

Russo's Risers

MAY NEWSLETTER WITH APRIL RESULTS



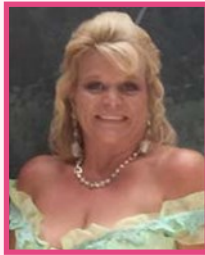
Queen of Wholesale



Carol
Scarbro



Golden Rule April Achievers



Carol
Scarbro



Kathleen
Moran



Sharon
Albarano



Rhonda
Wallace



Connie
Russo



This could be
YOU!

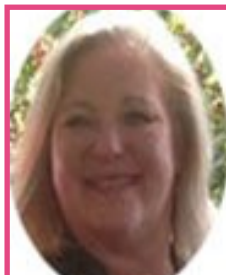
Proud Reds



Donna
Parker



Genie
Bilko



Luree
Hendrick



Deborah
Hipp



Kathleen
Moran



Judy
Snyder

Quarter 4 On-Target Stars

Name	Whsl + TB	Sapphire	Ruby	Diamond	Emerald	Pearl
Carol Scarbro	\$ 2,041.00	\$ 0.00	\$ 359.00	\$ 959.00	\$1,559.00	\$2,759.00
Kathleen Moran	\$ 1,309.70	\$ 490.30	\$1,090.30	\$1,690.30	\$2,290.30	\$3,490.30
Sharon Albarano	\$ 1,194.50	\$ 605.50	\$1,205.50	\$1,805.50	\$2,405.50	\$3,605.50
Donna Parker	\$ 831.00	\$ 969.00	\$1,569.00	\$2,169.00	\$2,769.00	\$3,969.00
Annie Rupp	\$ 608.00	\$1,192.00	\$1,792.00	\$2,392.00	\$2,992.00	\$4,192.00
Rhonda Wallace	\$ 605.00	\$1,195.00	\$1,795.00	\$2,395.00	\$2,995.00	\$4,195.00
Lisa Bates	\$ 524.80	\$1,275.20	\$1,875.20	\$2,475.20	\$3,075.20	\$4,275.20
Luree Hendrick	\$ 516.50	\$1,283.50	\$1,883.50	\$2,483.50	\$3,083.50	\$4,283.50
Hilary Pogasic	\$ 508.50	\$1,291.50	\$1,891.50	\$2,491.50	\$3,091.50	\$4,291.50
Bonita Beasley	\$ 407.00	\$1,393.00	\$1,993.00	\$2,593.00	\$3,193.00	\$4,393.00
Joni Bliss	\$ 391.50	\$1,408.50	\$2,008.50	\$2,608.50	\$3,208.50	\$4,408.50
Deborah Hipp	\$ 377.00	\$1,423.00	\$2,023.00	\$2,623.00	\$3,223.00	\$4,423.00
R. Kim Young	\$ 371.50	\$1,428.50	\$2,028.50	\$2,628.50	\$3,228.50	\$4,428.50
Letitia Neuder	\$ 350.50	\$1,449.50	\$2,049.50	\$2,649.50	\$3,249.50	\$4,449.50
Jessie Collura	\$ 350.00	\$1,450.00	\$2,050.00	\$2,650.00	\$3,250.00	\$4,450.00
Dawn Steinbugl	\$ 354.50	\$1,445.50	\$2,045.50	\$2,645.50	\$3,245.50	\$4,445.50
April Weiss	\$ 367.50	\$1,432.50	\$2,032.50	\$2,632.50	\$3,232.50	\$4,432.50



May Customer Special

May Specials
BUY \$50 AND GET ONE ITEM 50% OFF!

Charcoal Mask
\$25

TimeWise 3D Foundation
\$25

\$34
Targeted Action Toning Lotion

Time for a Spring Refresh! Need to restock? Excited to try something new? Take advantage of my special this month! When you purchase at least \$50 of your beauty essentials, you can choose an extra item at half off! This month, I'm excited about:

- The award-winning Clear Proof Deep-Cleansing Charcoal Mask
- The body-firming Targeted-Action Toning Lotion
- and the vital TimeWise 3D Foundation

Download



"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

Reach for The Ring

Top in Sales
Company Court of Sales



**Carol
Scarbro**



**Kathleen
Moran**



**Sharon
Albarano**



**Donna
Parker**



**Juanita
Zeigler**

Consultant

Carol Scarbro
Kathleen Moran
Sharon Albarano
Donna Parker
Juanita Zeigler
Deborah Hipp
Jessie Collura
Annie Rupp
Ellen Kelly
Luree Hendrick
Pamela DeVore
Shelly Vaughan
Nancy Glass
Rhonda Wallace
Jaclyn Madden
Kate Griffey
Judy Snyder
Hilary Pogasic
Mary Lynn Carnovale
April Weiss

YTD Retail

\$ 24,773.00
\$ 24,329.00
\$ 17,355.00
\$ 9,201.00
\$ 5,980.00
\$ 5,795.00
\$ 4,997.00
\$ 4,859.00
\$ 4,415.00
\$ 4,293.00
\$ 3,862.00
\$ 3,654.00
\$ 3,579.00
\$ 3,560.00
\$ 3,501.00
\$ 3,463.00
\$ 3,330.00
\$ 3,316.00
\$ 3,299.00
\$ 3,168.00

National Court of Sales



National

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

Area

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

Unit

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

National Court of Sharing



National

24 Team Members

Area

12 Team Members

Unit

6 Team Members

MARY KAY®
**SEMINAR
2023**



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

June Celebrations

Happy Birthday!

Christine Johnston	4 June
Nancy Lundy	4 June
Ashley Brodie	5 June
Wendy Fay	12 June
Rachel Vogel	12 June
Jennifer Parshall	14 June
Nikki Coleman	17 June
Maureen Gilbert	20 June
Debbie Seib	20 June
Sandra Black	22 June
Marianne Mortensen	28 June

Happy Anniversary!

Genie Bilko	36
Mary Kirby	23
Laura Burget	19
Melissa Hetrick	17
Hilary Pogasic	14
Jessie Collura	7



Look Who Invested

ON-TARGET for Year Long Consistency

Carol Scarbro	\$ 925.50	Barb Feltenberger	\$ 265.50	Natalya Vartanova	\$ 223.00
Kathleen Moran	\$ 907.20	Laura Burget	\$ 252.00	Lisa Goldman	\$ 191.80
Sharon Albarano	\$ 648.50	Adana Hooten	\$ 250.70	Patricia Czulewicz	\$ 113.20
Rhonda Wallace	\$ 605.00	Michele Link	\$ 240.50	Amy Brunner	\$ 95.00
Lisa Bates	\$ 524.80	Nancy Lundy	\$ 234.00	Shelly Vaughan	\$ 70.10
Luree Hendrick	\$ 496.50	Karen Bilchak	\$ 229.00	Donna Parker	\$ 69.50
Jessie Collura	\$ 350.00	Lisa Dey	\$ 229.00	Bonita Beasley	\$ 67.00
Carol Bores	\$ 327.00	Stephanie Owens	\$ 228.50	Annie Rupp	\$ 63.00
Deborah Keith	\$ 310.75	Lisa Tomiczek	\$ 227.00	Lori Rimbeck	\$ 56.00
Lorie McCuller	\$ 306.00	Debbie Seib	\$ 226.50	Judy Coutts	\$ 26.00
Barbara Uadiski	\$ 302.00	Ellen Kelly	\$ 225.00	Connie Russo	\$1,317.40
Leah Gillespie	\$ 285.00				

Love Checks

Judy Snyder	\$245.28	8%
Luree Hendrick	\$233.46	8%
Deborah Hipp	\$ 72.91	6%
Donna Parker	\$ 62.07	9%
Mary Kirby	\$ 21.24	4%
Kathleen Moran	\$ 28.66	6%
Mary Jo Fiore	\$ 11.40	4%
Genie Bilko	\$ 9.16	4%

6 Most Important Things Game - It's not too late!



To earn the scarf:

- Add three or more new qualified team members
- Achieve Star in either Quarter three or four

To add the new Red Jacket and On-Stage Recognition:

- Add five or more new qualified team members
- Achieve Star in either Quarter three or four



steppin' up the Ladder



Senior

Consultant

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

Sharon Albarano
Mary Jo Fiore
Kate Griffey
Mary Kirby
Bethany Reed



Star

Team Builder

3-4 Active Team Members
 4, 6 or 8% Commissions
 50% Discount on Red Jacket
 \$50 Team Building Bonuses



Genie Bilko
Luree Hendrick
Deborah Hipp
Kathleen Moran
Judy Snyder



Team Leader/ Elite Team Leader/ DIQ

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



Donna Parker

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



Connie Russo

Happy Birthday

MARY KAY
ASH



Celebrate the Lives She has Changed

May is Mary Kay Ash's birthday month, and we can honor and celebrate her all month long! This amazing woman has changed the lives of countless women and men across the globe in so many ways! From providing an opportunity for women to support themselves and their families, to the constant and subtle improvements in consultants' confidence and outlooks on life, to the ripple effects on those around them: customers who feel beautiful, children who learn entrepreneurship, spouses who gain a greater respect for their partners. We are so grateful to Mary Kay Ash, and so blessed to be part of our pink world!

a note from *Connie*

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.

Love & Belief,

Connie



Details

Shop My Party

Shop my Party! This awesome party tool helps boost your success at your in-person and virtual parties!

- You can create a unique link to share with your hostess and her guests.
- Your hostess can share it with her friends to shop as well, even if they can't attend her party!
- This helps boost YOUR sales, and your HOSTESS'S rewards!
- Check out all details on InTouch, and start booking!



Summer PCP

Look Who Participated

Carol Scarbro
Kathleen Moran
Sharon Albarano
Juanita Zeigler
Donna Parker
Deborah Hipp
Shelly Vaughan
Luree Hendrick
Debbie Seib
Ellen Kelly
Natalya Vartanova
Judy Coutts
Mary Jo Fiore
Paula Nedock
Sandra Clark
Lisa Tomiczek
Nancy Glass
Lisa Goldman
Connie Russo

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:

- __Skinvigate 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: _____

Golden Rules Challenge



go forth with
G♥-GIVE.

May



Complete May calendar with your daily activity:

See Faces



#Faces
(virtual or in person)

\$ Product Sold
































































































Sell Product

Share the Opportunity



Your Name: _____

#Interview/sharing
appointments

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
	1   	2   	3   	4   	5   	6   
7   	8   	9   	10   	11   	12   	13   
14   	15   	16   	17   	18   	19   	20   
21   	22   	23   	24   	25   	26   	27   
28   	29   	30   	31   			

May Unit Challenge! ♥

Faces

	Date	Name	Basic Sold?
1			Y / N
2			Y / N
3			Y / N
4			Y / N
5			Y / N
6			Y / N
7			Y / N
8			Y / N
9			Y / N
10			Y / N
11			Y / N
12			Y / N
13			Y / N
14			Y / N
15			Y / N
16			Y / N
17			Y / N
18			Y / N
19			Y / N
20			Y / N
21			Y / N
22			Y / N
23			Y / N
24			Y / N
25			Y / N
26			Y / N
27			Y / N
28			Y / N
29			Y / N
30			Y / N

Sharing

	Date	Name	Phone#	Y / N
1				Y / N
2				Y / N
3				Y / N
4				Y / N
5				Y / N

\$225-\$399 = Pick ONE Prize

\$400-\$599 = Pick TWO Prizes

\$600-\$799 = Pick THREE Prizes

\$800-\$999 = Pick FOUR Prizes

Prizes you can earn for your wholesale orders:



Beautiful Add-A-Bead



10 Product Samples

20 Victory Vouchers

TOTALS:

#Faces= _____ x5= _____ # Vouchers

\$Amount Sold _____ /5= _____ #VV

#Shares _____ x10= _____ #VV

Wholesale Orders Placed: \$ _____

#New Team Members x 25= _____ #VV

TOTAL # VOUCHERS

Total# Vouchers earned:

Turn in challenge for extra vouchers!

Check your email for PDF document for tracking!

MAY SPECIAL DEALS. MAY SPECIAL DEALS. MAY SPECIAL DEALS. MAY SPECIAL DEALS.

While Supplies Last

50% off

One Item of Your Choice for Every \$50 Purchase

(\$200 purchase = 4 1/2 price specials)

TimeWise 3D Foundation



Get a flawless, instantly younger-looking complexion with a formula that feels weightless on skin.
**Take the Foundation Quiz on my website to find your match!

~~\$25~~ \$12.50



Happy Birthday Mary Kay Ash!

HA + Ceramide Hydrator

Experience science's powerhouse hydrators that deliver advanced aid to dry skin.



~~\$38~~ \$19

Satin Body Whipped Body Creme



Rich, luxurious indulgence Will keep skin moisturized for 24 hours. (White Tea & Citrus Fragrance)

~~\$24~~ \$12

Volu-Firm Eye Renewal Cream

Now one eye cream does it all! Targets deep lines, dark circles, sagging, bags and upper eyelid droop.



~~\$44~~ \$22

Botanical Effects Cleanse

A simple cleanser infused with the goodness of botanicals. Formula #1 for Dry or #2 Normal skin.



~~\$18~~ \$9

Naturally Exfoliating Powder

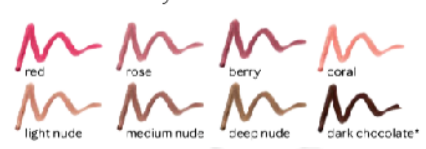


Enjoy skin that feels smoother and softer. Gently exfoliates skin and leaves it looking healthy without feeling overscrubbed.

~~\$36~~ \$18

Lip Liner

A waterproof long lasting creamy formula.



~~\$12~~ \$6

All Over Eye Shadow Brush

Synthetic bristles are compatible with liquid, cream and powder.



~~\$12~~ \$6

Travel Roll Up Bag

(Unfilled)

All in one organizer for your skincare, cosmetics and accessories.



~~\$36~~ \$18

Men's Fragrances



High Intensity Sport - ~~\$46~~ \$23
High Intensity - ~~\$46~~ \$23
High Intensity Ocean - ~~\$46~~ \$23
Domain - ~~\$42~~ \$21
Cityscape - ~~\$56~~ \$28
True Original - ~~\$42~~ \$21

MAY SPECIAL DEALS. MAY SPECIAL DEALS. MAY SPECIAL DEALS. MAY SPECIAL DEALS.

PINK TRACTOR designs

Russo's Riser's Unit calendar

- May 10** - Early Ordering begins
May 12 - Mary Kay Ash's Birthday
May 14 - Mother's Day
May 15 - Ordering open for all
May 15- 8:30 EST Zoom call...details tba
May 22- 8:30 EST Zoom call...details tba
May 23-Color Boot Camp for Consultants only on Zoom. Flyer enclosed.
May 29 - Happy Memorial Day No call tonight.
May 30 - Last day to place telephone orders
May 31 - Last day to place on-line orders
June 5- 8:30 EST Zoom call...details tba
June 6- Younger Me in 2023! Guest event at Grand Hotel in Altoona.
Flyer will be coming soon!
June 12 -8:30 EST Zoom call...details tba
June 15 - 4th Quarter Ends
June 19-8:30 EST Zoom call...details tba
June 26 -8:30 EST Zoom call...details tba
Jun 28 - Last day to place telephone orders
Jun 30 - Last day to place on-line orders
Jun 30 - Last day of Seminar Year 2022-2023



Zoom Event May 23 - 7pm
Zoom ID 8143122106/No password required

Color Boot Camp For Consultants ONLY!

Remember being stuck in the house, month after month, in sweatpants with no makeup? Feeling a bit "out of the loop" in your Mary Kay business? Join us for this event and get "looped" back into the excitement of your Mary Kay color products. (And you can still be in sweatpants because it's a Zoom call!) Grab your favorite beverage, a notepad, and your color products and prepare to learn new ideas to share with your friends, relatives, neighbors, co-workers and current clients!

Here's what to do:

1. RSVP to me that you will attend.
Connie Russo: 814-312-2106
2. Be on zoom Tuesday night at 7 PM EST
Zoom ID 814 312 2106 (no PW)
3. Have your face washed, moisturized and primed before
4. Have your supplies ready

You will need brushes and/or applicators plus the following supplies:

Wash cloth/paper towels and very small amount of water
Eye Primer*
3 Chromafusion Eye Shadows (light, medium, dark)*
Chromafusion Hazelnut and Blossom Eye Shadow*
Eyeliner (any color)*
Mascara
Brow Liner and Brow Tint
Chromafusion Cheek color* (blush)*
Chromafusion Contour and Highlighter*
Concealer*
Undereye Corrector*
Lip Primer
Lip Liner*
Lipstick*
Lip Gloss (optional)*
Silky Setting Powder or Pressed Mineral Powder or Translucent Powder*

(RSVP by May 17th if you need any of the samples with an asterisk sent to you. The samples are free, but please remit \$3 for shipping via Venmo @Connie-Russo or mail a check to Connie Russo 107 Quince Ct, Hollidaysburg, PA 16648)

BOOTCAMP

Russo's Risers



Connie Russo

107 Quince Court
Hollidaysburg, PA 16648
814.312.2106

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

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



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