



# Treasures Xpress

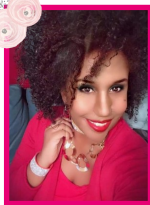
November Newsletter with October Results

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

## Look who is Wearing Red

BUILDING  
YOUR  
TEAM

Celebrating our Senior Consultants



Lisa Bailey  
TL



Linda Nichols  
STB



Cheri Scott  
STB



Pam Merrick  
STB

Diana Alderette  
Mandy Gossom  
Kassy Horstman

Joann Johnson  
Kara Milbrath

Diane Murphy  
Jennifer Segner



## Monthly Top 5 Wholesale Orders



Diane Murphy

\$2,029.50



N'tnl



Nancy Glass  
\$1,086.50



Area



Jennifer Segner  
\$779



Area



Debra Allen  
\$486



Unit



Dana Nall-Settles  
\$456



Unit

## 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

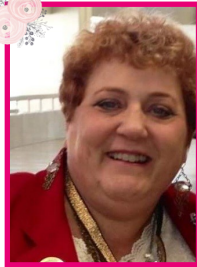
# Year to Date Top 5 Court of Sales



Diane Murphy  
\$13,302



Jennifer Segner  
\$6,660



Nancy Glass  
\$6,566



Lisa Bailey  
\$3,961



Kimberly Clements  
\$3,424

Queen

Welcome

- Peggy Comer is the newest team member of Pam Merrick.
- Jasmine Streeter is the newest team member of Tracy Norris.



Queen of Sharing  
Pam Merrick

National Court of  
sharing



National

24 Team Members  
2 Qualified monthly

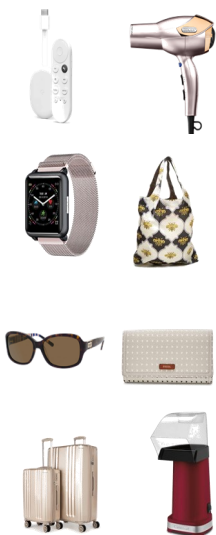
Area

12 Team Members  
1 Qualified monthly

Unit

6 Team Members  
6 Interviews monthly

On-Target Quarter 2 Stars



| Name                         | Whsl \$ + TB* | Sapphire   | Ruby       | Diamond    | Emerald    | Pearl      |
|------------------------------|---------------|------------|------------|------------|------------|------------|
| Diane Murphy                 | \$ 2,029.50   | \$ 0.00    | \$ 370.50  | \$ 970.50  | \$1,570.50 | \$2,770.50 |
| Nancy Glass                  | \$ 1,181.00   | \$ 619.00  | \$1,219.00 | \$1,819.00 | \$2,419.00 | \$3,619.00 |
| Jennifer Segner              | \$ 801.00     | \$ 999.00  | \$1,599.00 | \$2,199.00 | \$2,799.00 | \$3,999.00 |
| Diana Alderette              | \$ 696.00     | \$1,104.00 | \$1,704.00 | \$2,304.00 | \$2,904.00 | \$4,104.00 |
| Cheri Scott                  | \$ 685.50     | \$1,114.50 | \$1,714.50 | \$2,314.50 | \$2,914.50 | \$4,114.50 |
| Amibeth Blair                | \$ 627.50     | \$1,172.50 | \$1,772.50 | \$2,372.50 | \$2,972.50 | \$4,172.50 |
| Debra Allen                  | \$ 503.00     | \$1,297.00 | \$1,897.00 | \$2,497.00 | \$3,097.00 | \$4,297.00 |
| Dana Nall-Settles            | \$ 456.00     | \$1,344.00 | \$1,944.00 | \$2,544.00 | \$3,144.00 | \$4,344.00 |
| Kathy Lee                    | \$ 445.00     | \$1,355.00 | \$1,955.00 | \$2,555.00 | \$3,155.00 | \$4,355.00 |
| Tammy Heavrin                | \$ 442.50     | \$1,357.50 | \$1,957.50 | \$2,557.50 | \$3,157.50 | \$4,357.50 |
| Kellye Singletary-Cunningham | \$ 426.50     | \$1,373.50 | \$1,973.50 | \$2,573.50 | \$3,173.50 | \$4,373.50 |
| Katie Harper                 | \$ 406.00     | \$1,394.00 | \$1,994.00 | \$2,594.00 | \$3,194.00 | \$4,394.00 |
| Tracy Norris                 | \$ 3,543.00   | \$ 0.00    | \$ 0.00    | \$ 0.00    | \$ 57.00   | \$1,257.00 |

"When we have nothing in our futures to anticipate, a void exists. Think about it. Don't our biggest thrills in life come from realizing goals? Having a purpose is so important to life that you must cherish your goal and give it priority."  
~ Mary Kay Ash

Hello  
November

# A Note from Tracy

Thanksgiving was Mary Kay Ash's favorite holiday and what a perfect time of year to reflect on our dreams and aspirations and embrace our Golden Opportunities theme.

Here are a few ways to **Share Joy** through your Mary Kay Business.

- Thank clients with a personal, handwritten note
- Send an e-card with the Holiday Look Book link
- Find a cause to support
- Party with a purpose – donate proceeds
- Host a Holiday Open House – In person or Virtual
- Share the dream today – who do you know who needs the positivity of Mary Kay?
- Remember the men – eye catching, prewrapped bundles are a hit
- Share samples with a smile – give that personal Mary Kay touch with every connection
- Participate or create a Random Acts of kindness Day
- Share you by sharing your time

The best part of being an independent business owner is the ability to make decisions that not only impact our lives but have the potential to greatly impact others.

I am so grateful I was given the opportunity to share the Mary Kay dream with you!

Love & Belief

Tracy



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

December

Happy Birthday

|                 |             |
|-----------------|-------------|
| Angela Sullivan | 16 December |
| Cynthia Moxley  | 22 December |
| Demetria Pierce | 24 December |
| Melanie Reece   | 24 December |
| Monica Shirley  | 27 December |
| Judy Brown      | 31 December |



Happy Anniversary

|              |    |
|--------------|----|
| Tina Johnson | 22 |
| Katie Harper | 9  |
| Gila Jones   | 1  |





# Golden Rules Challenge

October

Achievers

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

Jennifer Segner  
Diane Murphy

Nancy Glass  
Tracy Norris

GOLDEN Rules

BE A POSSIBILITY  
THINKER.



## 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.

On-Target

Diane Murphy  
Tracy Norris

GOLDEN Rules

Golden



Winter PCP  
Look Who  
Participated

|                 |                     |
|-----------------|---------------------|
| Jennifer Segner | Jean Edwards        |
| Diana Alderette | Mary Bowles-Smith   |
| Rita Stephenson | Valerie Coleman     |
| Debra Allen     | Deborah Peach       |
| Julia Lish      | Carol Penick        |
| Nancy Glass     | Jennifer Gehlhausen |
| Helen Logan     | Tracy Norris        |
| Kara Milbrath   |                     |

Love Checks

|   |    |          |
|---|----|----------|
| Tracy Norris                                  | 9% | \$268.52 |
| (does not include unit commissions & bonuses) |    |          |
| Pam Smither Merrick                           | 8% | \$180.56 |
| Lisa Bailey                                   | 9% | \$ 87.93 |
| Diane Murphy                                  | 4% | \$ 28.54 |
| Diana Alderette                               | 4% | \$ 18.38 |
| Cheri Scott                                   | 4% | \$ 18.34 |
| Linda Nichols                                 | 4% | \$ 16.68 |
| Joann Johnson                                 | 4% | \$ 11.36 |
| Jennifer Segner                               | 4% | \$ 2.80  |



# steppin' up the *Ladder*



*Senior*

## Consultant

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

### **Diana S. Alderette**

A1 Melanie Clark  
A2 Lisa C. Bailey  
T4 Rebecca S. Farris

### **Mandy B. Gossom**

A1 Diana C. Sharber  
A3 Marcia C. Newby  
I1 Jen K. Miller-Woods  
T2 Amy Poe

### **Kassy Horstman**

A2 Angela D. Sullivan

### **Joann T. Johnson**

A1 Donna L. Reeves

### **Kara L. Milbrath**

A2 Portia Frecker  
A2 Suzanne Sauer

### **Diane Murphy**

A1 Debra S. Allen  
A1 Linda D. Naron  
I2 Lucille Anderson  
I2 Judy E. Mings  
I2 Rebecca J. Penrod  
I3 Judi R. Fuhs-Dunn  
T6 Kay West

### **Jennifer C. Segner**

A2 Kara L. Milbrath  
I3 Michelle A. Barker



*Star*

## Team Builder

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



### **Linda M. Nichols**

A1 Jenna L. O'Connell  
A2 Valerie H. Coleman  
A2 Jean C. Edwards  
A2 Joann T. Johnson  
T1 Lori K. Dye

### **Cheri R. Scott**

A1 Connie Camden  
A1 Cindy P. Fyffe  
A3 Annette Hayden  
I2 Lesa H. Scott

### **Pam Smither Merrick**

A1 Nancy R. Butler  
A1 Erica N. Galyon  
A2 Cheri R. Scott  
N1 Peggy L. Comer



Earn PINK CASH! When customers make purchases with you in November, during Pink Weekend or a specific time frame you set, then they earn PINK CASH. For each \$50 they spend, they receive \$10 CASH to use towards their purchases between December 1-15.

Print



## 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



## TEAM LEADERS

### **Lisa C. Bailey**

A1 Kimberly K. Clements  
A1 Debra S. Fernandes  
A1 Kellye Singletary-Cunningham  
A2 Carol R. Penick  
A3 Margaret Ellis  
I1 Bertha Johnson  
N2 Torie Sanners  
T2 Carla D. Reed  
T3 Gila Jones  
T3 Rosita Velez  
T6 Angela Masden

## Director

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



### **Tracy Norris**





Limited-Edition Mary Kay  
Illuminea Body Soufflé

\$32



# Winter

NEW! Limited-Edition  
Mary Kay Illuminea Bundle

\$99



NEW! Limited-Edition Mary Kay  
Hint of Mint Lip Balm

\$10



NEW! Limited-Edition Mary Kay  
Beauty Box

\$48



# 2022



*Twelve days of Christmas*  
On the first day of Christmas my MK Lady gave to me...

**Day 1**

**\$29**  
Retail price: \$37

*Santa Approved Coal*  
Charcoal Mask and Mask Applicator

*Twelve days of Christmas*  
On the second day of Christmas my MK Lady gave to me...

**Day 2**

**\$65**  
Retail price: \$72

*Lots of Hugs*  
Two Satin Hands Sets (any fragrance)

*Twelve days of Christmas*  
On the third day of Christmas my MK Lady gave to me...

**Day 3**

**\$29**  
Retail price: \$38

*Kiss Me Under The Mistletoe*  
Satin Lips Set & Lip Gloss

*Twelve days of Christmas*  
On the fourth day of Christmas my MK Lady gave to me...

**Day 4**

**\$65**  
Retail price: \$75

*Exhilarate The Old In With The New*  
Skinvigorator Sonic™ Skin Care System

*Twelve days of Christmas*  
On the fifth day of Christmas my MK Lady gave to me...

**Day 5**

**\$55**  
Retail price: \$68

*Peel Away The Years*  
Revealing Radiance® Facial Peel

*Twelve days of Christmas*  
On the sixth day of Christmas my MK Lady gave to me...

**Day 6**

**\$99**  
Retail price: \$120

*Miracle on 34th Street*  
TimeWise Miracle Set 3D®

*Twelve days of Christmas*  
On the seventh day of Christmas my MK Lady gave to me...

**Day 7**

**\$59**  
Retail price: \$68

*Joy to the Artist*  
Brush Set & Brush Cleaner

*Twelve days of Christmas*  
On the eighth day of Christmas my MK Lady gave to me...

**Day 8**

**\$44**  
Retail price: \$54

*The Ultimate Gift Bag*  
Travel Roll Up Bag & Empty Perfect Palette

*Twelve days of Christmas*  
On the ninth day of Christmas my MK Lady gave to me...

**Day 9**

**\$24**  
Retail price: \$28

*Love the Wow in Your Brow*  
Eye Brow Tint and Precision Brow Liner

*Twelve days of Christmas*  
On the tenth day of Christmas my MK Lady gave to me...

**Day 10**

**\$25**  
Retail price: \$30

*A Twinkle in Your Eye*  
Eyeliner, Lash Intensity Mascara, Eye Makeup Remover

*Twelve days of Christmas*  
On the eleventh day of Christmas my MK Lady gave to me...

**Day 11**

**\$25**  
Retail price: \$30

*Merry Kissmas*  
Lipstick and Lip Liner

*Twelve days of Christmas*  
On the twelfth day of Christmas my MK Lady gave to me...

**Day 12**

**\$19**  
Retail price: \$24

*The Perfect Pair*  
Satin Hands Cream & Mint Bliss Energizing Lotion for Feet and Legs

[CLICK HERE TO DOWNLOAD THE INDIVIDUAL PICTURES](#)





Tracy Norris

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

## important dates

**Nov 10** - Early ordering for Winter Products

**Nov 15** - All Consultants can order Winter Products

**Nov 25** - Company Holiday - All Company Offices Closed

**Nov 29** - Last day to place telephone orders for November

**Nov 30** - Last day to place on-line orders for November

**Dec 15** - Quarter 2 Star Contest Ends

**Dec 16** - Quarter 3 Star Contest Begins

**Dec 25** - Merry Christmas

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

To the Amazing

GOLDEN  
Rules

SHARE  
JOY!



When you order \$600+ whsl in November, you will receive these fun  
**EARRINGS**  
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.