



Treasures Xpress

March Newsletter with February Results

A little extra "try" and "oomph" can change your Future.

Look who is Wearing Red



Diana Alderette
STB



Lisa Bailey
STB



Diane Murphy
STB



Linda Nichols
STB

BUILDING
YOUR
TEAM

Celebrating our Senior Consultants

Glenda Douglas
Mandy Gossom
Kara Milbrath

Cheri Scott
Jennifer Segner
Pam Merrick



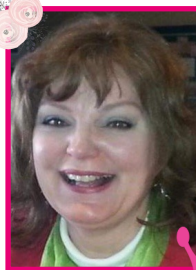
Monthly Top 5 Wholesale Orders



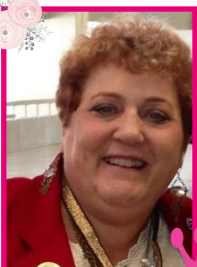
Jennifer Segner
\$668.50



Diane Murphy
\$615



Melanie Reece
\$597.50



Nancy Glass
\$535.50



Samantha Shields
\$519.50



National Court of Sales



National

\$40,000 rs/ \$20,000 whsl
\$1500 whsl monthly

Area

\$20,000 rs/ \$10,000 whsl
\$750 whsl monthly

Unit

\$10,000 rs/ \$5,000 whsl
\$400 whsl monthly

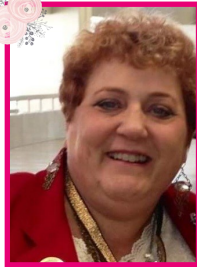
Year to Date Top 5 Court of Sales



Diane Murphy
\$19,058



Jennifer Segner
\$12,412



Nancy Glass
\$8,907



Lisa Bailey
\$5,698



Kimberly Clements
\$5,621

Queen

Welcome

- Julia Howard is the newest team member of Lisa Bailey.
- Anissia Courtney is the newest team member of Tracy Norris.



Queen of Sharing
Lisa Bailey

National Court of
sharing



National

24 Team Members
2 Qualified monthly

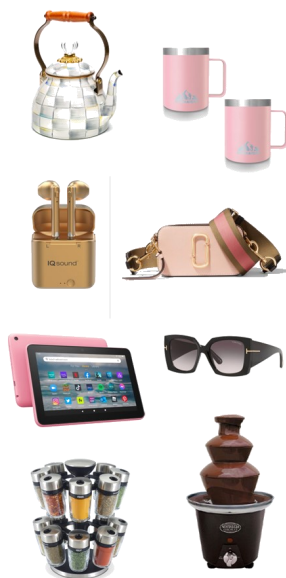
Area

12 Team Members
1 Qualified monthly

Unit

6 Team Members
6 Interviews monthly

On Target Quarter 3 Stars



Name	Whsl \$ + TB*	Sapphire	Ruby	Diamond	Emerald	Pearl
Diane Murphy	\$ 1,217.50	\$ 582.50	\$1,182.50	\$1,782.50	\$2,382.50	\$3,582.50
Sheila Dillingham	\$ 1,053.00	\$ 747.00	\$1,347.00	\$1,947.00	\$2,547.00	\$3,747.00
Jennifer Segner	\$ 998.00	\$ 802.00	\$1,402.00	\$2,002.00	\$2,602.00	\$3,802.00
Diana Alderette	\$ 805.40	\$ 994.60	\$1,594.60	\$2,194.60	\$2,794.60	\$3,994.60
Linda Naron	\$ 714.50	\$1,085.50	\$1,685.50	\$2,285.50	\$2,885.50	\$4,085.50
Amibeth Blair	\$ 658.00	\$1,142.00	\$1,742.00	\$2,342.00	\$2,942.00	\$4,142.00
Melanie Reece	\$ 597.50	\$1,202.50	\$1,802.50	\$2,402.50	\$3,002.50	\$4,202.50
Helen Logan	\$ 586.50	\$1,213.50	\$1,813.50	\$2,413.50	\$3,013.50	\$4,213.50
Nancy Hieb Glass	\$ 561.00	\$1,239.00	\$1,839.00	\$2,439.00	\$3,039.00	\$4,239.00
Kara Milbrath	\$ 534.50	\$1,265.50	\$1,865.50	\$2,465.50	\$3,065.50	\$4,265.50
Samantha Shields	\$ 519.50	\$1,280.50	\$1,880.50	\$2,480.50	\$3,080.50	\$4,280.50
Heather Holt	\$ 511.50	\$1,288.50	\$1,888.50	\$2,488.50	\$3,088.50	\$4,288.50
Valerie Coleman	\$ 495.75	\$1,304.25	\$1,904.25	\$2,504.25	\$3,104.25	\$4,304.25
Kimberly Clements	\$ 492.00	\$1,308.00	\$1,908.00	\$2,508.00	\$3,108.00	\$4,308.00
Janel Olson	\$ 484.00	\$1,316.00	\$1,916.00	\$2,516.00	\$3,116.00	\$4,316.00
Monica Shirley	\$ 461.00	\$1,339.00	\$1,939.00	\$2,539.00	\$3,139.00	\$4,339.00
Melanie Clark	\$ 449.50	\$1,350.50	\$1,950.50	\$2,550.50	\$3,150.50	\$4,350.50
Jean Edwards	\$ 448.00	\$1,352.00	\$1,952.00	\$2,552.00	\$3,152.00	\$4,352.00
Cynthia Moxley	\$ 440.50	\$1,359.50	\$1,959.50	\$2,559.50	\$3,159.50	\$4,359.50
Deborah Peach	\$ 428.00	\$1,372.00	\$1,972.00	\$2,572.00	\$3,172.00	\$4,372.00
Betty Hawkins	\$ 413.50	\$1,386.50	\$1,986.50	\$2,586.50	\$3,186.50	\$4,386.50
Susan Rhodes	\$ 404.50	\$1,395.50	\$1,995.50	\$2,595.50	\$3,195.50	\$4,395.50
Tracy Norris	\$ 3,228.50	\$ 0.00	\$ 0.00	\$ 0.00	\$ 371.50	\$1,571.50

Hello
March

A Note from Tracy

Hello March - The harder we work, the more LUCK (success) we will have!

We are Springing ahead towards Mary Kay's 60th Anniversary; **purposefully** planting seeds, **intentionally** finishing goals, and **deliberately** seeking opportunities!

As we emerge from the restful, rejuvenating state of winter, into a period of progress and growth, carefully consider these questions:

- Are you excited about where your business is taking you or where YOU are taking your business?
- How can WE take our business where we envision, rather than letting it "take us"?
The answer is simple – with INTENTION. Make a commitment to yourself to work in YOUR win zone by making intentional strides that fit your goals.
- How do we work with intention? By IDENTIFYING your goals and breaking them down to fit into your working time frame.

4th quarter can be broken down into segments:

3 months – 13 weeks – 91 days – of **OPPORTUNITY!**

The opportunity to **SHOWCASE** amazing products.

The opportunity to **ENRICH** women's lives.

The opportunity to **LEAD**.

The opportunity to **SHARE**.

The opportunity for personal and business **GROWTH**.

Luck is what happens when preparation meets opportunity. – Seneca

March Ahead!

Love & Belief,

Tracy



Tracy Norris
Independent Sales Director

(502)314-8696

3001 Velden Dr

Louisville, Kentucky 40220

April

Happy Birthday



Mary Bowles-Smith	3 April
Suzanne Sauer	3 April
Megan Faust	8 April
Lesia Scott	15 April
Amy Green	20 April
Jackie Freels	25 April
Helen Logan	25 April
Jasmine Streeter	25 April
Mandy Gossom	30 April

Happy Anniversary

Therese Tatum	42
Joann Johnson	30
Mary Bowles-Smith	29
Rita Stephenson	28
Elizabeth Hinton	27
Amibeth Blair	21
Betty Hawkins	21
Deborah Peach	14
Mandy Gossom	13
Clyda Henderson	12
Jan Link	12
Debra Fernandes	11
Lisa Clayton	10
Eric Mobley	1



Golden Rules Challenge

February

They ordered \$600+ wsl in FEBRUARY & earned this prize from the *GOLDEN RULES COLLECTION*.

GOLDEN Rules

WALK A MILE
IN HER SHOES!



Achievers

Jennifer Segner
Diane Murphy
Tracy Norris

Year Long Consistency

Earn the Year Long Consistency Challenge **EARRINGS AND BRACELET** when you achieve the *Golden Rules* Challenge each month, July 2022 through June 2023.

GOLDEN Rules

Golden



On-Target

Diane Murphy
Tracy Norris

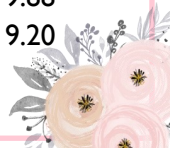


MARCH 24

CLICK FOR DETAILS

Love Checks

Tracy Norris	9%	\$160.87
(does not include unit commissions & bonuses)		
Pam Smither Merrick	4%	\$ 35.52
Diane Murphy	6%	\$ 29.97
Linda Nichols	4%	\$ 28.79
Diana Alderette	4%	\$ 17.98
Lisa Bailey	4%	\$ 10.88
Kara Milbrath	4%	\$ 10.50
Cheri Scott	4%	\$ 9.88
Jennifer Segner	4%	\$ 9.20





steppin' up the *Ladder*



Senior

Consultant

1-2 Active Team Members
4% Commissions
\$50 Team Building Bonus

Glenda E. Douglas

A1 Merope Tabermejo
T3 Lisa R. Clayton

Mandy B. Gossom

A1 Jen K. Miller-Woods
A1 Diana C. Sharber
I1 Amy Poe
N2 Angie Allen
T1 Marcia C. Newby

Kara L. Milbrath

A1 Portia Frecker
A3 Suzanne Sauer

Cheri R. Scott

A1 Connie Camden
I2 Cindy P. Fyffe
T1 Annette Hayden
T3 Lesa H. Scott

Jennifer C. Segner

A1 Kara L. Milbrath
I1 Michelle A. Barker

Pam Smither Merrick

A1 Nancy R. Butler
A3 Cheri R. Scott
I1 Peggy L. Comer
I2 Erica N. Galyon



Star

Team Builder

3-4 Active Team Members
4, 6, or 8% Commissions
\$50 Red Jacket Rebate
\$50 Team Building Bonus



Diana S. Alderette

A1 Melanie Clark
A2 Lisa C. Bailey
A2 Rebecca S. Farris

Lisa C. Bailey

A1 Kimberly K. Clements
A3 Margaret Ellis
A3 Gila Jones
I1 Carol R. Penick
I2 Debra S. Fernandes
I2 Kellye Singletary-Cunningham
I3 Torie Sanners
N1 Julia Howard
N2 Angela Masden
N2 Mischelle M. Stroud
N3 LaSasha Robinson
T2 Bertha Johnson
T6 Carla D. Reed
T7 Rosita Velez

Diane Murphy

A1 Linda D. Naron
A1 Rebecca J. Penrod
A3 Debra S. Allen
I1 Judy E. Mings
T3 Lucille Anderson
T4 Judi R. Fuhs-Dunn

Linda M. Nichols

A1 Valerie H. Coleman
A1 Jean C. Edwards
A2 Joann T. Johnson



Team Leader/ Elite Team Leader/ DIQ

5+ Active Team Members
9 or 13% Commissions
\$50 Team Building Bonuses
Earn the use of a Career Car or Cash Compensation



TEAM LEADERS

Position Open

Director

9 or 13% Unit Commissions
9, 13 or 23% Personal Commissions
\$100 Team Building Bonuses
Unit Bonuses
Earn use of Career Car/
Cash Compensation



Tracy Norris



Be a STAR
Consultant

Hold 2 Parties

Sell 1 Fragrance

Attend all
Unit Events

Hold 3 Career
Chats

Have a \$100 Day
& Tell your
Director

Treasures Xpress

MARCH PROMOTION

Tracy Norris (502)314-8696 Mktracynorris@gmail.com

Color in the SHAMROCKS when you have completed each activity.

Please return to me by the 5th of April.

NAME: _____

SHAMROCKS COLORED: _____

6 Shamrocks

12 Shamrocks

18 Shamrocks

24 Shamrocks



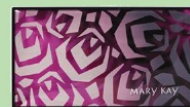
Coffee Gift
Card



Love package
of Section 2
Samples



Choice of 1
LTD Edition Hand
Cream



Perfect Palette
(Unfilled)

Sell 1 Clinical
Solution Set

Be a Quarter 3
STAR Consultant

Give 5 sincere
compliments in 1
day

Get 5 New Leads
in 1 Day

Submit your WAS
sheet each Monday

Sell a Skin Care
Set

Have a \$100
Day & Tell your
Director

5 Customer Calls
(must talk w/
them)

Add 1 New
Team Member

Sell a Skin Care
Set

Complete a
Power Start

Get 10
New Leads in 1
Day

Hold 3 Career
Chats

Sell \$300 in 1
Week

Add 1 New
Qualified Team
Member

5 Customer Calls
(must talk w/
them)

Order \$225
Whsl

Hold 2
Parties

Order \$650
whsl

Sell a TW 3D
Set

Pink
SUCCESS

MARY KAY CLINICAL SOLUTIONS®

Boosters are dermocosmetic products containing high-concentration ingredients that have been clinically proven for their efficacy.

Depending on the skin care concern, you or your customer may choose to incorporate more than one booster. Learn more in the HOW TO USE section.



Mary Kay Clinical Solutions®
C + Resveratrol
Line-Reducer



Mary Kay Clinical Solutions®
HA + Ceramide
Hydrator



Mary Kay Clinical Solutions®
Ferulic + Niacinamide
Brightener



Mary Kay Clinical Solutions®
PHA + AHA
Resurfacer

ADD BOOSTERS TO YOUR ALREADY-ESTABLISHED SKIN CARE ROUTINE TO TARGET SPECIFIC SKIN CONCERNS.

BEST FOR	LINES + WRINKLES	HYDRATION	BRIGHTNESS / UNEVEN SKIN TONE	SMOOTHNESS
KEY INGREDIENTS	<p>VITAMIN C – Clinically shown to improve the appearance of lines and wrinkles caused by photodamage.</p> <p>RESVERATROL – A highly potent antioxidant with the ability to fight visible signs of skin aging.</p> <p>ACETYL HEXAPEPTIDE-8 – A skin-restoring peptide that helps diminish signals that over time lead to lines and wrinkles.</p>	<p>HYALURONIC ACID (HA) – A powerhouse humectant known to bind more than 1,000 times its weight in water. Two forms of HA take a dual-action approach to combating dry skin.</p> <p>CERAMIDE – Essential for the retention of skin moisture.</p> <p>VERBENA OFFICINALIS EXTRACT – A plant extract known to improve skin hydration and support skin barrier function.</p>	<p>FERULIC ACID – A high-potency antioxidant that acts like a shield to defend from external factors that may lead to skin discoloration.</p> <p>NIACINAMIDE – A form of vitamin B3, this essential nutrient is a brightening superpower.</p> <p>NAVY BEAN EXTRACT – An ingredient known for its brightening efficacy.</p>	<p>POLY-HYDROXY ACID – PHA provides gentle exfoliation on the skin's surface.</p> <p>ALPHA-HYDROXY ACID – AHA provides deep exfoliation below the skin's surface.</p> <p>GLYCERIN – A humectant that helps boost moisture levels.</p>
KEY BENEFITS	Takes wrinkle reduction to the next level with renowned ingredients.	Supports skin's barrier with a unique boost of highly targeted moisturizing ingredients.	Addresses multiple pathways to reduce uneven skin tone and boost skin's brightness with a trio of proven skin-brightening ingredients.	Accelerates surface skin renewal and gently dissolves dead skin cells with a trio of proven skin-smoothing ingredients.
HOW TO USE	<p>After cleansing and toning, squeeze 6 to 8 drops (usage amount may vary depending on personal preference) into hands. Then smooth evenly onto face.</p> <p>This booster can be applied both mornings and evenings.</p> <p>It can be layered with HA + Ceramide Hydrator.</p> <p>If using Retinol 0.5 after the retinization process is complete, apply this booster in the mornings and/or on alternate evenings.</p>	<p>This booster can be applied both mornings and evenings.</p> <p>It can be layered with any other booster, however, choose ONLY ONE of the other three boosters based on your primary concern.</p> <p>If using the HA + Ceramide Hydrator with any of the other three boosters, be sure to apply each one separately.</p>	<p>This booster can be applied both mornings and evenings.</p> <p>It can be layered with HA + Ceramide Hydrator.</p> <p>If using Retinol 0.5 after the retinization process is complete, apply this booster in the mornings and prior to Retinol 0.5 in the evenings.</p>	<p>This booster can be applied 2 or 3 times per week in the evenings.</p> <p>It can be layered with HA + Ceramide Hydrator.</p> <p>This product contains AHA, which may increase your skin's sensitivity to the sun. Use broad-spectrum SPF sunscreen protection, and limit sun exposure while using this product.</p> <p>DO NOT USE with Retinol 0.5, with <i>Clear Proof®</i> products containing salicylic acid or on the same day as other exfoliating products.</p>
USE-UP RATE AVERAGE	One month when used twice daily	One month when used twice daily	One month when used twice daily	4 to 5 months when used 2 or 3 times per week

Results You Can Expect

This is a guideline based on **averages**, and individual results will vary based on your individual time and effort. Nothing is guaranteed, but if you put in the **Activity** outlined below, it is reasonable to expect the **Results** shown below.

- The number of Guests at your Parties will range from 3-6, with the average being 4 guests
- Average Sales are \$175 per class
- Average reorder per customer is \$157 per year
- We retain 85% of our customers
- Interview 2 people from each class
- 1 out of every 4 interviewed will join your team

	5 classes/week or 20/month	4 classes/week or 16/month	3 classes/week or 12/month	2 classes/week or 8/month	1 classes/week or 4/month
Time Involved	15-20 hrs/week	10-15 hrs/week	6-8 hrs/week	4-6 hrs/week	2-3 hrs/week
Weekly Sales	\$175 x 5 = \$875	\$175 x 4 = \$700	\$175 x 3 = \$525	\$175 x 2 = \$350	\$175 x 1 = \$175
Annual New Sales	\$875 x 50 = \$43,750	\$700 x 50 = \$35,000	\$525 x 50 = \$26,250	\$350 x 50 = \$14,500	\$175 x 50 = \$8,750
Total Weekly Customers	5 classes x 4 guests = 20 customers/ week	4 classes x 4 guests = 16 customers/ week	3 classes x 4 guests = 12 customers/ week	2 classes x 4 guests = 8 customers/ week	1 classes x 4 guests = 4 customers/ week
Annual Reorder Amount	425 customers x \$157 reorder = \$66,725 annually	340 customers x \$157 reorder = \$53,380 annually	255 customers x \$157 reorder = \$40,035 annually	170 customers x \$157 reorder = \$26,690 annually	85 customers x \$157 reorder = \$13,345 annually
Total Annual Retail Sales	\$110,475/year	\$88,380/year	\$66,285/year	\$44,190/year	\$22,095/year
Your Total Annual Profit	\$55,237 & Queen's Court of Sales	\$44,190 & Queen's Court of Sales	\$33,142 & Princess Court of Sales	\$22,095 & Princess Court of Sales	\$11,047 profit for 2 hours/week
Interview 2 at each class =	10 interviews/week= 2.5 team members/week 10 team members/month	8 interviews/week= 2 team members/week 8 team members/month	6 interviews/week= 1.5 team members/week 6 team members/month	4 interviews/week= 1 team members/week 4 team members/month	2 interviews/week= .5 team members/week 2 team members/month
After 1 month you will...	Be a DIQ & earn a Car!	Be an ETL & earn a Car!	Be a Team Leader!	Be a Star Team Builder!	Be a Senior Consultant!

Treasures Xpress



Tracy Norris

3001 Velden Dr
Louisville, Kentucky 40220
(502)314-8696

important dates

Mar 15 - Quarter 3 Star Contest Ends

Mar 16 - Quarter 4 Star Contest Begins

Mar 24 - Spring 60th Virtual Event

Mar 30 - Last day to place telephone orders

Mar 31 - Last day to place on-line orders

Apr 17 - Last day to enroll Summer PCP

Apr 28 - Last day to place telephone orders

Apr 30 - Last day to place on-line orders

To the Amazing

GOLDEN
Rules

EXPECT

THE

Best!



When you order \$600+ whsl in March, you will receive this fun
KEY CHAIN CARDHOLDER
from the *Golden Rules* Collection.

GOLDEN
Rules
Golden



Earn the Year Long Consistency Challenge
EARRINGS and BRACELET
when you achieve the Golden Rules Challenge
each month, July 2022 through June 2023.