



Senior Sales Director
Ann Sherman

Ann's Achiever\$

UNIT GOAL: MILLION \$ UNIT CLUB

November 2021 Newsletter

October 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



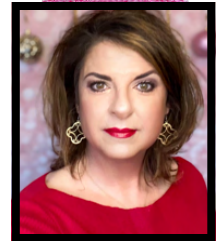
Queen of Retail

Wendy Watts



Queen of Sharing

Wendy Watts



Queen of Wholesale

Wendy Watts

MOVING ON UP!!

Who will be moving up next?



Wendy Watts



Rosie Pasos



Darlene Baverso

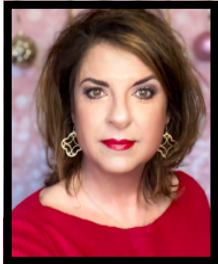
If you have an updated picture you would like to be used for recognition in future newsletters, please email them to me.

SHOOTING FOR THE *National Court*

Seminar 2022

TOP IN RETAIL SALES

COMPANY COURT OF SALES



Wendy Watts

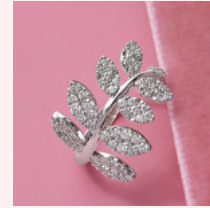


Leah Payne

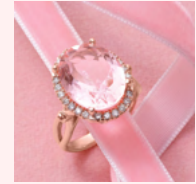


Patricia Shallenberger

Rank	Conslt Name	YTD Total
1	Wendy Watts	\$ 13,053.00
2	Leah Payne	\$ 11,676.00
3	Patricia Shallenberger	\$ 10,641.00
4	Beverly Smith-King	\$ 9,930.00
5	Rosie Pasos	\$ 9,716.00
6	Hillary Andrews	\$ 7,541.00
7	Darlene Baverso	\$ 6,645.00
8	Michelle McConnell	\$ 6,396.00
9	Mayra Hoy	\$ 6,098.00
10	Theresa Heineman	\$ 5,971.00
11	Kelly Smith	\$ 5,459.00



National Court



MK National Area Princess Court



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

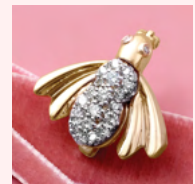
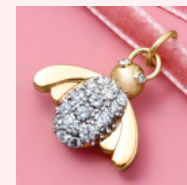
Princes Court of Sales
\$20,000 rs/\$10,000 whsl

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

TOP TEAM *Builders*

COMPANY COURT OF SHARING

Name	Sem Qual Team Member	Sem Recruiter Comm Earned
Wendy Watts	4	\$321.00
Leah Payne	2	\$38.00
Beverly Smith-King	2	\$24.00
Donna Blue	1	\$24.00



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



Welcome TO THE TEAM!

Congratulations On investing in your business last month!



Kristen Duplichain
Richland, MS
Recruiter: Wendy Watts



Kenosha Stewart
Brookhaven, MS
Recruiter: Wendy Watts

Name	Wholesale
Wendy Watts	\$ 1,197.50
Patricia Shallenberger	\$ 866.50
Kelly Smith	\$ 739.50
Rosie Pasos	\$ 695.50
Michelle McConnell	\$ 692.50
Jayme Giel	\$ 623.00
Liz Watts	\$ 612.00
Theresa Heineman	\$ 601.50
Leah Payne	\$ 601.00
Ruth Ashburn	\$ 567.00
Carol McMillen	\$ 548.50
Beverly Smith-King	\$ 474.50
Terri Moulzolf	\$ 459.00
Lena Greenman	\$ 453.50
Donna Rao	\$ 423.00
Jan Kleinschmidt	\$ 422.00
Joan Quinn	\$ 419.50
Dianne Siefert	\$ 350.00
Darlene Brideweser	\$ 343.00
Darlene Baverso	\$ 337.00
Wanda Biokua	\$ 319.00
Cathy Dernorsek	\$ 317.00
Janet Moynihan	\$ 300.00
Kelly Novak	\$ 288.50
Kristen Duplichain	\$ 278.00
Donna Thomas	\$ 252.00
Marilyn Etheridge	\$ 249.50
Heather Kingsley	\$ 240.00
Gigi McNamara	\$ 231.00
Caigan McKenzie	\$ 227.00
Kaye Wahlstrom	\$ 227.00
Carolyn Aloe	\$ 226.00
Jami Heavilin	\$ 225.50
Emily Thompson	\$ 225.50
Sadie Wilson	\$ 214.00
Marcia Thomas	\$ 195.00
Mayra Hoy	\$ 166.50
Hillary Andrews	\$ 148.00
Michele Kerber	\$ 131.50
Janet Began-Reder	\$ 130.00
Rose Marie Spadaro	\$ 129.50
Sue Schmitz	\$ 115.50
Victoria Valencia	\$ 101.00
Patty Bouvy	\$ 100.00
Peggy Givens	\$ 80.00
Samantha Melancon	\$ 37.50
Barbara Campbell	\$ 26.50
Norma Pioth	\$ 16.00

Great Start



Stephanie King
Ultimate Bundles Earned:
1



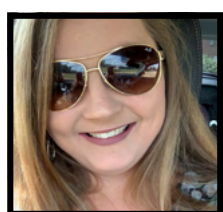
Mayra Hoy
Ultimate Bundles Earned:
2



Beverly Smith-King
Ultimate Bundles Earned:
3



Jackie Codispoti
Ultimate Bundles Earned:
1



Liz Watts
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
Hillary Andrews	1
Ruth Ashburn	1
Donna Blue	1
Darlene Brideweser	1
Barbara Campbell	2
Autumn Cymbor	1
Lynn Groomes	1
Terri Moulzolf	1
Janet Moynihan	1
Penny Pfeiffer	2
Laurie Pugh	1
Joan Quinn	1
Patricia Shallenberger	3
Beverly Smith-King	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.



SHOOT FOR THE Stars

September 16, 2021 - December 15, 2021

2nd Qrt. On-Target Star Consultants

Contest Credit Needed

Name	Total Contest Credit	Sapphire	Ruby	Diamond	Emerald	Pearl
Wendy Watts	\$ 3,421.00	STAR	STAR	STAR	\$ 179.00	\$1,379.00
Beverly Smith-King	\$ 3,075.00	STAR	STAR	STAR	\$ 525.00	\$1,725.00
Leah Payne	\$ 2,607.00	STAR	STAR	\$ 393.00	\$ 993.00	\$2,193.00
Patricia Shallenberger	\$ 2,285.00	STAR	\$ 115.00	\$ 715.00	\$1,315.00	\$2,515.00
Michelle McConnell	\$ 1,882.01	STAR	\$ 517.99	\$1,117.99	\$1,717.99	\$2,917.99
Rosie Pasos	\$ 1,809.50	STAR	\$ 590.50	\$1,190.50	\$1,790.50	\$2,990.50
Kelly Smith	\$ 1,460.00	\$ 340.00	\$ 940.00	\$1,540.00	\$2,140.00	\$3,340.00
Mayra Hoy	\$ 1,386.00	\$ 414.00	\$1,014.00	\$1,614.00	\$2,214.00	\$3,414.00
Hillary Andrews	\$ 1,247.00	\$ 553.00	\$1,153.00	\$1,753.00	\$2,353.00	\$3,553.00
Theresa Heineman	\$ 1,201.75	\$ 598.25	\$1,198.25	\$1,798.25	\$2,398.25	\$3,598.25
Rose Marie Spadaro	\$ 1,132.50	\$ 667.50	\$1,267.50	\$1,867.50	\$2,467.50	\$3,667.50
Ann Sherman	\$ 1,009.00	\$ 791.00	\$1,391.00	\$1,991.00	\$2,591.00	\$3,791.00
Ruth Ashburn	\$ 1,000.00	\$ 800.00	\$1,400.00	\$2,000.00	\$2,600.00	\$3,800.00
Jayme Giel	\$ 950.00	\$ 850.00	\$1,450.00	\$2,050.00	\$2,650.00	\$3,850.00
Janet Moynihan	\$ 700.50	\$1,099.50	\$1,699.50	\$2,299.50	\$2,899.50	\$4,099.50
Patty Bouvy	\$ 700.00	\$1,100.00	\$1,700.00	\$2,300.00	\$2,900.00	\$4,100.00
Barbara Campbell	\$ 634.50	\$1,165.50	\$1,765.50	\$2,365.50	\$2,965.50	\$4,165.50
Liz Watts	\$ 612.00	\$1,188.00	\$1,788.00	\$2,388.00	\$2,988.00	\$4,188.00
Darlene Baverso	\$ 605.50	\$1,194.50	\$1,794.50	\$2,394.50	\$2,994.50	\$4,194.50
Jackie Codispoti	\$ 600.50	\$1,199.50	\$1,799.50	\$2,399.50	\$2,999.50	\$4,199.50
Sue Schmitz	\$ 561.50	\$1,238.50	\$1,838.50	\$2,438.50	\$3,038.50	\$4,238.50
Carol McMillen	\$ 548.50	\$1,251.50	\$1,851.50	\$2,451.50	\$3,051.50	\$4,251.50
Norma Pioth	\$ 480.50	\$1,319.50	\$1,919.50	\$2,519.50	\$3,119.50	\$4,319.50
Julie Tanner	\$ 480.00	\$1,320.00	\$1,920.00	\$2,520.00	\$3,120.00	\$4,320.00
Terri Moulzolf	\$ 459.00	\$1,341.00	\$1,941.00	\$2,541.00	\$3,141.00	\$4,341.00
Sadie Wilson	\$ 454.00	\$1,346.00	\$1,946.00	\$2,546.00	\$3,146.00	\$4,346.00
Lena Greenman	\$ 453.50	\$1,346.50	\$1,946.50	\$2,546.50	\$3,146.50	\$4,346.50
Cathy Dernorsek	\$ 449.00	\$1,351.00	\$1,951.00	\$2,551.00	\$3,151.00	\$4,351.00
Kristen Duplichain	\$ 447.00	\$1,353.00	\$1,953.00	\$2,553.00	\$3,153.00	\$4,353.00
Donna Rao	\$ 423.00	\$1,377.00	\$1,977.00	\$2,577.00	\$3,177.00	\$4,377.00
Jan Kleinschmidt	\$ 422.00	\$1,378.00	\$1,978.00	\$2,578.00	\$3,178.00	\$4,378.00
Joan Quinn	\$ 419.50	\$1,380.50	\$1,980.50	\$2,580.50	\$3,180.50	\$4,380.50
Marcella Komaromi	\$ 412.00	\$1,388.00	\$1,988.00	\$2,588.00	\$3,188.00	\$4,388.00
Dawn Case	\$ 353.00	\$1,447.00	\$2,047.00	\$2,647.00	\$3,247.00	\$4,447.00
Dianne Siefert	\$ 350.00	\$1,450.00	\$2,050.00	\$2,650.00	\$3,250.00	\$4,450.00
Lisa Givens	\$ 348.30	\$1,451.70	\$2,051.70	\$2,651.70	\$3,251.70	\$4,451.70
Darlene Brideweser	\$ 343.00	\$1,457.00	\$2,057.00	\$2,657.00	\$3,257.00	\$4,457.00
Catherine Wellman	\$ 336.50	\$1,463.50	\$2,063.50	\$2,663.50	\$3,263.50	\$4,463.50
Victoria Valencia	\$ 334.00	\$1,466.00	\$2,066.00	\$2,666.00	\$3,266.00	\$4,466.00
Jami Heavilin	\$ 320.50	\$1,479.50	\$2,079.50	\$2,679.50	\$3,279.50	\$4,479.50
Janet Began-Reder	\$ 319.00	\$1,481.00	\$2,081.00	\$2,681.00	\$3,281.00	\$4,481.00
Wanda Biokua	\$ 319.00	\$1,481.00	\$2,081.00	\$2,681.00	\$3,281.00	\$4,481.00
Esther Estrada	\$ 309.50	\$1,490.50	\$2,090.50	\$2,690.50	\$3,290.50	\$4,490.50

Look Who Has
Already Reached
Star Status!!



Wendy
Watts
DIAMOND



Beverly
Smith-King
DIAMOND



Leah
Payne
RUBY



Patricia
Shallenberger
SAPPHIRE



Michelle
McConnell
SAPPHIRE



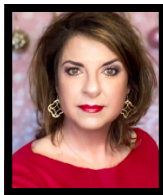
Rosie
Pasos
SAPPHIRE

Keep Your Eye on the PRIZE!!



CONGRATULATIONS October Achievers

ON EARNING THE POWERED BY PINK JEWELRY!



Wendy
Watts



Patricia
Shallenberger



Kelly
Smith



Rosie
Pasos



Michelle
McConnell



Jayme
Giel



Liz
Watts



Terri
Heineman



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



TEAM OF TEAMS

GRAND ACHIEVER

Recruiter: Wendy Watts

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

STAR TEAM BUILDERS

Recruiter: Darlene Baverso

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

Recruiter: Rosie Pasos

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

STANDINGS AS OF OCTOBER 2021 MONTHEND

SENIOR CONSULTANTS

Recruiter: Hillary Andrews

Sue Schmitz

Recruiter: Ruth Ashburn

Jan M. Kleinschmidt

Jan M. Bothun

Recruiter: Donna Blue

Stephanie King

Recruiter: Darlene Brideweser

Melissa C. Woodbury

Amy L. Agger

Recruiter: Barbara Campbell

Deborah Replogle

Rebecca Jenkins

Judith Elliot

Recruiter: Autumn L. Cymbor

Patricia Shallenberger

Jennifer Herman

Recruiter: Lynn B. Groomes

Selena Hamilton

Recruiter: Terri L. Moulzolf

Catherine M. Wellman

Recruiter: Janet Moynihan

Norma Pioth

Recruiter: Leah Payne

Jayme Giel

Recruiter: Penny Pfeiffer

Donna Rao

Mary Agnes Galvin

Recruiter: Laurie Pugh

Karen Tedhams Howard

Recruiter: Joan Quinn

Martha Mielke

Recruiter: Patricia L. Shallenberger

Michelle McConnell

Karen McCaffery

Jennifer Prior

Paige Hitt

Recruiter: Beverly Smith-King

Liz Watts

Recruiter: Donna Thomas

Kelly Novak

Recruiter: Whitney Watts

Sadie Wilson

Cammie Rone

Maddison Brinkman



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!!

Get Ready for Mary Kay Pink Weekend™!

The weekend after Thanksgiving is the hottest shopping weekend of the year. And with lots of great products to offer, now is the time to encourage all Independent Beauty Consultants to plan ahead and make the most of this weekend!



FRIDAY, NOV. 26: Have fun turning Friday pink.

SATURDAY, NOV. 27: Encourage everyone to shop big with small businesses like yours!

MONDAY, NOV. 29: Celebrate Cyber Monday with special online offers.

Winter Qtr. Product Promotion Beauty in the Details

Power up your sharing of everything Mary Kay – last-minute holiday gifts, your love for Mary Kay and the opportunity to start something new!

Check out a fun and educational **Facebook Live on Nov. 16 at 7 p.m. CT**, with everything you need to know about the Winter 2022 Promotional quarter.

Plus, you'll find all the product details and **great marketing resources** [here](#).

REGULAR LINE

New! Mary Kay® Silky Setting Powder, \$20

This formula includes a plant-based emollient to deliver whisper-light softness while helping to minimize dryness and flakiness. Available in 12 skin tone-enhancing shades.



LIMITED-EDITION+

It's back! Mary Kay® Intuitive pH Lip Balm, \$18 each

These feel-good lip balms feature **smart, pH reactive ingredients** for a hue that's all you. The balm contains a **moisturizing complex** for soft, creamy color and kissable lips. Available in Pink and Berry.



SPECIAL-EDITION+

Mary Kay® Scents Collection, \$36 each

Let the light and airy scents swirl around you with two extraordinary, artisanal creations.

Mary Kay Blush Scent™ Eau de Parfum

Juicy, sparkling cassis and rich, clean sandalwood surround its heart, with timeless Bulgarian Rose.

Mary Kay Velvet Scent™ Eau de Parfum

Delicious warmth of Vanilla Madagascar, while notes of Pear and Jasmine float above in a mesmerizing sequence.



GIFT WITH PURCHASE

Receive a **FREE* limited-edition* Rose Quartz Roller** when you purchase either the **TimeWise Replenishing Serum C + E™** or the **TimeWise Repair™ Volu-Firm® Advanced Lifting Serum**.



Now available for all Independent Beauty Consultants to order! The Limited-Edition* Mary Kay® Fragrance Gift Sets, \$36 each. Get all the [details](#) and order on [Mary Kay InTouch™](#).

Just launched in October! The NEW Mary Kay® App!

MARY KAY

Invite your customers to download and connect with you.

With this exciting new app, your customers can shop, order from you, create wish lists, access their own order of application and more from the convenience of their phones. Think of it as an extra layer of Golden Rule customer service.

How your customers connect with you:

1. They download the **Mary Kay® App** from their app store.

(They can opt-in to receive notifications and stay current on the latest products and special offers!)

2. They search for you (by name and state) and connect with you by clicking on "Shop with Me".

Your customers can:

1. Order products from you easily using their smartphones.

2. Receive product recommendations based on their Beauty Profile.

3. Access their own unique order of application based on products they select – anytime, from anywhere.

4. Create and share wish lists with whomever they please.

You can:

1. **Get referrals!** Encourage your customers to share your profile with three, five or more friends straight from the app. You can offer an incentive if they register as a new customer with you!

2. **Connect with your customers.** When your customers complete their Beauty Profile, they will get a product recommendation list. You will automatically see the information generated in *myCustomers®* and *myCustomers+®* so you can easily help them create their own personalized skin care routine.

3. **Keep customers engaged** and excited about new and existing products.

Help is Here!

To find the **Mary Kay® App** in your app store, be sure to search the entire app name "Mary Kay App".

You'll find [great resources](#) such as a shareable promo video, *MKeCard™*, an action plan with suggested scripts you can use, digital posts, fliers and much more!

The Digital Zone is also home to all the other fantastic Mary Kay apps.

WIN BIG! Mary Kay® App Download Challenge

Oct. 19 - Nov. 19, 2021, 11:59 p.m. CT

The Goal: To collectively share the **Mary Kay® App** with **100,000 customers** and have them **download it during the challenge time frame**. Your customers will need to download the app, locate you in the Consultant tab and **register with you**. If they have already registered with you on your **Mary Kay® Personal Web Site**, they can simply



“ You can help pass our special way of life on to others; and in doing so, your own dreams will come true, too! ”



Applause® Quarterly Print Edition Arrives this Month.

The very first quarterly edition of *Applause*® magazine will arrive in your mailbox soon! Four times a year, we will **mail a quarterly *Applause*® magazine**. All Independent Beauty Consultants A1 – I3 will receive the first edition this month, and the Winter issue of *The Look* is tucked inside. Check out [FAQs](#) for more details.

Applause® magazine monthly digital edition.

Find it by the 10th of each month on *Mary Kay*® Digital Showcase App for phone or tablet or online. *Applause*® digital edition replaces the monthly print version. Scan the QR Code with your phone to upload the App and view the latest issue.



Unauthorized Sales

Unauthorized *Mary Kay*® product sales through online retail sites such as Amazon and eBay undermine Mary Kay's direct sales business model and negatively impacts ALL Beauty Consultants, as well as the viability of the Mary Kay opportunity.

As a result, Mary Kay Inc. continues to take appropriate and effective legal measures to pursue and address these unauthorized sellers, including filing lawsuits where necessary, whether they are former or current independent sales force members or third parties. To date, the Company has removed hundreds of unauthorized sellers on Amazon and eBay and tens of thousands of products from Amazon and eBay. In 2020, sales of *Mary Kay*® product on Amazon were more than 45 percent lower than 2019 sales – a decrease in millions of dollars of sales.

Thank you for all you do to alert the Company when you see unauthorized selling activities!

Go to [Legal Education Module](#) to learn how you can conduct your Mary Kay business compliantly.

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	

NEW FACES *take you* PLACES

YOU DID IT!!!



Independent Mary Kay Senior Sales Director

Ann Sherman

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

Power Up Your Sharing

Nov. 1-30

This [hot pink baguette necklace](#) can be yours when you sell enough products to support placing a **\$600* or more wholesale Section 1 order** in November.



Special Delivery for

Book, Coach, Sell and Team-Build. Repeat!

Powered by Pink 6-Month Fall Consistency Challenge

Earn the monthly challenge [each month July through December 2021](#) to receive these festive **New Year's Eve ball earrings**.

Powered by Pink 12-Month Year-Long Consistency Challenge

Earn the monthly challenge [each month July 2021 through June 2022](#) to receive this festive **New Year's Eve ball necklace**.



Birthdays in November

Name	Birth Date
Deborah Thomas	1 November
Brenda Williams	1 November
Rebecca Jenkins	2 November
Julie Shannon	2 November
Ann Sherman	2 November
Rita Grubbs	3 November
Lorraine Miller	6 November
Michelle McConnell	8 November
Samantha Melancon	9 November
Samantha Fisher	10 November
Lisa Givens	11 November
Carol McMillen	14 November
Sharon Snook	17 November
Lori Callon	20 November
Jami Heavilin	21 November
Donna Thomas	21 November
Maddison Brinkman	26 November



Anniversaries in November

Name	Start Date	Years
Lena Greenman	11/26/1979	42
Sharon Johnson	11/19/1982	39
Lori Orr	11/07/1996	25
Jan Kleinschmidt	11/13/2007	14
Samantha Fisher	11/30/2012	9
Marilyn Marshall	11/05/2017	4
Olivia Ortiz	11/17/2018	3
Shalira Taylor	11/07/2020	1