

Million \$\$\$ Dazzlers

September 2024
Newsletter
August Results

Congratulations Star Consultants!



Contest Quarter 3: December 16, 2023 - March 15, 2024

Jeanie Kleen



Sapphire
139 Career Stars

Carol Barlow



Sapphire
106 Career Stars

Holly Cox



Sapphire
6 Career Stars

An extra round of applause for Jeanie, Ann and Holly!!! They were four-quarter All Stars and achieved the Company's Year-long Consistency Challenge. Way to work your business, ladies!

Stars earn points that they can redeem for a choice of wonderful rewards. Stars are part of something very special: the rich heritage of a program founded by Mary Kay Ash many years ago, the endless possibilities of a promising future. If you want everything this business has to offer, make it your goal to be a Star every quarter. Consistency is key. Stars earn incredible prizes!

What it takes to be a Star:

Quarterly Sapphire Star:

\$1,800 Wholesale*

Four-Quarter Sapphire All Star:

\$7,200 Wholesale & 4 quarters as a Star*

Quarterly Emerald Star:

\$3,600 Wholesale*

Four-Quarter Diamond All Star:

\$14,400 Wholesale & 4 quarters as a Star*

Quarterly Ruby Star:

\$2,400 Wholesale*

Four-Quarter Ruby All Star:

\$9,600 Wholesale & 4 quarters as a Star*

Quarterly Pearl Star:

\$4,800 Wholesale*

Four-Quarter Pearl All Star:

\$19,200 Wholesale & 4 quarters as a Star*

Quarterly Diamond Star:

\$3,000 Wholesale*

Four-Quarter Diamond All Star:

\$12,000 Wholesale & 4 quarters as a Star*

*Adding qualified recruits can increase your points!
Each qualified recruit you add during the quarter will add \$600 to your wholesale amount (for purposes of determining your Star level).



MONTHLY SELLING CHALLENGE

July 1, 2024 and June 30, 2025

It's time to unleash gravity-free thinking and turn goal-setting into goal-getting with the *Power Your Sales* Monthly Selling Challenge. Each month during the 2024–2025 Seminar year that an you order \$700 or more in wholesale Section 1 products, you can earn the monthly reward from the *Power Your Sales* Monthly Selling Challenge. The fabulous monthly rewards can't be found in a store – you can only get them by achieving this challenge.

Congratulations August Winners!

Jeanie Kleen



Holly Cox



Kathy Metcalf

Helen Lee

Mary Turley

Joan Bert-McBurney



They earned this powerfully playful Mary Kay-branded dominoes and playing cards set for achieving the *Power Your Sales* Monthly Selling Challenge in August!

Earn this pretty and practical nylon outdoor blanket that features the **Mary Kay**® logo when you achieve the **Power Your Sales** Monthly Selling Challenge in September!



Congratulations Jeanie, Holly and Mary! They are on target to achieve the year-long consistency contest! It's the perfect opportunity... continue to place \$700 in wholesale order(s) each month during the challenge and earn this Mary Kay-branded perpetual calendar filled with Mary Kay Ash quotes!



New Consultants

Consultant
Carol Burrus

From
Fontana, CA

Proud Sponsor
Eva Burford

Welcome to our Unit!



Congratulations on your decision to begin a business with one of the best business opportunities available for women today! It's not where you start but where you finish so enjoy the journey along the way! Visit our Unit web site at www.myunitsite.com/bdelachica. Be patient, persistent, and never, never, never give up!



From the Director's Chair



Dear Dazzler,

Fall is in the air. Children are back in school and people are getting back to schedules after a busy and fun summer. It is an exciting time in Mary Kay too! Women will be looking for a new "Fall Makeover" and something to lift their spirits! With the new Fall products, along with our great product line, we have something for everyone. What a perfect reason to contact your customers and get their opinion of these fantastic products. So many people have viewed the products and have really enjoyed them. The products are great and the price points are terrific. We truly have something for everyone.

We are in the Fall/Holiday selling season. A great selling season doesn't just happen. It takes planning. Remember what Mary Kay used to always tell us, "People don't plan to fail, they just fail to plan." So, what is YOUR plan to have a great selling season? Well, the first thing you must do is get all the new products in your hands so you can try them and get excited about them. Another thing Mary Kay used to say was "You cannot sell more to anyone than what you use yourself". So true! We must be the ones that use it all first, so we can share with our clients why we love it! With this great line of products, your books will be FILLED with fall makeovers and "On-the-Go" appointments with your clients.

Believing in you always,

Barb ❤️

Dollars for Dazzlers Continues!



When we reach our minimum monthly Unit production goal, we will have a drawing for cash!

Receive one entry for every \$225 in wholesale you order in a month.

When we reach our minimum production goal of \$10,000 wholesale, one lucky winner will receive \$50 cash!

When we reach our minimum production goal of \$12,000 wholesale, one lucky winner will receive \$100 cash!

When we reach our minimum production goal of \$16,000 wholesale, two lucky winners will receive \$100 cash each!

In order to collect winnings, you must notify me that you saw your name in the newsletter! It's in here somewhere! Let me know when you see your name and I will send you your winnings.

**PLEASE READ:
IMPORTANT
MESSAGE**

Congratulations!

Lynn Ransford

You are the winner in our May Dollars for Dazzlers Contest! BUT YOU MUST NOTIFY ME THAT YOU SAW THIS & YOU WILL GET \$50 CASH!!



We had just almost \$12,000 in wholesale production last month so we had a drawing and Jennifer's name was drawn as the lucky winner! Remember, your name will be entered once per every \$225 in wholesale orders you place. But, we must reach our Unit goal of at least \$10,000 in wholesale orders and you must tell me you saw this in the newsletter!

SEMINAR SCOREBOARDS

Seminar Year 2025: July 1, 2024 through June 30, 2025

As of August 31st, 2024

Court of Sales Top 5

#1	#2	#3	#4	#5
	Please send me your picture so I can feautre you!		Please send me your picture so I can feautre you!	Please send me your picture so I can feautre you!
Jeanie Kleen \$3,711	Mary Turley \$3,018	Holly Cox \$2,819	Carol Barlow \$2,661	Kathy Metcalf \$1,869

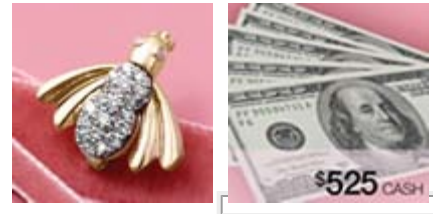
Court of Sales 6-20

Consultant	YTD Sales
Corby Garay	\$1,788
Helen Lee	\$1,627
Joan Bert-McBurney	\$1,538
Taren Weber	\$1,341
Sandy Alger	\$1,255
May Reed	\$1,057
Ann Petroni	\$878
Martha Barraza	\$758
Susie Trattler	\$707
Christine L Tapparo	\$688
Laurie Evans	\$685
Elvira Aboytes	\$640
Tracy Corbo	\$632
Carolyn Hinmon	\$583
Jennifer Waters	\$576

Court of Sharing

Looking for our new Queen!

Queen's Court of Sharing 24 Qualified* Recruits



Be recognized on stage at Seminar
and receive your choice of the
diamond bee pin, ring, or charm bracelet!

* Qualified: New Consultant must
place \$600 wholesale order.

Queen's Court of Sales \$40,000 Personal Retail Production



Be recognized on stage at Seminar and
choose one of these awesome prizes!

See you at the top!

Congratulations Monthly Queens!



Queen of Wholesale

Kathy Metcalf

Each Month, the Queen of Recruiting and the Queen of Wholesale will receive a gift! If there is a tie in the Recruiting category, the winner will be based on the new member's wholesale order.



Queen of Recruiting

Eva Buford

Wholesale Orders Over \$225

Consultant	Amount
Kathy Metcalf	\$934.50
Jeanie Kleen	\$891.50
Helen Lee	\$813.50
Mary Turley	\$807.00
Joan Bert-McBurney	\$769.00
Holly Cox	\$706.00
Carol Barlow	\$619.00
Corby Garay	\$592.00
Ann Petroni	\$439.00
Christine Tapparo	\$344.00
Laurie Evans	\$342.50
May Reed	\$293.00
Carolyn Hinmon	\$291.50
Jennifer Waters	\$288.00
Dolores Cortez	\$268.50
Chris Potter	\$265.50
Cheryl Soucy	\$247.50
Susie Trattler	\$234.50
Julie Rokser	\$231.00
Sue Laird	\$230.00
Gracie Mata	\$229.00
Carol Burrus	\$226.00
Jane Schattke	\$226.00
Lori Moss	\$225.00

Look Who's Working!



Super Team Builders

Consultant
Eva Buford

Recruits
1



The Check Club

9% Recruiter Commission Level	
Consultant	Amount
Carol Barlow	\$94.14
4% Recruiter Commission Level	
Jeanie Kleen	\$28.24
Jane Schattke	\$17.56
Joan Bert-McBurney	\$13.76
Liz Donnan	\$11.20
Holly Cox	\$9.38
Eva Buford	\$9.04
Ann Petroni	\$9.00



HOLIDAY HANDBOOK

\$10,000 Holiday Sales Plan!



1. 10 Silent Hostess sell \$150	\$ 1,500
2. Contact 10 husbands with wives' wish lists at \$100 or 20 with \$50 each	\$ 1,000
3. Seven holiday coffee at \$150 (30 minutes)	\$ 1,200
4. One "On the Face" Beauty Show per week thru Christmas at \$150 each	\$ 2,400
5. Holiday Open House (1 at \$500 or 2 at \$250)	\$ 500
6. Ten "On the Go's" per month through Christmas at \$50 each	\$ 2,000
7. Contact doctors, lawyers, office managers, and realtors for 50 gifts at \$30 each	\$ 1,500
TOTAL	\$10,000!

Remember...you can make anything happen with a PLAN and YOUR ACTION to back it with!

NEVER STOP BELIEVING IN YOURSELF!

Climbing the Ladder of Success

Ladies in Red

3 or more
Active Team Members

Elite Team Leader

Carol Barlow
Gracie Mata
Mary A. Turley
Jeannie Bettencourt
Sylvia A. Danhouser
Cruz Riojas
Martha Sanchez
Morine V. Codner
Esther F. Gilliland
Thelma T. Lagasca
Penny Munz
Jennifer J. Vigil
*Shimaka Gillispie
*Lisa J. Jordan
*Charlene R. Lee
*Jennifer Schoenborn

Red Ahead

Senior Consultants
(1-2 Active Team Members)

Marge Griffin

Marian A. Anderson
*Chelsea Griffin-Hilbert
Kathi Fried
Corinne L. Hooton
Jane Schattke
Ann Petroni
Elvira Aboytes
Yesenia Calderon Rodriguez
*Marlen Moreno Rodriguez
Eva E. Burford
Carol D. Burrus
Sherry A. Roberts
Jeannie Romero
Holly A. Cox
Susie Trattler*
Denise R. Avery



Liz Donnan

Jane C. Schattke
Anna Shoun
Ann Petroni
Lori Moss
Debra Streeter
*Carissa J. Wells
Joan Bert-McBurney
Christine L Tapparo
Diana E. Ceperley
Jeanie Kleen
Holly A. Cox
Janet L. Art
Colleen Hubbell
*Lynn C. Ransford
*Rosa Betencourt Osario

*Indicates Inactive



Welcome Back Reinstated Consultants!

Consultant	From	Proud Sponsor
Helen Lee	Canyon Country, CA	None
Lori Moss	Vista, CA	Ann Petroni
Juliie Rokser	Elk Grove, CA	None
Christine Tapparo	Loveland, CO	Joan Bert-McBurney



**for rejoining our unit..
We're glad to have back
on our team!**

Words of Wisdom From Mary Kay



Define your goals. Where are you now? What do you want to accomplish? If we determine where we are compared to where we want to be, then we can move ahead. Then write your goals down. Is your goal clearly defined? Is it specific? Do you have dates? Amounts? Or whatever it is you are trying to accomplish? Is it stated in a positive way? Have you considered the advantages as well as the obstacles you will have to overcome? You see, goal setting is transplanting your ideas into plans, and it's very important that you write them down.



September



Consultant	Day	Consultant	Years
Elaine Jordison	2	Jeanie Kleen	40
Toni Martin	3	Janet Art	32
Martha Sanchez	4	Beverly Diaz	15
Kathi Fried	5	Patty Huntley	13
Sheryl Thaler	8	Shimaka Gillispie	7
Anna Abram	11	Rosa Betencourt Osario	5
Jody Orrison	14	Debra Streeter	5
Nancy Gerteisen	15	Toni Martin	1
Kimberly Hensley	16	Raquel Ibarra	1
Denise Avery	18		
Morine Codner	18		
Elvira Aboytes	23		
Jennifer Vigil	24		
Hayley Alcaraz	26		
Mary Turley	26		

Looking to promote these giftable products on social media? Turn your social media feeds into holiday wonderlands, and get your customers in the gifting spirit with these **tips!**



LIGHTS, CAMERA, WRAP-TION

Get all your favorite *Mary Kay*® gifting products and some wrapping paper and decorations, then start filming! Your followers are sure to love your gift-wrapping hacks. Unboxing is also a trending theme on social media.

Once you receive your holiday goodies from *Mary Kay*, film yourself unboxing the products, and create a voice-over telling why you are excited about the products as you take them out of the box.

GET READY WITH GLEE

There are so many fun occasions that call for glamming up during the holiday season! Whether it's dinner with family, a work holiday party or a romantic evening out, show off your various makeup looks featuring *Mary Kay*® makeup products for these different occasions. You can either film the "get ready with me" process of applying the makeup, or you can show off the final look and list out the products used in the caption of your post.

HOLI-SLAY SELF CARE

Encourage your followers to take care of themselves during a busy holiday season by showing off *Mary Kay*® self-care products such as masks, eye patches and scrubs.

Film yourself packing some pampering packages chock-full of *Mary Kay*® products for friends or family.

Build Your Hive

July 1, 2024 - June 30, 2025

\$500 Cash Challenge

Buzz into action to achieve our goal to add
24 New Unit Members!!



When you add a new team member, and they place their first order to become Active within two months, I will put both your name and your new team member's name on a randomly generated numbered bee. When all of bees have been named, there will be a \$500 cash drawing! If your bee's number is drawn, you and your new team member will share the \$500 cash award, \$250 each. The more new team members you add, and the more bees you'll have named after you, the more chances you have to win. Plus, it gives your new Team Member another reason to actually start her business!

#1

#2

#3

#4

#5

#6



#7

#8

#9

#10

#11

#12



#13

#14

#15

#16

#17

#18



#19

#20

#21

#22

#23

#24



Carol Burrus


Eva Buford

ENRICH EVERY WISH.



SEPTEMBER

- Consider personal calendar commitments for the next four months. This can help you prioritize the things that are important to you, while still making time for your Mary Kay business.
- Set a specific holiday season goal and timeline. For example: What would you like to accomplish? When do you want to accomplish it? How are you going to make it a reality?
- Schedule your virtual or in-person holiday open houses, and send save-the-dates.

 Download and share the **open house invitation** with your customers!

- Hold beauty experiences, skin care parties and follow-up appointments throughout the holiday season to see as many faces as possible. Pop-up parties offer your customers and their guests a quick, fun, virtual party where they can learn about you and the Mary Kay opportunity and can hear exciting product information, all in less than 30 minutes!

- Keep your *myCustomers+*™ App up to date to alleviate stress and allow you to be more strategic with your communications in the coming months.
- Encourage your customers to download the *Mary Kay*® App for quick and convenient 24/7 shopping from their phones.
- Share the Mary Kay opportunity! Who wouldn't want to get in on the FUN this holiday season and potentially earn extra income in the process?

More Tips to Help Enrich Holiday Sales

Learn more about [Mary Kay® mobile apps!](#)

Check out [MKConnections](#)® for items that you can use to promote your business and to help you hold parties during the holiday selling season!

The [Mary Kay® Shop My Party](#) tool can help you manage holiday parties by providing a unique party link that is sharable via email or text. The goal? To give hostesses more fun and rewarding experiences!



ENRICH EVERY WISH.

Discover self-care surprises and gifting gems all season long, thanks to a treasure trove of thoughtful *Mary Kay*® products.

SEPTEMBER 2024 LAUNCH



REVEAL A WEALTH OF COLOR.

Discover pigment-rich shades that deliver an effortless matte look. Create a look that's all your own by blending out for a softer look or by building up for more intensity. You can layer these Liquid Eye Shadow shades or wear them one at a time.

NEW! Limited-Edition[†] Mary Kay[®] Liquid Eye Shadow, \$16 each

- Sand Dune
- In the Trees
- Warm Desert

REIGN SUPREME ALL SEASON.

Drench lips in luscious hydration, rich color and brilliant shine with *Mary Kay*® Supreme Hydrating Lipstick. Choose from 15 majestic shades sure to offer a luxe experience to anyone on your list – including yourself!

Mary Kay[®] Supreme Hydrating Lipstick, \$20 each

FIVE NEW SHADES!

- Mauve Crush
- Toasted Plum
- Black Cherry
- Hushed Blush
- Natural



HEIGHTEN EVERY SENSE.

For the woman who seeks life's challenges and knows how to play up her strengths, *Belara*® hits all the right notes. Buy this perfectly balanced fragrance as an Eau de Parfum, a Body Lotion or a bundle of both!

Belara[®] Eau de Parfum, \$44

NEW! Limited-Edition[†] Belara[®] Body Lotion, \$22

NEW! Limited-Edition[†] Belara[®] Bundle, \$58

Save
when you
buy the
bundle!

ENHANCE HIS DAILY EXPERIENCE.

Kick off his self-care routine with a refreshing gift set that includes Hair and Body Wash in two scents: *MK High Intensity*® and *MK High Intensity*® Sport.

NEW! Limited-Edition[†] Mary Kay[®] Men's Hair and Body Wash Gift Set, \$28



MARY KAY.

All prices are suggested retail. [†]Available while supplies last

Your Wish List!

Who's Your Santa?

Fill out the form below and return it to me. I'll contact your "Santa" and suggest the items from your wish list!



My Name: _____
 My Santa's Name: _____
 My Santa's Telephone Number: _____
 The Best Time to Reach My Santa: _____
 My Wish List: _____

Don't forget these special people when it's *your* turn to be Santa!

- | | |
|---|-----------------------------------|
| <input type="checkbox"/> Priest/Minister/Rabbi | <input type="checkbox"/> Boss |
| <input type="checkbox"/> House sitter | <input type="checkbox"/> Neighbor |
| <input type="checkbox"/> Housekeeper | <input type="checkbox"/> Doorman |
| <input type="checkbox"/> Teacher | <input type="checkbox"/> _____ |
| <input type="checkbox"/> Mail carrier | <input type="checkbox"/> _____ |
| <input type="checkbox"/> Unexpected holiday guest | <input type="checkbox"/> _____ |
| <input type="checkbox"/> Secretary | |
| <input type="checkbox"/> Landlord/apartment manager | |
| <input type="checkbox"/> Seamstress/tailor | |
| <input type="checkbox"/> Co-workers | |
| <input type="checkbox"/> College roommates | |
| <input type="checkbox"/> Car pool riders | |
| <input type="checkbox"/> Baby sitter | |
| <input type="checkbox"/> Hairstylist | |
| <input type="checkbox"/> Security guard | |
| <input type="checkbox"/> Paper carrier | |
| <input type="checkbox"/> Manicurist | |
| <input type="checkbox"/> Masseuse | |



Your Wish List!

Who's Your Santa?

Fill out the form below and return it to me. I'll contact your "Santa" and suggest the items from your wish list!



My Name: _____
 My Santa's Name: _____
 My Santa's Telephone Number: _____
 The Best Time to Reach My Santa: _____
 My Wish List: _____

Don't forget these special people when it's *your* turn to be Santa!

- | | |
|---|-----------------------------------|
| <input type="checkbox"/> Priest/Minister/Rabbi | <input type="checkbox"/> Boss |
| <input type="checkbox"/> House sitter | <input type="checkbox"/> Neighbor |
| <input type="checkbox"/> Housekeeper | <input type="checkbox"/> Doorman |
| <input type="checkbox"/> Teacher | <input type="checkbox"/> _____ |
| <input type="checkbox"/> Mail carrier | <input type="checkbox"/> _____ |
| <input type="checkbox"/> Unexpected holiday guest | <input type="checkbox"/> _____ |
| <input type="checkbox"/> Secretary | |
| <input type="checkbox"/> Landlord/apartment manager | |
| <input type="checkbox"/> Seamstress/tailor | |
| <input type="checkbox"/> Co-workers | |
| <input type="checkbox"/> College roommates | |
| <input type="checkbox"/> Car pool riders | |
| <input type="checkbox"/> Baby sitter | |
| <input type="checkbox"/> Hairstylist | |
| <input type="checkbox"/> Security guard | |
| <input type="checkbox"/> Paper carrier | |
| <input type="checkbox"/> Manicurist | |
| <input type="checkbox"/> Masseuse | |





ENRICH EVERY WISH.

*Holiday Selling &
Team-Building*

Believe it or not, NOW is the time to ring in the season of giving with beautiful surprises that will exceed every expectation! Most major retailers are kicking off holiday sales in the early fall. And customers are shopping sooner too. So why not start planning now to make this enchanting season even richer with a treasure trove of fall and yuletide wonders tailored to every wish! Consider the monthly tips in this newsletter to help you maximize the holiday selling season and give your customers the gift of an easy, stress-free holiday.

Tune in for more holiday tips! Enrich every wish all season long by watching the monthly Team-Up Tuesdays and Mary Kay Pink Weekend™ videos.

Barbara De Lachica

Exec. Sr. Sales Director

35509 Vista Del Luna
Rancho Mirage, CA 92270
866-378-2640

barbara.delachica@verizon.net
www.myunitsite.com/bdelachica

