	\$ 482.00	\$1,318.00	\$1,918.00	\$2,518.00	\$3,118.00	\$4,318.00
Norma Pioth	\$ 438.50	\$1,361.50	\$1,961.50	\$2,561.50	\$3,161.50	\$4,361.50
Martha Mielke	\$ 431.50	\$1,368.50	\$1,968.50	\$2,568.50	\$3,168.50	\$4,368.50
Janet Began-Reder	\$ 423.75	\$1,376.25	\$1,976.25	\$2,576.25	\$3,176.25	\$4,376.25
Jami Heavilin	\$ 413.75	\$1,386.25	\$1,986.25	\$2,586.25	\$3,186.25	\$4,386.25
Julie Tanner	\$ 407.50	\$1,392.50	\$1,992.50	\$2,592.50	\$3,192.50	\$4,392.50
Mary Agnes Galvin	\$ 401.00	\$1,399.00	\$1,999.00	\$2,599.00	\$3,199.00	\$4,399.00
Brenda Williams	\$ 387.50	\$1,412.50	\$2,012.50	\$2,612.50	\$3,212.50	\$4,412.50
Catherine Peters	\$ 385.00	\$1,415.00	\$2,015.00	\$2,615.00	\$3,215.00	\$4,415.00
Darlene Brideweser	\$ 384.00	\$1,416.00	\$2,016.00	\$2,616.00	\$3,216.00	\$4,416.00
Catherine Ciccone	\$ 382.00	\$1,418.00	\$2,018.00	\$2,618.00	\$3,218.00	\$4,418.00
Valerie Paris	\$ 369.00	\$1,431.00	\$2,031.00	\$2,631.00	\$3,231.00	\$4,431.00
Donna Blue	\$ 354.50	\$1,445.50	\$2,045.50	\$2,645.50	\$3,245.50	\$4,445.50
Rebecca Jenkins	\$ 353.50	\$1,446.50	\$2,046.50	\$2,646.50	\$3,246.50	\$4,446.50
Deborah Balbo	\$ 346.50	\$1,453.50	\$2,053.50	\$2,653.50	\$3,253.50	\$4,453.50
Tammy Flumm	\$ 342.90	\$1,457.10	\$2,057.10	\$2,657.10	\$3,257.10	\$4,457.10
Barbara Campbell	\$ 340.00	\$1,460.00	\$2,060.00	\$2,660.00	\$3,260.00	\$4,460.00
Julie Shannon	\$ 314.50	\$1,485.50	\$2,085.50	\$2,685.50	\$3,285.50	\$4,485.50
Victoria Valencia	\$ 302.00	\$1,498.00	\$2,098.00	\$2,698.00	\$3,298.00	\$4,498.00
Cathy Dernorsek	\$ 294.00	\$1,506.00	\$2,106.00	\$2,706.00	\$3,306.00	\$4,506.00
Jessica Sanchez	\$ 280.00	\$1,520.00	\$2,120.00	\$2,720.00	\$3,320.00	\$4,520.00
Debra Hakeem	\$ 277.00	\$1,523.00	\$2,123.00	\$2,723.00	\$3,323.00	\$4,523.00
Rita Grubbs	\$ 272.50	\$1,527.50	\$2,127.50	\$2,727.50	\$3,327.50	\$4,527.50
Terri Moulzolf	\$ 272.00	\$1,528.00	\$2,128.00	\$2,728.00	\$3,328.00	\$4,528.00
Michelle McConnell	\$ 270.00	\$1,530.00	\$2,130.00	\$2,730.00	\$3,330.00	\$4,530.00
Paula Jensen	\$ 268.00	\$1,532.00	\$2,132.00	\$2,732.00	\$3,332.00	\$4,532.00
Lisa Dillon	\$ 258.00	\$1,542.00	\$2,142.00	\$2,742.00	\$3,342.00	\$4,542.00
Ruth Ashburn	\$ 256.00	\$1,544.00	\$2,144.00	\$2,744.00	\$3,344.00	\$4,544.00
Melissa Campbell	\$ 252.00	\$1,548.00	\$2,148.00	\$2,748.00	\$3,348.00	\$4,548.00

### Keep Your Eye on the PRIZE!!

Look Who Has Already Reached Star Status!!



**Patricia Shallenberger**  
DIAMOND

**Gracie Thompson**  
SAPPHIRE

Prizes available through the Star Consultant Program include:

- Pearl 6000: Smartwatch, Handbag, Blender, etc.
- Pearl 3000: Handbag, Blender, etc.
- Emerald 3000: Handbag, Blender, etc.
- Ruby 2400: Handbag, Blender, etc.
- Sapphire 1800: Handbag, Blender, etc.

Shoot for the stars, and Spark a Chain Reaction!  
As you build your Mary Kay business, you can earn these exciting prizes in the Star Consultant Program. The achievements you enjoy through the Star Consultant Program can link you to rewards in other Mary Kay programs too!

# Congratulations

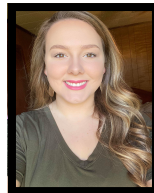
On investing in your business last month!

Name	Wholesale
Gracie Thompson	\$ 1,807.50
Patricia Shallenberger	\$ 1,777.00
Karen McCaffrey	\$ 1,213.00
Wendy Watts	\$ 1,145.00
Darlene Baverso	\$ 732.00
Rosie Pasos	\$ 712.50
Rose Marie Spadaro	\$ 705.00
Jessica Smith	\$ 652.00
Paige Hitt	\$ 629.50
Janet Moynihan	\$ 604.00
Theresa Heineman	\$ 601.50
Kelly Smith	\$ 600.00
Joan Quinn	\$ 482.00
Hillary Andrews	\$ 475.00
Norma Pioth	\$ 438.50
Janet Began-Reder	\$ 423.75
Marcella Komaromi	\$ 423.50
Julie Tanner	\$ 407.50
Jami Heavilin	\$ 394.75
Brenda Williams	\$ 387.50
Catherine Peters	\$ 385.00
Darlene Brideweser	\$ 384.00
Catherine Ciccone	\$ 382.00
Melissa Tussing	\$ 374.50
Valerie Paris	\$ 369.00
Donna Blue	\$ 354.50
Rebecca Jenkins	\$ 353.50
Deborah Balbo	\$ 346.50
Julie Shannon	\$ 314.50
Victoria Valencia	\$ 302.00
Cathy Dernorsek	\$ 294.00
Debra Hakeem	\$ 277.00
Rita Grubbs	\$ 272.50
Jessica Sanchez	\$ 271.00
Michelle McConnell	\$ 270.00
Paula Jensen	\$ 268.00
Terri Moulzolf	\$ 260.00
Lisa Dillon	\$ 258.00
Ruth Ashburn	\$ 256.00
Melissa Campbell	\$ 252.00
Loretta Raleigh	\$ 241.50
Lorraine Miller	\$ 232.50
Johnette McNamara Antone	\$ 229.00
Lisa Fleegle	\$ 225.50
Jenny Pepper	\$ 225.50
Jan Bothun	\$ 225.00
Metzi Jolly	\$ 225.00
Esther Estrada	\$ 171.00
Jenna Fullington	\$ 168.00
Sharon Snook	\$ 141.00
Amy Agger	\$ 116.00
Kathleen Vitullo	\$ 89.50
Madison Williams	\$ 47.50
Marsha Logan	\$ 45.00



## January Achievers

Congratulations  
ON EARNING THE BEAUTIFUL SPARK EARRINGS!



**Gracie  
Thompson**



**Patricia  
Shallenberger**



**Karen  
McCaffery**



**Wendy  
Watts**



**Darlene  
Baverso**



**Rosie  
Pasos**



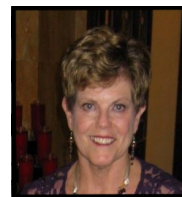
**Rose  
Spadaro**



**Jessica  
Smith**



**Linda  
Hitt**



**Janet  
Moynihan**



**Terri  
Heineman**



**Kelly  
Smith**

# TEAM OF TEAMS

## ELITE TEAM LEADERS

### **Recruiter: Wendy Watts**

Donna B. Blue  
Lisa M. Dillon  
Tammy A. Flumm  
Peggy Givens  
Kandi D. Hennington  
Kristy W. Lambert  
Samantha Melancon  
Jenny J. Pepper  
Catherine M. Peters  
Jessica M. Smith  
Kelly Smith  
Emily G. Thompson  
Brenda G. Williams  
Madison C. Williams  
Leslie Anthony  
Wanda M. Biokua  
Ramona L. Holmes  
Dana Norton  
Whitney B. Watts  
Lori A. Callon  
Jackie Ferguson

## TEAM LEADERS

### **Recruiter: Darlene Baverso**

Carol Bywaters  
Doris M. Sanchez  
Deborah Thomas  
Donna M. Thomas  
Melissa Tussing  
Cynthia J. Morrow  
Judy Reynolds  
Kaye L. Wahlstrom  
Phyllis Kocerak  
Ninel V. Horvath  
Shannen S. Robinson

## STAR TEAM BUILDERS

### **Recruiter: Rosie Pasos**

Olivia Ortiz  
Loretta M. Raleigh  
Victoria Valencia  
Olivette Duarte-Avila

### **Recruiter: Patricia Shallenberger**

Paige Hitt  
Karen McCaffery  
Michelle R. McConnell  
Jennifer Prior

## STANDINGS AS OF FEBRUARY 1, 2021

## SENIOR CONSULTANTS

### **Recruiter: Ruth Ashburn**

Jan M. Bothun  
Jan M. Kleinschmidt

### **Recruiter: Patty Bouvy**

Lisa M. Fleegle  
Dorothy E. Calabria

### **Recruiter: Darlene Brideweser**

Amy L. Agger  
Melissa C. Woodbury

### **Recruiter: Barbara A. Campbell**

Rebecca Jenkins  
Judith A. Elliot

Deborah A. Replogle

### **Recruiter: Autumn L. Cymbor**

Jennifer Herman  
Patricia Shallenberger

### **Recruiter: Lynn Groomes**

Selena Hamilton

### **Recruiter: Marcella M. Komaromi**

Lorraine M. Miller  
Rheda Rosenberg

### **Recruiter: Kristy W. Lambert**

Sonia F. Travis

### **Recruiter: Martha A. Mielke**

Metzi Jolly

### **Recruiter: Terri L. Moulzolf**

Catherine Wellman

### **Recruiter: Janet N. Moynihan**

Norma L. Pioth

### **Recruiter: Laurie L. Pugh**

Karen I. Tedhams Howard

### **Recruiter: Joan A. Quinn**

Martha Mielke

### **Recruiter: Rose Marie Spardo**

Kathleen Vitullo  
Karen S. Prosser  
Claire Thornburgh

### **Recruiter: Kenosha Stewart**

Dianna W. Smith

### **Recruiter: Melissa Tussing**

Jessica Sanchez

### **Recruiter: Whitney B. Watts**

Sadie M. Wilson  
Jenna G. Fullington



### 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

**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!!

Special Delivery for



## Birthdays in February

Name	Birth Date
Whitney Watts	2 February
Jennifer Bordick	6 February
Carolyn Aloe	7 February
Sandy Benjock	7 February
Ana Gomez	8 February
Marcia Thomas	8 February
Judy Reynolds	14 February
Karen Vinoverski	14 February
Olivette Duarte-Avila	17 February
Chiang Ryan	20 February
Catherine Wellman	21 February
Deanna Walter	24 February
Linda Zaneski	27 February



*Happy Mary Kay Anniversary*

## Anniversaries in February

Name	Start Date	Years
Ann Sherman	02/28/1977	44
Joan Quinn	02/25/1980	41
Patty Bouvy	02/15/1993	28
Sharon Snook	02/26/1996	25
Autumn Cymbor	02/29/1996	25
Teresa Hawkins	02/13/2002	19
Patricia Shallenberger	02/10/2003	18
Lynna Grandas	02/15/2005	16
Kelly Novak	02/02/2010	11
Debra Hakeem	02/15/2012	9
Dorothy Calabria	02/20/2016	5
Michelle McConnell	02/18/2019	2
Barbara Klaimy	02/22/2020	1
Brenda Williams	02/28/2020	1