



Treasures Xpress

May Newsletter with April Results

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

Look Who is Wearing Red



Lisa Bailey
ETL



Linda Nichols
TL



Mandy Gossom
STB



Diane Murphy
STB



BUILDING
YOUR
TEAM

Celebrating our Senior Consultants



Diana Alderette
Glenda Douglas
Joann Johnson

Kara Milbrath
Cheri Scott

Jennifer Segner
Pam Merrick

"Being treated with respect is something every employee deserves, regardless of rank. Not only is it right, it has a positive effect on a company's overall success. When you show people you care for them, they return that care by working harder to see you succeed." - Mary Kay Ash

Monthly Top 5 Wholesale Orders



Pebra Allen
\$677.25



Diane Murphy
\$659



Mandy Gossom
\$560.50



Melanie Reece
\$395.50



Heather Holt
\$367

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
\$21,846



Jennifer Segner
\$13,136



Nancy Glass
\$10,846



Lisa Bailey
\$6,826



Rita Stephenson
\$6,251

Queen

Welcome

- Phyllis Clark is the newest team member of Lisa Bailey.



Lisa Bailey
Queen of Sharing

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



Quarter 4 On-Target Stars



Name	Whsl \$ + TB*	Sapphire	Ruby	Diamond	Emerald	Pearl
Julia Howard	\$ 1,870.25	\$ 0.00	\$ 529.75	\$ 1,129.75	\$ 1,729.75	\$ 2,929.75
Debra Allen	\$ 717.25	\$ 1,082.75	\$ 1,682.75	\$ 2,282.75	\$ 2,882.75	\$ 4,082.75
Diane Murphy	\$ 659.00	\$ 1,141.00	\$ 1,741.00	\$ 2,341.00	\$ 2,941.00	\$ 4,141.00
Rita Stephenson	\$ 618.00	\$ 1,182.00	\$ 1,782.00	\$ 2,382.00	\$ 2,982.00	\$ 4,182.00
Lisa Bailey	\$ 568.50	\$ 1,231.50	\$ 1,831.50	\$ 2,431.50	\$ 3,031.50	\$ 4,231.50
Mandy Gossom	\$ 560.50	\$ 1,239.50	\$ 1,839.50	\$ 2,439.50	\$ 3,039.50	\$ 4,239.50
Nancy Hieb Glass	\$ 444.00	\$ 1,356.00	\$ 1,956.00	\$ 2,556.00	\$ 3,156.00	\$ 4,356.00
Tracy Norris	\$ 1,830.30	\$ 0.00	\$ 569.70	\$ 1,169.70	\$ 1,769.70	\$ 2,969.70

MARY KAY
SEMINAR
2023
60
Registration is now open!

Seminar 2023

Have you registered for Seminar yet? Come celebrate Mary Kay's 60th Anniversary at Seminar 2023!!! This event is going to be BIG! The training, the friends, the expo, the music, the gowns, the diamonds, the INSPIRATION - this is a can't-miss event! Registration is now open, let's party together in Dallas!!

Register Here



Hello
May

A Note from Tracy

Bees Buzzing – Blooming Flowers – We’re moving right along – On our Way to the 60th! Seminar registration is open, and we have almost 2 months left to finish our Golden Rules Year!

You are probably familiar with one of Mary Kay Ash’s famous quotes: “Aerodynamically, the bumble bee shouldn’t be able to fly, but the bumble bee doesn’t know it, so it goes on flying anyway.” Mary Kay loved bees because they symbolize what she wanted us all to know – BELIEVING IS ACHIEVING!

Now is a great time to get buzzing like a bee and plan for summer sales and activities! Here are a few ideas:

- Pick your favorite summer products and plan demo days.
- Review your “opportunities” page in In-Touch.
- Set and share your year-end goals with family, friends and customers.
- Follow up with your Preferred Customer Program list.
- Keep reaching for the STARS.
- Review, write or refresh your Why or I-Story and share!

With Mary Kay we have amazing products and great opportunities to share. I believe that with hard work and perseverance, YOU can achieve anything you set your mind to!

GET MOTIVATED. GET EXCITED. GET GOING.



Tracy Norris
Independent Sales Director
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Louisville, Kentucky 40220



Love & Belief,

Tracy

JUNE

Happy Birthday

Carol Penick	1 June
Glenda Douglas	3 June
Danielle Cable	8 June
Michelle Barker	12 June
Dana Nall-Settles	12 June
Cheryl Benham	13 June
Linda Nichols	13 June
Tina Johnson	14 June
Kathleen Hunter	19 June
Julia Howard	21 June
Debra Allen	24 June
Bettye McClure	25 June
Terri Waller	26 June
Tammy Heavrin	29 June

Happy Anniversary

Cynthia Moxley	49
Helen Logan	41
Bay Baltes	29
Rebecca Meadors	27
Connie Camden	21
Heather Holt	19
Glenda Douglas	14
Rebecca Farris	10
Melanie Clark	10
Kimberly Clements	9
Clementine Allen	6
Patty Wright	5
Deitra Ginn	4
Michelle Barker	3
Angela Sullivan	1
Leslie Burke	1



Golden Rules Challenge

April

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

GOLDEN Rules



MAKE THEM FEEL
IMP♥RTANT
IMP♥RTANT
IMP♥RTANT
IMP♥RTANT

Achievers

Debra Allen
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



Summer PCP
Look Who
Participated

Judi Fuhs-Dunn	Mary Bowles-Smith
Diana Alderette	Kara Milbrath
Julia Lish	Deborah Peach
Debra Allen	Jean Edwards
Rita Stephenson	Carol Penick
Nancy Hieb Glass	Margaret Ellis
Helen Logan	Tracy Norris

Love Checks

Tracy Norris	9%	\$ 99.95
(does not include unit commissions & bonuses)		
Mandy Gossom	8%	\$126.41
Linda Nichols	9%	\$119.12
Lisa Bailey	9%	\$ 93.29
Pam Smither Merrick	4%	\$ 61.51
Diane Murphy	6%	\$ 44.60
Glenda Douglas	4%	\$ 9.10
Diana Alderette	4%	\$ 9.08
Cheri Scott	4%	\$ 6.36
Kara Milbrath	4%	\$ 3.12
Jennifer Segner	4%	\$ 1.62





steppin' up the *Ladder*



Senior

Consultant

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

Diana S. Alderette

- A1 Lisa C. Bailey
- A3 Melanie Clark
- I1 Rebecca S. Farris

Glenda E. Douglas

- A1 Merope D. Tabermejo
- T5 Lisa R. Clayton

Joann T. Johnson

- A2 Donna L. Reeves

Kara L. Milbrath

- A3 Portia Frecker
- I2 Suzanne Sauer

Cheri R. Scott

- A3 Connie Camden
- T1 Cindy P. Fyffe
- T3 Annette Hayden
- T5 Lesa H. Scott

Jennifer C. Segner

- A2 Kara L. Milbrath
- I3 Michelle A. Barker

Pam Smither Merrick

- A1 Nancy R. Butler
- A1 Cheri R. Scott
- I3 Peggy L. Comer
- T1 Erica N. Galyon



Star

Team Builder

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



Mandy B. Gossom

- A1 Diana C. Sharber
- A2 Angie Allen
- A3 Jen K. Miller-Woods
- I3 Amy Poe
- T3 Marcia C. Newby

Diane Murphy

- A1 Debra S. Allen
- A2 Judi R. Fuhs-Dunn
- A3 Linda D. Naron
- A3 Rebecca J. Penrod
- I3 Judy E. Mings
- N2 Maribeth Gonzalez
- T5 Lucille Anderson

Director

- 9, 13 or 23% Unit Commissions
- 4, 9 or 13% Personal Commissions
- \$100 Team Building Bonuses
- Unit Bonuses

Earn use of Career Car/
Cash Compensation



Tracy Norris



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



ELITE TEAM LEADER

Lisa C. Bailey

- A1 Kimberly K. Clements
- A1 Debra S. Fernandes
- A1 Angela Masden
- A1 Carol R. Penick
- A2 Margaret Ellis
- A2 Julia Howard
- A2 Carla D. Reed
- A2 Kellye Singletary-Cunningham
- I1 Mischelle M. Stroud
- I2 Gila Jones
- I2 LaSasha Robinson
- N1 Phyllis Clark
- N2 Amy McCollum
- T2 Torie Sanners
- T4 Bertha Johnson

TEAM LEADER

Linda M. Nichols

- A1 Valerie H. Coleman
- A1 Lori K. Dye
- A1 Jean C. Edwards
- A1 Joann T. Johnson
- A1 Jenna L. O'Connell



NEW! Summer PRODUCTS



FREE* Set of Limited-Edition* Mary Kay® Masking Minis

when you purchase both the retail-sized TimeWise® Moisture Renewing Gel Mask and Clear Proof® Deep-Cleansing Charcoal Mask.



Mary Kay® Heart-Shaped Foundation Brush
Purchase, \$5 with purchase

With each purchase of a TimeWise 3D® Matte or Luminous Foundation, your customers can purchase the Heart-Shaped Foundation Brush for \$5.



Lip Balm Set, \$16



New Matte Liquid Lipstick,
\$20 ea.



Lip & Cheek Cream Blush, \$14 each



Beauty Box (Section 2), \$12, pk./4



Fuzzy Headband (Section 2), \$3

be a brand ambassador

As an Independent Beauty Consultant you will want to ensure you are wearing 100% Mary Kay products from head to toe! Not only will you feel great about how you look, but you'll be far more enthusiastic to share the products with others. Being your own best customer makes you the best Brand Ambassador for your business. We have so many amazing products to choose from, but here's a good place to start! Isn't it great you can shop from your own personal store with 50% off savings!

step 1

Donate all of your other brand unused products to a local funeral home (makeup and skin care). They really do want your products! Throw away the used ones. It will be the best long term investment you can make in yourself and your business!

step 2

Use the suggestions below as guidance to create your own Mary Kay "wardrobe!" If you have questions or need suggestions, please reach out to your Sales Director.

My skin care regimen includes:

- TimeWise 3D Normal/Dry Set + To Go Set
- TimeWise 3D Combo/Oily Set + To Go Set
- TimeWise Repair Set + To Go Set
- Naturally Set
- Botanicals Effects Set
- Clear Proof Set + To Go Set
- TimeWise 3-in-1 Cleansing Bar

My skin care supplements include:

- Microdermabrasion Plus Set
- Serum C+E
- Retinol 0.5 Set
- Hydrogel Eye Patches
- Tone Correcting Serum
- Charcoal Mask
- Moisture Renewing Gel Mask
- Revealing Radiance Facial Peel
- Indulge Soothing Eye Gel
- Firming Eye Cream
- Intense Moisturizing Cream
- Oil Free Hydrating Gel
- Micellar Water
- Extra Emollient Night Cream
- Age-Fighting Moisturizer
- Bio-Cellulose Mask
- Deep Wrinkle Filler
- Oil-Free Eye Makeup Remover

My face prep products include:

- Satin Lips Set
- Foundation Primer
- Lip Primer
- Eye Primer
- Lash Primer
- Beauty Blotters
- Oil Mattifier
- Undereye Corrector
- Makeup Finishing Spray

My body care products include:

- Satin Hands Pampering Set
- Satin Body Shower Gel
- Satin Body Scrub
- Satin Body Lotion
- TimeWise Toning Lotion
- Mint Bliss Foot Lotion
- 2-in-1 Body Wash & Shave
- Hydrating Lotion
- Satin Body Whipped Shea Creme
- Shea Hand Soap
- Shea Hand Sanitizer
- Women/Men's Fragrance



My Foundation Choice:

Powder Choices:

Concealer:

Liquid Eye Shadow:

Mascara:

Brows:

Six (6) Chromafusion Eye

Colors:

1. _____

2. _____

3. _____

4. _____

5. _____

6. _____

My beauty tools include:

- Skinvigorate Sonic System
- Travel Roll-Up Bag
- Brush Collection
- Brush Cleaner
- Eye Blending Brush
- Cream Color Brush
- Blending Brush
- Liquid Foundation Brush
- Powder Foundation Brush
- Blending Sponge
- Mask Applicator
- Pro Palette
- Perfect Palette
- Petite Palette

Two (2) Chromafusion Cheek Colors:

1. _____

2. _____

_____ Contouring Powder

_____ Highlighting Powder

Two (2) Eyeliners:

1. _____

2. _____

Six (6) Lipsticks and/or Lip

Glosses:

1. _____

2. _____

3. _____

4. _____

5. _____

6. _____

Lip Liner: _____



Tracy Norris

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important dates

- May 8** - Look Book begins mailing
- May 10** - Early Ordering begins
- May 12** - Mary Kay's Birthday
- May 14** - Mother's Day
- May 15** - Ordering open for all
- May 29** - Memorial Day
- May 30** - Last day to place telephone orders
- May 31** - Last day to place on-line orders
- Jun 15** - 4th Quarter Ends
- Jun 16** - 1st Quarter Begins
- Jun 18** - Father's Day
- Jun 28** - Last day to place telephone orders
- Jun 30** - Last day to place on-line orders
- Jun 30** - Last day of Seminar 2023

To the Amazing

GOLDEN Rules

go forth with
G♥-GIVE.



When you order \$600+ whsl in MAY, you will receive this adorable **TRAVEL JEWELRY POUCH** from the *Golden Rules* Collection.

GOLDEN Rules Golden



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