



Senior Sales Director
Ann Sherman

Ann's Achiever\$

UNIT GOAL: MILLION \$ UNIT CLUB

December 2021 Newsletter

November 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



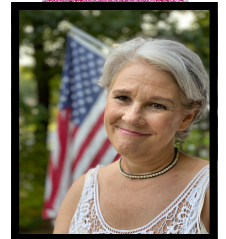
Queen of Retail

Wendy Watts



Queen of Sharing

Wendy Watts



Queen of Wholesale

**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



Wendy Watts



Patricia Shallenberger



Leah Payne

Rank	Conslt Name	YTD Total
1	Wendy Watts	\$ 15,298.00
2	Patricia Shallenberger	\$ 13,874.00
3	Leah Payne	\$ 11,676.00
4	Rosie Pasos	\$ 11,044.00
5	Beverly Smith-King	\$ 10,026.00
6	Hillary Andrews	\$ 8,255.00
7	Darlene Baverso	\$ 7,883.00
8	Michelle McConnell	\$ 7,640.00
9	Mayra Hoy	\$ 7,580.00
10	Theresa Heineman	\$ 7,171.00
11	Rose Marie Spadaro	\$ 7,000.00

TOP TEAM *Builders*

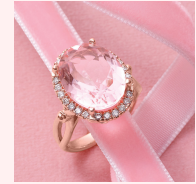
COMPANY COURT OF SHARING

Name	Sem Qual Team Member	Sem Recruiter Comm Earned
Wendy Watts	4	\$327.00
Leah Payne	2	\$55.00
Donna Blue	1	\$33.00
Beverly Smith-King	2	\$29.00
Michelle McConnell	1	\$24.00
Heather Kingsley	1	\$24.00

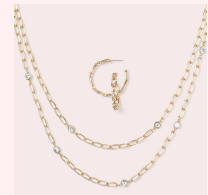
Seminar 2022



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



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!



Brad Allenbaugh
Jefferson Hills, PA
Recruiter: H. Kinglsey

Sarah Britt
Wesson, MS
Recruiter: Wendy Watts

Natalie Brown
Chapin, SC
Recruiter: M. McConnell



Sandy Dunaway
Monticello, MS
Recruiter: Wendy Watts

Cherie Egging
Wichita, KS
Recruiter: M. McConnell

Megan McConnell
Aurora, TX
Recruiter: M. McConnell

Great Start



Stephanie King
Ultimate Bundles Earned:
1



Mayra Hoy
Ultimate Bundles Earned:
2



Jackie Codispoti
Ultimate Bundles Earned:
1



Beverly Smith-King
Ultimate Bundles Earned:
3



Liz Watts
Ultimate Bundles Earned:
1



Megan McConnell
Ultimate Bundles Earned:
1



Brad Allenbaugh
Ultimate Bundles Earned:
1



Vicky McLean
Ultimate Bundles Earned:
1

Name	Wholesale
Patricia Shallenberger	\$ 1,611.55
Darlene Brideweser	\$ 1,491.75
Wendy Watts	\$ 1,122.50
Rose Marie Spadaro	\$ 952.50
Marcella Komaromi	\$ 835.65
Jayme Giel	\$ 759.00
Janet Moynihan	\$ 740.50
Mayra Hoy	\$ 683.50
Catherine Wellman	\$ 683.10
Rosie Pasos	\$ 664.00
Kelly Smith	\$ 660.50
Penny Pfeiffer	\$ 648.50
Darlene Baverso	\$ 619.00
Michelle McConnell	\$ 612.10
Victoria Valencia	\$ 608.00
Megan McConnell	\$ 605.80
Brad Allenbaugh	\$ 605.00
Theresa Heineman	\$ 600.00
Esther Estrada	\$ 541.15
Barbara Campbell	\$ 508.50
Ruth Ashburn	\$ 433.00
Olivette Duarte-Avila	\$ 398.75
Rita Grubbs	\$ 391.50
Lisa Givens	\$ 385.50
Jennifer Hamblin-Shaw	\$ 382.50
Tammy Flumm	\$ 375.50
Brenda Williams	\$ 365.00
Carol Bywaters	\$ 364.55
Catherine Ciccone	\$ 361.50
Hillary Andrews	\$ 357.00
Julie Shriver	\$ 332.50
R Short	\$ 327.50
Sue Schmitz	\$ 311.00
Donna Blue	\$ 307.00
Lenora Nim	\$ 295.00
Patty Bouvy	\$ 293.60
Norma Pioth	\$ 276.00
Kristen Duplichain	\$ 259.00
Maulana Arnold	\$ 252.00
Janet Chambers	\$ 247.50
Dawn Case	\$ 243.50
Valerie Paris	\$ 240.00
Jessica Smith	\$ 239.75
Lori Callon	\$ 236.00
Jami Heavilin	\$ 235.50
Kenosha Stewart	\$ 232.00
Maria Sherman	\$ 228.00
Dana Norton	\$ 226.50
Stephanie King	\$ 226.00
Johnette McNamara Antone	\$ 226.00
Paige Hitt	\$ 225.50
Samantha Fisher	\$ 225.00
Madison Williams	\$ 225.00
Joan Quinn	\$ 213.00
Marsha Logan	\$ 204.00
Cathy Dernorsek	\$ 187.00
Marilyn Etheridge	\$ 128.50
Liz Watts	\$ 126.00



Dreaming in Red!



CHECK OUT OUR CURRENT RED JACKET CONSULTANTS!



Wendy Watts
Grand Achiever



Darlene Baverso
Team Leader



Rosie Pasos
Star Team Builder

ALMOST THERE - RED JACKET

Consultants Name	Personal Team Count
Hillary Andrews	1
Ruth Ashburn	2
Donna Blue	1
Barbara Campbell	3
Autumn Cymbor	2
Lynn Groomes	1
Heather Kingsley	1
Michelle McConnell	3
Teri Mouzolf	1
Janet Moynihan	1
Leah Payne	1
Penny Pfeiffer	2
Joan Quin	1
Patricia Shallenberger	4
Beverly Smith-King	1
Donna Thomas	1
Whitney Watts	3

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	\$ 4,641.00	STAR	STAR	STAR	STAR	\$ 159.00
Beverly Smith-King	\$ 4,323.00	STAR	STAR	STAR	STAR	\$ 477.00
Patricia Shallenberger	\$ 4,080.55	STAR	STAR	STAR	STAR	\$ 719.45
Michelle McConnell	\$ 3,408.11	STAR	STAR	STAR	\$ 191.89	\$1,391.89
Rosie Pasos	\$ 2,728.50	STAR	STAR	\$ 271.50	\$ 871.50	\$2,071.50
Leah Payne	\$ 2,607.00	STAR	STAR	\$ 393.00	\$ 993.00	\$2,193.00
Kelly Smith	\$ 2,120.50	STAR	\$ 279.50	\$ 879.50	\$1,479.50	\$2,679.50
Mayra Hoy	\$ 2,052.00	STAR	\$ 348.00	\$ 948.00	\$1,548.00	\$2,748.00
Darlene Brideweser	\$ 1,834.75	STAR	\$ 565.25	\$1,165.25	\$1,765.25	\$2,965.25
Janet Moynihan	\$ 1,806.20	STAR	\$ 593.80	\$1,193.80	\$1,793.80	\$2,993.80
Theresa Heineman	\$ 1,801.75	STAR	\$ 598.25	\$1,198.25	\$1,798.25	\$2,998.25
Rose Marie Spadaro	\$ 1,690.50	\$ 109.50	\$ 709.50	\$1,309.50	\$1,909.50	\$3,109.50
Ann Sherman	\$ 1,663.00	\$ 137.00	\$ 737.00	\$1,337.00	\$1,937.00	\$3,137.00
Jayme Giel	\$ 1,382.00	\$ 418.00	\$1,018.00	\$1,618.00	\$2,218.00	\$3,418.00
Hillary Andrews	\$ 1,325.00	\$ 475.00	\$1,075.00	\$1,675.00	\$2,275.00	\$3,475.00
Darlene Baverso	\$ 1,224.50	\$ 575.50	\$1,175.50	\$1,775.50	\$2,375.50	\$3,575.50
Barbara Campbell	\$ 1,143.00	\$ 657.00	\$1,257.00	\$1,857.00	\$2,457.00	\$3,657.00
Joan Quinn	\$ 1,044.00	\$ 756.00	\$1,356.00	\$1,956.00	\$2,556.00	\$3,756.00
Patty Bouvy	\$ 1,022.10	\$ 777.90	\$1,377.90	\$1,977.90	\$2,577.90	\$3,777.90
Catherine Wellman	\$ 1,019.60	\$ 780.40	\$1,380.40	\$1,980.40	\$2,580.40	\$3,780.40
Esther Estrada	\$ 1,013.15	\$ 786.85	\$1,386.85	\$1,986.85	\$2,586.85	\$3,786.85
Ruth Ashburn	\$ 1,000.00	\$ 800.00	\$1,400.00	\$2,000.00	\$2,600.00	\$3,800.00
Victoria Valencia	\$ 942.00	\$ 858.00	\$1,458.00	\$2,058.00	\$2,658.00	\$3,858.00
Sue Schmitz	\$ 872.50	\$ 927.50	\$1,527.50	\$2,127.50	\$2,727.50	\$3,927.50
Marcella Komaromi	\$ 835.65	\$ 964.35	\$1,564.35	\$2,164.35	\$2,764.35	\$3,964.35
Liz Watts	\$ 738.00	\$1,062.00	\$1,662.00	\$2,262.00	\$2,862.00	\$4,062.00
Lisa Givens	\$ 733.80	\$1,066.20	\$1,666.20	\$2,266.20	\$2,866.20	\$4,066.20
Norma Pioth	\$ 686.50	\$1,113.50	\$1,713.50	\$2,313.50	\$2,913.50	\$4,113.50
Penny Pfeiffer	\$ 648.50	\$1,151.50	\$1,751.50	\$2,351.50	\$2,951.50	\$4,151.50
Marilyn Etheridge	\$ 640.50	\$1,159.50	\$1,759.50	\$2,359.50	\$2,959.50	\$4,159.50
Cathy Dernorsek	\$ 636.00	\$1,164.00	\$1,764.00	\$2,364.00	\$2,964.00	\$4,164.00
Holly Wagner	\$ 610.00	\$1,190.00	\$1,790.00	\$2,390.00	\$2,990.00	\$4,190.00
Megan McConnell	\$ 605.80	\$1,194.20	\$1,794.20	\$2,394.20	\$2,994.20	\$4,194.20
Brad Allenbaugh	\$ 605.00	\$1,195.00	\$1,795.00	\$2,395.00	\$2,995.00	\$4,195.00
Jackie Codispoti	\$ 600.50	\$1,199.50	\$1,799.50	\$2,399.50	\$2,999.50	\$4,199.50
Vicky McLean	\$ 600.00	\$1,200.00	\$1,800.00	\$2,400.00	\$3,000.00	\$4,200.00
Dawn Case	\$ 596.50	\$1,203.50	\$1,803.50	\$2,403.50	\$3,003.50	\$4,203.50
Melissa Tussing	\$ 556.50	\$1,243.50	\$1,843.50	\$2,443.50	\$3,043.50	\$4,243.50
Jami Heavilin	\$ 556.00	\$1,244.00	\$1,844.00	\$2,444.00	\$3,044.00	\$4,244.00



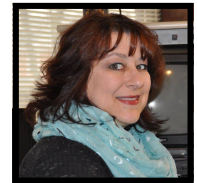
Wendy Watts
EMERALD



Beverly Smith-King
EMERALD



Patricia Shallenberger
EMERALD



Michelle McConnell
DIAMOND



Rosie Pasos
RUBY



Leah Payne
RUBY



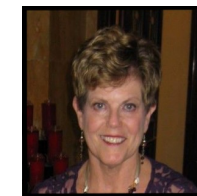
Kelly Smith
SAPPHIRE



Myra Hoy
SAPPHIRE



Darlene Brideweser
SAPPHIRE



Janet Moynihan
SAPPHIRE



Terri Heineman
SAPPHIRE

CONGRATULATIONS November Achievers

ON EARNING THE POWERED BY PINK JEWELRY!



**Patricia
Shallenberger**



**Darlene
Brideweser**



**Wendy
Watts**



**Rose
Spardaro**



**Marcella
Komaromi**



**Jayme
Giel**



**Janet
Moynihan**



**Myra
Hoy**



**Catherine
Wellman**



Rosie



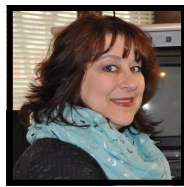
**Kelly
Smith**



**Penny
Pfeiffer**



**Darlene
Baverso**



**Michelle
McConnell**



**Victoria
Valencia**



**Megan
McConnell**



**Brad
Allenbaugh**



**Terri
Heineman**



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



**POWER UP THE
HOLIDAYS!**

**NOW IS YOUR
TIME TO MAKE
YOUR YEAR!**

We know you count on the holiday season to PARTY MORE... SHARE MORE AND SELL MORE.

And you can do it when you POWER UP THE HOLIDAYS with Mary Kay. Just go to the holiday hub on Mary Kay InTouch® where you'll find great tips to help power up a holiday open house plus amazing videos and materials that show how you can power up your holiday packaging and presentation. And of course, you'll also find all the fabulous Mary Kay® products that you can offer your customers to power up their holiday seasons. Shining success is a no-holiday away. And it's all Powered by Pink!

dec.
2021

TEAM OF TEAMS

GRAND ACHIEVER

Recruiter: Wendy Watts

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

TEAM LEADERS

Recruiter: Darlene Baverso

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

STAR TEAM BUILDERS

Recruiter: Rosie Pasos

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

STANDINGS AS OF NOVEMBER 2021 MONTHEND

SENIOR CONSULTANTS

Recruiter: Hillary Andrews

Sue Schmitz

Recruiter: Ruth Ashburn

Jan M. Kleinschmidt

Jan M. Bothun

Recruiter: Donna Blue

Stephanie King

Recruiter: Barbara Campbell

Deborah Replogle

Rebecca Jenkins

Judith Elliot

Recruiter: Autumn L. Cymbor

Patricia Shallenberger

Jennifer Herman

Recruiter: Lynn B. Groomes

Selena Hamilton

Recruiter: Heather Kingsley

Brad Allenbaugh

Recruiter: Michelle McConnell

Megan McConnell

Natalie Brown

Cherie Eggeling

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: Joan Quinn

Martha Mielke

Recruiter: Patricia L. Shallenberger

Paige Hitt

Michelle McConnell

Karen McCaffery

Jennifer Prior

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.

MK



Merry Christmas!!

Power Up the Holidays

Dec. 1-31.

These [stunning drop earrings](#) with glimmering light pink stones can be yours when you sell enough products to support placing a \$600* or more wholesale Section 1 order in December.

POWERED BY

pink



Take advantage of the holiday season to party more, share more and sell more!

LAST MONTH TO QUALIFY!

[Powered by Pink 6-Month Fall Consistency Challenge](#)

Did you achieve the *Powered by Pink* Challenge each month July through Nov. 2021? Keep up the momentum! You can receive these festive **New Year's Eve ball earrings** when you meet the *Powered by Pink* Challenge requirements each month, July through December 2021.



[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**.



*The \$600 or more wholesale Section 1 order requirement per month can be placed in one single order or

NEW! Mary Kay® App

Just in time for the holiday selling season!



Your customers can order from you, just like they do on [MaryKay.com](#) and your *Mary Kay*® Personal Web Site - all from the convenience of their phones! Plus, they can create a personalized order of application and shareable wish list!

To start using and maximizing the app:

- Go to your app store to download the app to familiarize yourself with it.
- After downloading, tap the "Find Your Beauty Consultant" tab and search for yourself by first name, last name and state. Complete the registration process and sign in. To register you will need to use an email other than your Mary Kay email.
- Invite your customers to download and connect with you on the app by tapping "Shop with Me" and completing the registration process. If they've already registered with you on your *Mary Kay*® Personal Web Site, they can simply tap "Sign In" and use the same login.
- Once they're signed in, encourage them to complete their beauty profiles for their product recommendation lists. You will automatically see the information generated in *myCustomers*® and *myCustomers+*® so that you can easily help them create their own personalized skin care routines.
- 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!

Spring 2022

PCP Enrollment

begins December 16th!

NEW! Mary Kay® Interactive Catalogs and App

The *Mary Kay*® eCatalogs you already know and love are now even better! Here are some reasons why your customers are sure to love it:

- Browse with mobile-optimized pages and videos.
- Connect with you to order products quickly.
- Watch helpful how-to-videos. Save favorite products, and share wish lists.



Other features include updated navigation and table of content tools, adding bookmarks and sticky notes, sharing to social and email, and so much more. The all-new *Mary Kay*® Interactive Catalog experience can be accessed the same way as the eCatalogs. If you don't already have it, you can [download it from your app store](#) or access it via your desktop, laptop, or mobile device at [marykay.com](#) and any *Mary Kay*® Personal Web Site.

“ There are three types of people in this world: those who make things happen, those who watch things happen, and those who wonder what happened. We all have a choice. You can decide which type of person you want to be. I have always chosen to be in the first group. ”



EDUCATION

Coming Soon!

Starting Dec. 15, 2021, the **MKMen**® range of products will be a part of the **Mary Kay**® Skin Analyzer App!

It's a great opportunity for you and your unit members to provide personalized **Mary Kay**® product recommendations for men and expand your customer base. If you haven't already downloaded the **Mary Kay**® Skin Analyzer App, go to your app store to download it for free and encourage your customers to do the same!

For details on how to use the app go to [Mary Kay InTouch](#)®.

New/Updated Education and Party Supporting Materials

MORE NEWS

Income Tax Update

For 2021, the Internal Revenue Service (IRS) requires Mary Kay Inc. to issue a form called 1099-NEC (Nonemployee Compensations) if you did one of the following:

- Earned \$600 or more in commissions, prizes, gifts or awards.
- Had income tax (backup withholding) withheld during the year.
- Purchased \$5,000 or more of wholesale Section 1 product during the year.

Different from last year, a Form 1099-MISC will not be issued when you purchase \$5,000 or more of wholesale Section 1 product during the year. For 2021, total purchases of \$5,000 or more of wholesale Section 1 product will be reflected on the 1099-NEC.

The form will be postmarked and mailed to you on or before Jan. 31, 2022, to the address on file as of Dec. 31, 2021. If you do not receive a Form 1099-NEC, you are still required to report your Mary Kay business activities to the IRS. [Click here](#) for more information.

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

DON'T DELAY, MAKE SURE YOUR GIFTS ARE ON
SANTA'S SLEIGH BEFORE DECEMBER 10TH!



Special Delivery for



Birthdays in November

Name	Birth Date
Jessica Sanchez	1 December
Kelly Smith	6 December
Catherine Ciccone	12 December
Mary Agnes Galvin	13 December
Melissa Tussing	14 December
Dianne Siefert	15 December
Deborah Balbo	19 December
Janet Chambers	21 December
Holly Wagner	24 December
Cherie Eggeling	26 December
Doris Sanchez	27 December
Karen Tedhams Howard	29 December
Maulana Arnold	31 December



Anniversaries in November

Name	Start Date	Years
Kimberly Martin	12/12/2003	18
Sandy Benjock	12/30/2005	16
Tammy Flumm	12/05/2006	15
Karen Tedhams Howard	12/30/2008	13
Carol Bywaters	12/23/2017	4
Jennifer Herman	12/06/2019	2
Melissa Tussing	12/31/2019	2
Rebecca Jenkins	12/22/2020	1
Phyllis Kocerak	12/30/2020	1
Emily Thompson	12/30/2020	1