

Russo's Risers

NOVEMBER NEWSLETTER WITH OCTOBER RESULTS



Queen of Wholesale



Carol Scarbro

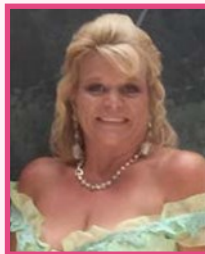
Proud Reds



Genie Bilko



Golden Rule October Achievers



Carol Scarbro



Kathleen Moran



Sharon Albarano



Jaclyn Madden



Connie Russo



This could be YOU!



Quarter 2 On-Target Stars



Name

Whls + TB

Sapphire

Ruby

Diamond

Emerald

Pearl

Kathleen Moran

\$2,704.50

\$ 0.00

\$ 0.00

\$ 295.50

\$ 895.50

\$2,095.50

Carol Scarbro

\$2,215.50

\$ 0.00

\$ 184.50

\$ 784.50

\$1,384.50

\$2,584.50

Jessie Collura

\$1,015.50

\$ 784.50

\$1,384.50

\$1,984.50

\$2,584.50

\$3,784.50

Sharon Albarano

\$ 902.00

\$ 898.00

\$1,498.00

\$2,098.00

\$2,698.00

\$3,898.00

Nancy Glass

\$ 722.50

\$1,077.50

\$1,677.50

\$2,277.50

\$2,877.50

\$4,077.50

Jaclyn Madden

\$ 687.50

\$1,112.50

\$1,712.50

\$2,312.50

\$2,912.50

\$4,112.50

Mary Lynn Carnovale

\$ 654.50

\$1,145.50

\$1,745.50

\$2,345.50

\$2,945.50

\$4,145.50

Rhonda Wallace

\$ 587.50

\$1,212.50

\$1,812.50

\$2,412.50

\$3,012.50

\$4,212.50

Luree Hendrick

\$ 581.50

\$1,218.50

\$1,818.50

\$2,418.50

\$3,018.50

\$4,218.50

Melissa Hetrick

\$ 553.50

\$1,246.50

\$1,846.50

\$2,446.50

\$3,046.50

\$4,246.50

Hilary Pogasic

\$ 529.00

\$1,271.00

\$1,871.00

\$2,471.00

\$3,071.00

\$4,271.00

Ellen Kelly

\$ 486.50

\$1,313.50

\$1,913.50

\$2,513.50

\$3,113.50

\$4,313.50

Linda Walter

\$ 482.00

\$1,318.00

\$1,918.00

\$2,518.00

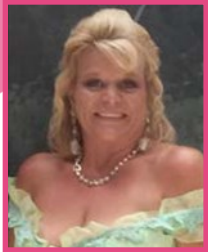
\$3,118.00

\$4,318.00



Shooting for the STARS!

Top in Sales
Company Court of Sales



**Carol
Scarbro**



**Kathleen
Moran**



**Sharon
Albarano**



**Donna
Parker**



**Juanita
Zeigler**

Consultant

Carol Scarbro
Kathleen Moran
Sharon Albarano
Donna Parker
Juanita Zeigler
Jaclyn Madden
Luree Hendrick
Annie Rupp
Linda Walter
Ellen Kelly
Rhonda Wallace
Nancy Glass
Melissa Hetrick
Shelly Vaughan
Sandra Clark
Deborah Hipp
Jessie Collura

YTD Retail

\$ 14,051.00
\$ 11,899.00
\$ 9,022.00
\$ 4,069.00
\$ 2,833.00
\$ 2,750.00
\$ 2,696.00
\$ 2,530.00
\$ 2,382.00
\$ 2,372.00
\$ 2,350.00
\$ 2,258.00
\$ 2,214.00
\$ 2,175.00
\$ 2,168.00
\$ 2,162.00
\$ 2,004.00

National Court of Sales



National

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

Area

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

Unit

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

National Court of Sharing



National

24 Team Members

Area

12 Team Members

Unit

6 Team Members

FOR EVERY \$50 YOU SPEND DURING
PINK WEEKEND,
YOU WILL EARN \$10 IN PINK CASH!
TO BE REDEEMED BETWEEN DEC. 1-15



FOR EACH \$25 YOU SPEND, YOU ARE ENTERED
TO WIN A \$50 MK GIFT CARD!
PINK WEEKEND

Download

Print

Earn PINK CASH! Another great way to engage your customers during this holiday season is to have a special... when they 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.

REDEEMABLE BETWEEN DECEMBER 1-15

PINK
cash

SPEND \$50* TO RECEIVE

\$10

CASH TO SPEND IN DECEMBER

December Celebrations

Happy Birthday!

Karen Willey	2 December
Stephanie Williams	5 December
Annie Rupp	6 December
Sharon Albarano	7 December
Dorene Farrell	14 December
Mary Kirby	21 December
Rhonda Wallace	23 December
Kelly Perfect	31 December

Happy Anniversary!

Deborah Hipp	30	Christine Johnston	19
Mary Ann Demuling	27	Linda Pinca	10
Wendy Foreman	26	Jaclyn Madden	4
Beth Neitz	20	Karen Willey	2
Wendi Kunko	19	Lisa Jefferson	1



Look Who Invested



ON-TARGET for Year Long Consistency



Carol Scarbro	\$2,059.00	Shelly Vaughan	\$ 369.50	Deborah Keith	\$ 245.50
Kathleen Moran	\$1,665.50	Bethany Reed	\$ 365.00	Lorie MCCuller	\$ 232.00
Sharon Albarano	\$ 902.00	Ellen Kelly	\$ 330.50	Jewell Guyer	\$ 228.50
Jaclyn Madden	\$ 687.50	Carol Bores	\$ 292.00	Debbie Seib	\$ 226.00
Rhonda Wallace	\$ 587.50	Barb Feltenberger	\$ 291.00	Mary Jo Fiore	\$ 225.50
Melissa Hetrick	\$ 553.50	Lisa Goldman	\$ 279.00	Sandra Clark	\$ 218.50
Luree Hendrick	\$ 524.50	Nancy Glass	\$ 275.50	Sandra Black	\$ 175.00
Linda Walter	\$ 482.00	Aleyna Albarano	\$ 272.00	Carol Rosenberger	\$ 132.00
Annie Rupp	\$ 449.00	Donna Parker	\$ 272.00	Patricia Czulewicz	\$ 61.00
Jessie Collura	\$ 447.00	Kate Griffey	\$ 264.00	Judy Snyder	\$ 33.00
Carol Zellers	\$ 444.00	Stephanie Williams	\$ 263.00	Juanita Zeigler	\$ 21.00
Lori Rimbeck	\$ 433.50	Erin Eckhard	\$ 252.50	Connie Russo	\$1,153.50
Deborah Hipp	\$ 373.00				



Welcome New Consultants

New Consultant

Nikki Coleman
Sarah Connor

From

Altoona, PA
Roaring Spring, PA

Recruiter

Carol Scarbro
Connie Russo

Watch and Learn from the Best



Listen to Jaquelin Hurst talk about why NOW is the perfect time to maximize your holiday sales and connect with existing and new customers.



Click here to
WATCH



treating your customers to stress-free shopping, and pampering experiences.

Watch as Crystal Gardner shares her tips for a successful selling season. November is our BIGGEST month for Holiday sales, and now is the time to invite your customers to your Pink Weekend sales and events. YOU are the go-to guru for



steppin' up the Ladder



Senior

Consultant

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

Sharon Albarano
Mary Jo Fiore
Kate Griffey
Bethany Reed
Carol Scarbro



Star

Team Builder

3-4 Active Team Members
4, 6 or 8% Commissions
50% Discount on Red Jacket
\$50 Team Building Bonuses



Genie Bilko
Luree Hendrick
Deborah Hipp
Kathleen Moran
Donna Parker
Judy Snyder



Team Leader/ Elite Team Leader/ DIQ

5+ Active Team Members
9 or 13% Commissions
\$50 Team Building Bonuses
Earn use of Career Car/ Cash Compensation



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



Connie Russo



PINK WEEKEND!



Pink FRIDAY

Pink Friday is a major selling day, be prepared to make it your best ever! You can offer special deals throughout the day, and offer your best deals early in the morning. Have your customers leave their orders on your voice mail, email, or text so you know the time ordered and give them the appropriate deal!

Small Business SATURDAY

YOU are a small business! Remind your customers that you appreciate them supporting you and your home-based business, and offer a special deal on your personal favorites, have an open house, or do a customer drawing.

Cyber MONDAY

Cyber Monday is perfect to promote online sales. Direct your customers to your website, and offer a special deal to registered customers, or highlight the apps we have such as the Skin Analyzer app or Mirror Me - offer a special deal on the recommended products!

3 BIG SHOPPING DAYS

a note from

Connie

Keep your face
to the *Sunshine*
and you cannot
see a shadow.

- Hellen Keller

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,

Connie

Carol Scarbro
Kathleen Moran
Donna Parker
Sharon Albarano
Juanita Zeigler
Judy Snyder
Shelly Vaughan
Deborah Hipp
Natalya Vartanova
Debbie Seib
Ellen Kelly
Judy Coutts
Annie Rupp
Paula Nedock
Sandra Clark
Lisa Tomiczek
Nancy Glass
Connie Russo



Winter PCP

Look Who Participated

Go-vember!

STAR CONSULTANT
PROGRAM
DOUBLE TEAM
BUILDING CREDIT

star
consultant
Program



Earn your star and receive an additional
600 Team-Building Credits for each qualified NEW
Personal Team Member you add from Nov. 1-Dec. 15!

Are you a Star? Is Star your goal? Now through Dec. 15th, Stars who add Qualified Team members receive DOUBLE Star Team Building Credits! That's right, for every Qualified Team Member you add, you will earn 1200 Star credits towards whatever prize you choose! You could quickly jump from Sapphire Star to Diamond Star when you party and share with your besties! What's on YOUR Star wish list?

Details

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

Exfoliate 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](#)

Golden Rules Challenge

SHARE
JOY!

Complete November calendar with your daily activity:

See Faces



#Faces
(virtual or in person)



Sell Product

Share the
Opportunity



Your Name: _____



























































































#Interview/sharing
appointments

MARY KAY
60
YEARS
THEN. NOW. ALWAYS.

GOLDEN
Rules



November

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
		1   	2   	3   	4   	5   
6   	7   	8   	9   	10   	11   	12   
13   	14   	15   	16   	17   	18   	19   
20   	21   	22   	23   	24   	25   	26   
27   	28   	29   	30   			



November Unit Challenge!



Faces

	Date	Name	Basic Sold?
1			Y / N
2			Y / N
3			Y / N
4			Y / N
5			Y / N
6			Y / N
7			Y / N
8			Y / N
9			Y / N
10			Y / N
11			Y / N
12			Y / N
13			Y / N
14			Y / N
15			Y / N
16			Y / N
17			Y / N
18			Y / N
19			Y / N
20			Y / N
21			Y / N
22			Y / N
23			Y / N
24			Y / N
25			Y / N
26			Y / N
27			Y / N
28			Y / N
29			Y / N
30			Y / N

Sharing

	Date	Name	Phone#	Y / N
1				Y / N
2				Y / N
3				Y / N
4				Y / N
5				Y / N

\$225-\$399 = Pick ONE Prize

\$400-\$599 = Pick TWO Prizes

\$600-\$799 = Pick THREE Prizes

\$800-\$999 = Pick FOUR Prizes

Prizes you can earn for your wholesale orders:



Beautiful Add-A-Bead



10 Product Samples

20 Victory Vouchers

TOTALS:

#Faces=_____ x5=_____ # Vouchers

\$Amount Sold _____ /5=_____ #VV

#Shares _____ x10=_____ #VV

Wholesale Orders Placed: \$_____

#New Team Members x 25=_____ #VV

TOTAL # VOUCHERS

Total# Vouchers earned:

Turn in challenge for extra vouchers!

Check your email for PDF document for tracking!

November's SPECIAL DEALS

One Item of Your Choice

50% off

for every \$50 purchase

(\$200 purchase = 4 1/2 price specials)

While Supplies Last

Naturally Nourishing Oil

This quick-absorbing oil leaves skin feeling hydrated and looking revitalized. Great on your face, hair and cuticles.



~~\$50~~ \$25

Beauty Box

You're sure to find your new favorites as you build your beauty collection and indulge in some "me" time.

- Lash Love Fanorama® Mascara
 - Pink Starlight Liquid Eye Shadow
 - Clear Proof® Charcoal Mask
 - Mary Kay® Hydrogel Eye Patches
- Samples, two pairs



~~\$48~~ \$24

MKMen® Hair & Body Wash Set

Shower the guys on your list with a pair of multitasking hair and body washes!

- MK High Intensity Ocean
- True Original



~~\$28~~ \$14

Clinical Solutions Booster Set

C + Resveratrol Line Reducer

Take wrinkle reduction to the next level w/ our highest concentrations of vitamin c & resveratrol.

& HA + Ceramide Hydrator

Experience science's powerhouse hydrators that deliver advanced aid to dry skin.



~~\$76~~ \$38 for the set

Satin Body

Choice of 1:

Indulgent Shea Wash instantly envelops you in a rich lather and leaves your skin feeling smooth and refreshed.

Revitalizing Shea Scrub instantly polishes skin to perfection and leaves it feeling invigorated and refreshed.

Silkening Shea Lotion instantly comforts & moisturizes your skin, relieving dryness.



~~\$20~~ \$10

TimeWise 3D Night Cream

Delivers a bedtime boost of antioxidants when applied at night, working while skin is most able to rebuild its reserves. Comes in Normal/Dry or Combo/Oily formula.



~~\$34~~ \$17

Indulge Soothing Eye Gel

Contains botanical extracts reported to tone, firm and reduce the appearance of puffiness around the eye area.



~~\$18~~ \$9

Eyebrow/Eyeline Brush

Tame brows, fill in sparse areas and precisely apply eyeliner

~~\$10~~ \$5



Chromafusion Eye Shadow

Nonstop wear. Pigment-rich. Color without compromise!



~~\$8~~ \$4 for 1 eyeshadow

BEAUTIFUL INDULGENCE

WINTER 2022 PRODUCT LAUNCH

MARY KAY® BEAUTY BOX

Welcome to an exciting way to discover Mary Kay! From beauty faves and self-care must-haves to products only available in this Mary Kay® Beauty Box, we invite you to get your winter glow on with our top picks of the season.



MARY KAY ILLUMINEA™

We've combined a luxurious Body Soufflé with the prestige signature fragrance Mary Kay Illuminea™ Extrait de Parfum to create the ultimate indulgence. *Body Soufflé & Parfum can be purchased separately*



\$99



MARY KAY® HINT OF MINT LIP BALM

Moisturize winter lips with new limited-edition Mary Kay® Hint of Mint Lip Balm! With a moisturizing formula and a refreshing mint leaf scent, it can be applied anytime throughout the day for a minty, mood-boosting moment!



Great
gifting!
ideas!



SHOP *'til you* DROP

CONSULTANT ONLY DRAWING

Contest Dates for this Michael Kors Bag entries for YOU and the \$500 Cash Drawing entries for customers/prospects are November 1 – 30, 2022*

You will receive one entry in our drawing for this Michael Kors Bag for EACH entry you make in the Shop 'til You Drop contest on behalf of your customers/prospects. They will qualify for entries as follows:

- Receiving a Beauty Experience (makeover, product treatment, facial) and sharing her opinion with you = **1 Entry**
- Participating in a team building appointment and giving you her opinion of our Income Opportunity = **5 Entries**
- Hosting a Beauty Experience (party) with 5 of her friends = **10 Entries**



To enter you will be provided with a link to a Google form which you will complete for each customer/prospect and you will automatically be entered into the Michael Kors drawing. Virtual or in-person appointments qualify.

DEADLINE: entries must be submitted by midnight Central on Nov. 30th

***Note:** Your Weekly Accomplishment Sheets must be submitted to your Director on-line to qualify for this Shop 'til You Drop contest.



Listen to Jaquelin Hurst talk
about why NOW is the perfect
<https://vipelnk.com/5ywbrxf>



SHOP *Til you* DROP

Your opinion could be worth \$500!

Here's how to win. Choose one or all, no limits.

- Enjoy a Beauty Experience and share your opinion with me = 1 Entry
- Get some fun facts about our Income Opportunity and give me your opinion = 5 Entries
- Hold a Beauty Experience with 5 of your besties = 10 Entries

Appointments held virtually or in-person qualify for entries in the giveaway.

Russo's Riser's Unit calendar

Nov 14- Zoom Call with Julie at 8:30. I'll be on too. Zoom ID: 83235281511

Nov 19/20 - Connie's Holiday Open House
11am-5pm at 107 Quince Court, Hollidaysburg

Nov 21 - Success Event at Connie's 107 Quince Court, Hollidaysburg
630pm-8pm Special Looks and lots more! Guests welcome! Must RSVP :0

Nov 21 - Zoom Call with Julie at 8:30. I'll be on too. This is especially for out-of-town consultants. Zoom ID: 83235281511

Nov 22 - Julie's special presentation 8pm on FB: State of the Art Skin Care Solutions.

Nov 25 - Pink Friday!

Nov 26 - Small Business Saturday... Pink Pop-UP Event with the Crusciel Unit
10am-2pm on State of the Art Business Solutions (FB). Watch for more details

Nov 28 - Cyber Monday..... Zoom Call with Julie at 8:30. I'll be on too.
Zoom ID: 83235281511

Nov 30 - Last day to place orders for November..... Until 12AM CST or 1am EST

Dec 5 - Success Event at Connie's 107 Quince Court, Hollidaysburg
630pm-8pm Guests welcome! TBA. Must RSVP:)

Dec 19 - Christmas Party at Connie's 6:30. Casual Dress, Bring \$10-\$15 exchange gift and a dish to share (call me about that.)

Jan 7 January Jumpstart with Dawn Dunn id Green Castle, PA. Cost is \$40 and includes lunch. Rsvp to me about this.

Jan 14 Star Consultant luncheon at Bedford Springs (Omni Hotel), Details coming!



Russo's Risers



Connie Russo

107 Quince Court
Hollidaysburg, PA 16648
814.312.2106

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

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.