



# Toni's Tigers

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

August Newsletter with July Results

BUILDING  
YOUR  
TEAM

Celebrating our Senior Consultants



Carrie Hutchinson  
Elite Team Leader



Kathy Cochran  
Team leader



Elaine McGuire  
Team leader

Carolyn A. Bushkie  
Pat L. Creek  
Kimberly D. Cuzner  
Hayley Derrington  
Stephanie B. Layden

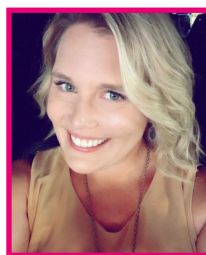
Jerrica L. McDowell  
Kayla Meeker  
Teri L. Meil  
Ranee L. Tessin

## Welcome

- Rebecca Glover-Rogers is the newest team member of Kathy Cochran
- Cindy Rubio is the newest team member of Elyse Lassley



Kathy Cochran  
Queen of Sharing



Elyse Lassley  
Queen of Sharing

## National Court of sharing



## National

24 Team Members  
2 Qualified monthly

## Area

12 Team Members  
1 Qualified monthly

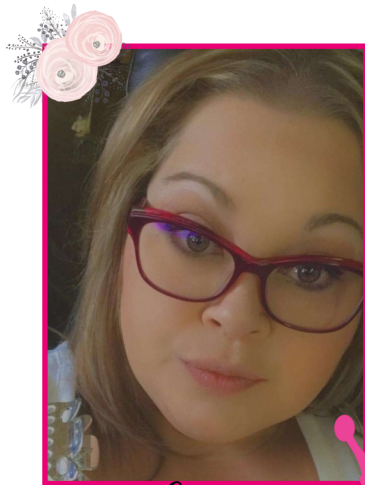
## Unit

6 Team Members  
6 Interviews monthly

"As the personal chemist of your own future, are you putting enough of the fine, raw materials of faith, confidence, effort, study and the Golden Rule into your mix of life?"

~ Mary Kay Ash

# Monthly Top 5 Wholesale Orders



Jennifer Balli

\$773.50



Kathy Cochran

\$618.00



Carrie Hutchinson

\$614.00



Sheri LaMott

\$381.00



Brandy Monteleone

\$352.00

# Year to Date Top 5 Court of Sales



Jennifer Balli

\$1,547



Kathy Cochran

\$1,251



Carrie Hutchinson

\$1,228



Sheri LaMott

\$762



Brandy Monteleone

\$704

## National Court of Sales



## National

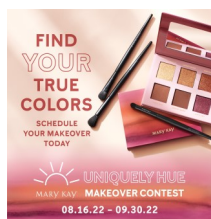
\$40,000 rs/ \$20,000 whsl  
\$1500 whsl monthly

## Area

\$20,000 rs/ \$10,000 whsl  
\$750 whsl monthly

## Unit

\$10,000 rs/ \$5,000 whsl  
\$400 whsl monthly



## Uniquely Hue Makeover Contest!

Want to boost your bookings? Check out the new Uniquely Hue Makeover Contest!

- Book your existing customers and new leads to participate by trying out a new look for a chance to win cash, free products, and an exclusive master class with makeup artist Jaleesa Jaikaran
- The contest starts on Aug. 16, so now is a good time to start planning your schedule and booking makeovers
- When your customer wins, YOU win the prizes too- so encourage as many customers as possible to participate

Details



Believe  
in yourself  
&  
you will be  
**UNSTOPPABLE.**

unknown -



Hello  
August

# A Note from Toni

It's incredible to realize we have already finished the first month of the new Seminar year! I am so proud of your achievements and honored to be part of the Pink Dream and living the Golden Rule.

Are you ready to stretch your dreams into beliefs? Make this your GOLDEN year to SHINE! Set your sights on your goals with these 5 easy steps:

- 1) Know where you want to be.
- 2) Know when you want to be there.
- 3) If needed, never be afraid to ask for help with the How.
- 4) Break down your goals in manageable and trackable increments.
- 5) Continually track and reevaluate.

Take a cue from Mary Kay's milestone 60th Anniversary year. For example, annual goals can be divided into 12 equal parts. Maybe you have a goal to share the opportunity or increase sales. How many people will you share it with this year? Does 60 sound like a manageable number? Or maybe your goal is 4 Quarter Star. If it feels like a stretch – divide and conquer. Divide your goals into increments that work for you and your business.

Here's a breakdown of how 60 Shares and 4 Quarter Star would look over the course of a year.

<u>Share the Opportunity Goal</u>		<u>4 Quarter Star Goal</u>
<b>Annual</b>	60	\$7,200
<b>Quarterly</b>	15	\$1,800 – Sapphire Star Level
<b>Monthly</b>	5	\$600 – Golden Rules Jewelry
<b>Weekly</b>	1- 2	\$150 wholesale = \$300 retail sales

Plus! Did you know, by adding 5 or more team members in a month you earn a GOLD MEDAL and recognition in the Applause Magazine?

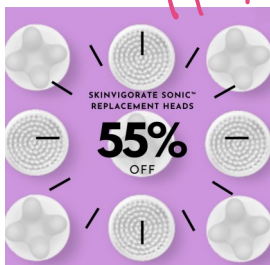
What an absolutely great time to grow your dreams!

Go for it with INTENTION and GRAB the ABUNDANCE that is waiting for YOU!

With love and belief

Toni

55% off Replacements



**EXTENDED** - Get 55% off\* suggested retail price on *SkinVigorate Sonic*™ Facial Cleansing Brush Heads, pk./2 and Facial Massage Head, pk./1. Sale through Aug. 31, while supplies last. NO LIMITS!

Order Now



Toni Nipp  
Sales Director

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



Fall PCP  
Look Who  
Participated

Kathy Cochran  
Elaine McGuire  
Jean Raisley  
Donna Ericson  
Pat Creek  
Kimberly Cuzner  
Tiffany Nipp

Teri Meil  
Jerrica McDowell  
Joy Phillips  
Evelyn Arnold  
Deborah Chesser  
Toni Nipp



# On-Target Quarter 1 Stars



Name	Whls\$ + TB*	Sapphire	Ruby	Diamond	Emerald	Pearl
Carrie Hutchinson	\$ 4,730.75	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 69.25
Kathy Cochran	\$ 1,546.80	\$ 253.20	\$ 853.20	\$ 1,453.20	\$ 2,053.20	\$ 3,253.20
Tracy Brazile	\$ 1,068.00	\$ 732.00	\$ 1,332.00	\$ 1,932.00	\$ 2,532.00	\$ 3,732.00
Jennifer Balli	\$ 773.50	\$ 1,026.50	\$ 1,626.50	\$ 2,226.50	\$ 2,826.50	\$ 4,026.50
Pat Creek	\$ 671.50	\$ 1,128.50	\$ 1,728.50	\$ 2,328.50	\$ 2,928.50	\$ 4,128.50
Keahi Ewa	\$ 652.40	\$ 1,147.60	\$ 1,747.60	\$ 2,347.60	\$ 2,947.60	\$ 4,147.60
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
Judy Johnson	\$ 466.50	\$ 1,333.50	\$ 1,933.50	\$ 2,533.50	\$ 3,133.50	\$ 4,333.50
Donna Ericson	\$ 452.00	\$ 1,348.00	\$ 1,948.00	\$ 2,548.00	\$ 3,148.00	\$ 4,348.00
Sheri LaMott	\$ 421.00	\$ 1,379.00	\$ 1,979.00	\$ 2,579.00	\$ 3,179.00	\$ 4,379.00
Toni Nipp	\$ 4,577.90	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 222.10

## September Happy Birthday Happy Anniversary

Name	Birthday	Name	Years	Name	Years
Emilie Holmes	9 September	Ann Materasso	39	Hayley Derrington	2
Jean Raisley	9 September	Pat Creek	39	Harolyne Miller	2
Cindy Goodell	15 September	Deborah Wilson	24	Cinda Lovato	2
Jeanne Tickle	23 September	Brandy Monteleone	18	Thelma Sue Caldwell	1
Elyse Lassley	26 September	Maria Garcia	11	Wendy Beecham	1
Terri Lion	28 September	Teri Meil	10	Teal Nipp	1
Tara Chandler	30 September	Erin Seely	8	Beverly Burton	1
Scarlett Wiley	30 September	Kayla Meeker	6	Patti Chesser-Spencer	1
		Sarah Larson	4	Linda Morrison	1
		Bobbie Ruiz	3		



### It Just Fits - August 18 @ 7pm est WHO ARE THESE YOUTUBE PREMIERES FOR?

These events are for every single member of the Mary Kay independent sales force who is interested in developing their own team or unit. And there are NO LIMITS on how many people you can invite to watch! Your guests can be someone you're sharing the opportunity with for the first time, someone who needs a little more information to make a decision or anyone in between.

Register Now

# July Golden Rules Challenge

When you order \$600+ whsl in July, you will receive this beautiful **BRACELET**

from the *Golden Rules* Collection.



## Spring Consistency

Earn the Year Long Consistency Challenge **EARRINGS and BRACELET**

when you achieve the *Golden Rules* Challenge each month, July 2022 through June 2023.



## It Just Fits - August 18 @ 7pm est

### WHO ARE THESE YOUTUBE PREMIERES FOR?

These events are for every single member of the Mary Kay independent sales force who is interested in developing their own team or unit. And there are NO LIMITS on how many people you can invite to watch! Your guests can be someone you're sharing the opportunity with for the first time, someone who needs a little more information to make a decision or anyone in between.

Register Now

## Achievers

Jennifer Balli  
Kathy Cochran  
Carrie Hutchinson  
Toni Nipp

## On Target

Jennifer Balli  
Kathy Cochran  
Carrie Hutchinson  
Toni Nipp

## Love Checks

Toni Nipp	13%	\$275.02
(does not include unit commissions & bonuses)		
Kathy Cochran	9%	\$82.85
Carrie Hutchinson	9%	\$72.95
Elaine McGuire	9%	\$20.70
Carolyn Bushkie	4%	\$18.30
Hayley Derrington	4%	\$1.44
Elyse Lassley	4%	\$32.02
Jerrica McDowell	4%	\$1.56
Teri Meil	4%	\$24.72
Ranee Tessin	4%	\$1.76



# steppin'up the *Ladder*



*Senior*

## Consultant

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

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*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



## 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

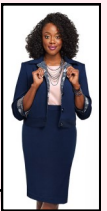



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*Carrie I. Hutchinson*  
*Kathy Cochran*  
*Elaine H. McGuire*

## 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




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*Toni Nipp*



# PARTY *To the TOP*

Earn your choice **BEAUTY COAT** when you do the following THREE in AUGUST.

1. Hold 5 Parties/ Virtual Parties  
(must have 3 guests - 18 years of age or older w/o consultant)
2. 10 Interviews/ Guests to Virtual Event  
(with Director follow up)
3. Minimum \$600 wholesale order

## *Toni's Tigers*

Toni Nipp (214)336-7977 [toninipp@gmail.com](mailto:toninipp@gmail.com)

Parties - Hostess Name & Phone  
*Book 8 and 5 will hold*

10 Interviews - Name & Phone

\$600 whsl cumulative - Track your orders

1.	1.	
2.	2.	
3.	3.	
4.	4.	
5.	5.	
6.	6.	
7.	7.	
8.	8.	
	9.	
	10.	



# Back To School

## SHOPPING LIST

Enjoy \$10 FREE when your order is over \$100!



### PENCILS

Lip, Eye, or Brow



BUY 2,  
GET 1  
*Free*



ALL  
FRAGRANCE  
ITEMS FOR MEN  
AND WOMEN



### ERASERS

Foundations, Concealers,  
Age-Fighting and Repair items.



*20% off*



### PAINTS

Cheek and Eye Color



BUY 1,  
GET 2ND  
*1/2 off*



*30% off*



### CRAYONS

All Lip Color



BUY 1,  
GET 2ND  
*1/2 off*



SATIN HANDS  
PAMPERING SET



*20% off*



### BACKPACKS & CARRYING CASES

Buy everything you need to fill it and  
receive the compact at 20% off.



*20% off*

NOW THRU AUGUST 31

*pink*  
SUCCESS



# Find It All for Fall!

2022

Warm Hues Eye  
Shadow Palette,  
\$39



Sleep Mask, \$4

Beauty Box, \$48



2-Step Hydrating Sheet  
Mask, \$40, pk./8

Foaming Beard Wash, \$18

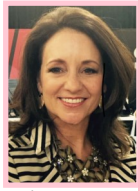


New Fall Shades! \$18

Beard Oil, \$20



## Toni's VIPs



Toni Nipp

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

## Important Dates

- Aug 10** - Fall PCP early ordering begins
- Aug 15** - Ordering open for all
- Aug 17** - Holiday PCP enrollment ends
- Aug 30** - Last day to place telephone orders
- Aug 31** - Last day to place on-line orders
- Sep 5** - Labor Day
- Sep 9** - Holiday PCP mailing begins
- Sep 13** - Mary Kay 60th Anniversary
- Sep 29** - Last day to place telephone orders
- Sep 30** - Last day to place on-line orders

To the Amazing

GOLDEN  
Rules give the gift of  
CONFIDENCE.



When you order \$600+ whsl in August, 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.