



Toni's Tigers

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

June Newsletter with May Results

BUILDING
YOUR
TEAM

Celebrating our Senior Consultants



Kathy Cochran
Team Leader



Carrie Hutchinson
Team leader



Elaine McGuire
Team leader

Carolyn A. Bushkie
Deborah K. Chesser
Pat L. Creek
Kimberly D. Cuzner
Hayley Derrington
Kara L. Gordon

Elyse R. Lassley
Stephanie B. Layden
Jerrica L. McDowell
Kayla Meeker
Teri L. Meil

Welcome

- Linda Featherstone is the newest team member of Rane Tesssin
- Adelaide Sunny Buchanan and Zita Johnston are the newest team members of Toni Nipp



Rane Tesssin
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

There is a fine line between failure and success. It is so fine that sometimes we scarcely know when we pass it, so fine that we are often on that line and don't know it. Many a person has thrown up her hands when a little more effort, a little more patience, would have achieved success. As the tide goes all the way out, so it comes all the way in. There is no defeat, except from within -- no really insurmountable barriers except our own inherent weakness of purpose.

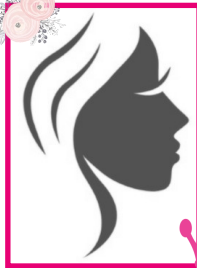
~ Mary Kay Ash

Monthly Top 5 Wholesale Orders



Carrie Hutchinson

\$1,453.00



Zita Johnston

\$1,211.00



Kathy Cochran

\$1,207.00



Joy Phillips

\$744.75



Pat Creek

\$734.00

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
\$41,365



Carrie Hutchinson
\$30,817



Pat Creek
\$13,630



Hayley Derrington
\$11,193



Donna Ericson
\$9,005

Year to Date Top Team Builders



Carrie Hutchinson



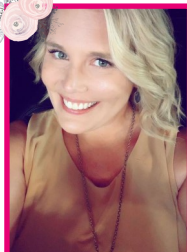
Kathy Cochran



Hayley Derrington



Elaine McGuire



Elyse Lassley



Starting Strong

is **GOOD.**

Finishing Strong

is **EPIC.**

- Robin Sharma -



Hello
June

A Note from Toni

Seminar Year 2022 is coming to a close. We are wrapping up the 4th quarter and our Powered by Pink challenges, and tracking our way to year end victories!

With the finish line in sight, It might be tempting to slow down, or maybe even stop, but what would happen if you stopped short? Have you ever noticed the one thing all racers crossing the finish line have in common? They KEEP GOING! Whether they are in the lead, pulling ahead or relentlessly dragging themselves across, the finishers all decide—failure is not an option! They don't stop NEAR, in FRONT or ON the finish line. They're not turning to look at what other racers are doing. They remain focused on their own goal. CROSSING THE FINISH LINE. In doing that, they race well past the finish and the momentum keeps them moving FORWARD.

How do you race the Mary Kay Way?

1. Share your specific year end goals with your family, friends and customers. They want to share your wins.
2. Remember, you are not only racing towards your goals, you are an inspiration to others.
3. Whatever your goal is, set your sight ahead, stay the course, RUN FULL OUT, and FINISH STRONG! A race finished strong leads to a stronger start in the next race.

I am so excited to be racing with you and cheering on our team as we cross the finish line together!

With love and belief,

Toni



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

June Customer Special



We have fabulous new products this season that your customers are going to love- why not share an incentive with them? For example, you can send this image to your customers, and offer 50% off one item for each \$50 they purchase

Download



June Power Class

Independent Executive Sr. Sales Director Leslie Jackson talks about the importance of Gold Medaling and staying motivated to achieve your seminar year end goals!



Click here to
WATCH



On-Target Quarter 4 Stars



Name	Whls\$+TB*	Sapphire	Ruby	Diamond	Emerald	Pearl
Carrie Hutchinson	\$ 5,877.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00
Kathy Cochran	\$ 3,604.50	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$1,195.50
Pat Creek	\$ 1,804.50	\$ 0.00	\$ 595.50	\$1,195.50	\$1,795.50	\$2,995.50
Donna Ericson	\$ 1,322.00	\$ 478.00	\$1,078.00	\$1,678.00	\$2,278.00	\$3,478.00
Zita Johnston	\$ 1,211.00	\$ 589.00	\$1,189.00	\$1,789.00	\$2,389.00	\$3,589.00
Elyse Lassley	\$ 1,139.50	\$ 660.50	\$1,260.50	\$1,860.50	\$2,460.50	\$3,660.50
Betty Demaret	\$ 963.50	\$ 836.50	\$1,436.50	\$2,036.50	\$2,636.50	\$3,836.50
Elaine McGuire	\$ 918.00	\$ 882.00	\$1,482.00	\$2,082.00	\$2,682.00	\$3,882.00
Joy Phillips	\$ 902.25	\$ 897.75	\$1,497.75	\$2,097.75	\$2,697.75	\$3,897.75
Ranee Tessin	\$ 853.50	\$ 946.50	\$1,546.50	\$2,146.50	\$2,746.50	\$3,946.50
Hayley Derrington	\$ 825.00	\$ 975.00	\$1,575.00	\$2,175.00	\$2,775.00	\$3,975.00
Delilah Bellar	\$ 745.50	\$1,054.50	\$1,654.50	\$2,254.50	\$2,854.50	\$4,054.50
Jennifer Balli	\$ 719.50	\$1,080.50	\$1,680.50	\$2,280.50	\$2,880.50	\$4,080.50
Evelyn Arnold	\$ 624.50	\$1,175.50	\$1,775.50	\$2,375.50	\$2,975.50	\$4,175.50
Adelaide Sunny Buchanan	\$ 602.00	\$1,198.00	\$1,798.00	\$2,398.00	\$2,998.00	\$4,198.00
Judy Johnson	\$ 519.50	\$1,280.50	\$1,880.50	\$2,480.50	\$3,080.50	\$4,280.50
Sandra Peek	\$ 500.50	\$1,299.50	\$1,899.50	\$2,499.50	\$3,099.50	\$4,299.50
Keahi Ewa	\$ 490.00	\$1,310.00	\$1,910.00	\$2,510.00	\$3,110.00	\$4,310.00
Gloria Longbine	\$ 485.00	\$1,315.00	\$1,915.00	\$2,515.00	\$3,115.00	\$4,315.00
Mary Ingleby	\$ 464.50	\$1,335.50	\$1,935.50	\$2,535.50	\$3,135.50	\$4,335.50
Deborah Wilson	\$ 455.00	\$1,345.00	\$1,945.00	\$2,545.00	\$3,145.00	\$4,345.00
Sheri LaMott	\$ 438.00	\$1,362.00	\$1,962.00	\$2,562.00	\$3,162.00	\$4,362.00
Lawren Miller	\$ 414.00	\$1,386.00	\$1,986.00	\$2,586.00	\$3,186.00	\$4,386.00
Toni Nipp	\$ 6,049.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00

Happy Birthday



Happy Anniversary

Name	Birthday
Jeannie Hernandez	1 July
Melissa Knowles	5 July
Mary Wever	11 July
Tara Popham	13 July
Didama Stater	21 July
Bobbie Ruiz	23 July
Karen Brown	25 July
Candice Warnock	28 July
Pat Montoya	30 July
Becky Morris	30 July

Name	Years
Cindy Goodell	25
Christi Klein	24
Kimberly Cuzner	4
Catherine Woerner	1
Marily Harrington	1

KID

May

Powered by Pink Challenge

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

POWER UP YOUR

go-give spirit



Spring Consistency

Present on target Spring Consistency Challenge
BRACELET

when you achieve the *Powered by Pink* Challenge each month,
January through June 2022.

POWER UP YOUR

enthusiasm!



MARY KAY®
SEMINAR
2022

WATCH VIDEO

Bring your Go-Give spirit to Seminar 2022 as we continue to grow and reach forward to the future.

Come experience the *Mary Kay*® products of the future and learn some invaluable selling tips. Discover new goals for yourself as we celebrate you and your dreams. Learn all you can from the amazing education offered at Seminar, where you can walk away inspired and on fire for your Mary Kay business.

Wouldn't it be amazing to develop your team to new heights this Seminar year? Catch a dream, cast a vision and share it with others. Imagine what we'll accomplish by Seminar 2023, just in time to celebrate our big 60th anniversary at Mary Kay!

Achievers

Carrie Hutchinson

Zita Johnston

Kathy Cochran

Joy Phillips

Pat Creek

Evelyn Arnold

Elaine McGuire

Adelaide Sunny Buchanan

Toni Nipp

On Target

Kathy Cochran

Carrie Hutchinson

Toni Nipp

Love Checks

Toni Nipp	13%	\$756.54
(does not include unit commissions & bonuses)		
Kathy Cochran	9%	\$86.15
Carrie Hutchinson	9%	\$89.06
Elaine McGuire	9%	\$44.24
Carolyn Bushkie	4%	\$10.10
Deborah Chesser	4%	\$1.48
Hayley Derrington	4%	\$11.74
Elyse Lassley	4%	\$24.98
Stephanie Layden	4%	\$21.80
Teri Meil	4%	\$48.28



steppin'up the *Ladder*



Senior

Consultant

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

Carolyn A. Bushkie
Deborah K. Chesser
Pat L. Creek
Kimberly D. Cuzner
Hayley Derrington
Kara L. Gordon
Elyse R. Lassley
Stephanie B. Layden
Jerrica L. McDowell
Kayla Meeker
Teri L. Meil



Star

Team Builder

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



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



Kathy Cochran
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



Father's Day

Gift Ideas



Skin Care Regimen

MKMen® Daily Face Wash
MKMen® Shave Foam
MKMen® Advanced Eye Cream
MKMen® Advanced Facial Hydrator Sunscreen Broad Spectrum SPF 30*

Cooling After-Shave Gel

Cityscape® Cologne Spray
True Original® Cologne Spray
Domain® Cologne Spray
MK High Intensity® Cologne Spray
MK High Intensity® Sport Cologne Spray
MK High Intensity Ocean® Cologne Spray

Pink
SUCCESS

POWER HOUR

You are calling for:

- Bookings with Reorders
- Shake up your Makeup
- Skincare follow-up
- Hostess Special
- New customer facial
- Booking referrals
- Requesting referrals
- Hydrasession Facial
- Pedi Party
- Team Building apts
- Guest to an Event
- Portfolio
- foundation checkup
- Try out new products

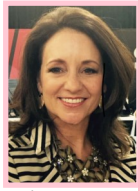
Booking

Grab your calendar, phone, list of leads + customers to call

- Take **10 minutes** to calm yourself, mark out your available times in your date book, and practice your script.
- Next 50 minutes: Get Booking!

Name	left message	spoke to/ got response	sale	booked for facial	booked for party	booked for career chat
1.						
2.						
3.						
4.						
5.						
6.						
7.						
8.						
9.						
10.						
11.						
12.						
13.						
14.						
15.						
16.						
17.						
18.						
19.						
20.						

Toni's VIPs



Toni Nipp

7204 Ponte Vedra Dr.
Frisco, TX 75036
(214)336-7977

Important Dates

June 15 - 4th Quarter Ends

June 19 - Father's Day

June 28 - Last day to place telephone orders

June 30 - Last day to place on-line orders

June 30 - Last day of Mary Kay Seminar Year

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

To the Amazing



POWER UP YOUR

bookings



When you order \$600+ whsl in
June, you will receive these beautiful

EARRINGS

from the *Powered by Pink* Collection.

POWER UP YOUR

enthusiasm!



Earn the Spring Consistency Challenge

BRACELET

when you achieve the *Powered by
Pink* Challenge each month,
January through June 2022.