



Senior Sales Director
Ann Sherman

Ann's Achiever\$

UNIT GOAL: MILLION \$ UNIT CLUB

March 2021 Newsletter

February 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

Patricia Shallenberger

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 Bavervo



National Court



MK National Area Princess Court



Rank	Conslt Name	YTD Contest Credit
1	Patricia Shallenberger	\$ 24,370.00
2	Rose Marie Spadaro	\$ 14,724.00
3	Darlene Bavervo	\$ 14,617.00
4	Janet Moynihan	\$ 13,955.00
5	Wendy Watts	\$ 13,915.00
6	Rosie Pasos	\$ 13,241.00
7	Theresa Heineman	\$ 12,342.00
8	Leah Payne	\$ 10,629.00
9	Darlene Brideweser	\$ 7,784.00
10	Hillary Andrews	\$ 7,725.00
11	Melissa Tussing	\$ 7,318.00

National Court of Sales

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

Princes Court of Sales

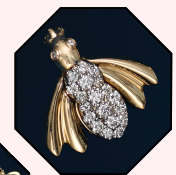
\$20,000 rs/\$10,000 whsl

Achievers Court

\$10,000 rs/\$5,000 whsl

TOP TEAM Builders

COMPANY COURT OF SHARING



Court of Sharing

Name	Sem Qual Team Member	Sem Recruiter Comm Earned
Wendy Watts	5	531.00
Patricia Shallenberger	1	145.00
Martha Mielke	1	43.00
Cathy Dernorsek	1	30.00

National Court of Sharing

24 Qualified Team Members

Area Court of Sharing

12 Qualified Team Members

Achievers Court

6 Qualified Team Members

Great Start



Gracie Thompson
Ultimate Bundles Earned:
2



Karen McCaffery
Ultimate Bundles Earned:
2



Kelly Smith
Ultimate Bundles Earned:
1



Jessica 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

Your Success STARTS HERE!

This guide shows you how you can get the most profit in your pocket when you place your first order and start your Mary Kay business strong. Share beauty with your family and friends. Have a blast meeting new friends. And you can earn free product bundles each valued at up to \$158.* Are you ready to have the time of your life? Let's go!



- ♥ **PICK** the products right for your business.
- ♥ **PLACE** your initial order on *Mary Kay InTouch*®.
- ♥ **PROFIT** with your choice of product bonus bundles!
- ♥ **PLAN** your parties or *Great Start* Grand Opening by visiting Party Central on *Mary Kay InTouch*® and reading the *Start Something Beautiful*® magazine in your Starter Kit.



Count on the *Mary Kay Great Start*® App to help you on the go!

- Guides you with personalized tracking reports to help you earn product bonus bundles.
- Offers digital posts you can personalize to announce your business and promote products on social media.
- Features team-building resources.
- Includes access to learning programs such as MK University, *Skin Care Confident* and *Color Confident*.

*Approximate suggested retail value



Dreaming in Red!



CHECK OUT OUR CURRENT RED JACKET CONSULTANTS!



Wendy Watts
Elite Team Leader



Darlene Bavero
Team Leader



Rosie Pasos
Star Team Builder



Patricia Shallenberger
Star Team Builder

ALMOST THERE - RED JACKET

Consultants Name	Personal Team Count
Ruth A. Ashburn	2
Patty A. Bouvy	2
Darlene Brideweser	2
Autumn L. Cymbor	2
Barbara A. Campbell	1
Lynn B. Groomes	1
Marcella M. Komaromi	1
Martha A. Mielke	1
Janet N. Moynihan	1
Penny V. Pfeiffer	1
Laurie L. Pugh	1
Joan A. Quinn	1
Rose Marie Spadaro	1
Kenosha L. Stewart	1
Melissa Tussing	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.



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
Wendy Watts	\$ 4,126.50	STAR	STAR	STAR	STAR	\$ 673.50
Patricia Shallenberger	\$ 3,878.50	STAR	STAR	STAR	STAR	\$ 921.50
Darlene Baverso	\$ 1,940.50	STAR	\$ 459.50	\$1,059.50	\$1,659.50	\$2,859.50
Rosie Pasos	\$ 1,885.50	STAR	\$ 514.50	\$1,114.50	\$1,714.50	\$2,914.50
Rose Marie Spadaro	\$ 1,851.50	STAR	\$ 548.50	\$1,148.50	\$1,748.50	\$2,948.50
Karen McCaffrey	\$ 1,821.50	STAR	\$ 578.50	\$1,178.50	\$1,778.50	\$2,978.50
Emily Thompson	\$ 1,807.50	STAR	\$ 592.50	\$1,192.50	\$1,792.50	\$2,992.50
Theresa Heineman	\$ 1,803.50	STAR	\$ 596.50	\$1,196.50	\$1,796.50	\$2,996.50
Ann Sherman	\$ 1,637.50	\$ 162.50	\$ 762.50	\$1,362.50	\$1,962.50	\$3,162.50
Paige Hitt	\$ 1,509.50	\$ 290.50	\$ 890.50	\$1,490.50	\$2,090.50	\$3,290.50
Melissa Tussing	\$ 1,412.88	\$ 387.12	\$ 987.12	\$1,587.12	\$2,187.12	\$3,387.12
Kelly Smith	\$ 1,214.50	\$ 585.50	\$1,185.50	\$1,785.50	\$2,385.50	\$3,585.50
Marcella Komaromi	\$ 1,163.00	\$ 637.00	\$1,237.00	\$1,837.00	\$2,437.00	\$3,637.00
Janet Moynihan	\$ 1,086.50	\$ 713.50	\$1,313.50	\$1,913.50	\$2,513.50	\$3,713.50
Darlene Brideweser	\$ 753.00	\$1,047.00	\$1,647.00	\$2,247.00	\$2,847.00	\$4,047.00
Jessica Smith	\$ 739.50	\$1,060.50	\$1,660.50	\$2,260.50	\$2,860.50	\$4,060.50
Holly Wagner	\$ 706.00	\$1,094.00	\$1,694.00	\$2,294.00	\$2,894.00	\$4,094.00
Jami Heavilin	\$ 686.50	\$1,113.50	\$1,713.50	\$2,313.50	\$2,913.50	\$4,113.50
Marcia Thomas	\$ 685.00	\$1,115.00	\$1,715.00	\$2,315.00	\$2,915.00	\$4,115.00
Leah Payne	\$ 628.50	\$1,171.50	\$1,771.50	\$2,371.50	\$2,971.50	\$4,171.50
Barbara Campbell	\$ 626.00	\$1,174.00	\$1,774.00	\$2,374.00	\$2,974.00	\$4,174.00
Patty Bouvy	\$ 617.00	\$1,183.00	\$1,783.00	\$2,383.00	\$2,983.00	\$4,183.00
Penny Pfeiffer	\$ 604.00	\$1,196.00	\$1,796.00	\$2,396.00	\$2,996.00	\$4,196.00
Melissa Woodbury	\$ 584.00	\$1,216.00	\$1,816.00	\$2,416.00	\$3,016.00	\$4,216.00
Hillary Andrews	\$ 558.00	\$1,242.00	\$1,842.00	\$2,442.00	\$3,042.00	\$4,242.00
Norma Pioth	\$ 522.50	\$1,277.50	\$1,877.50	\$2,477.50	\$3,077.50	\$4,277.50
Janet Began-Reder	\$ 508.25	\$1,291.75	\$1,891.75	\$2,491.75	\$3,091.75	\$4,291.75
Julie Tanner	\$ 494.00	\$1,306.00	\$1,906.00	\$2,506.00	\$3,106.00	\$4,306.00
Jessica Sanchez	\$ 482.50	\$1,317.50	\$1,917.50	\$2,517.50	\$3,117.50	\$4,317.50
Joan Quinn	\$ 482.00	\$1,318.00	\$1,918.00	\$2,518.00	\$3,118.00	\$4,318.00
Lisa Fleegle	\$ 453.50	\$1,346.50	\$1,946.50	\$2,546.50	\$3,146.50	\$4,346.50
Martha Mielke	\$ 431.50	\$1,368.50	\$1,968.50	\$2,568.50	\$3,168.50	\$4,368.50
Cathy Dernorsek	\$ 427.50	\$1,372.50	\$1,972.50	\$2,572.50	\$3,172.50	\$4,372.50
Mary Agnes Galvin	\$ 401.00	\$1,399.00	\$1,999.00	\$2,599.00	\$3,199.00	\$4,399.00
Whitney Watts	\$ 399.00	\$1,401.00	\$2,001.00	\$2,601.00	\$3,201.00	\$4,401.00
Brenda Williams	\$ 387.50	\$1,412.50	\$2,012.50	\$2,612.50	\$3,212.50	\$4,412.50
Olivette Duarte-Avila	\$ 385.00	\$1,415.00	\$2,015.00	\$2,615.00	\$3,215.00	\$4,415.00
Catherine Peters	\$ 385.00	\$1,415.00	\$2,015.00	\$2,615.00	\$3,215.00	\$4,415.00
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

Keep Your Eye on the PRIZE!!

Look Who Has Already Reached Star Status!!



Wendy Watts
EMERALD



Patricia Shallenberger
EMERALD



Darlene Baverso
SAPPHIRE



Rosie Pasos
SAPPHIRE



Rose Spardo
SAPPHIRE



Karen McCaffery
SAPPHIRE



Gracie Thompson
SAPPHIRE

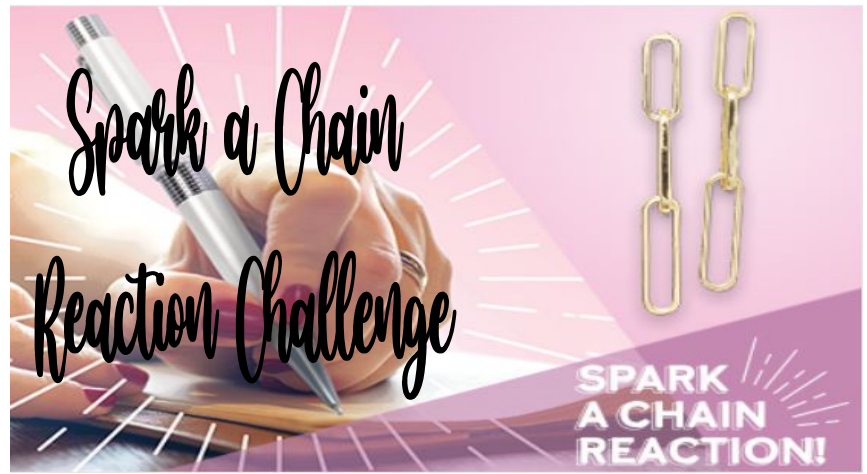


Terri Heineman
SAPPHIRE



Congratulations

On investing in your business last month!



February Achievers

Congratulations
ON EARNING THE BEAUTIFUL SPARK NECKLACE!

Name	Wholesale
Patricia Shallenberger	\$ 966.00
Wendy Watts	\$ 717.00
Leah Payne	\$ 628.50
Melissa Tussing	\$ 625.38
Paige Hitt	\$ 621.00
Patty Bouvy	\$ 617.00
Kelly Smith	\$ 614.50
Karen McCaffrey	\$ 608.50
Rose Marie Spadaro	\$ 604.50
Penny Pfeiffer	\$ 604.00
Darlene Baverso	\$ 603.50
Theresa Heineman	\$ 601.00
Rosie Pasos	\$ 600.50
Melissa Woodbury	\$ 584.00
Janet Moynihan	\$ 445.50
Marcia Thomas	\$ 409.00
Mary Agnes Galvin	\$ 401.00
Whitney Watts	\$ 399.00
Barbara Campbell	\$ 374.00
Jan Kleinschmidt	\$ 347.50
Marcella Komaromi	\$ 318.50
Donna Thomas	\$ 303.00
Dorothy Calabria	\$ 293.00
Carolyn Aloe	\$ 278.00
Jami Heavilin	\$ 272.75
Kristy Lambert	\$ 267.00
Stacy Vecellio	\$ 257.00
Diane Felter	\$ 238.00
Lisa Givens	\$ 238.00
Lori Callon	\$ 229.50
Joan Martos	\$ 227.00
Ana Gomez	\$ 226.00
Susan Costello	\$ 170.00
Cathy Dernorsek	\$ 133.50
Darlene Brideweser	\$ 132.00
Cece Davis	\$ 109.00
Jessica Smith	\$ 87.50
Julie Tanner	\$ 86.50
Janet Began-Reder	\$ 84.50
Norma Pioth	\$ 84.00
Hillary Andrews	\$ 83.00



Patricia
Shallenberger



Wendy
Watts



Leah
Payne



Melissa
Tussing



Linda
Hitt



Patty
Bouvy



Kelly
Smith



Karen
McCaffery



Rose
Spadaro



Penny
Pfeiffer



Darlene
Baverso



Terri
Heineman



Rosie
Pasos

TEAM OF TEAMS

ELITE TEAM LEADERS

Recruiter: Wendy Watts

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

STAR TEAM BUILDERS

Recruiter: Darlene Baverso

Deborah Thomas
Donna Thomas
Melissa Tussing
Carol Bywaters
Cynthia Morrow
Doris Sanchez
Phyllis Kocerak
Ninel Horvath
Judy Reynolds
Shannen Robinson
Kaye Wahlstrom

Recruiter: Rosie Pasos

Olivia Ortiz
Loretta Raleigh
Victoria Valencia
Olivette Duarte-Avila

Recruiter: Patricia Shallenberger

Paige Hitt
Karen McCaffery
Michelle McConnell
Jennifer Prior

STANDINGS AS OF FEBRUARY 2021 MONTHEND

SENIOR CONSULTANTS

Recruiter: Ruth Ashburn

Jan M. Bothun
Jan M. Kleinschmidt

Recruiter: Patty Bouv

Dorothy E. Calabria
Lisa M. Fleegle

Recruiter: Darlene Brideweser

Melissa C. Woodbury
Amy L. Agger

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: Martha A. Mickle

Metzi Jolly

Recruiter: Janet N. Moynihan

Norma L. Pioth

Recruiter: Penny Pfeiffer

Mary Agnes Galvin
Jackie Rao

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



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 March

Name	Birth Date
Jenna Fullington	1 March
Jade Baustert	11 March
Marilyn Marshall	13 March
Johnette McNamara Antone	15 March
Wanda Biokua	19 March
Vicky Honkus	19 March
Ruth Ashburn	20 March
Shalira Taylor	22 March
Victoria Valencia	24 March
Valerie Paris	25 March
Claire Thornburgh	25 March
Stacy Vecellio	27 March
Amy Agger	31 March



Anniversaries in March

Name	Start Date	Years
Theresa Heineman	03/14/1994	27
Marcella Komaromi	03/21/1994	27
Shannen Robinson	03/12/1997	24
Rita Grubbs	03/12/2003	18
Michele Kerber	03/31/2003	18
Norma Pioth	03/17/2004	17
Melissa Woodbury	03/26/2004	17
Megan Van Norman	03/13/2006	15
Kaye Wahlstrom	03/11/2008	13
Hillary Andrews	03/17/2014	7
Jenny Pepper	03/02/2020	1
Sonia Travis	03/12/2020	1
Jade Baustert	03/26/2020	1