



Treasures Xpress

April Newsletter with March Results

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

Look Who is Wearing Red



Lisa Bailey
TL



Diana Alderette
STB



Mandy Gossom
STB



Diane Murphy
STB



Linda Nichols
STB

BUILDING
YOUR
TEAM

Celebrating our Senior Consultants

Glenda Douglas
Joann Johnson
Kara Milbrath

Cheri Scott
Jennifer Segner
Pam Merrick



Monthly Top 5 Wholesale Orders



Julia Howard
\$1,852.25



Nancy Glass
\$626.50



Diane Murphy
\$603



Linda Nichols
\$419



Keri Eichberger
\$387.50

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

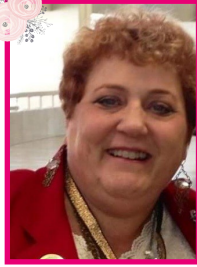
Year to Date Top 5 Court of Sales



Diane Murphy
\$20,528



Jennifer Segner
\$13,136



Nancy Glass
\$10,160



Lisa Bailey
\$6,372



Rita Stephenson
\$5,957

Queen

Welcome

- Marybeth Gonzalez is the newest team member of Diane Murphy.
- Amy McCollum is the newest team member of Lisa Bailey.
- Fionna Porter is the newest team member of Tracy Norris.



Queen of Sharing
Who will be next?

National Court of
sharing



National

24 Team Members
2 Qualified monthly

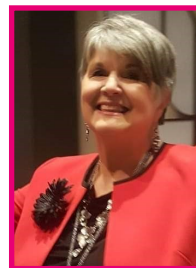
Area

12 Team Members
1 Qualified monthly

Unit

6 Team Members
6 Interviews monthly

Quarter 3 Stars Achievers



Diane Murphy
Sapphire



Tracy Norris
Emerald



Quarter 4 On-Target Stars



Name	Whsl \$ + TB*	Sapphire	Ruby	Diamond	Emerald	Pearl
Julia Howard	\$ 1,870.25	\$ 0.00	\$ 529.75	\$1,129.75	\$1,729.75	\$2,929.75



Hello
April

A Note from Tracy

Welcome to Abundant April!

We continue to embark on the adventure of sharing the opportunity, empowering women, and growing into our dreams. Being part of something that is bigger than ourselves gives us a unique opportunity to create a culture where women truly can be who they want to be.

This is an exciting time for growth. Your garden is not like your neighbors; neither is your business. Just like a garden, your business is uniquely designed with your vision. It takes care, planning and preparation to cultivate a successful business.

Plan Your Progress – Goal Setting is key to goal achieving. Determine what you want to accomplish by the end of the month, quarter, seminar year.

Spring into Action – Take determined, intentional steps towards your goal, whether you work your business full time, part time or on the side. Carve out times on your calendar when you are able to work your business consistently.

Tend to your garden – By following up with clients and prospects, the seeds planted now will turn into a fruitful harvest with deliberate planning, intentional action and dedicated care.

Happy planting and growing! I'm excited to be growing into the 60th year with you!

Then. Now. Always.

Love & Belief,

Tracy



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

Happy Birthday

Judy Stumph	2 May	Katie Harper	21 May
Erin Stewart	5 May	Mischelle Stroud	26 May
Melanie Clark	12 May	Rebecca Penrod	27 May
Amy McCollum	12 May	Jennifer Gehlhausen	29 May
Anissia Courtney	13 May	Merope Tabermejo	30 May
Kassy Horstman	16 May	Nancy Gossom	31 May
Kimberly Raines	18 May		

Happy Anniversary

Therese Tatum	42	Mandy Gossom	13
Joann Johnson	30	Clyda Henderson	12
Mary Bowles-Smith	29	Jan Link	12
Rita Stephenson	28	Debra Fernandes	11
Elizabeth Hinton	27	Lisa Clayton	10
Amibeth Blair	21	Eric Mobley	1
Betty Hawkins	21	Phyllis Clark	0
Deborah Peach	14		



K
O
W

Golden Rules Challenge

March

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

GOLDEN Rules



EXPECT

THE

Best!

Achievers

Julia Howard

Nancy Glass

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



Love Checks



Tracy Norris	13%	\$ 294.32
(does not include unit commissions & bonuses)		
Lisa Bailey	9%	\$ 240.10
Pam Smither Merrick	4%	\$ 96.70
Diana Alderette	4%	\$ 13.48
Joann Johnson	4%	\$ 12.92
Diane Murphy	4%	\$ 9.92
Jennifer Segner	4%	\$ 9.22
Linda Nichols	4%	\$ 9.16





steppin' up the *Ladder*



Senior

Consultant

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

Glenda E. Douglas

A2 Merope Tabermejo
T4 Lisa R. Clayton

Joann T. Johnson

A1 Donna L. Reeves

Kara L. Milbrath

A2 Portia Frecker
I1 Suzanne Sauer

Cheri R. Scott

A2 Connie Camden
I3 Cindy P. Fyffe
T2 Annette Hayden
T4 Lesa H. Scott

Jennifer C. Segner

A1 Kara L. Milbrath
I2 Michelle A. Barker

Pam Smither Merrick

A1 Nancy R. Butler
I1 Cheri R. Scott
I2 Peggy L. Comer
I3 Erica N. Galyon



Star

Team Builder

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



Diana S. Alderette

A1 Lisa C. Bailey
A2 Melanie Clark
A3 Rebecca S. Farris

Mandy B. Gossom

A1 Angie Allen
A1 Diana C. Sharber
A2 Jen K. Miller-Woods
I2 Amy Poe
T2 Marcia C. Newby

Diane Murphy

A1 Judi R. Fuhs-Dunn
A2 Linda D. Naron
A2 Rebecca J. Penrod
I1 Debra S. Allen
I2 Judy E. Mings
N1 Marybeth Gonzalez
T4 Lucille Anderson

Linda M. Nichols

A1 Valerie H. Coleman
A2 Jean C. Edwards
A3 Joann T. Johnson
I3 Jenna L. O'Connell
T6 Lori K. Dye



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 Margaret Ellis
A1 Julia Howard
A1 Carla D. Reed
A1 Kellye Singletary-Cunningham
A2 Kimberly K. Clements
I1 Gila Jones
I1 LaSasha Robinson
I2 Carol R. Penick
I3 Debra S. Fernandes
N1 Amy McCollum
N3 Angela Masden
N3 Mischelle M. Stroud
T1 Torie Sanners
T3 Bertha Johnson

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





It's Raining

RED

APRIL PROMOTION

RAINING RED

33 Rain Drops below AND a \$600 whsl order to earn a **\$25 RESTAURANT GIFT CARD**

SPRINKLING RED

23 Rain Drops below to earn **DESSERT AND COFFEE GIFT CARD**

MISTING RED

13 Rain Drops below to earn a **COFFEE GIFT CARD**

Play in the Rain from

APRIL 1-30, 2023

Email completed sheet to me by **May 5, 2023**

Combine Rain Drops below to create an **ABUNDANT APRIL** filled with **SUCCESS!**

_____ Hold a Party (3 guests & \$100 sales)*

_____ Hold 3 Facials*

_____ Enroll min. 13 Customers into PCP

_____ 5 Interviews/ 5 Texts with Follow-ups*

_____ New Team Member*

_____ Sell \$300 wk*

_____ Place a \$600 Wholesale Order

_____ Sell a Clinical Solutions Booster*

_____ Guest to event (Virtual or In Person)*

_____ 2 New Bookings*

_____ Hold a Power Start in April

_____ Turn in 4 Weekly Accomplishment Sheets

_____ Attend 2 (Virtual or In Person) Events*

_____ Have a \$100 Day*

_____ 5 New Contacts/ Referrals*

_____ 5 Reorders

_____ Be a Star Consultant

_____ \$400 Wholesale Order

_____ Earn all 3 Bling Badges

(Color Confident, Skincare Confident, Clinical Solutions Confident)

_____ Sell a Skin Care Set*

* May earn multiple points per activity

Treasures Xpress

Tracy Norris Mktracynorris@gmail.com (502)314-8696

Pink
SUCCESS

5 AVENUES OF INCOME



-One-

SKIN CARE CLASSES AND FACIALS

50% Commission on Sales We lead the industry in commissions! Each time you sell a Mary Kay product, half of the money is used to purchase the product, and half of the money stays in your pocket! Your customers pay you directly, so there is no need to wait for a check from MK.

There are 4 ways to market our products:

On The Face

In one-on-one facials or group parties, in person with testers or via video chat with samples, the best way to sell Mary Kay is to have your customers try the products on their faces!

On The Go

10-15 minute product previews for super busy women! During coffee dates or lunch breaks, you can very quickly show your customers skincare and new products on the back of their hands!

On Paper

Our beautifully photographed Look Book is packed with helpful tips and trends, useful information, and all of our fabulous products! You and your hostesses can share the Look Book with friends and colleagues to take orders outside of a party.

Online

With a Mary Kay website, your customers can order directly from you online or through the app!

-Two-

REORDERS

50% We have a consumable product - meaning when our customers use up their cleanser they are going to need to order more from you! Mary Kay customers have immense brand loyalty, and a healthy reorder business is a healthy passive income!



-Three-

TEAM BUILDING

In Mary Kay, you never *have* to team build in order to make money in your business, but it sure is fun! Mary Kay is a dual-earning business, so you have more than one way to earn your income. Commission checks are paid directly from Mary Kay Inc. as a thank-you for sharing the opportunity, team members never pay each other. Commissions for active consultants start at **4%** and go up to **13%**, with bonus options as well!



-Four-

CAR PROGRAM



You can earn the free use of a beautiful new **Chevy Malibu**. The company pays registration, taxes, car payment, and a portion of the insurance. You also have the option of taking **\$425** cash compensation in the place of the car. You can take 1-4 months to earn your car. Sales Directors can also earn the use of a **Chevy Equinox** or **\$525** a month, and top performers can earn the use of the famous **Pink Cadillacs** or **\$925** a month!!

-Five-

LEADERSHIP POSITIONS

13% When you are ready to move into leadership, you can earn even *more* Unit commissions as an Independent Sales Director *on top of* your team commissions! You can also qualify for **unlimited cash bonuses** each month, as well as yearly bonuses, pink cars, and all-inclusive world-class trips! Commissions are paid by Mary Kay Inc. based on the unit's monthly wholesale production, never from consultants. Directors can build to become National Sales Directors with additional prestige, bonuses, commissions, the Family Security Program, and Pink Escalades!



Administrative Professionals Day

GIFT SETS

Blossoming Success!

Hydrating Lotion and a small desk plant.

Gift tag "Your success blossoms daily.
Thank you for growing with us!"

\$21



Office Supplies!

Mint Bliss Energizing Lotion for Feet and Legs, White Tea & Citrus Hand Cream, note pad and pen in a decorative bag.

Gift tag "Thank you for supplying us with your talent!"

\$25



All Hands on Deck!

Satin Hands Set includes Hand Softener, Hand Scrub and Hand Cream placed in a gift bag.

Gift tag "Thank you for giving it your all!"

\$36



Water Cooler Talk

Satin Lips Set

Gift tag "We love to hear your thoughts!"

\$22



But First, Coffee!

Includes Satin Hands Hand Cream with a gourmet coffee gift card.

Gift tag "Your hard work is so appreciated. Enjoy your coffee and cream!"

\$16



\$10 Gift Certificate

LET THE ADMINISTRATIVE PROFESSIONALS IN YOUR LIFE
KNOW JUST HOW MUCH YOU APPRECIATE THEM!



Tracy Norris

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important dates

- Apr 17** - Last day to enroll Summer PCP
- Apr 27** - Last day to place telephone orders
- Apr 30** - Last day to place on-line orders
- May 8** - Look Book begins mailing
- May 10** - Early Ordering begins
- 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

To the Amazing

GOLDEN
Rules

MAKE THEM FEEL
IMP♥RTANT
IMP♥RTANT
IMP♥RTANT
IMP♥RTANT



When you order \$600+ whsl in April, you will receive these adorable
EARRINGS
from the *Golden Rules* Collection.

GOLDEN
Rules
Golden



Earn the Year Long Consistency Challenge
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