



Senior Sales Director
Ann Sherman

Ann's Achiever\$

UNIT GOAL: MILLION \$ UNIT CLUB

May 2021 Newsletter

April 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

Anna Beth Smith

MOVING ON UP!!

Who will be moving up next?



Wendy Watts



Darlene Baverso



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	\$ 34,430.00
2	Wendy Watts	\$ 25,340.00
3	Rose Marie Spadaro	\$ 17,134.00
4	Darlene Baverso	\$ 17,035.00
5	Janet Moynihan	\$ 16,970.00
6	Rosie Pasos	\$ 15,833.00
7	Theresa Heineman	\$ 14,753.00
8	Leah Payne	\$ 13,021.00
9	Melissa Tussing	\$ 9,812.00
10	Darlene Brideweser	\$ 9,367.00
11	Hillary Andrews	\$ 9,287.00

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

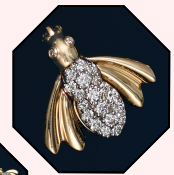
Achievers Court

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

TOP TEAM *Builders*

COMPANY COURT OF SHARING

Name	Sem Qual Team Member	Sem Recruiter Comm Earned
Wendy Watts	7	1569
Patricia Shallenberger	1	167
Martha Mielke	1	43
Cathy Dernorsek	1	30



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



Welcome TO THE TEAM!

Congratulations

On investing in your business last month!



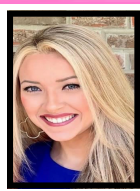
Anna Beth Smith
Brookhaven, MS
Recruiter: Wendy Watts



Dawn Case
Brookhaven, MS
Recruiter: Wendy Watts

Name	Wholesale
Anna Beth Smith	\$ 3,615.75
Wendy Watts	\$ 3,569.00
Patricia Shallenberger	\$ 2,784.50
Janet Moynihan	\$ 769.50
Rosie Pasos	\$ 692.75
Catherine Peters	\$ 641.00
Jessica Smith	\$ 603.00
Rose Marie Spadaro	\$ 602.50
Darlene Baverso	\$ 602.00
Theresa Heineman	\$ 602.00
Michelle McConnell	\$ 601.88
Dawn Case	\$ 601.00
Carol McMillen	\$ 578.00
Melissa Tussing	\$ 488.00
Melissa Woodbury	\$ 449.50
Marcella Komaromi	\$ 438.00
Kelly Smith	\$ 434.50
Martha Mielke	\$ 413.50
R Short	\$ 402.50
Karen Tedhams Howard	\$ 401.50
Cathy Dernorsek	\$ 352.50
Marcia Thomas	\$ 337.50
Janet Began-Reder	\$ 318.00
Hillary Andrews	\$ 317.50
Catherine Ciccone	\$ 314.00
Donna Thomas	\$ 308.50
Ana Gomez	\$ 306.50
Madison Williams	\$ 297.00
Esther Estrada	\$ 284.00
Joan Quinn	\$ 280.50
Marilyn Marshall	\$ 273.00
Donna Blue	\$ 272.50
Karen McCaffrey	\$ 267.00
Emily Thompson	\$ 264.50
Maulana Arnold	\$ 257.00
Kelly Novak	\$ 254.25
Susan Costello	\$ 235.50
Judy Reynolds	\$ 231.50
Terri Moulzolf	\$ 230.00
Jami Heavilin	\$ 229.00
Paige Hitt	\$ 228.50
Gigi McNamara	\$ 227.75
Judith Elliott	\$ 227.50
Phyllis Kocerak	\$ 227.50
Donna Lew-Buechel	\$ 227.50
Lynna Grandas	\$ 227.00
Patricia Ferry	\$ 226.50
Deborah Replogle	\$ 225.00
Jennifer Hamblin-Shaw	\$ 166.50
Barbara Campbell	\$ 154.00
Autumn Cymbor	\$ 44.00
Jan Kleinschmidt	\$ 38.50
Heather Kingsley	\$ 25.00
Norma Pioth	\$ 20.00
Michele Kerber	\$ 6.00

Great Start



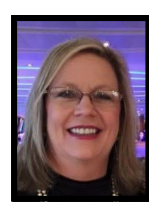
Anna Beth Smith
Ultimate Bundles Earned:
6



Karen McCaffery
Ultimate Bundles Earned:
2



Heather Kingsley
Ultimate Bundles Earned:
2



Kelly Smith
Ultimate Bundles Earned:
1



Jessica Smith
Ultimate Bundles Earned:
1



Dawn Case
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

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	\$ 6,078.00	STAR	STAR	STAR	STAR	STAR
Patricia Shallenberger	\$ 4,052.00	STAR	STAR	STAR	STAR	\$ 748.00
Anna Beth Smith	\$ 3,615.75	STAR	STAR	STAR	STAR	\$1,184.25
Rosie Pasos	\$ 1,524.75	\$ 275.25	\$ 875.25	\$1,475.25	\$2,075.25	\$3,275.25
Heather Kingsley	\$ 1,229.75	\$ 570.25	\$1,170.25	\$1,770.25	\$2,370.25	\$3,570.25
Darlene Baverso	\$ 1,209.00	\$ 591.00	\$1,191.00	\$1,791.00	\$2,391.00	\$3,591.00
Theresa Heineman	\$ 1,205.50	\$ 594.50	\$1,194.50	\$1,794.50	\$2,394.50	\$3,594.50
Ann Sherman	\$ 1,044.00	\$ 756.00	\$1,356.00	\$1,956.00	\$2,556.00	\$3,756.00
Rose Marie Spadaro	\$ 997.00	\$ 803.00	\$1,403.00	\$2,003.00	\$2,603.00	\$3,803.00
Darlene Brideweser	\$ 992.00	\$ 808.00	\$1,408.00	\$2,008.00	\$2,608.00	\$3,808.00
Kelly Smith	\$ 836.00	\$ 964.00	\$1,564.00	\$2,164.00	\$2,764.00	\$3,964.00
Michelle McConnell	\$ 819.38	\$ 980.62	\$1,580.62	\$2,180.62	\$2,780.62	\$3,980.62
Melissa Tussing	\$ 800.00	\$1,000.00	\$1,600.00	\$2,200.00	\$2,800.00	\$4,000.00
Hillary Andrews	\$ 781.00	\$1,019.00	\$1,619.00	\$2,219.00	\$2,819.00	\$4,019.00
Janet Moynihan	\$ 769.50	\$1,030.50	\$1,630.50	\$2,230.50	\$2,830.50	\$4,030.50
Dawn Case	\$ 758.00	\$1,042.00	\$1,642.00	\$2,242.00	\$2,842.00	\$4,042.00
Jessica Smith	\$ 657.00	\$1,143.00	\$1,743.00	\$2,343.00	\$2,943.00	\$4,143.00
Catherine Peters	\$ 641.00	\$1,159.00	\$1,759.00	\$2,359.00	\$2,959.00	\$4,159.00
Patty Bouvy	\$ 608.50	\$1,191.50	\$1,791.50	\$2,391.50	\$2,991.50	\$4,191.50
Lynn Groomes	\$ 601.00	\$1,199.00	\$1,799.00	\$2,399.00	\$2,999.00	\$4,199.00
Carol McMillen	\$ 578.00	\$1,222.00	\$1,822.00	\$2,422.00	\$3,022.00	\$4,222.00
Joan Quinn	\$ 550.00	\$1,250.00	\$1,850.00	\$2,450.00	\$3,050.00	\$4,250.00
Emily Thompson	\$ 543.50	\$1,256.50	\$1,856.50	\$2,456.50	\$3,056.50	\$4,256.50
Esther Estrada	\$ 509.50	\$1,290.50	\$1,890.50	\$2,490.50	\$3,090.50	\$4,290.50
Paige Hitt	\$ 484.00	\$1,316.00	\$1,916.00	\$2,516.00	\$3,116.00	\$4,316.00
Dana Norton	\$ 457.50	\$1,342.50	\$1,942.50	\$2,542.50	\$3,142.50	\$4,342.50
Melissa Woodbury	\$ 449.50	\$1,350.50	\$1,950.50	\$2,550.50	\$3,150.50	\$4,350.50
Marcella Komaromi	\$ 438.00	\$1,362.00	\$1,962.00	\$2,562.00	\$3,162.00	\$4,362.00
Martha Mielke	\$ 413.50	\$1,386.50	\$1,986.50	\$2,586.50	\$3,186.50	\$4,386.50
R Short	\$ 402.50	\$1,397.50	\$1,997.50	\$2,597.50	\$3,197.50	\$4,397.50
Karen Tedhams Howard	\$ 401.50	\$1,398.50	\$1,998.50	\$2,598.50	\$3,198.50	\$4,398.50
Tina Russo Dressman	\$ 387.80	\$1,412.20	\$2,012.20	\$2,612.20	\$3,212.20	\$4,412.20
Cathy Dernorsek	\$ 352.50	\$1,447.50	\$2,047.50	\$2,647.50	\$3,247.50	\$4,447.50
Ana Gomez	\$ 350.50	\$1,449.50	\$2,049.50	\$2,649.50	\$3,249.50	\$4,449.50

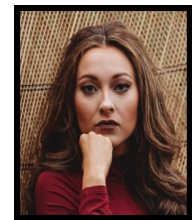
Look Who Has Already Reached Star Status!!



Wendy Watts
Pearl



Patricia Shallenberger
EMERALD



Anna Beth Smith
EMERALD

Keep Your Eye on the PRIZE!!

The chart displays various prizes available for different consultant levels. Prizes include: Pearl (Smart Scale, Smart Watch, Smart Bike, Smart Water Bottle, Smart Coffee Maker, Smart Blender, Smart Toaster, Smart Air Fryer, Smart Slow Cooker, Smart Pressure Cooker, Smart Rice Cooker, Smart Food Processor, Smart Hand Mixer, Smart Stand Mixer, Smart Juicer, Smart Blender, Smart Toaster, Smart Air Fryer, Smart Slow Cooker, Smart Pressure Cooker, Smart Rice Cooker, Smart Food Processor, Smart Hand Mixer, Smart Stand Mixer, Smart Juicer); Emerald (Smart Scale, Smart Watch, Smart Bike, Smart Water Bottle, Smart Coffee Maker, Smart Blender, Smart Toaster, Smart Air Fryer, Smart Slow Cooker, Smart Pressure Cooker, Smart Rice Cooker, Smart Food Processor, Smart Hand Mixer, Smart Stand Mixer, Smart Juicer); Ruby (Smart Scale, Smart Watch, Smart Bike, Smart Water Bottle, Smart Coffee Maker, Smart Blender, Smart Toaster, Smart Air Fryer, Smart Slow Cooker, Smart Pressure Cooker, Smart Rice Cooker, Smart Food Processor, Smart Hand Mixer, Smart Stand Mixer, Smart Juicer); Diamond (Smart Scale, Smart Watch, Smart Bike, Smart Water Bottle, Smart Coffee Maker, Smart Blender, Smart Toaster, Smart Air Fryer, Smart Slow Cooker, Smart Pressure Cooker, Smart Rice Cooker, Smart Food Processor, Smart Hand Mixer, Smart Stand Mixer, Smart Juicer); Sapphire (Smart Scale, Smart Watch, Smart Bike, Smart Water Bottle, Smart Coffee Maker, Smart Blender, Smart Toaster, Smart Air Fryer, Smart Slow Cooker, Smart Pressure Cooker, Smart Rice Cooker, Smart Food Processor, Smart Hand Mixer, Smart Stand Mixer, Smart Juicer).

Shoot for the stars, and Spark a Chain Reaction! Hope that your star consultant journey will be exciting, motivating, and rewarding. The achievement you enjoy through the Star Consultant Program can be a stepping stone to your next big program too!



SPARK A CHAIN REACTION!



CONGRATULATIONS *April Achievers*



ON EARNING THESE BEAUTIFUL SPARK BRACELET!



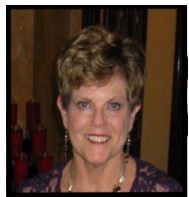
Anna Beth Smith



Wendy Watts



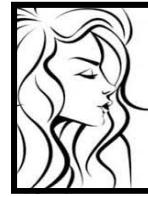
Patricia Shallenberger



Janet Moynihan



Rosie Pasos



Catherine Peters



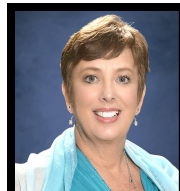
Jessica Smith



Rose Spardaro



Darlene Baverso



Terri Heineman



Michelle McConnell



Dawn Case



EARN THIS BEAUTIFUL NECKLACE WITH A \$600 CUMULATIVE W/S ORDER!



TEAM OF TEAMS

ELITE TEAM LEADERS

Recruiter: Wendy Watts

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

TEAM LEADERS

Recruiter: Darlene Baverso

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

STAR TEAM BUILDERS

Recruiter: Patricia Shallenberger

Paige Hitt
Karen McCaffery
Michelle McConnell
Jennifer Prior

STANDINGS AS OF MARCH 2021 MONTHEND

SENIOR CONSULTANTS

Recruiter: Ruth Ashburn

Jan M. Kleinschmidt
Jan M. Bothun

Recruiter: Patty Bouv

Dorothy E. Calabria
Lisa M. Fleegle

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
Olivia Ortiz

Loretta M. Raleigh
Victoria Valencia

Recruiter: Penny V. Pfeiffer

Mary Agnes Galvin

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: Donna M. Thomas

Kelly Novak

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

New month, New goals...
NEW PEARLS!!!

New or seasoned... Everyone can earn theirs this month !



Earn your earrings-
3 shares with
your Director.



Earn your bracelet-
3 more shares with
your Director.



Earn your necklace- 3
more shares with
your Director or a new
team member!

Special Delivery for



Birthdays in May

Name	Birth Date
Leslie Anthony	2 May
Mary Kitner	7 May
Kimberly Martin	9 May
Dorothy Calabria	11 May
Marcella Komaromi	11 May
Lynn Groomes	17 May
Martha Mielke	18 May
Chloe Russell	18 May
Kristy Lambert	22 May
Theresa Heineman	27 May
Anna Beth Smith	27 May

Happy *MK*
Anniversary!

Anniversaries in May

Name	Years
Martha Mielke	33
Patricia Ferry	27
Julie Tanner	18
Karen Pletsch	16
Dana Norton	16
Susan Costello	14
Doris Sanchez	14
Olivette Duarte-Avila	12
Selena Hamilton	8
Whitney Watts	1
Jenna Fullington	1
Sadie Wilson	1