



Senior Sales Director
Ann Sherman

Ann's Achiever\$

UNIT GOAL: MILLION \$ UNIT CLUB

September 2021 Newsletter

August 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

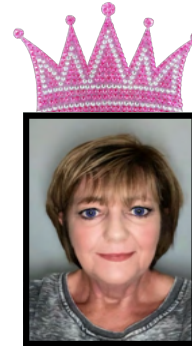
Invite clients, guests to meet
Stars in Mary Kay

Who, What and Why use our Products?

OUR MONTHLY QUEENS



Queen of Retail
Hillary Andrews



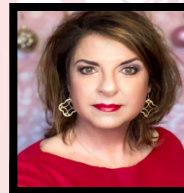
Queen of Sharing
Donna Blue



Queen of Wholesale
Barbara Campbell

MOVING ON UP!!

Who will be moving up next?



Wendy Watts



Rosie Pasos

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*

Seminar 2022

TOP IN RETAIL SALES

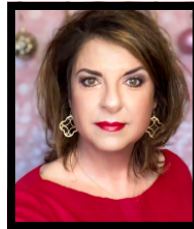
COMPANY COURT OF SALES



Hillary Andrews

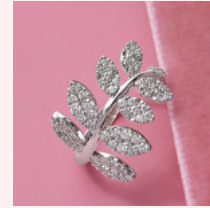


Patricia Shallenberger

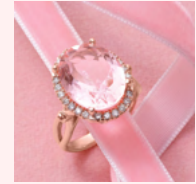


Wendy Watts

Rank	Conslt Name	YTD Total
1	Hillary Andrews	\$ 3,685.00
2	Patricia Shallenberger	\$ 3,262.00
3	Wendy Watts	\$ 2,646.00
4	Rosie Pasos	\$ 2,585.00
5	Leah Payne	\$ 2,463.00
6	Rose Marie Spadaro	\$ 2,402.00
7	Theresa Heineman	\$ 2,367.00
8	Janet Moynihan	\$ 2,017.00
9	Barbara Campbell	\$ 1,731.00
10	Darlene Brideweser	\$ 1,632.00
11	Darlene Baverso	\$ 1,593.00



National Court



MK National Area Princess Court



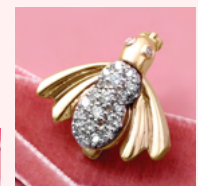
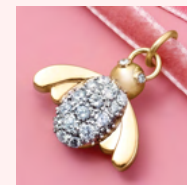
National Court of Sales
\$40,000 rs/\$20,000 whls

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



Court of Sharing

Name	Sem Qual Team Member	Sem Recruiter Comm Earned
Donna Blue	1	\$ 24.00

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!



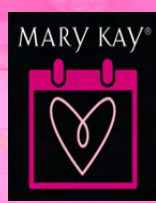
Stephanie King
Brookhaven, MS
Recruiter: Donna Blue



Donna Rao
Pittsburg, PA
Recruiter: Penny Pfeiffer

Name	Wholesale
Barbara Campbell	\$ 865.50
Darlene Baverso	\$ 811.50
Hillary Andrews	\$ 779.50
Wendy Watts	\$ 745.00
Rosie Pasos	\$ 720.00
Ann Sherman	\$ 718.50
Patty Bouvy	\$ 655.25
Dawn Case	\$ 624.25
Leah Payne	\$ 624.00
Penny Pfeiffer	\$ 616.00
Stephanie King	\$ 609.00
Theresa Heineman	\$ 607.00
Janet Moynihan	\$ 603.00
Lynn Grooms	\$ 601.50
Rose Marie Spadaro	\$ 600.50
Patricia Shallenberger	\$ 497.00
Joan Quinn	\$ 467.00
Jennifer Hamblin-Shaw	\$ 454.00
Peggy Givens	\$ 451.00
Valerie Paris	\$ 402.50
Melissa Tussing	\$ 394.90
Marilyn Etheridge	\$ 393.00
Karen McCaffrey	\$ 389.50
Darlene Brideweser	\$ 373.00
Kelly Smith	\$ 363.50
Deborah Balbo	\$ 357.50
Samantha Melancon	\$ 347.50
Sandy Benjock	\$ 339.50
Madison Williams	\$ 335.50
Cathy Dernorsek	\$ 321.00
Jami Heavilin	\$ 320.00
Terri Moulzolf	\$ 289.50
Marcella Komaromi	\$ 286.00
Mary Agnes Galvin	\$ 285.50
Heather Kingsley	\$ 284.00
Kristy Lambert	\$ 282.00
Ramona Holmes	\$ 280.00
Maria Sherman	\$ 280.00
Rebecca Jenkins	\$ 278.00
Donna Thomas	\$ 277.50
Olivette Duarte-Avila	\$ 253.10
Marcia Thomas	\$ 251.25
Kimberly Martin	\$ 239.00
Melissa Woodbury	\$ 234.00
Michele Kerber	\$ 232.00
Julie Shriver	\$ 229.50
Janet Began-Reder	\$ 229.00
Karen Tedhams Howard	\$ 228.50
Lynna Grandas	\$ 227.00

Great Start



Anna Beth Smith
Ultimate Bundles Earned: 6



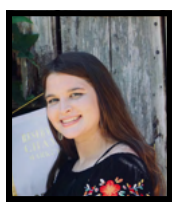
Cammie Rone
Ultimate Bundles Earned: 3



Dawn Case
Ultimate Bundles Earned: 1



Marilyn Etheridge
Ultimate Bundles Earned: 1



Maddison Brinkman
Ultimate Bundles Earned: 1



Barbara Klaimy
Ultimate Bundles Earned: 1



Stephanie King
Ultimate Bundles Earned: 1



Dreaming in Red!



CHECK OUT OUR CURRENT RED JACKET CONSULTANTS!



Wendy Watts
Grand Achiever



Darlene Bavero
Star Team Builder



Rosie Pasos
Star Team Builder

ALMOST THERE - RED JACKET

Consultants Name	Personal Team Count
Ruth A. Ashburn	1
Donna Blue	1
Darlene Brideweser	2
Barbara A. Campbell	1
Autumn L. Cymbor	1
Lynn Groomes	1
Martha Miekle	1
Terri Moulzolf	1
Penny Pfeiffer	2
Norma Pioth	1
Laurie Pugh	1
Patricia Shallenberger	2
Rose Marie Spadaro	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.



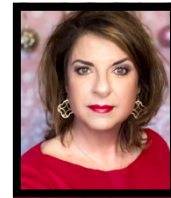
SHOOT FOR THE Stars

July 16, 2021 - September 15, 2021

1st Qrt. On-Target Star Consultants

Name	Total Credit	Sapphire	Ruby	Diamond	Emerald	Pearl
Wendy Watts	\$ 5,455.90	STAR	STAR	STAR	STAR	STAR
Rosie Pasos	\$ 2,139.50	STAR	\$ 260.50	\$ 860.50	\$1,460.50	\$2,660.50
Hillary Andrews	\$ 1,959.50	STAR	\$ 440.50	\$1,040.50	\$1,640.50	\$2,840.50
Patricia Shallenberger	\$ 1,952.00	STAR	\$ 448.00	\$1,048.00	\$1,648.00	\$2,848.00
Leah Payne	\$ 1,851.00	STAR	\$ 549.00	\$1,149.00	\$1,749.00	\$2,949.00
Theresa Heineman	\$ 1,812.00	STAR	\$ 588.00	\$1,188.00	\$1,788.00	\$2,988.00
Janet Moynihan	\$ 1,786.00	\$ 14.00	\$ 614.00	\$1,214.00	\$1,814.00	\$3,014.00
Ann Sherman	\$ 1,577.50	\$ 222.50	\$ 822.50	\$1,422.50	\$2,022.50	\$3,222.50
Marilyn Etheridge	\$ 1,251.50	\$ 548.50	\$1,148.50	\$1,748.50	\$2,348.50	\$3,548.50
Rose Marie Spadaro	\$ 1,216.00	\$ 584.00	\$1,184.00	\$1,784.00	\$2,384.00	\$3,584.00
Darlene Brideweser	\$ 1,125.50	\$ 674.50	\$1,274.50	\$1,874.50	\$2,474.50	\$3,674.50
Victoria Valencia	\$ 1,016.50	\$ 783.50	\$1,383.50	\$1,983.50	\$2,583.50	\$3,783.50
Darlene Baverso	\$ 985.50	\$ 814.50	\$1,414.50	\$2,014.50	\$2,614.50	\$3,814.50
Barbara Campbell	\$ 951.50	\$ 848.50	\$1,448.50	\$2,048.50	\$2,648.50	\$3,848.50
Dawn Case	\$ 919.50	\$ 880.50	\$1,480.50	\$2,080.50	\$2,680.50	\$3,880.50
Michelle McConnell	\$ 914.58	\$ 885.42	\$1,485.42	\$2,085.42	\$2,685.42	\$3,885.42
Kelly Smith	\$ 914.00	\$ 886.00	\$1,486.00	\$2,086.00	\$2,686.00	\$3,886.00
Joan Quinn	\$ 783.50	\$1,016.50	\$1,616.50	\$2,216.50	\$2,816.50	\$4,016.50
Holly Wagner	\$ 663.00	\$1,137.00	\$1,737.00	\$2,337.00	\$2,937.00	\$4,137.00
Patty Bouvy	\$ 655.25	\$1,144.75	\$1,744.75	\$2,344.75	\$2,944.75	\$4,144.75
Penny Pfeiffer	\$ 635.50	\$1,164.50	\$1,764.50	\$2,364.50	\$2,964.50	\$4,164.50
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
Stephanie King	\$ 609.00	\$1,191.00	\$1,791.00	\$2,391.00	\$2,991.00	\$4,191.00
Lynn Groomes	\$ 601.50	\$1,198.50	\$1,798.50	\$2,398.50	\$2,998.50	\$4,198.50
Esther Estrada	\$ 599.50	\$1,200.50	\$1,800.50	\$2,400.50	\$3,000.50	\$4,200.50
Kristy Lambert	\$ 550.50	\$1,249.50	\$1,849.50	\$2,449.50	\$3,049.50	\$4,249.50
Rita Grubbs	\$ 536.50	\$1,263.50	\$1,863.50	\$2,463.50	\$3,063.50	\$4,263.50

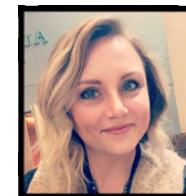
Look Who Has
Already Reached
Star Status!!



Wendy
Watts
PEARL



Rosie
Pasos
SAPPHIRE



Hillary
Andrews
SAPPHIRE



Patricia
Shallenberger
SAPPHIRE



Leah
Payne
SAPPHIRE



Terri
Heineman
SAPPHIRE

Keep Your Eye on the PRIZE!!

CONGRATULATIONS August Achievers

ON EARNING THE POWERED BY PINK JEWELRY!



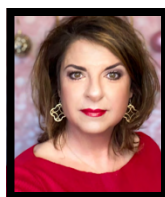
**Barbara
Campbell**



**Darlene
Baverso**



**Hillary
Andrews**



**Wendy
Watts**



**Rosie
Pasos**



**Patty
Bouvy**



**Dawn
Case**



**Leah
Payne**



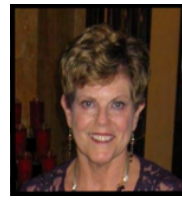
**Penny
Pfeiffer**



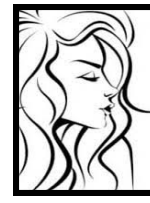
**Stephanie
King**



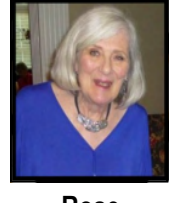
**Terri
Heineman**



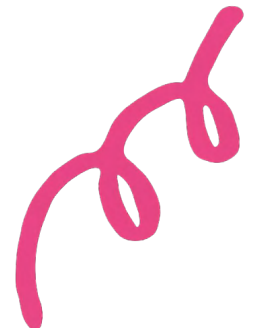
**Janet
Moynihan**



**Lynn
Groomes**



**Rose
Spardaro**



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

TEAM OF TEAMS

GRAND ACHIEVER

Recruiter: Wendy Watts

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

STAR TEAM BUILDERS

Recruiter: Darlene Baverso

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

Recruiter: Rosie Pasos

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

STANDINGS AS OF AUGUST 2021 MONTHEND

SENIOR CONSULTANTS

Recruiter: Ruth Ashburn

Jan M. Bothun
Jan M. Kleinschmidt

Recruiter: Donna Blue

Stephanie King

Recruiter: Darlene Brideweser

Melissa C. Woodbury
Amy L. Agger

Recruiter: Barbara Campbell

Rebecca Jenkins
Judith Elliot
Deborah Replogle

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: Penny Pfeiffer

Mary Agnes Galvin
Donna Rao

Recruiter: Norma L. Pioth

Marilyn S. Marshall
Donna M. Lew-Buechel

Recruiter: Laurie Pugh

Karen Tedhams Howard

Recruiter: Patricia L. Shallenberger

Karen McCaffery
Michelle McConnell
Paige Hitt
Jennifer Prior

Recruiter: Rose Marie Spadaro

Karen Prosser
Kathleen Vitullo

Recruiter: Whitney Watts

Cammie Rone
Maddison Brinkman
Sadie Wilson
Jenna 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.

DON'T MISS THIS!!

SEPTEMBER Double Credit!

COURT OF SALES

max bonus \$4,000 in addition to \$13,000 cap

Personal WS	Personal Retail	Bonus	Total
\$6,500	\$6,500	\$4,000	\$17,000
\$4,000	\$13,000	\$4,000	\$12,000
\$2,000	\$8,000	\$4,000	\$8,000
\$1,000	\$4,000	\$2,000	\$4,000
\$600	\$2,000	\$1,200	\$2,400
\$400	\$1,200	\$800	\$1,600
\$225	\$800	\$450	\$900
	\$450		

This is like 3 months in 1

COURT OF SHARING

max bonus 6 in addition to 13 cap

GS Qual.	Bonus	Total
3	3	6
6	6	12
13	6	19
15	6	19



Indulge® Soothing Eye Gel

Contains botanical extracts reported to tone, firm and reduce the appearance of puffiness around the sensitive eye area.

- Calms, cools and refreshes a tired-looking appearance.
- Increases skin moisturization.
- Can be used as a leave-on gel.
- Clinically tested for skin irritation and allergy.

Dermatologist-tested; fragrance-free.

Happy 58th Anniversary , Mary Kay!!

On September 13, 1963, Mary Kay Ash created a company that would offer opportunities to women, and thanks to her vision, women everywhere are still becoming sales force leaders and living the lives of their dreams. This month, celebrate her spirit and your Mary Kay business with others



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!!!

Suite 13 Brings Mary Kay to Life!!

This Mary Kay-branded virtual experience is the first of its kind in the direct-selling industry.

Site launches September 7th!

Invite your customers into an immersive experience that brings Mary Kay to life!

They'll enjoy historical highlights, skin care collection features and irresistible Mary Kay products!





Independent Mary Kay Senior Sales Director

Ann Sherman

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

Kick-Start Sales!

Get off to a great start with the Initial Order Credit Promotion. More Info on Mary Kay InTouch

Special Delivery for



Birthdays in September

Name	Birth Date
Lori Orr	1 September
Penny Pfeiffer	2 September
Kaye Wahlstrom	7 September
Kandi Hennington	11 September
Jenny Pepper	15 September
Sue Schmitz	18 September
Joan Quinn	20 September
Sonia Travis	21 September
Diane Felter	23 September
Patty Bouvy	25 September
Carol Bywaters	28 September
Barbara Klaimy	28 September



Anniversaries in September

Name	Start Date	Years
Marsha Logan	09/19/1988	33
Johnette McNamara Antone	09/08/1995	26
Deborah Balbo	09/17/1996	25
Peggy Givens	09/27/2003	18
Donna Blue	09/28/2003	18
Darlene Brideweser	09/29/2003	18
Janet Chambers	09/07/2009	12
Jan Bothun	09/20/2011	10
Colleen Ulke	09/13/2012	9
Samantha Melancon	09/05/2019	2
Cynthia Morrow	09/01/2020	1
Kenosha Stewart	09/03/2020	1
Ann Estes	09/21/2020	1
Dianna Smith	09/22/2020	1