



# Treasures Xpress

December Newsletter with November 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



Mandy Gossom  
STB



Diane Murphy  
STB



Linda Nichols  
STB



Pam Merrick  
STB

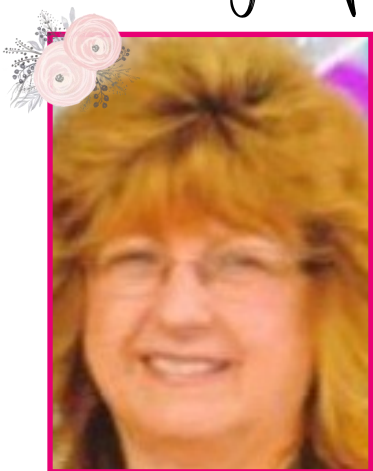
Diana Alderette  
Glenda Douglas  
Kassy Horstman

Joann Johnson  
Kara Milbrath  
Donna Reeves

Cheri Scott  
Jennifer Segner



## Monthly Top 5 Wholesale Orders



Judy Mings

\$791.80



Julia Lish  
\$684



Jennifer Segner  
\$613.50



Rita Stephenson  
\$607.50



Diane Murphy  
\$605



## 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

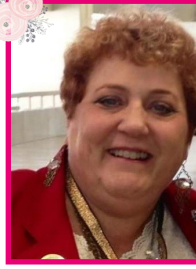
# Year to Date Top 5 Court of Sales



Diane Murphy  
\$14,512



Jennifer Segner  
\$7,887



Nancy Glass  
\$7,212



Lisa Bailey  
\$5,186



Rita Stephenson  
\$3,948

Queen

Welcome

- Position Open



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

## On-Target Quarter 2 Stars

	Name	Whsl \$ + TB*	Sapphire	Ruby	Diamond	Emerald	Pearl
	Diane Murphy	\$ 3,606.30	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$1,193.70
	Jennifer Segner	\$ 2,404.10	\$ 0.00	\$ 0.00	\$ 595.90	\$1,195.90	\$2,395.90
	Nancy Glass	\$ 1,489.10	\$ 310.90	\$ 910.90	\$1,510.90	\$2,110.90	\$3,310.90
	Cheri Scott	\$ 1,428.20	\$ 371.80	\$ 971.80	\$1,571.80	\$2,171.80	\$3,371.80
	Debra Allen	\$ 1,248.75	\$ 551.25	\$1,151.25	\$1,751.25	\$2,351.25	\$3,551.25
	Rita Stephenson	\$ 1,176.90	\$ 623.10	\$1,223.10	\$1,823.10	\$2,423.10	\$3,623.10
	Kara Milbrath	\$ 1,129.95	\$ 670.05	\$1,270.05	\$1,870.05	\$2,470.05	\$3,670.05
	Diana Alderette	\$ 1,026.10	\$ 773.90	\$1,373.90	\$1,973.90	\$2,573.90	\$3,773.90
	Kimberly Clements	\$ 816.70	\$ 983.30	\$1,583.30	\$2,183.30	\$2,783.30	\$3,983.30
	Judy Mings	\$ 791.80	\$1,008.20	\$1,608.20	\$2,208.20	\$2,808.20	\$4,008.20
	Sheila Dillingham	\$ 765.60	\$1,034.40	\$1,634.40	\$2,234.40	\$2,834.40	\$4,034.40
	Lisa Bailey	\$ 752.60	\$1,047.40	\$1,647.40	\$2,247.40	\$2,847.40	\$4,047.40
	Jean Edwards	\$ 745.00	\$1,055.00	\$1,655.00	\$2,255.00	\$2,855.00	\$4,055.00
	Melanie Clark	\$ 736.60	\$1,063.40	\$1,663.40	\$2,263.40	\$2,863.40	\$4,063.40
	Julia Lish	\$ 736.50	\$1,063.50	\$1,663.50	\$2,263.50	\$2,863.50	\$4,063.50
	Amibeth Blair	\$ 627.50	\$1,172.50	\$1,772.50	\$2,372.50	\$2,972.50	\$4,172.50
	Pam Smither Merrick	\$ 610.60	\$1,189.40	\$1,789.40	\$2,389.40	\$2,989.40	\$4,189.40
	Carol Penick	\$ 607.00	\$1,193.00	\$1,793.00	\$2,393.00	\$2,993.00	\$4,193.00
	Jasmine Streeter	\$ 603.00	\$1,197.00	\$1,797.00	\$2,397.00	\$2,997.00	\$4,197.00
	Judy Brown	\$ 592.40	\$1,207.60	\$1,807.60	\$2,407.60	\$3,007.60	\$4,207.60
	Monica Shirley	\$ 553.00	\$1,247.00	\$1,847.00	\$2,447.00	\$3,047.00	\$4,247.00
	Clyda Henderson	\$ 552.00	\$1,248.00	\$1,848.00	\$2,448.00	\$3,048.00	\$4,248.00
	Valerie Coleman	\$ 527.00	\$1,273.00	\$1,873.00	\$2,473.00	\$3,073.00	\$4,273.00
	Bettye McClure	\$ 522.50	\$1,277.50	\$1,877.50	\$2,477.50	\$3,077.50	\$4,277.50
	Mary Bowles-Smith	\$ 502.30	\$1,297.70	\$1,897.70	\$2,497.70	\$3,097.70	\$4,297.70
	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
	Keri Eichberger	\$ 434.00	\$1,366.00	\$1,966.00	\$2,566.00	\$3,166.00	\$4,366.00
	Kellye Singletary-Cunningham	\$ 426.50	\$1,373.50	\$1,973.50	\$2,573.50	\$3,173.50	\$4,373.50
	Margaret Ellis	\$ 416.80	\$1,383.20	\$1,983.20	\$2,583.20	\$3,183.20	\$4,383.20
	Katie Harper	\$ 406.00	\$1,394.00	\$1,994.00	\$2,594.00	\$3,194.00	\$4,394.00
	Tracy Norris	\$ 6,436.40	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00

Hello  
December

# A Note from Tracy

Welcome to December! What a magical time of year to take stock of your accomplishments and to CELEBRATE BEAUTY.

As you are making lists and checking them twice, remember your very own store is the perfect place to shop for stocking stuffers, hostess gifts, teachers, nurses, admin—anyone who has helped you throughout the year—and last minute surprise guests! When you shop from your store you are supporting your goals as well as advertising your business.

Spend time with family and friends enjoying those traditions that are meaningful to you. Take some time this month to spend with your business too—organizing and planning for the new year. Take a look at your January calendar. What are your business goals leading into the last half of the seminar year? Make a plan and put the actions in place so you can step into a fresh new year with confidence and vigor!

May your new year be filled with excitement, wonder and joy! I am looking forward to working with you next year and beyond.

*By trying to live Christmas 12 months a year, we CAN make this world a better place to live—for others and for ourselves. -Mary Kay Ash*



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

Love & Belief,

*Tracy*



## Happy Birthday

Pamela Jarboe	9 January
Donna Reeves	9 January
Sheila Dillingham	10 January
Deittra Ginn	11 January
Rosita Velez	13 January
Jan Link	21 January
Susan Rhodes	22 January
Cheri Scott	27 January
Sheila Heckel	30 January

## Happy Anniversary

Pam Smither Merrick	42
Nancy Glass	21
Carrie Downing	16
Judy Brown	13
Jennifer Segner	9
Rebecca Penrod	3

January





# Golden Rules Challenge

November

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

GOLDEN  
Rules



SHARE  
JOY!

## Achievers

Judy Mings  
Julia Lish  
Jennifer Segner  
Rita Stephenson

Diane Murphy  
Jasmine Streeter  
Lisa Bailey  
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  
Jasmine Streeter  
Tracy Norris



## Spring PCP Enrollment

Spring PCP enrollment deadline is January 17. Give your business a boost. See your sales increase when you enroll your customers. Plus, you have the privilege of ordering spring products before everyone else.

Enroll Now

January 17- Deadline

## Love Checks

Tracy Norris	13%	\$305.66
(does not include unit commissions & bonuses)		
Mandy Gossom	8%	\$242.04
Pam Smither Merrick	8%	\$152.30
Diane Murphy	8%	\$ 96.04
Lisa Bailey	9%	\$ 69.90
Diana Alderette	4%	\$ 39.37
Jennifer Segner	4%	\$ 25.80
Donna Reeves	4%	\$ 22.08
Linda Nichols	4%	\$ 10.20
Glenda Douglas	4%	\$ 9.08





# steppin' up the *Ladder*



*Senior*

## Consultant

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

### **Diana S. Alderette**

*A1 Lisa C. Bailey  
A1 Melanie Clark  
T5 Rebecca S. Farris*

### **Glenda E. Douglas**

*A1 Merope Tabermejo  
I3 Lisa R. Clayton*

### **Kassy Horstman**

*A1 Angela D. Sullivan*

### **Joann T. Johnson**

*A2 Donna L. Reeves*

### **Kara L. Milbrath**

*A3 Portia Frecker  
A3 Suzanne Sauer*

### **Donna L. Reeves**

*A1 Clyda L. Henderson*

### **Cheri R. Scott**

*A2 Connie Camden  
A2 Cindy P. Fyffe  
I1 Annette Hayden  
I3 Lesa H. Scott*

### **Jennifer C. Segner**

*A1 Michelle A. Barker  
A1 Kara L. Milbrath*



*Star*

## Team Builder

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

### **Mandy B. Gossom**

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

### **Diane Murphy**

*A1 Debra S. Allen  
A1 Judy E. Mings  
A2 Linda D. Naron  
I3 Lucille Anderson  
I3 Rebecca J. Penrod  
T1 Judi R. Fuhs-Dunn  
T7 Kay West*

### **Linda M. Nichols**

*A1 Valerie H. Coleman  
A2 Jenna L. O'Connell  
A3 Jean C. Edwards  
A3 Joann T. Johnson  
T2 Lori K. Dye*

### **Pam Smither Merrick**

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



## 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 Margaret Ellis  
A1 Carol R. Penick  
A2 Debra S. Fernandes  
A2 Kellye Singletary-Cunningham  
I2 Bertha Johnson  
N3 Torie Sanners  
T3 Carla D. Reed  
T4 Gila Jones  
T4 Rosita Velez  
T7 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**





# \$5,000 Christmas Challenge



Set 1



The Gift of  
Beautiful Skin  
\$60

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_

Set 2



Miracle Set  
3D  
\$120

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_

Set 3



Clear Proof  
Acne System  
\$50

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_

Set 4



Satin Set  
\$58

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_

Set 5



MK Men  
Skincare  
\$80

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_

Set 6



Marvelous  
Mascara Set  
\$34

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_

Set 7



Luscious Lips  
(Lipstick,  
liner, & gloss)  
\$46

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_

Set 8



Fragrance for  
Women & Men  
Starting at  
\$36

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_

Set 9



The Perfect  
Pair  
\$24

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_

Set 10



Mix & Mask  
\$49

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_

Set 11



Eye Petals  
\$40

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_

Set 12



MK Brush  
Collection  
\$56

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_

Set 13



Hello Clean  
\$32

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_

Set 14



Perfect Palette  
(Filled)  
\$74

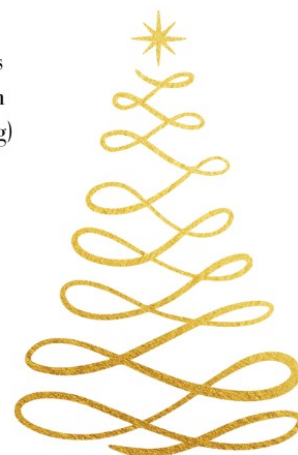
1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_

Set 15



12 Days of Christmas  
(12 individual gifts in  
the Travel Roll-up Bag)  
\$199 - \$299

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_





# Goal Setting



"DON'T LIMIT YOURSELF. MANY PEOPLE LIMIT THEMSELVES TO WHAT THEY THINK THEY CAN DO. YOU CAN GO AS FAR AS YOUR MIND LETS YOU. WHAT YOU BELIEVE. REMEMBER, YOU CAN ACHIEVE."

- MARY KAY ASH.

## Why Set Goals?

- When goals are set, things happen!
- Goals make you feel good about yourself and provide attitude adjustments.
- Goals establish self-discipline, motivation, good habits and patterns to follow.
- Goals give you direction and purpose, and take you where you want to go.
- A goal will stop others from controlling your life.

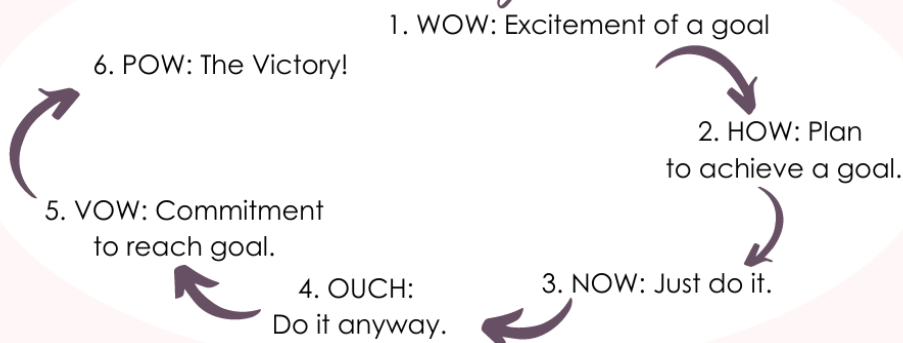
## Setting a goal:

1. Decide exactly what you want - be very specific.
2. Aim high - you should have "butterflies." Stretch your limits.
3. Create visuals. The subconscious mind accepts all information as fact & cannot distinguish between what is real and what is imagined & believed.
4. Involve family members. Find out what's in it for them.
5. Pick someone to emulate.
6. Define where you are and where you need to be.
7. Determine what you are capable of in a day, a week, a month & year.
8. Write your goals in detail & talk about them with appropriate people.
9. Focus on your goal daily. If a goal is not focused on for three days, it's as if it never existed.
10. See goals as if they had already happened.
11. Keep your FOCUS. (Follow One Course Until Successful.)
12. Quitting is not an option.
13. Set another goal immediately upon reaching a goal.

## Goals Can Be Negative if:

1. They are too big.
2. They are out of your sphere of interest.
3. You believe luck is necessary to achieve it.
4. You set your goal by comparing yourself with others' accomplishments.
5. You are doing it for someone else.

## The Goal Cycle:



## Reasons Most People Do Not Set Goals:

1. They are not sold on the benefits.
2. They feel it's safer not to.
3. They fear commitment, failure or success.
4. They have a poor attitude or focus.
5. They don't want to work.





Tracy Norris

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## important dates

- Dec 15** - Quarter 2 Star Contest Ends
- Dec 16** - Quarter 3 Star Contest Begins
- Dec 16** - Spring PCP Enrollment Begins
- Dec 25** - Merry Christmas
- Dec 29** - Last day to place telephone orders
- Dec 31** - Last day to place online orders
- Jan 1** - New Year's Day - Postal Holiday
- Jan 17** - Spring PCP Enrollment Ends
- Jan 30** - Last day to place telephone orders for January
- Jan 31** - Last day to place on-line orders

To the Amazing

GOLDEN  
Rules

CELEBRATE BEAUTY.



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