



Toni's Tigers

Cadillac Unit * 50 Stars * \$500,000 Club * 3 New Directors

July Newsletter with June Results

BUILDING
YOUR
TEAM

Celebrating our Senior Consultants



Carrie Hutchinson
Elite Team Leader



Elaine McGuire
Team leader



Kathy Cochran
Star Team Builder



Kara Gordon
Star Team Builder

Carolyn A. Bushkie
Pat L. Creek
Kimberly D. Cuzner
Hayley Derrington
Elyse R. Lassley

Stephanie B. Layden
Jerrica L. McDowell
Kayla Meeker
Teri L. Meil
Ranee L. Tessin

Quarter 4 Star Achievers



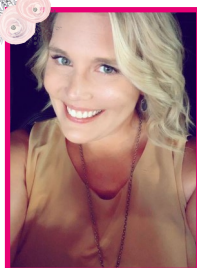
Carrie Hutchinson
Pearl



Kathy Cochran
Emerald



Zita Johnston
Sapphire



Elyse Lassley
Emerald



Toni Nipp
Pearl

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



Evelyn Arnold
Queen of Sharing

Welcome

- Daphne Warne is the newest team member of Evelyn Arnold.
- Sheila Baker, Tracy Brazile, Jerry Hagan, Crystal Madrigal and Kasi Ure are the newest team members of Toni Nipp.

Monthly Top 5 Wholesale Orders



Carrie Hutchinson

\$4,572.75



Tracy Brazile

\$1,068.00



Kathy Cochran

\$928.80



Pat Creek

\$744.75



Evelyn Arnold

\$635.00

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



Kathy Cochran

\$43,543



Carrie Hutchinson

\$40,239



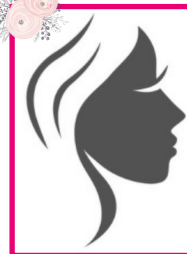
Pat Creek

\$15,045



Hayley Derrington

\$11,736



Donna Ericson

\$10,125

Year to Date Top Team Builders



Carrie Hutchinson



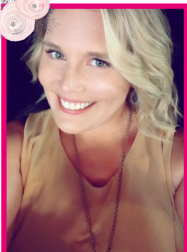
Kathy Cochran



Hayley Derrington



Elaine McGuire



Elyse Lassley

What if I fall?
Oh but,
my darling,
what if you FLY?

- Erin Hanson -

Hello
July

A Note from Toni

Happy Mary Kay New Year!

WOW! What an amazing PINK race we just finished! Whether you achieved all the goals you set for yourself or not, I want you to take time to reflect, rejoice, regroup, and celebrate YOU! Maybe you hit it out of the park and had your best year ever, or maybe you faced unexpected challenges. However, you finished last seminar year, celebrate your achievements with team members and customers, and share your New Year goals with them.

Now is the perfect time to REFLECT on the past year and PLAN AHEAD. You have probably heard the term, "Summer Slide", referring to the slip or slide in academic knowledge students often face after summer break. This can be a challenge for educators and student alike. The academic summer slide is often combatted by using incentive programs that reward students for achieving certain goals, such as completing a reading list. Did you know that we can experience the same sort of "Summer slide" in business?

How can you avoid a summer slide in your business? Decide to have a SUCCESS SUMMER instead. That does not mean missing out on all the fun that summer has to offer. It does mean STRATEGICALLY PLANNING your weeks. Carve out FAMILY TIME, FUN TIME and PINK TIME such as Booking Calls, Sales Planning and Team Building. Mary Kay gives us awesome prizes and incentives to work towards. Take time to browse the Star Poster and write down at least one prize you are willing to work towards. Write down your goals. Attend as many Pink meetings as possible and seek out growth opportunities.

Remember, I am here to support your success into the Pink New Year, through the summer and beyond.

With love and belief,

Toni



Toni Nipp
Sales Director
(214)336-7977
7204 Ponte Vedra Dr.
Frisco, TX 75036



Look Who is
Registered

Kathy Cochran
Pat Creek
Carrie Hutchinson
Elyse Lassley
Toni Nipp

July Customer Special



Boost July sales! Your customers may be busy with summer fun, but you can still offer them some essentials to keep looking fabulous. You can post this graphic explaining each featured product, and when they order fifty dollars they can add another item at half off! Stock up on faves and try something new!

Download





On-Target Quarter 1 Stars



Name	Whls\$+TB*	Sapphire	Ruby	Diamond	Emerald	Pearl
Carrie Hutchinson	\$ 4,116.75	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 683.25
Tracy Brazile	\$ 1,068.00	\$ 732.00	\$1,332.00	\$1,932.00	\$2,532.00	\$3,732.00
Kathy Cochran	\$ 928.80	\$ 871.20	\$1,471.20	\$2,071.20	\$2,671.20	\$3,871.20
Pat Creek	\$ 671.50	\$1,128.50	\$1,728.50	\$2,328.50	\$2,928.50	\$4,128.50
Keahi Ewa	\$ 624.40	\$1,175.60	\$1,775.60	\$2,375.60	\$2,975.60	\$4,175.60
Crystal Madrigal	\$ 605.10	\$1,194.90	\$1,794.90	\$2,394.90	\$2,994.90	\$4,194.90
Sheila Baker	\$ 600.40	\$1,199.60	\$1,799.60	\$2,399.60	\$2,999.60	\$4,199.60
Jerry Hagan	\$ 600.20	\$1,199.80	\$1,799.80	\$2,399.80	\$2,999.80	\$4,199.80
Toni Nipp	\$ 3,982.40	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 817.60

Happy Birthday



Happy Anniversary

Name	Birthday
Myrna Hastings	4 August
Betty Demaret	5 August
Gracie Langehennig	6 August
Catherine Woerner	9 August
Patti Chesser-Spencer	10 August
Kathy Harper	15 August
Carol James	16 August
Heather Dennis	19 August
Jan Allwein	22 August
Constance Grant	22 August
Wendy Tambunga	22 August
Cheryl Jones	23 August
Kasi Ure	25 August

Name	Years
Mary Ingleby	32
Andrea Dewey	24
Sandra Peek	19
Peggy Henry	18
Didama Stater	11
Sandra Thurlow	1
Keahi Ewa	1
Aspen Leonhardt	1
Ranee Tessin	1

You are on the threshold of the banquet of life, and a place has been set for you! I want you to remember that in the heart of every failure is "I quit," but in the heart of every successful person is "I can".

~ Mary Kay Ash



June

Powered by Pink Challenge

They ordered \$600+ whsl in June and earned this jewelry from the Powered by Pink Collection.

POWER UP YOUR

bookings



Spring Consistency

Present EARNED the Spring Consistency Challenge **BRACELET**

when they achieved the *Powered by Pink* Challenge each month, January through June 2022.

POWER UP YOUR

enthusiasm!



Help Boost Your Business

Did you know that 60 percent of Consultants who use the program are contacted by their customers, and 42 percent receive orders from their customers after *The Look* arrives in the mail?



ENROLLMENT DEADLINE - July 17

- Enroll June 16 – July 17, 2022.
- Mails Aug. 10, 2022.
- Only 90¢ per name.* (PRICE INCREASE)

Enroll Now

Achievers

Carrie Hutchinson
Tracy Brazile
Kathy Cochran
Pat Creek
Evelyn Arnold
Elyse Lassley
Crystal Madrigal
Zita Johnston
Joy Phillips
Sheila Baker
Jerry Hagan
Toni Nipp

On Target

Kathy Cochran
Carrie Hutchinson
Toni Nipp

Love Checks

Toni Nipp	13%	\$1,660.67
(does not include unit commissions & bonuses)		
Carrie Hutchinson	13%	\$230.28
Elaine McGuire	9%	\$84.83
Kathy Cochran	8%	\$81.80
Teri Meil	4%	\$46.19
Elyse Lassley	4%	\$25.40
Hayley Derrington	4%	\$24.69
Jerrica McDowell	4%	\$21.04
Kimberly Cuzner	4%	\$12.94
Pat Creek	4%	\$11.22
Ranee Tessin	4%	\$10.20
Kayla Meeker	4%	\$9.08



steppin'up the *Ladder*



Senior

Consultant

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

Carolyn A. Bushkie
Pat L. Creek
Kimberly D. Cuzner
Hayley Derrington
Elyse R. Lassley
Stephanie B. Layden
Jerrica L. McDowell
Kayla Meeker
Teri L. Meil
Ranee L. Tessin



Star

Team Builder

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



Kathy Cochran
Kara L. Gordon



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



Carrie I. Hutchinson
Elaine H. McGuire

Director

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



Toni Nipp



GOLDEN Rules

CHALLENGE

JULY 1, 2022 – JUNE 30, 2023

THINKING OF OTHERS IS WHAT SETS YOU APART WITH A MARY KAY BUSINESS.

And as we approach our 60th anniversary, we celebrate being founded on the principle of the Golden Rule: Do unto others as you would have them do unto you. And how you put this simple, but treasured philosophy into practice can make all the difference in your success. From simple acts of kindness to shifting into a Go-Give mindset, YOU can be a shining example of what it means to be Golden. And at Mary Kay, *Golden Rules!* This year, while celebrating our 60th anniversary, we're embracing our Founder's legacy by sharing a glint and glimmer of the Golden Rule every month in actionable ways.

THE CHALLENGE

Each month during the 2022–2023 Seminar year that an Independent Beauty Consultant has personal retail sales of \$600* or more in wholesale Section 1 products, she can earn a monthly piece from the *Golden Rules* Collection. Establishing a strong customer base and selling \$600* or more a month in wholesale Section 1 products can help you become a quarterly Star Consultant and so much more.

THE COLLECTION

Each piece in the *Golden Rules* Collection is inspired by the Golden Rule, the others-first principle that Mary Kay Ash founded her Company on. This year's collection includes custom accessory items, as well as jewelry items designed by celebrity designer R.J. Graziano. They're fabulous items that you can't get in a store – you can only get them by achieving this challenge.

*The order(s) to support the personal retail sales of \$600 or more in wholesale Section 1 products requirement per month can be placed in one single order or placed in cumulative orders, as long as the orders are placed in the same calendar month. Customer Delivery Service, Guest Checkout and EZ Ship order amounts count toward your personal retail sales of \$600 or more in wholesale Section 1 products. You'll receive your monthly reward inside your qualifying order. One reward per achiever each month.

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MARY KAY

GOLDEN Rules

SEMINAR 2023 GOALS

I WILL BE A...

_____ by August 1st
 _____ by September 1st
 _____ by October 1st
 _____ by November 1st
 _____ by December 1st
 _____ by January 1st
 _____ by March 1st
 _____ by July 1st

Leadership
Conference

Career Conference

Seminar 2023

OTHER GOALS:

Number of Monthly Selling Appt. _____

Monthly Retail Goal: \$ _____

Quarterly Wholesale Goals: \$ _____

June 16 – Sept. 15 \$ _____

Sept. 16 – Dec. 15 \$ _____

Dec. 16 – Mar. 15 \$ _____

Mar. 16 – June 15 \$ _____

Monthly Team Building Appts _____

of New Team Members per month _____

Medal Goal (Gold=5, Silver=4, Bronze=3) _____

PCP Customers Enrolled Each Qtr _____

of Quarters as a Star Consultant _____

CAREER LEVEL

Active* Team Members

Senior Consultant 1-2

Star Team Member 3-4

Team Leader 5-7

Elite Team Leader 8+ OR 5+ w/ 1 Red

DIQ

10+ Active Team Members
by the 1st of month to
submit

Grand Achiever

Build to 16 team
members w/ \$23,000 Team
Production in 1-4 months



Director

Build to 30+ unit members
w/ \$13,500 Unit Production
in 1-3 months

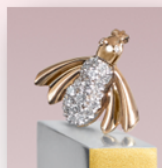
*A consultant is considered active in the month she places a \$225 w/s order and the following 2 months.

QUEEN'S COURT OF SALES



\$40,000 Retail Production
07/01/22– 06/30/23

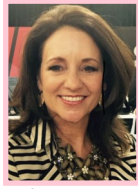
QUEEN'S COURT OF SHARING



Add 24 Great Start
Qualified* Personal Team
Members

* A Great Start-qualified team member is one who has \$600 or more in wholesale Section 1 products within their Great Start time frame.

Toni's VIPs



Toni Nipp

7204 Ponte Vedra Dr.
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Important Dates

July 1 - Mary Kay Seminar 2023 Begins

July 4 - Independence Day

July 21 - 24 - Ruby Seminar Dates

July 25 - 28 - Sapphire Seminar Dates

July 28 - Last day to place telephone orders

July 30 - Last day to place on-line orders

July 29 - Aug 1 - Emerald Seminar Dates

Aug 2 - Aug 5 - Diamond Seminar Dates

Aug 28 - Last day to place telephone orders

Aug 31 - Last day to place on-line orders

To the Amazing



When you order \$600+ whst in
July, you will receive this beautiful
BRACELET
from the *Golden Rules* Collection.



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