



Toni's Tigers

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

May Newsletter with April Results

BUILDING
YOUR
TEAM

Celebrating our Senior Consultants



Carrie Hutchinson
Elite Team Leader



Kathy Cochran
Team leader



Elaine McGuire
Team leader

Carolyn A. Bushkie
Deborah K. Chesser
Pat L. Creek
Kimberly D. Cuzner
Hayley Derrington
Kara L. Gordon

Elyse R. Lassley
Stephanie B. Layden
Marcy R. Littrell
Jerrica L. McDowell
Kayla Meeker
Teri L. Meil

On-Target Quarter 4 Stars



Name	Whls\$+TB	Sapphire	Ruby	Diamond	Emerald	Pearl
Carrie Hutchinson	\$ 4,881.50	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00
Kathy Cochran	\$ 2,621.50	\$ 0.00	\$ 0.00	\$ 378.50	\$ 978.50	\$ 2,178.50
Pat Creek	\$ 1,398.50	\$ 401.50	\$ 1,001.50	\$ 1,601.50	\$ 2,201.50	\$ 3,401.50
Betty Demaret	\$ 963.50	\$ 836.50	\$ 1,436.50	\$ 2,036.50	\$ 2,636.50	\$ 3,836.50
Elyse Lassley	\$ 800.00	\$ 1,000.00	\$ 1,600.00	\$ 2,200.00	\$ 2,800.00	\$ 4,000.00
Jennifer Balli	\$ 719.50	\$ 1,080.50	\$ 1,680.50	\$ 2,280.50	\$ 2,880.50	\$ 4,080.50
Donna Ericson	\$ 679.00	\$ 1,121.00	\$ 1,721.00	\$ 2,321.00	\$ 2,921.00	\$ 4,121.00
Hayley Derrington	\$ 525.00	\$ 1,275.00	\$ 1,875.00	\$ 2,475.00	\$ 3,075.00	\$ 4,275.00
Keahi Ewa	\$ 490.00	\$ 1,310.00	\$ 1,910.00	\$ 2,510.00	\$ 3,110.00	\$ 4,310.00
Mary Ingleby	\$ 464.50	\$ 1,335.50	\$ 1,935.50	\$ 2,535.50	\$ 3,135.50	\$ 4,335.50
Judy Johnson	\$ 462.00	\$ 1,338.00	\$ 1,938.00	\$ 2,538.00	\$ 3,138.00	\$ 4,338.00
Delilah Bellar	\$ 430.50	\$ 1,369.50	\$ 1,969.50	\$ 2,569.50	\$ 3,169.50	\$ 4,369.50
Toni Nipp	\$ 2,982.50	\$ 0.00	\$ 0.00	\$ 17.50	\$ 617.50	\$ 1,817.50

Monthly Top 5 Wholesale Orders



Carrie Hutchinson

\$951.50



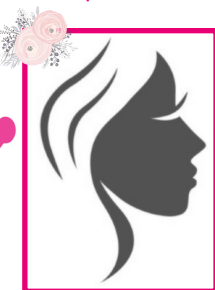
Kathy Cochran

\$890.00



Mary Ingleby

\$464.50



Candice Warnock

\$373.50



Brandy Monteleone

\$356.50

Year to Date Top 5 Court of Sales



Kathy Cochran

\$38,951



Carrie Hutchinson

\$27,911



Pat Creek

\$12,162



Hayley Derrington

\$10,768



Donna Ericson

\$8,367

Year to Date Top Team Builders



Carrie Hutchinson



Kathy Cochran



Hayley Derrington



Elaine McGuire



Jerrica McDowell

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

What you DO makes a difference, and
YOU have to decide
what kind of difference
YOU want to make.

- Jane Goodall -

Hello
May

A Note from Toni

Hip Hip Hooray it's May! New product launch and Summer Look Books are right around the corner. With spring and summer celebrations ahead, and still almost 2 months remaining of the Seminar year, what a magnificent time to focus on your customers and get Powered up by Pink!

You're probably familiar with the popular rhyme; April showers bring May flowers. Those seeds you planted a few weeks or months ago are now starting to sprout. With care and nurturing, the seeds will continue to grow and flourish. Here are a few ideas to keep your Mary Kay garden growing this spring:

Plan for Seminar – Have you registered yet? There's no better place to be surrounded by inspiring, like-minded leaders than through Mary Kay Seminar. It's THEE opportunity to celebrate YOU and our unit's successes. It also rejuvenates and kick starts the new seminar year and supports our success to keep motivation strong, successfully catapulting us into next seminar year. Not able to make it in person? General Session on-demand viewing is also available.

PCP Follow Up – Follow up with your Preferred Customer Program list. Find out if they've had a chance to try the sample, ask what they're most excited about and check in with their skincare and beauty needs.

Look Book Scavenger Hunt – The Look Book is a wonderful marketing tool. Scavenger hunts are a fun way to get customers excited and bring awareness to new products. This can be done using the Look Book catalog or by sharing the e-catalog.

Plan a \$1,000 Day or Week Customer Appreciation Event – Inform your customers through snail mail and/or electronically. Set a personal sales goal and let your customers know. If they follow you on social media, share with them how excited you are and keep them posted on your goal progression. 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.

Keep Stars in Your Eyes – Earning your Powered by Pink jewelry each month will put you on target for Star. Review the "opportunities" tab in your Mary Kay InTouch to understand what you need to finish your Star, Court of Sales, or Court of Sharing goals.

I am excited to watch your gardens grow!

With love and belief,

Toni



Toni Nipp
Sales Director
(214)336-7977
7204 Ponte Vedra Dr.
Frisco, TX 75036



It isn't always easy to find the time to sit down quietly and reaffirm our long-range objectives, to calculate where you stand on the way to achieving these objectives, and to determine the next logical step to be taken. It is worthwhile to do so. Staying afloat may be urgent, but knowing where you are going is important.

~ Mary Kay Ash





Welcome

- Evelyn Arnold and Stephanie Torrez are the newest team members of Elyse Lassley
- Joy Phillips is the newest team member of Kathy Cochran
- Tiffany Rodriguez is the newest team member of Carrie Hutchinson



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



Look Who Participated in the Summer PCP

Carrie Hutchinson	195	Tiffany Nipp	13
Kathy Cochran	93	Elyse Lassley	9
Elaine McGuire	68	Christy Dvorsky	8
Pat Creek	51	Latoya McDowell	6
Kimberly Cuzner	23	Jerrica McDowell	4
Nancy Wiedeman	21	Toni Nipp	106

Happy Birthday

Name	Birthday
Katie Sutton	1 June
Lawren Miller	6 June
Brandy Monteleone	10 June
Cheryl Paget	18 June
Jennifer Campbell	20 June
Anita Miller	22 June
Katie Swadener	24 June
Cyndi Wald	24 June
Tiffany Nipp	28 June
Kathryn Philips	30 June

Happy Anniversary

Name	Years
Scarlett Wiley	25
Kathleen Rosco	24
Jeri Jo Shoemaker	23
Jeannie Hernandez	21
Jen Minor	13
Leasley Davis	13
Tiffany Nipp	9
Tara Popham	3
Carol James	3
Kari Fairchild	2
Tiffany Cooley	1
Katie Swadener	1

June

April

Powered by Pink Challenge

They ordered \$600+ whsl in April and earned this jewelry from the Powered by Pink Collection.

POWER UP YOUR

customers



Spring Consistency

Present on target Spring Consistency Challenge

BRACELET

when you achieve the *Powered by Pink* Challenge each month, January through June 2022.

POWER UP YOUR

enthusiasm!



Save the Date to Celebrate You!

5 REASONS YOU SHOULD ATTEND SEMINAR 2022!!

1

Invest in YOU. You deserve education, recognition and motivation so you can soar to new heights, be the best you, it is up to YOU!

2

Network. Make new friends with sister independent sales force members from all over, and learn business tips and ideas.

3

Celebrate. You're All In, working hard to introduce new faces to Mary Kay skin care. You deserve a party! Get ready for fun, and celebrate your accomplishments this year!

4

Learn from the "best of the best." Mary Kay leaders share their stories and success to motivate and inspire.

5

Sneak peek. Be the first to see new Mary Kay products technology- everything to help you book, sell, share.

RUBY: JULY 21-24
SAPPHIRE: JULY 25-28

EMERALD: JULY 29 - AUG. 1
DIAMOND: AUG. 2-5

Achievers

Carrie Hutchinson

Kathy Cochran

Toni Nipp

On Target

Carrie Hutchinson

Kathy Cochran

Toni Nipp

Love Checks

Toni Nipp 13% \$272.22

(does not include unit commissions & bonuses)

Kathy Cochran 9% \$75.33

Pat Creek 4% \$20.64

Kimberly Cuzner 4% \$6.02

Hayley Derrington 4% \$7.88

Carrie Hutchinson 9% \$79.88

Stephanie Layden 4% \$14.94

Elaine McGuire 9% \$23.45

Kayla Meeker 4% \$12.06

Teri Meil 4% \$35.60

Toni Nipp 13% \$272.22



steppin'up the *Ladder*



Senior

Consultant

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

Carolyn A. Bushkie
Deborah K. Chesser
Pat L. Creek
Kimberly D. Cuzner
Hayley Derrington
Kara L. Gordon
Elyse R. Lassley
Stephanie B. Layden
Marcy R. Littrell
Jerrica L. McDowell
Kayla Meeker
Teri L. Meil



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



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



Toni Nipp



SUMMER 2022



This at-home solution is clinically shown* to instantly reduce the look of puffiness under the eyes, and the effect lasts for up to six hours!



\$35

NEW! INSTANT PUFFINESS REDUCER

*Results based on an independent expert evaluator assessing 28 panelists during a six-hour clinical study

HEART-SHAPED LIPSTICK

Swipe on straight from the applicator – use the pointy part of the heart to line your lips.

**\$18
EACH**



GEL CREAM BLUSH



**\$18
EACH**

Featuring moisturizing ingredients, such as hyaluronic acid, for a plump, dewy glow. From subtle and sheer to flushed and fabulous, you can choose how to apply this buildable color to achieve your desired look.

NEW! LIMITED-
EDITION† SCENT

\$24

FRESH WATERLILY
SATIN BODY®
WHIPPED SHEA CRÈME

FRESH WATERLILY
SATIN BODY® REVITALIZING
SHEA SCRUB

Upgrade your at-home pampering experience with a body scrub that leaves skin polished to perfection in a bouquet of floral citrus.

\$20



\$15

SUN CARE AFTER-SUN
REPLENISHING GEL

PEDICURE SET

\$26



*Pink
SUCCESS*

Eye PRODUCTS

MARY KAY



	Indulge® Soothing Eye Gel	Mary Kay® Hydrogel Eye Patches	TimeWise® Firming Eye Cream	TimeWise® Age Minimize 3D® Eye Cream	TimeWise Repair® Volu-Firm® Eye Renewal Cream	Mary Kay® Instant Puffiness Reducer*
Moisturizes	♥	♥	♥	♥	♥	
Smooths and improves texture			♥	♥		
Minimizes the appearance of fine lines and wrinkles			♥	♥	♥	♥
Visibly brightens skin			♥	♥		
Targets the appearance of dark circles or darkness/dullness under eyes			♥	♥	♥	
Improves the look of firmness			♥	♥	♥	
Improves the overall appearance of the skin			♥	♥	♥	
Targets the appearance of undereye puffiness		♥		♥	♥	♥
Absorbs quickly				♥		
Minimal wait time to apply makeup				♥		
Contains the benefits of patented ingredient complex				♥	♥	
Firms and tones sagging skin around the eyes/eyelids					♥	
Targets crepiness					♥	♥
Targets dry skin					♥	
Minimizes the appearance of deep wrinkles					♥	
Reduces the appearance of droopy eyelids					♥	
Improves skin resilience or elasticity					♥	
Unique cooling applicator to help stimulate microcirculation and help reduce puffiness					♥	
Cooling and refreshing to the eye area	♥	♥				
Calming and/or soothing	♥	♥				
WHEN TO USE:	Daily – Day and Night as Needed	2x Weekly as Needed	Daily – Day and Night	Daily – Day and Night	Daily – Day and Night	Day or Night as Needed

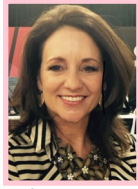
*Temporary results last up to six hours. When incorporating this product into your morning or evening routine, you will want to avoid applying eye cream at the same time.

NOTE: Mary Kay® Instant Puffiness Reducer works best when applied to a clean, dry undereye area, so you will want to skip applying your eye cream and other skin care products in the undereye area to ensure maximum results. Consider using Instant Puffiness Reducer in the morning after cleansing, then alternate with eye cream in the evening or vice versa. Your eye cream is still key for long-term age-defying results. When using Instant Puffiness Reducer, let it dry for a minimum of three minutes, limiting facial expressions. The longer it sits, the better. The full effect should take place after 15 minutes. After that time, if you choose to apply foundation and/or concealer to the undereye area, gently tap on a small amount using a finger or brush.

The Company grants all Mary Kay Independent Beauty Consultants a limited license to duplicate these pages in connection with their Mary Kay businesses. These pages should not be altered from their original form nor incorporated into other materials.

MK® / MARY KAY® / ©2022 MARY KAY INC. J2006905 5/22 PRINTED IN U.S.A.

Toni's VIPs



Toni Nipp

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

Important Dates

May 8 - Mother's Day

May 9 - Summer PCP Look Book mailing begins

May 10 - Early ordering begins

May 12 - Mary Kay Ash's Birthday

May 15 - Ordering begins for all

May 27 - Last day to place telephone orders

May 30 - Memorial Day

May 31 - Last day to place on-line orders

June 15 - 4th Quarter Ends

June 19 - Father's Day

June 28 - Last day to place telephone orders

June 30 - Last day to place on-line orders

June 30 - Last day of Mary Kay Seminar Year

To the Amazing



POWER UP YOUR

go-give spirit



When you order \$600+ whsl in April, you will receive this beautiful
BRACELET
from the *Powered by Pink* Collection.

POWER UP YOUR

enthusiasm!



Earn the Spring Consistency Challenge
BRACELET
when you achieve the *Powered by Pink* Challenge each month,
January through June 2022.