



Senior Sales Director
Ann Sherman

Ann's Achiever\$

UNIT GOAL: MILLION \$ UNIT CLUB

August 2021 Newsletter

July 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

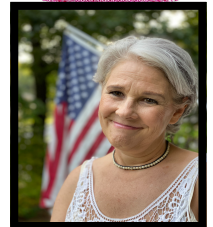


Queen of Retail

Patricia Shallenberger



Will this be YOU?



Queen of Wholesale

Patricia Shallenberger

MOVING ON UP!!

Who will be moving up next?



Wendy Watts



Darlene Baverso

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



Hillary Andrews



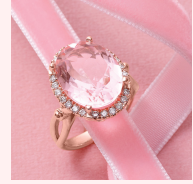
Leah Payne

Rank	Conslt Name	YTD Total
1	Patricia Shallenberger	\$ 2,268.00
2	Hillary Andrews	\$ 2,161.00
3	Leah Payne	\$ 1,240.00
4	Rose Marie Spadaro	\$ 1,201.00
5	Theresa Heineman	\$ 1,188.00
6	Rosie Pasos	\$ 1,175.00
7	Wendy Watts	\$ 1,171.00
8	Darlene Brideweser	\$ 886.00
9	Rita Grubbs	\$ 882.00
10	Janet Moynihan	\$ 816.00
11	Victoria Valencia	\$ 708.00

Seminar 2022



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

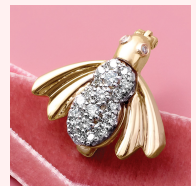
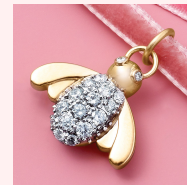
\$10,000 rs/\$5,000 whsl

TOP TEAM *Builders*

COMPANY COURT OF SHARING



Will this be YOU?



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!



Sue Schmitz
Benson, MN
Recruiter: Hilary Andrews

Congratulations

On investing in your business last month!

Name	Unit Wholesale
Patricia Shallenberger	\$ 1,134.00
Hillary Andrews	\$ 1,125.00
Leah Payne	\$ 620.00
Wendy Watts	\$ 608.00
Theresa Heineman	\$ 601.50
Rose Marie Spadaro	\$ 600.50
Rosie Pasos	\$ 600.00
Rita Grubbs	\$ 443.50
Darlene Brideweser	\$ 443.00
Janet Moynihan	\$ 410.50
Victoria Valencia	\$ 356.50
Lena Greenman	\$ 326.00
Joan Quinn	\$ 316.50
Jan Bothun	\$ 285.50
Susan Costello	\$ 268.00
Olivia Ortiz	\$ 262.00
Ana Gomez	\$ 249.00
Johnette McNamara An-	\$ 238.00
Samantha Fisher	\$ 233.00
Emily Thompson	\$ 232.00
Paula Jensen	\$ 230.50
Heather Kingsley	\$ 226.00
Kelly Smith	\$ 208.00
Norma Pioth	\$ 176.00
Esther Estrada	\$ 171.50
Michelle McConnell	\$ 122.00
Julie Shriver	\$ 111.00
Jami Heavilin	\$ 110.50
Kathleen Vitullo	\$ 32.50
Diane Felter	\$ 27.00
Madison Williams	\$ 25.00
Penny Pfeiffer	\$ 19.50
Dawn Case	\$ 12.00

Great Start



Anna Beth Smith
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



Sue Schmitz
Ultimate Bundles Earned:
1



Dreaming in Red!



CHECK OUT OUR CURRENT RED JACKET CONSULTANTS!



Wendy Watts
Grand Achiever



Darlene Bavero
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

Are you ready for the next step in your Mary Kay journey – the one that helps you grow into the independent sales force leader you know you’re meant to be? Are you ready to develop new skills and polish existing ones? The Sales Director-in-Qualification Program may be right for you! Get ready to raise Reds with a limited-time bonus created just for achievers like you. Simply submit your Commitment Form to enter the DIQ Program by December 2021 with one or more active* personal Reds and work to make your dreams come true.



You are going to look

SO GOOD
in **RED**

SHOOT FOR THE Stars

July 16, 2021 - September 15, 2021

1st Qrt. On-Target Star Consultants

Name	Total Contest Credit	Sapphire	Ruby	Diamond	Emerald	Pearl
Wendy Watts	\$ 4,992.40	STAR	STAR	STAR	STAR	STAR
Patricia Shallenberger	\$ 1,463.00	\$ 337.00	\$ 937.00	\$ 1,537.00	\$ 2,137.00	\$ 3,337.00
Rosie Pasos	\$ 1,337.00	\$ 463.00	\$ 1,063.00	\$ 1,663.00	\$ 2,263.00	\$ 3,463.00
Janet Moynihan	\$ 1,275.00	\$ 525.00	\$ 1,125.00	\$ 1,725.00	\$ 2,325.00	\$ 3,525.00
Leah Payne	\$ 1,227.00	\$ 573.00	\$ 1,173.00	\$ 1,773.00	\$ 2,373.00	\$ 3,573.00
Theresa Heineman	\$ 1,205.00	\$ 595.00	\$ 1,195.00	\$ 1,795.00	\$ 2,395.00	\$ 3,595.00
Hillary Andrews	\$ 1,125.00	\$ 675.00	\$ 1,275.00	\$ 1,875.00	\$ 2,475.00	\$ 3,675.00
Marilyn Etheridge	\$ 1,005.00	\$ 795.00	\$ 1,395.00	\$ 1,995.00	\$ 2,595.00	\$ 3,795.00
Victoria Valencia	\$ 912.50	\$ 887.50	\$ 1,487.50	\$ 2,087.50	\$ 2,687.50	\$ 3,887.50
Ann Sherman	\$ 847.50	\$ 952.50	\$ 1,552.50	\$ 2,152.50	\$ 2,752.50	\$ 3,952.50
Darlene Brideweser	\$ 752.50	\$ 1,047.50	\$ 1,647.50	\$ 2,247.50	\$ 2,847.50	\$ 4,047.50
Rose Marie Spadaro	\$ 675.00	\$ 1,125.00	\$ 1,725.00	\$ 2,325.00	\$ 2,925.00	\$ 4,125.00
Kelly Smith	\$ 630.50	\$ 1,169.50	\$ 1,769.50	\$ 2,369.50	\$ 2,969.50	\$ 4,169.50
Barbara Klaimy	\$ 624.50	\$ 1,175.50	\$ 1,775.50	\$ 2,375.50	\$ 2,975.50	\$ 4,175.50
Dana Herrera	\$ 616.50	\$ 1,183.50	\$ 1,783.50	\$ 2,383.50	\$ 2,983.50	\$ 4,183.50
Esther Estrada	\$ 599.50	\$ 1,200.50	\$ 1,800.50	\$ 2,400.50	\$ 3,000.50	\$ 4,200.50
Michelle McConnell	\$ 580.58	\$ 1,219.42	\$ 1,819.42	\$ 2,419.42	\$ 3,019.42	\$ 4,219.42
Dawn Case	\$ 539.50	\$ 1,260.50	\$ 1,860.50	\$ 2,460.50	\$ 3,060.50	\$ 4,260.50
Barbara Campbell	\$ 463.50	\$ 1,336.50	\$ 1,936.50	\$ 2,536.50	\$ 3,136.50	\$ 4,336.50
Rita Grubbs	\$ 443.50	\$ 1,356.50	\$ 1,956.50	\$ 2,556.50	\$ 3,156.50	\$ 4,356.50
Cammie Rone	\$ 435.80	\$ 1,364.20	\$ 1,964.20	\$ 2,564.20	\$ 3,164.20	\$ 4,364.20
Karen McCaffrey	\$ 389.50	\$ 1,410.50	\$ 2,010.50	\$ 2,610.50	\$ 3,210.50	\$ 4,410.50
Karen Prosser	\$ 374.00	\$ 1,426.00	\$ 2,026.00	\$ 2,626.00	\$ 3,226.00	\$ 4,426.00
Deborah Balbo	\$ 357.50	\$ 1,442.50	\$ 2,042.50	\$ 2,642.50	\$ 3,242.50	\$ 4,442.50
Karen Pletsch	\$ 329.50	\$ 1,470.50	\$ 2,070.50	\$ 2,670.50	\$ 3,270.50	\$ 4,470.50
Lena Greenman	\$ 326.00	\$ 1,474.00	\$ 2,074.00	\$ 2,674.00	\$ 3,274.00	\$ 4,474.00
Joan Quinn	\$ 316.50	\$ 1,483.50	\$ 2,083.50	\$ 2,683.50	\$ 3,283.50	\$ 4,483.50
Catherine Wellman	\$ 294.50	\$ 1,505.50	\$ 2,105.50	\$ 2,705.50	\$ 3,305.50	\$ 4,505.50
Jan Bothun	\$ 285.50	\$ 1,514.50	\$ 2,114.50	\$ 2,714.50	\$ 3,314.50	\$ 4,514.50
Kristy Lambert	\$ 268.50	\$ 1,531.50	\$ 2,131.50	\$ 2,731.50	\$ 3,331.50	\$ 4,531.50
Susan Costello	\$ 268.00	\$ 1,532.00	\$ 2,132.00	\$ 2,732.00	\$ 3,332.00	\$ 4,532.00
Norma Pioth	\$ 266.50	\$ 1,533.50	\$ 2,133.50	\$ 2,733.50	\$ 3,333.50	\$ 4,533.50
Julie Shannon	\$ 266.00	\$ 1,534.00	\$ 2,134.00	\$ 2,734.00	\$ 3,334.00	\$ 4,534.00
Olivia Ortiz	\$ 262.00	\$ 1,538.00	\$ 2,138.00	\$ 2,738.00	\$ 3,338.00	\$ 4,538.00
Donna Blue	\$ 252.50	\$ 1,547.50	\$ 2,147.50	\$ 2,747.50	\$ 3,347.50	\$ 4,547.50

Look Who Has
Already Reached
Star Status!!



Wendy
Watts
PEARL

Keep Your Eye on the PRIZE!!



CONGRATULATIONS July Achievers

ON EARNING THE POWERED BY PINK JEWELRY!



**Patricia
Shallenberger**



**Hillary
Sndrews**



Leah Payne



**Wendy
Watts**



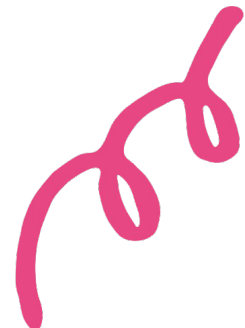
**Terri
Heineman**



**Rose
Spardaro**



**Rosie
Pasos**



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

TEAM OF TEAMS

GRAND ACHIEVER

Recruiter: Wendy Watts

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

STAR TEAM BUILDERS

Recruiter: Darlene Baverso

Shannen Robinson
Donna Thomas
Melissa Tussing
Phyliss Kocerak
Judy Reynolds
Doris Sanchez
Kaye Wahlstrom
Deborah Thomas
Carol Bywaters
Cynthia Marrow

Recruiter: Whitney Watts

Cammie Rone
Maddison Brinkman
Sadie Wilson
Jenna Fullington

STANDINGS AS OF JULY 2021 MONTHEND

SENIOR CONSULTANTS

Recruiter: Ruth Ashburn

Jan M. Bothun
Jan M. Kleinschmidt

Recruiter: Darlene Brideweser

Amy L. Agger
Melissa C. Woodbury
Rebecca Jenkins

Recruiter: Autumn L. Cymbor

Patricia Shallenberger
Jennifer Herman

Recruiter: Lynn B. Groomes

Selena Hamilton

Recruiter: Martha A. Mielke

Metzi Jolly

Recruiter: Terri L. Moulzolf

Catherine M. Wellman

Recruiter: Janet Moynihan

Norma L. Pioth

Recruiter: Rosie Pasos

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

Recruiter: Penny Pfeiffer

Mary Agnes Galvin

Recruiter: Norma L. Pioth

Marilyn S. Marshall
Donna M. Lew-Buechel

Recruiter: Patricia L. Shallenberger

Michelle McConnell
Paige Hitt

Karen McCaffery

Jennifer Prior

Recruiter: Rose Marie Spadaro

Karen Prosser
Kathleen Vitullo



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.

PINK POWER MONTH!!

Did somebody say "KATE SPADE!!"

Unit Promotion

As you work to become part of a Pink Power Team (30, 50, 100 faces in the quarter) you can earn your choice of NEW FALL PRODUCT!! Remember, product orders are limited, so...as you complete each of the challenges, you will earn a FREE product from me!! Don't wait to get started...first come, first serve!! Book faces and interviews now!

August Promotion

Earn the NEW Fall Products!

Success is a journey, not a destination!

Earn YOUR CHOICE of a NEW Fall Product for every 3 interviews you do WITH your director and/or every 15 faces in the month of August!



PIC-COLLAGE

Company Promotion

POWERED BY **GREAT Start** CHALLENGE

Sales Directors

- Earn August 2021 Powered by Pink jewelry
- Be in the Top 125 Directors per Seminar with the most GSQ new UNIT members in August 2021

Beauty Consultants

- Earn August 2021 Powered by Pink jewelry
- Be in the Top 350 Consultants per Seminar with the most GSQ new UNIT members in August 2021

WINNERS EARN A PERFECTLY PINK KATE SPADE HANDBAG!

Independent Beauty Consultant Qualifications:

For the Powered by Pink Great Start Challenge, Independent Beauty Consultants must achieve two qualifications to be eligible to earn a perfectly pink Kate Spade handbag. You know you want it, so here's what you can do to earn it!

The Independent Beauty Consultant qualifications are:

- Achieve the August 2021 Powered by Pink Challenge. When you set and achieve a retail selling goal to support a \$600* or more wholesale Section 1 order in August, you are eligible to earn the August jewelry piece designed by R.J. Graziano.

- Be among the top 350 Independent Beauty Consultants in each Seminar affiliation to develop the most "Great Start qualified" new personal team members in August 2021. There is a minimum of 2 required.

Now let's power up those sales and get your new team members off to a Great Start!

Product Corner



Mary Kay® Precision Brow Liner

features a retractable, no-sharpening-needed microtip to line, define and fill in brows with hairlike precision.

Mary Kay® Volumizing Brow Tint

features long-lasting color and microscopic fibers that cling to hairs to give all brows – thin, sparse, faded, over tweezed or flat – a visible boost.

Put Your Dreams in Motion.

#MKSeminar2021

Aug. 19 – 21. [Register](#) now through Aug. 13 deadline.

GATHER YOUR UNIT

It's time to create buzz. Find [online resources](#) like an *MKeCard*®, Seminar checklist and FAQs.

- Newest Independent National Sales Directors share amazing stories of courage and inspiration.
- Dynamic, targeted education.
- Amazing entertainment and well-deserved recognition.
- Get everyone excited with [fun digital backgrounds, social media filter and stickers](#) (how-tos under **Social Sells** on pg. 8). Must be registered for Seminar to access.

MARY KAY
SEMINAR
2021

100 Faces in 100 Days Challenge



Name: _____ Consultant #: _____ Sales Director: _____ Unit #: _____

#	Name	#	Name	#	Name	#	Name
1		26		51		76	
2		27		52		77	
3		28		53		78	
4		29		54		79	
5		30		55		80	
6		31		56		81	
7		32		57		82	
8		33		58		83	
9		34		59		84	
10		35		60		85	
11		36		61		86	
12		37		62		87	
13		38		63		88	
14		39		64		89	
15		40		65		90	
16		41		66		91	
17		42		67		92	
18		43		68		93	
19		44		69		94	
20		45		70		95	
21		46		71		96	
22		47		72		97	
23		48		73		98	
24		49		74		99	
25		50		75		100	

YOU DID IT!!!

(NEW FACES *take you* PLACES)

POWERED BY **pink!**

court of sales

JULY 1, 2021 - JUNE 30, 2022
 QUEEN'S COURT \$40,000 RETAIL

\$600 WHOLESALE

HALF-WAY THERE!

Congratulations!!!

HOLIDAY 2021 PCP ENROLLMENT IS OPEN!



Enrollment Dates:
July 19 to
Aug. 17, 2021



Independent Mary Kay Senior Sales Director

Ann Sherman

8492 Refuge Lane
Ooltewah, TN 37363
millionachiever@gmail.com

#MKPinkClayMask Social Media Challenge

Engage with your customers, get them excited and help energize your sales this month. Here's how it works! You and your customers post a creative selfie, video, Boomerang or Reel to your Instagram wearing the new special-edition† clay mask and holding the product.



Special Delivery for

Post away Aug. 16 – 31! We'll pick some favorites (hint: more creative, the better) to repost on @marykayus Instagram on Aug. 20, Aug. 27 and Sept. 3. Tag @marykayus on Instagram and use #MKPinkClayMask. We can't wait to see thousands of creative posts and happy customers.

†Available while supplies last.



Birthdays in August

Name	Birth Date
Madison Williams	3 August
Dana Herrera	4 August
Kathleen Vitullo	4 August
Darlene Baverso	6 August
Jennifer Herman	8 August
Colleen Ulke	9 August
Julie Tanner	12 August
Autumn Cymbor	13 August
Loretta Raleigh	14 August
Maria Sherman	15 August
Patricia Ferry	20 August
Debra Hakeem	24 August
Susan Costello	26 August
Darlene Brideweser	28 August
Karen McCaffrey	28 August
Caigan McKenzie	31 August



Anniversaries in August

Name	Start Date	Years
Terri Moulzolf	08/14/1980	41
Lynn Grooms	08/27/1984	37
Laurie Pugh	08/31/1987	34
Janet Moynihan	08/23/1993	28
Rose Marie Spadaro	08/31/1994	27
Caigan McKenzie	08/04/1995	26
Wendy Watts	08/31/2001	20
Julie Shriver	08/07/2004	17
Julie Shannon	08/30/2006	15
Carolyn Aloe	08/08/2013	8
Loretta Raleigh	08/12/2013	8
Holly Wagner	08/23/2016	5
Lenora Nim	08/09/2018	3
Ramona Holmes	08/16/2020	1
Jennifer Prior	08/26/2020	1