



Senior Sales Director
Ann Sherman

Ann's Achiever\$

UNIT GOAL: MILLION \$ UNIT CLUB

April 2021 Newsletter

March 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 *National Court*

TOP IN RETAIL SALES

COMPANY COURT OF SALES



Patricia Shallenberger



Wendy Watts



Rose Marie Spadaro

Rank	Conslt Name	YTD Retail
1	Patricia Shallenberger	\$22,383.00
2	Wendy Watts	\$12,989.00
3	Rose Marie Spadaro	\$12,656.00
4	Darlene Baverso	\$12,978.00
5	Janet Moynihan	\$12,051.00
6	Rosie Pasos	\$11,939.00
7	Theresa Heineman	\$11,002.00
8	Leah Payne	\$10,132.00
9	Darlene Brideweser	\$ 8,090.00
10	Melissa Tussing	\$ 7,486.00
11	Hillary Andrews	\$ 6,600.00

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

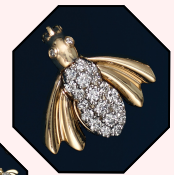
Achievers Court

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

TOP TEAM *Builders*

COMPANY COURT OF SHARING

Name	Sem Qual Team Member	Sem Recruiter Comm Earned
Wendy Watts	5	847.00
Patricia Shallenberger	1	145.00
Martha Mielke	1	43.00
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

Mary Kay

Welcome TO THE TEAM!

Congratulations

On investing in your business last month!



Heather Kingsley
Elizabeth, PA
Recruiter: Ann Sherman

Name	Wholesale
Patricia Shallenberger	\$ 2,219.75
Wendy Watts	\$ 2,143.50
Heather Kingsley	\$ 1,204.75
Leah Payne	\$ 1,196.00
Jessica Smith	\$ 1,156.00
Paige Hitt	\$ 814.00
Darlene Brideweser	\$ 791.50
Kelly Smith	\$ 789.00
Melissa Tussing	\$ 759.00
Janet Moynihan	\$ 738.00
Holly Wagner	\$ 663.00
Darlene Baverso	\$ 607.00
Theresa Heineman	\$ 603.50
Rosie Pasos	\$ 603.50
Rose Marie Spadaro	\$ 602.50
Lynn Grooms	\$ 601.00
Hillary Andrews	\$ 463.50
Dana Norton	\$ 457.50
Jennifer Hamblin-Shaw	\$ 452.00
Kaye Wahlstrom	\$ 420.50
Sadie Wilson	\$ 402.50
Catherine Wellman	\$ 400.50
Olivette Duarte-Avila	\$ 397.50
Norma Pioth	\$ 396.50
Tina Russo Dressman	\$ 387.80
Barbara Campbell	\$ 319.00
Peggy Givens	\$ 312.00
Michele Kerber	\$ 282.00
Joan Quinn	\$ 269.50
Jan Kleinschmidt	\$ 269.00
Maria Sherman	\$ 263.00
Dianne Siefert	\$ 241.50
Sharon Snook	\$ 239.50
Sandy Benjock	\$ 238.00
Autumn Cymbor	\$ 236.00
Mary Kitner	\$ 233.50
Ellen Mooney	\$ 232.50
Lenora Nim	\$ 231.50
Sonia Travis	\$ 231.00
Lisa Fleegle	\$ 228.00
Doris Sanchez	\$ 227.50
Emily Thompson	\$ 226.50
Julie Shriver	\$ 226.00
Esther Estrada	\$ 225.50
Laurie Pugh	\$ 225.50
Jessica Sanchez	\$ 216.50
Mary Agnes Galvin	\$ 156.50
Loretta Raleigh	\$ 153.50
Victoria Valencia	\$ 114.50
Whitney Watts	\$ 101.50
Julie Tanner	\$ 73.50
Terri Moulzolf	\$ 47.00
Cathy Dernorsek	\$ 43.00

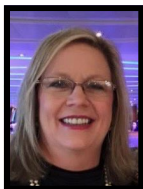
Great Start



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
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 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

March 16, 2021 - June 15, 2021

4th Qrt. On-Target Star Consultants

Keep Your Eye on the PRIZE!!

Name	Total Contest Credit	Contest Credit Needed				
		Sapphire	Ruby	Diamond	Emerald	Pearl
Wendy Watts	\$ 1,561.00	\$ 239.00	\$ 839.00	\$ 1,439.00	\$ 2,039.00	\$ 3,239.00
Patricia Shallenberger	\$ 1,237.50	\$ 562.50	\$ 1,162.50	\$ 1,762.50	\$ 2,362.50	\$ 3,562.50
Heather Kingsley	\$ 1,204.75	\$ 595.25	\$ 1,195.25	\$ 1,795.25	\$ 2,395.25	\$ 3,595.25
Darlene Baverso	\$ 607.00	\$ 1,193.00	\$ 1,793.00	\$ 2,393.00	\$ 2,993.00	\$ 4,193.00
Theresa Heineman	\$ 603.50	\$ 1,196.50	\$ 1,796.50	\$ 2,396.50	\$ 2,996.50	\$ 4,196.50
Lynn Groomes	\$ 601.00	\$ 1,199.00	\$ 1,799.00	\$ 2,399.00	\$ 2,999.00	\$ 4,199.00
Hillary Andrews	\$ 578.50	\$ 1,221.50	\$ 1,821.50	\$ 2,421.50	\$ 3,021.50	\$ 4,221.50
Rosie Pasos	\$ 570.50	\$ 1,229.50	\$ 1,829.50	\$ 2,429.50	\$ 3,029.50	\$ 4,229.50
Darlene Brideweser	\$ 554.50	\$ 1,245.50	\$ 1,845.50	\$ 2,445.50	\$ 3,045.50	\$ 4,245.50
Esther Estrada	\$ 509.50	\$ 1,290.50	\$ 1,890.50	\$ 2,490.50	\$ 3,090.50	\$ 4,290.50
Ann Sherman	\$ 479.50	\$ 1,320.50	\$ 1,920.50	\$ 2,520.50	\$ 3,120.50	\$ 4,320.50
Dana Norton	\$ 457.50	\$ 1,342.50	\$ 1,942.50	\$ 2,542.50	\$ 3,142.50	\$ 4,342.50
Jessica Smith	\$ 429.00	\$ 1,371.00	\$ 1,971.00	\$ 2,571.00	\$ 3,171.00	\$ 4,371.00
R Short	\$ 402.50	\$ 1,397.50	\$ 1,997.50	\$ 2,597.50	\$ 3,197.50	\$ 4,397.50
Rose Marie Spadaro	\$ 394.50	\$ 1,405.50	\$ 2,005.50	\$ 2,605.50	\$ 3,205.50	\$ 4,405.50
Tina Russo Dressman	\$ 387.80	\$ 1,412.20	\$ 2,012.20	\$ 2,612.20	\$ 3,212.20	\$ 4,412.20
Carol McMillen	\$ 381.00	\$ 1,419.00	\$ 2,019.00	\$ 2,619.00	\$ 3,219.00	\$ 4,419.00
Melissa Woodbury	\$ 376.50	\$ 1,423.50	\$ 2,023.50	\$ 2,623.50	\$ 3,223.50	\$ 4,423.50
Janet Moynihan	\$ 345.50	\$ 1,454.50	\$ 2,054.50	\$ 2,654.50	\$ 3,254.50	\$ 4,454.50
Melissa Tussing	\$ 312.00	\$ 1,488.00	\$ 2,088.00	\$ 2,688.00	\$ 3,288.00	\$ 4,488.00
Marilyn Marshall	\$ 273.00	\$ 1,527.00	\$ 2,127.00	\$ 2,727.00	\$ 3,327.00	\$ 4,527.00
Joan Quinn	\$ 269.50	\$ 1,530.50	\$ 2,130.50	\$ 2,730.50	\$ 3,330.50	\$ 4,530.50
Maria Sherman	\$ 263.00	\$ 1,537.00	\$ 2,137.00	\$ 2,737.00	\$ 3,337.00	\$ 4,537.00
Madison Williams	\$ 259.50	\$ 1,540.50	\$ 2,140.50	\$ 2,740.50	\$ 3,340.50	\$ 4,540.50
Paige Hitt	\$ 255.50	\$ 1,544.50	\$ 2,144.50	\$ 2,744.50	\$ 3,344.50	\$ 4,544.50
Kelly Novak	\$ 254.25	\$ 1,545.75	\$ 2,145.75	\$ 2,745.75	\$ 3,345.75	\$ 4,545.75
Sharon Snook	\$ 239.50	\$ 1,560.50	\$ 2,160.50	\$ 2,760.50	\$ 3,360.50	\$ 4,560.50
Sandy Benjock	\$ 238.00	\$ 1,562.00	\$ 2,162.00	\$ 2,762.00	\$ 3,362.00	\$ 4,562.00
Mary Kitner	\$ 233.50	\$ 1,566.50	\$ 2,166.50	\$ 2,766.50	\$ 3,366.50	\$ 4,566.50
Judy Reynolds	\$ 231.50	\$ 1,568.50	\$ 2,168.50	\$ 2,768.50	\$ 3,368.50	\$ 4,568.50
Sonia Travis	\$ 231.00	\$ 1,569.00	\$ 2,169.00	\$ 2,769.00	\$ 3,369.00	\$ 4,569.00
Emily Thompson	\$ 226.50	\$ 1,573.50	\$ 2,173.50	\$ 2,773.50	\$ 3,373.50	\$ 4,573.50
Karen Tedhams Howard	\$ 225.50	\$ 1,574.50	\$ 2,174.50	\$ 2,774.50	\$ 3,374.50	\$ 4,574.50
Deborah Replogle	\$ 225.00	\$ 1,575.00	\$ 2,175.00	\$ 2,775.00	\$ 3,375.00	\$ 4,575.00
Norma Pioth	\$ 223.50	\$ 1,576.50	\$ 2,176.50	\$ 2,776.50	\$ 3,376.50	\$ 4,576.50
Kelly Smith	\$ 184.00	\$ 1,616.00	\$ 2,216.00	\$ 2,816.00	\$ 3,416.00	\$ 4,616.00
Mary Agnes Galvin	\$ 156.50	\$ 1,643.50	\$ 2,243.50	\$ 2,843.50	\$ 3,443.50	\$ 4,643.50
Loretta Raleigh	\$ 153.50	\$ 1,646.50	\$ 2,246.50	\$ 2,846.50	\$ 3,446.50	\$ 4,646.50
Sadie Wilson	\$ 97.50	\$ 1,702.50	\$ 2,302.50	\$ 2,902.50	\$ 3,502.50	\$ 4,702.50





SPARK
A CHAIN
REACTION!



CONGRATULATIONS *March Achievers* ON EARNING THESE BEAUTIFUL SPARK EARRINGS!



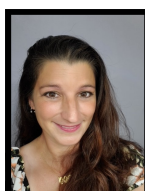
**Patricia
Shallenberger**



**Wendy
Watts**



**Leah
Payne**



Melissa



**Linda
Hitt**



**Patty
Bouvy**



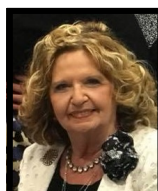
**Kelly
Smith**



**Karen
McCaffery**



**Rose
Spardaro**



**Penny
Pfeiffer**



**Darlene
Baverso**



**Terri
Heineman**



**Rosie
Pasos**

Spring Consistency Achievers



**Patricia
Shallenberger**



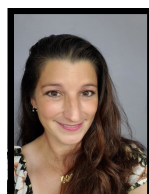
**Darlene
Baverso**



**Terri
Heineman**



**Linda
Hitt**



**Melissa
Tussing**



**Wendy
Watts**



**Rosie
Pasos**



**Rose
Spardaro**

TEAM OF TEAMS

ELITE TEAM LEADERS

Recruiter: Wendy Watts

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

STAR TEAM BUILDERS

Recruiter: Darlene Baverso

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

Recruiter: Rosie Pasos

Olivette Duarte-Avila
Loretta Raleigh
Victoria Valencia
Olivia Ortiz

Recruiter: Patricia Shallenberger

Paige Hitt
Karen McCaffery
Michelle McConnell
Jennifer Prior

STANDINGS AS OF MARCH 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

Patricia Shallenberger
Jennifer Herman

Recruiter: Marcella M. Komaromi

Lorraine M. Miller
Rheda Rosenberg

Recruiter: Kristy W. Lambert

Sonia F. Travis

Recruiter: Martha A. Miekle

Metzi Jolly

Recruiter: Terri L. Moulzolf

Catherine M. Wellman

Recruiter: Janet N. Moynihan

Norma L. Pioth

Recruiter: Penny Pfeiffer

Mary Agnes Galvin

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

Thursday, April 8 @ 8:00 PM EST



You must add a new team member in March!

Special Delivery for



Birthdays in April

Name	Birth Date
Helen Adams	4 April
Paula Jensen	6 April
Melissa Campbell	8 April
Ann Estes	12 April
Karen Prosser	15 April
Janet Dranko	16 April
Judith Elliott	16 April
Kim Greene	16 April
Sadie Wilson	25 April
Janet Began-Reder	26 April
Julie Shriver	26 April
Donna Blue	28 April
Karen Pletsch	28 April



Anniversaries in April

Name	Start Date
Catherine Wellman	04/11/1985
Cathy Dernorsek	04/08/1987
Karen Vinoverski	04/26/1994
Dianne Siefert	04/15/1996
Maulana Arnold	04/06/2004
Judith Elliott	04/13/2004
Amy Agger	04/28/2005
Catherine Ciccone	04/24/2007
R Short	04/10/2011
Victoria Valencia	04/27/2011
Deborah Replogle	04/28/2011
Esther Estrada	04/30/2013
Karen Prosser	04/30/2013
Linda Zaneski	04/30/2013
Donna Lew-Buechel	04/22/2016
Brittany Schwecke	04/01/2019
Stacy Vecellio	04/08/2019
Paige Hitt	04/04/2020
Wanda Biokua	04/23/2020