

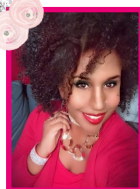


# Treasures Xpress

June Newsletter with May Results

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

## Look Who is Wearing Red



Lisa Bailey  
DIQ



Linda Nichols  
TL



Mandy Gossom  
STB

BUILDING  
YOUR  
TEAM

Celebrating our Senior Consultants

Diana Alderette  
Glenda Douglas  
Joann Johnson

Kara Milbrath  
Diane Murphy

Jennifer Segner  
Pam Merrick

"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



Cara Robinson  
\$3,052.50



Debra Allen  
\$885.50



Lisa Bailey  
\$744.50



Diane Murphy  
\$600.50



Jennifer Segner  
\$501

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

## To Be Announced.....

Queen

# Welcome

- Cara Robinson 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
Cara Robinson	\$ 3,052.50	\$ 0.00	\$ 0.00	\$ 0.00	\$ 547.50	\$1,747.50
Julia Howard	\$ 1,995.25	\$ 0.00	\$ 404.75	\$1,004.75	\$1,604.75	\$2,804.75
Debra Allen	\$ 1,562.75	\$ 237.25	\$ 837.25	\$1,437.25	\$2,037.25	\$3,237.25
Diane Murphy	\$ 1,259.50	\$ 540.50	\$1,140.50	\$1,740.50	\$2,340.50	\$3,540.50
Lisa Bailey	\$ 1,153.00	\$ 647.00	\$1,247.00	\$1,847.00	\$2,447.00	\$3,647.00
Julia Lish	\$ 843.00	\$ 957.00	\$1,557.00	\$2,157.00	\$2,757.00	\$3,957.00
Rita Stephenson	\$ 626.00	\$1,174.00	\$1,774.00	\$2,374.00	\$2,974.00	\$4,174.00
Mandy Gossom	\$ 560.50	\$1,239.50	\$1,839.50	\$2,439.50	\$3,039.50	\$4,239.50
Jennifer Segner	\$ 501.00	\$1,299.00	\$1,899.00	\$2,499.00	\$3,099.00	\$4,299.00
Jean Edwards	\$ 492.00	\$1,308.00	\$1,908.00	\$2,508.00	\$3,108.00	\$4,308.00
Valerie Coleman	\$ 463.25	\$1,336.75	\$1,936.75	\$2,536.75	\$3,136.75	\$4,336.75
Kara Milbrath	\$ 446.50	\$1,353.50	\$1,953.50	\$2,553.50	\$3,153.50	\$4,353.50
Nancy Hieb Glass	\$ 444.00	\$1,356.00	\$1,956.00	\$2,556.00	\$3,156.00	\$4,356.00
Kimberly Clements	\$ 432.00	\$1,368.00	\$1,968.00	\$2,568.00	\$3,168.00	\$4,368.00
Amy Green	\$ 421.25	\$1,378.75	\$1,978.75	\$2,578.75	\$3,178.75	\$4,378.75
Carol Penick	\$ 421.00	\$1,379.00	\$1,979.00	\$2,579.00	\$3,179.00	\$4,379.00
Amibeth Blair	\$ 412.50	\$1,387.50	\$1,987.50	\$2,587.50	\$3,187.50	\$4,387.50
Tracy Norris	\$ 3,693.10	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$1,106.90

Hello  
June

# A Note from Tracy

Jump for JUNE!

What a tremendously exciting month in the Mary Kay year! In honor of the big 60, here are a few ideas to power finish your Golden Rules year:

Plan a \$1000 Day/week or Customer Appreciation Month. Break your goals into bite sized manageable pieces—Sixty (60) \$17 items is \$1,020! Share your goals with your customers, family and friends! You will be amazed as excitement builds and they rally to support your year end goal. Appreciation Days can easily turn into annual events your customers will look forward to year after year.

- Sell 60 items in a day/week or month
- Contact 60 customers or new prospects
- Hand out 60 business cards, Look Books, OR samples

Fill your date book with appointments in June and start building momentum to start your year off strong! Most importantly HAVE FUN crossing YOUR finish line! YOU are the sole proprietor of your destiny.

Dare to dream and dare to succeed.

One woman CAN!

I'm excited we are crossing the finish line together. The victory is not in the winning, it's in the finishing!



**Tracy Norris**  
Independent Sales Director  
(502)314-8696  
3001 Velden Dr  
Louisville, Kentucky 40220



Love & Belief,

*Tracy*

## Happy Birthday

Jean Edwards	8 July
Judi Fuhs-Dunn	8 July
Leslie Burke	10 July
Betty Hawkins	10 July
Kara Milbrath	14 July
Jennifer Segner	15 July
Bertha Johnson	16 July
Lisa Bailey	19 July

## Happy Anniversary

Judy Stumph	41
Nancy Gossom	30
Danielle Cable	18
Lesa Scott	17
Kassy Horstman	10
Merope Tabermejo	10
Judy Mings	8
Debra Allen	4
Della Hare	2
Bertha Johnson	1
Margaret Ellis	1
Carol Penick	1





# Golden Rules Challenge

May

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

GOLDEN Rules

go forth with  
G♥-GIVE.



## Achievers

Cara Robinson  
Debra Allen  
Lisa Bailey  
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



Download Images

## Customer Appreciation

Why not hold a Customer Appreciation Sale to treat your customers and finish up your Seminar year- you can post it in your FB group, and send it out via text or email to highlight a different deal each day!

These are all set and ready for you to use to drum up some sales, excite your customer base, and share your favorite products! Click below for all the images!

## Love Checks

Tracy Norris	9%	\$ 91.53
(does not include unit commissions & bonuses)		
Lisa Bailey	9%	\$361.94
Mandy Gossom	8%	\$195.82
Pam Smither Merrick	4%	\$103.47
Diane Murphy	4%	\$ 35.42
Linda Nichols	9%	\$ 33.14
Diana Alderette	4%	\$ 29.78
Jennifer Segner	4%	\$ 9.82
Kara Milbrath	4%	\$ 9.46





# steppin' up the *Ladder*



*Senior*

## Consultant

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

### **Diana S. Alderette**

A1 Lisa C. Bailey  
I1 Melanie Clark  
I2 Rebecca S. Farris

### **Glenda E. Douglas**

A2 Merope D. Tabermejo  
T6 Lisa R. Clayton

### **Joann T. Johnson**

A3 Donna L. Reeves

### **Kara L. Milbrath**

A1 Suzanne Sauer  
I1 Portia Frecker

### **Diane Murphy**

A1 Debra S. Allen  
A3 Judi R. Fuhs-Dunn  
I1 Linda D. Naron  
I1 Rebecca J. Penrod  
T1 Judy E. Mings  
T6 Lucille Anderson

### **Jennifer C. Segner**

A1 Kara L. Milbrath  
T1 Michelle A. Barker

### **Pam Smither Merrick**

A1 Nancy R. Butler  
A2 Cheri R. Scott  
T1 Peggy L. Comer  
T2 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 Jen K. Miller-Woods  
A1 Diana C. Sharber  
A3 Angie Allen  
T1 Amy Poe  
T4 Marcia C. Newby

## Director

4, 9, or 13% Personal Commissions  
9, 13 or 23% Unit 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



### DIQ

#### **Lisa C. Bailey**

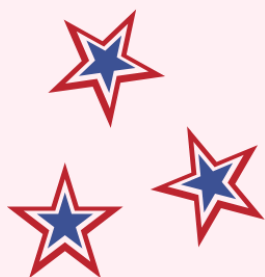
A1 Cara Robinson  
A1 Kellye Singletary-Cunningham  
A1 Mischelle M. Stroud  
A2 Kimberly K. Clements  
A2 Debra S. Fernandes  
A2 Angela Masden  
A2 Carol R. Penick  
A3 Margaret Ellis  
A3 Julia Howard  
A3 Carla D. Reed  
I3 Gila Jones  
I3 LaSasha Robinson  
N2 Phyllis Clark  
N3 Amy McCollum  
T3 Torie Sanners  
T5 Bertha Johnson

### TEAM LEADER

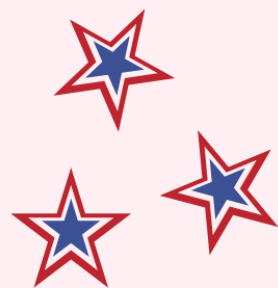
#### **Linda M. Nichols**

A1 Valerie H. Coleman  
A2 Lori K. Dye  
A2 Jean C. Edwards  
A2 Joann T. Johnson  
A2 Jenna L. O'Connell





# 4<sup>th</sup> of July



## Summer Must-Have Sale!

### Buy two, get one 50% off!



FOUNDATION PRIMER \$20



OIL MATTIFIER \$20



MAKEUP FINISHING SPRAY \$20



TRANSLUCENT LOOSE POWDER \$18



SILKY SETTING POWDER \$20



EYE PRIMER \$12



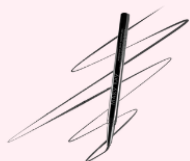
LIP GLOSS \$16



OIL-ABSORBING TISSUES \$8



CC CREAM \$22



WATERPROOF EYELINER PEN \$18



LIQUID EYE SHADOW \$16



WATERPROOF MASCARA \$16



TRAVEL ROLL-UP BAG \$36



OIL-FREE MAKEUP REMOVER \$18



MICELLAR WATER \$18

## Mix & Match and grab a few!

LOWEST PRICE ITEM WILL BE HALF-OFF



# Summer Side Gig!

Totally Flexible, Totally Fun!

Help women look & feel amazing!

Make your own schedule as you work as much or as little as you'd like

Earn 50% profit on everything you sell!

Sell products you can believe in, made with the highest quality ingredients

Work with a company started by a woman made for women

Take advantage of educational and personal growth opportunities





Tracy Norris

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

## important dates

**Jun 15** - 4th Quarter Ends

**Jun 16** - 1st Quarter Begins

**Jun 18** - Father's Day

**Jun 29** - Last day to place telephone orders

**Jun 30** - Last day to place on-line orders

**Jun 30** - Last day of Mary Kay Seminar Year

**Jul 1** - New Mary Kay Seminar Begins

**Jul 4** - Independence Day

**Jul 22 - 25** Sapphire Seminar Dates

**Jul 26 - 29** Emerald Seminar Dates

**Jul 28** - Last day to place telephone orders

**Jul 30** - Last day to place on-line orders

**Jul 30 - Aug 2** Diamond Seminar Dates

**Aug 3 - Aug 6** Ruby Seminar Dates

To the Amazing

GOLDEN  
Rules



UNLEASH  
YOUR

AND THEN SOME!

When you order \$600+ whsl in  
JUNE, you will receive this beautiful

**NECKLACE**

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.