Ann's Achievers Newsletter



August 2026 Newsletter Recognition as of July 31, 2026

SALES LEADERS

Top 10 Court of Sales


#1 Patricia Shallenberger


#2 Karen Randolph


#3 Rosie Pasos


#4 Sandra Gonzalez


#5 Tammy Dixon


#6 Teresa DeMarois


#7 Darlene Brideweser


#8 Janet Moynihan


#9 Kathy Totterdale


#10 Jami Heavilin

QUEENS' COURT OF SALES



QUEEN
$45,000 rs/ $22,500 whsl

PRINCESS
$22,500 rs/ $11,250 whsl

UNIT
$11,250 rs/ $5,625 whsl

LEADERSHIP GROWTH

COURT OF SHARING

Recruiter	Sem qual	YTD Comm



Will your name be here next month?

QUEENS' COURT OF SHARING



QUEEN
24 Team Members

PRINCESS
12 Team Members

UNIT
6 Team Members

BELIEVE in yourself and ANYTHING is possible!
– Unknown

LOVE CHECKS

Wendy Watts	106.43	Janet Moynihan	11.77
Rosie Pasos	44.73	Darlene Baverso	10.72
Kathy Totterdale	24.16	Terri Moulzolf	10.14
Eva Jenkins	14.92	Lynn Groomes	10.04

INVESTING IN GROWTH

GLOWING WITH PURPOSE

Patricia Shallenberger	1446.00
Karen Randolph	667.50
Rosie Pasos	612.00
Sandra Gonzalez	604.00
Tammy Dixon	497.50
Teresa DeMarois	353.00
Darlene Brideweser	337.00
Janet Moynihan	331.50
Kathy Totterdale	306.00
Norma Pioth	294.20
Jami Heavilin	286.00
Connie Maire	269.00
Melissa Tussing	268.00
Natalie Brown	259.50
Darlene Baverso	259.00
Catherine Wellman	253.50
Selena Hamilton	251.00
Kelli Santarelli	250.00
Charlotte Bishop	233.00
Marilyn Etheridge	229.00
Kathleen Burke	228.00
Mayra Hoy	225.50
Lisa Givens	214.00
Caigan McKenzie	186.00
Stephanie Johnson	175.70
Theresa Heineman	127.50
Wendy Watts	110.00
Cathy Denorsek	81.00
Vickie Rushing	75.00
Jennifer Williams	69.00
Samantha Melancon	48.00
Hillary Andrews	25.00
Desiree Roman	20.00
Eva Jenkins	16.00
Kelly Smith	14.00

W/S Orders placed in July

NEW CONSULTANT



Who will you be sharing the opportunity with this month?

GROWING AND MOVING UP

ELITE TEAM LEADER

5+ Active Team Members
9 or 13% Commissions
$50 Tam Building Bonuses
5% Second-Tier Team Commission



Wendy Watts

TEAM LEADER

5-7 Active Team Members
9 or 13% Discount Privilege
$50 Team Building Bonus

This could be you!

STAR TEAM BUILDER

3-4 Active Team Members
4, 6 or 8% commission
50% discount on Red Jacket
$50 Team Building Bonus



Kathy Totterdale

SENIOR CONSULTANT

1 or 2 Team Members
4% Commission

Darlene Baverso
Barbara Campbell
Sandra Gonzalez
Lynn Groomes
Janet Moynihan
Rosie Pasos
Penny Pfeiffer

FALL/HOLIDAY PCP Program



JULY 16 - AUGUST 17TH, 2026

Share this quarter's Fall/Holiday essentials with your customers by enrolling them to receive the **Fall/Holiday 2026** issue of *The Look*, ***PLUS***, you will receive Early Ordering Privileges and they'll receive an Exclusive Mary Kay® product sample.

How To Enroll:

LOGIN TO INTOUCH
BUSINESS TOOLS > PREFERRED CUSTOMER PROGRAM > ENROLL CUSTOMERS

ONLY .95 EA. PER NAME

MAILS ON **SEPT. 7**

https:// mkmarykayintouch.com/s/preferred-customer-program

Quarter 1 On-Target Stars

June 16, 2026 - Sept 15, 2026

Consultant	Wholesale Amt	Need to Next Level
Karen Randolph	1159.10	640.90
Rosie Pasos	857.70	942.30
Lisa Givens	713.00	108.00
Teresa DeMarois	648.00	1152.00
Kathy Totterdale	641.80	1158.20
Hillary Andrews	612.00	1188.00
Sandra Gonzalez	604.00	1196.00
Darlene Brideweser	599.00	1201.00
Theresa Heineman	581.10	1218.90
Janet Moynihan	581.10	1218.90
Tammy Dixon	497.50	1302.50
Samantha Melancon	482.00	1318.00
Patty Bouvy	463.00	1337.00
Cammie Rone	415.00	1385.00
Lynn Groomes	400.00	1400.00
Carol McMillen	366.00	1434.00
Wendy Watts	355.80	1444.20
Darlene Baverso	341.50	1458.50
Charlotte Bishio	313.00	1487.00
Johnette McNamara Antone	311.40	1488.60
Jami Heavilin	306.00	1494.00



Patricia Shallenberger

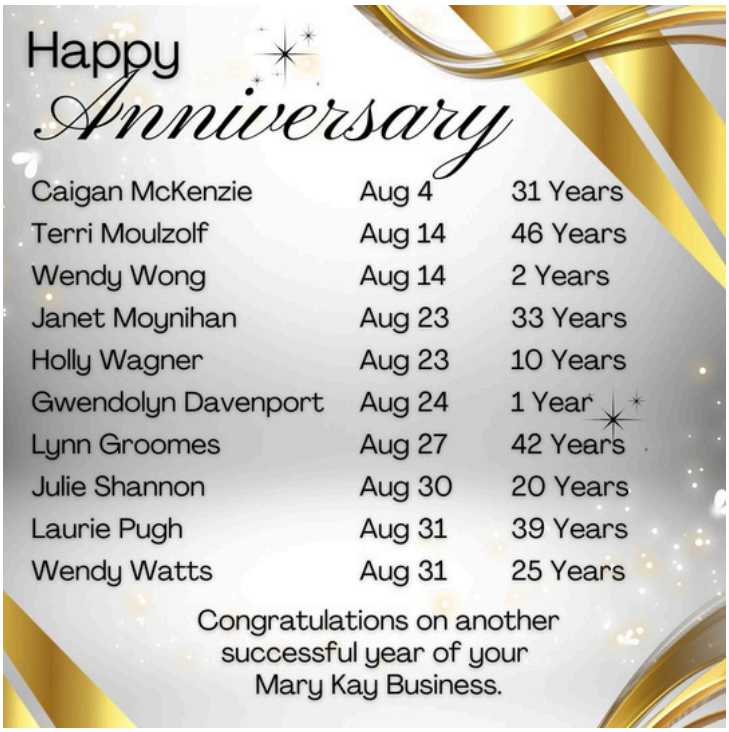
RUBY STAR

219.80 to Diamond



For more prizes info go to marykayintouch.com





ACHIEVERS UNIT



106 Margaret Street
Brookhaven, MS 39601

Ann Sherman Massengill

To the Beautiful

IMPORTANT DATES

Aug 1 - Online Sales Director-in-Qualification Commitment From available beginning 12:01 am CT

Aug 5 - Last day to submit online Director-in-Qualification Commitment From

Aug 14-16 Sapphire Seminar Dates

Aug 17 Last day to enroll online for the Holiday PCP mailing of the Look

Aug 31 Last day of the month to place orders and submit online Consultant Agreements

Proud to have you on our team!

UPDATE: Unit Meetings

Starting in August, we're making a change to help simplify our Weekly Unit Meetings!

✨ **Our Monday night unit meetings are moving to Wednesdays!** Join me every **Wednesday at 7:30 PM CT / 8:30 PM ET** for a quick Achiever's Power Huddle before Janis Trude's training begins.

We'll connect, celebrate wins, share important announcements, and get focused for the week. Then, I'll stream Janis Trude's training right into our meeting, so you can stay in one place and enjoy the entire evening with your Achievers Unit family!
💗 **Important Reminder:** If you want to be eligible for Janis's giveaways, you need to log into Janis's Zoom Meeting ID and Password after our Achiever's Meeting. Those watching through our streamed meeting won't be eligible for the prize drawings.

I can't wait to see you each Wednesday as we learn, grow, and build our businesses together. Let's make this our best season yet!

YEAR LONG CONTEST

MORE DETAILS COMING SOON..

PLUS...

When you achieve ALL STARS for Seminar 2027 (Star Consultant ALL 4 Quarters) AND have FIVE ACTIVE team members by June 30th, I will treat you to an all-expense paid four-day vacation.



ALL STAR PRIZE
Mary Kay