



Senior Sales Director
Ann Sherman

Ann's Achiever\$

UNIT GOAL: MILLION \$ UNIT CLUB

June 2021 Newsletter

May 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



Queen of Retail

Patricia Shallenberger



Queen of Sharing

Wendy Watts



Queen of Wholesale

Heather Kingsley

MOVING ON UP!!

Who will be moving up next?



Wendy Watts



Darlene Baverso



Patricia
Shallenberger



Whitney Watts

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 Total
1	Patricia Shallenberger	\$37,555.00
2	Wendy Watts	\$29,623.00
3	Rose Marie Spadaro	\$18,343.00
4	Darlene Baverso	\$18,305.00
5	Janet Moynihan	\$18,174.00
6	Rosie Pasos	\$17,190.00
7	Theresa Heineman	\$15,956.00
8	Leah Payne	\$13,021.00
9	Darlene Brideweser	\$10,829.00
10	Melissa Tussing	\$10,032.00
11	Hillary Andrews	\$ 9,371.00

Seminar 2021



National Court



MK National Area Princess Court



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

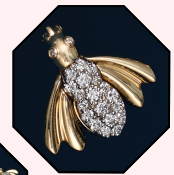
Princes Court of Sales
\$20,000 rs/\$10,000 whsl

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	8	1844.00
Whitney Watts	3	193.00
Patricia Shallenberger	1	167.00
Martha Miekle	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!



Maddison Brinkman
Corsicana, TX
Recruiter: Whitney Watts

Marilyn Etheridge
Liberty, MS
Recruiter: Wendy Watts

Cammie Rone
Courtland, MS
Recruiter: Whitney Watts

Name	Unit Wholesale
Heather Kingsley	\$ 2,421.50
Wendy Watts	\$ 2,107.50
Cammie Rone	\$ 1,811.00
Patricia Shallenberger	\$ 1,528.50
Kelly Smith	\$ 884.00
Darlene Brideweser	\$ 731.00
Dawn Case	\$ 713.50
Rosie Pasos	\$ 678.50
Darlene Baverso	\$ 635.00
Ruth Ashburn	\$ 630.50
Patty Bouvy	\$ 608.50
Rose Marie Spadaro	\$ 604.50
Maddison Brinkman	\$ 602.00
Janet Moynihan	\$ 602.00
Marilyn Etheridge	\$ 601.50
Theresa Heineman	\$ 601.50
Holly Wagner	\$ 581.00
Barbara Campbell	\$ 503.00
Lisa Givens	\$ 487.00
Kathleen Vitullo	\$ 456.50
Julie Tanner	\$ 452.00
Kristy Lambert	\$ 416.75
Lynn Groomes	\$ 405.00
Sadie Wilson	\$ 342.00
Marcella Komaromi	\$ 340.50
Teresa Hawkins	\$ 317.50
Catherine Wellman	\$ 316.50
Victoria Valencia	\$ 310.50
Vicky Honkus	\$ 309.00
Dana Norton	\$ 307.00
Julie Shriver	\$ 298.50
Terri Moulzolf	\$ 283.50
Brenda Williams	\$ 280.50
Carolyn Aloe	\$ 273.00
Norma Pioth	\$ 254.50
Joan Quinn	\$ 241.00
Whitney Watts	\$ 239.50
Johnette McNamara Antone	\$ 230.50
Jenny Pepper	\$ 229.00
Michelle McConnell	\$ 217.50
Olivette Duarte-Avila	\$ 216.50
Jessica Smith	\$ 159.50
Cathy Dernorsek	\$ 159.00
Catherine Peters	\$ 144.00
Melissa Tussing	\$ 110.00
Judy Reynolds	\$ 99.00
Ana Gomez	\$ 96.00
Emily Thompson	\$ 52.50
Jan Kleinschmidt	\$ 46.00
Hillary Andrews	\$ 42.00
Sonia Travis	\$ 32.50
Jami Heavilin	\$ 12.50

Great Start



Anna Beth Smith
Ultimate Bundles Earned:
6

Heather Kingsley
Ultimate Bundles Earned:
6

Cammie Rone
Ultimate Bundles Earned:
3



Dawn Case
Ultimate Bundles Earned:
1



Marilyn Etheridge
Ultimate Bundles Earned:
1



Maddison Brinkman
Ultimate Bundles Earned:
1



Dreaming in Red!



CHECK OUT OUR CURRENT RED JACKET CONSULTANTS!



Wendy Watts
Elite Team Leader



Darlene Baverso
Team Leader



Patricia Shallenberger
Star Team Builder



Whitney Watts
Star Team Builder

ALMOST THERE - RED JACKET

Consultants Name	Personal Team Count
Ruth A. Ashburn	2
Patty A. Bouvy	2
Darlene Brideweser	2
Barbara A. Campbell	2
Autumn L. Cymbor	2
Kristy Lambert	1
Terri Moulzolf	1
Janet Moynihan	1
Rosie Pasos	1
Penny Pfeiffer	1
Norma Pioth	2
Laurie Pugh	1
Joan Quinn	1
Donna Thomas	1
Whitney Watts	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 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.



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

SHOOT FOR THE Stars

March 16, 2021 - June 15, 2021

4th Qrt. On-Target Star Consultants

Contest Credit Needed

Name	Total Contest Credit	Sapphire	Ruby	Diamond	Emerald	Pearl
Wendy Watts	\$ 8,590.00	STAR	STAR	STAR	STAR	STAR
Patricia Shallenberger	\$ 5,603.00	STAR	STAR	STAR	STAR	STAR
Heather Kingsley	\$ 3,651.25	STAR	STAR	STAR	STAR	\$1,148.75
Anna Beth Smith	\$ 3,615.75	STAR	STAR	STAR	STAR	\$1,184.25
Darlene Baverso	\$ 2,448.00	STAR	STAR	\$ 552.00	\$1,152.00	\$2,352.00
Rosie Pasos	\$ 2,088.75	STAR	\$ 311.25	\$ 911.25	\$1,511.25	\$2,711.25
Cammie Rone	\$ 1,811.00	STAR	\$ 589.00	\$1,189.00	\$1,789.00	\$2,989.00
Theresa Heineman	\$ 1,807.00	STAR	\$ 593.00	\$1,193.00	\$1,793.00	\$2,993.00
Rose Marie Spadaro	\$ 1,601.50	\$ 198.50	\$ 798.50	\$1,398.50	\$1,998.50	\$3,198.50
Kelly Smith	\$ 1,502.50	\$ 297.50	\$ 897.50	\$1,497.50	\$2,097.50	\$3,297.50
Janet Moynihan	\$ 1,371.50	\$ 428.50	\$1,028.50	\$1,628.50	\$2,228.50	\$3,428.50
Dawn Case	\$ 1,314.50	\$ 485.50	\$1,085.50	\$1,685.50	\$2,285.50	\$3,485.50
Darlene Brideweser	\$ 1,285.50	\$ 514.50	\$1,114.50	\$1,714.50	\$2,314.50	\$3,514.50
Ann Sherman	\$ 1,145.50	\$ 654.50	\$1,254.50	\$1,854.50	\$2,454.50	\$3,654.50
Lynn Groomes	\$ 1,006.00	\$ 794.00	\$1,394.00	\$1,994.00	\$2,594.00	\$3,794.00
Melissa Tussing	\$ 934.00	\$ 866.00	\$1,466.00	\$2,066.00	\$2,666.00	\$3,866.00
Hillary Andrews	\$ 858.00	\$ 942.00	\$1,542.00	\$2,142.00	\$2,742.00	\$3,942.00
Michelle McConnell	\$ 819.38	\$ 980.62	\$1,580.62	\$2,180.62	\$2,780.62	\$3,980.62
Jessica Smith	\$ 816.50	\$ 983.50	\$1,583.50	\$2,183.50	\$2,783.50	\$3,983.50
Joan Quinn	\$ 791.00	\$1,009.00	\$1,609.00	\$2,209.00	\$2,809.00	\$4,009.00
Catherine Peters	\$ 785.00	\$1,015.00	\$1,615.00	\$2,215.00	\$2,815.00	\$4,015.00
Marcella Komaromi	\$ 778.50	\$1,021.50	\$1,621.50	\$2,221.50	\$2,821.50	\$4,021.50
Dana Norton	\$ 764.50	\$1,035.50	\$1,635.50	\$2,235.50	\$2,835.50	\$4,035.50
Holly Wagner	\$ 668.50	\$1,131.50	\$1,731.50	\$2,331.50	\$2,931.50	\$4,131.50
Barbara Campbell	\$ 657.00	\$1,143.00	\$1,743.00	\$2,343.00	\$2,943.00	\$4,143.00
Ruth Ashburn	\$ 630.50	\$1,169.50	\$1,769.50	\$2,369.50	\$2,969.50	\$4,169.50
Patty Bouvy	\$ 608.50	\$1,191.50	\$1,791.50	\$2,391.50	\$2,991.50	\$4,191.50

Look Who Has
Already Reached
Star Status!!



Wendy
Watts
PEARL



Patricia
Shallenberger
PEARL



Heather
Kingsley
EMERALD



Anna Beth
Smith
EMERALD



Darlene
Baverso
RUBY



Rosie
Pasos
SAPPHIRE



Cammie
Rone
SAPPHIRE



Terri
Heineman
SAPPHIRE

Keep Your Eye on the PRIZE!!



SPARK
A CHAIN
REACTION!

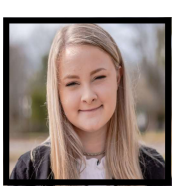
CONGRATULATIONS
May Achievers
ON EARNING THIS BEAUTIFUL SPARK NECKLACE!



Heather
Kingsley



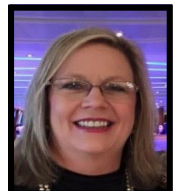
Wendy
Watts



Cammie
Rone



Patricia
Shallenberger



Kelly
Smith



Darlene
Brideweser



Dawn
Case



Rosie
Pasos



Darlene
Baverso



Ruth
Ashburn



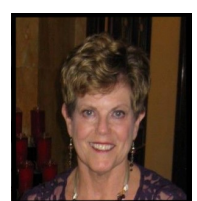
Patty
Bouvy



Rose
Spardaro



Maddison
Brinkman



Janet
Moynihan



Marilyn
Etheridge



Terri
Heineman



EARN THESE BEAUTIFUL
EARRINGS WITH A \$600
CUMULATIVE W/S ORDER
IN JUNE!



TEAM OF TEAMS

ELITE TEAM LEADERS

Recruiter: Wendy Watts

Donna B. Blue
Dawn Case
Marilyn Etheridge
Peggy Givens
Kristy Lambert
Dana Norton
Jenny J. Pepper
Catherine Peters
Anna Beth Smith
Jessica Smith
Kelly Smith
Emily G. Thompson
Whitney Watts
Brenda Williams
Madison Williams
Lori Callon
Lisa Dillon
Tammy Flumm
Leslie Anthony
Wanda Biokua
Jackie Ferguson
Kandi Hennington
Ramona Holmes
Samantha Melancon

TEAM LEADERS

Recruiter: Darlene Baverso

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

STAR TEAM BUILDERS

Recruiter: Patricia Shallenberger

Paige Hitt
Karen McCaffery
Michelle McConnell
Jennifer Prior

STAR TEAM BUILDERS

Recruiter: Whitney Watts

Maddison Brinkman
Cammie Rone
Sadie Wilson
Jenna Fullington

STANDINGS AS OF MAY 2021 MONTHEND

SENIOR CONSULTANTS

Recruiter: Ruth Ashburn

Jan M. Kleinschmidt
Jan M. Bothun

Recruiter: Patty Bouv

Lisa M. Fleegle
Dorothy E. Calabria

Recruiter: Darlene Brideweser

Melissa C. Woodbury
Amy L. Agger

Recruiter: Barbara A. Campbell

Judith A. Elliot
Deborah A. Replogle
Rebecca Jenkins

Recruiter: Autumn L. Cymbor

Patricia Shallenberger
Jennifer Herman

Recruiter: Kristy W. Lambert

Sonia F. Travis

Recruiter: Terri L. Moulzolf

Catherine M. Wellman

Recruiter: Janet Moynihan

Norma L. Pioth

Recruiter: Rosie Pasos

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

Recruiter: Norma L. Pioth

Donna M. Lew-Buechel
Marilyn S. Marshall

Recruiter: Laurie L. Pugh

Karen I. Tedhams Howard

Recruiter: Joan A. Quinn

Martha Mielke

Recruiter: Rose Marie Spadaro

Kathleen Vitullo
Karen Prosser
Claire Thornburgh

Recruiter: Donna M. Thomas

Kelly Novak



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

JUNE BOOM

Receive **FULL retail credit** on each set/regimen
Tax charged on **full suggested retail price** of each set/regimen
Limit of 13 for each sets/regimen shown!
Must be in **ACTIVE status** or place an activating \$225+ wholesale order to qualify

Regimen	Promo Part Number	General 50% Off Wholesale	June Promotion Fixed Wholesale
TimeWise® Ultimate Miracle Set 3D™, N/D	187880	\$82.50	\$66.00
TimeWise® Ultimate Miracle Set 3D™, C/O	187881	82.50	66.00
TimeWise® Miracle Set 3D®, N/D	187882	55.00	44.00
TimeWise® Miracle Set 3D®, C/O	187883	55.00	44.00
TimeWise Repair® Ultimate Volu-Firm® Set	187884	159.00	127.20
TimeWise Repair® Volu-Firm® Set	187885	102.50	82.00
Botanical Effects® Regimen	187887	27.00	21.60



Special Delivery for



Birthdays in June

Name	Birth Date
Hillary Andrews	6 June
Marsha Logan	9 June
Dianna Smith	11 June
Lisa Dillon	21 June
Heather Kingsley	21 June
Phyllis Kocerak	26 June
Jennifer Hamblin-Shaw	30 June
Selena Hamilton	30 June



Anniversaries in June

Name	Start Date	Years
Debra McMenamin	06/26/1982	39
Joan Martos	06/30/1987	34
Janet Dranko	06/28/1996	25
Rheda Rosenberg	06/08/1998	23
Helen Adams	06/15/2000	21
Jennifer Hamblin-Shaw	06/21/2005	16
Leah Payne	06/30/2005	16
Kandi Hennington	06/12/2013	8
Chloe Russell	06/01/2020	1
Jami Heavilin	06/15/2020	1