



# Treasures Xpress

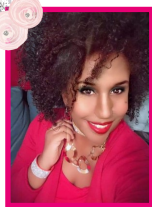
September Newsletter with August Results

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



Diane Murphy  
TL



Mandy Gossom  
STB



Cheri Scott  
STB

Diana Alderette  
Glenda Douglas  
Kassy Horstman

Joann Johnson  
Kara Milbrath  
Linda Nichols

Jennifer Segner  
Pam Smither Merrick



## Monthly Top 5 Wholesale Orders



Diane Murphy

\$1,117



Melanie Reece  
\$778.50



Kimberly Clements  
\$725.50



Judy Brown  
\$703.50



Diana Alderette  
\$675.75



## 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

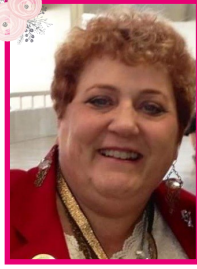
# Year to Date Top 5 Court of Sales



Diane Murphy  
\$3,652



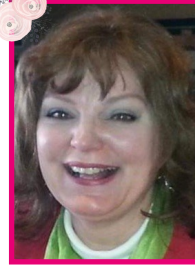
Kimberly Clements  
\$1,955



Nancy Glass  
\$1,874



Lisa Bailey  
\$1,675



Melanie Reece  
\$1,557

Queen

Welcome

- Positions 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 1 Stars



Name	Whsl \$ + TB*	Sapphire	Ruby	Diamond	Emerald	Pearl
Diane Murphy	\$ 2,214.00	\$ 0.00	\$ 186.00	\$ 786.00	\$1,386.00	\$2,586.00
Nancy Glass	\$ 1,228.25	\$ 571.75	\$1,171.75	\$1,771.75	\$2,371.75	\$3,571.75
Kimberly Clements	\$ 1,088.00	\$ 712.00	\$1,312.00	\$1,912.00	\$2,512.00	\$3,712.00
Judy Brown	\$ 942.50	\$ 857.50	\$1,457.50	\$2,057.50	\$2,657.50	\$3,857.50
Lisa Bailey	\$ 897.50	\$ 902.50	\$1,502.50	\$2,102.50	\$2,702.50	\$3,902.50
Melanie Reece	\$ 778.50	\$1,021.50	\$1,621.50	\$2,221.50	\$2,821.50	\$4,021.50
Kara Milbrath	\$ 725.50	\$1,074.50	\$1,674.50	\$2,274.50	\$2,874.50	\$4,074.50
Jennifer Segner	\$ 709.50	\$1,090.50	\$1,690.50	\$2,290.50	\$2,890.50	\$4,090.50
Rita Stephenson	\$ 704.50	\$1,095.50	\$1,695.50	\$2,295.50	\$2,895.50	\$4,095.50
Diana Alderette	\$ 675.75	\$1,124.25	\$1,724.25	\$2,324.25	\$2,924.25	\$4,124.25
Judy Mings	\$ 606.75	\$1,193.25	\$1,793.25	\$2,393.25	\$2,993.25	\$4,193.25
Julia Lish	\$ 594.00	\$1,206.00	\$1,806.00	\$2,406.00	\$3,006.00	\$4,206.00
Tina Johnson	\$ 577.00	\$1,223.00	\$1,823.00	\$2,423.00	\$3,023.00	\$4,223.00
Angela Sullivan	\$ 568.00	\$1,232.00	\$1,832.00	\$2,432.00	\$3,032.00	\$4,232.00
Cheri Scott	\$ 557.25	\$1,242.75	\$1,842.75	\$2,442.75	\$3,042.75	\$4,242.75
Sheila Dillingham	\$ 533.50	\$1,266.50	\$1,866.50	\$2,466.50	\$3,066.50	\$4,266.50
Monica Shirley	\$ 518.50	\$1,281.50	\$1,881.50	\$2,481.50	\$3,081.50	\$4,281.50
Valerie Coleman	\$ 506.75	\$1,293.25	\$1,893.25	\$2,493.25	\$3,093.25	\$4,293.25
Debra Allen	\$ 468.00	\$1,332.00	\$1,932.00	\$2,532.00	\$3,132.00	\$4,332.00
Bettye McClure	\$ 462.50	\$1,337.50	\$1,937.50	\$2,537.50	\$3,137.50	\$4,337.50
Sheila Heckel	\$ 459.75	\$1,340.25	\$1,940.25	\$2,540.25	\$3,140.25	\$4,340.25
Merope Tabermejo	\$ 456.50	\$1,343.50	\$1,943.50	\$2,543.50	\$3,143.50	\$4,343.50
Helen Logan	\$ 429.25	\$1,370.75	\$1,970.75	\$2,570.75	\$3,170.75	\$4,370.75
Tracy Norris	\$ 4,389.75	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 410.25

Hello  
September

# A Note from Tracy

Welcome to our September of Success! We ARE Possibility Thinkers!!

The possibility to DREAM. The possibility to ACHIEVE.  
The possibility to SUCCEED.

The best thing about a possibility is that it simply exists. Nothing can happen without a possibility. Mary Kay Ash believed in the possibility that with hard work, determination and planning, women could build their own business and achieve a level of success that they set for themselves.  
YOU dream it. YOU build it. YOU own it. YOU earn it!

Here's a few ways to harness the possibilities and think ahead to the fabulous fall and holiday selling season:

- Follow up with your Preferred Customer Program list, ask if they had a chance to try the sample on page 11 and what fall lip color they like best.
- Send an e-card/ text with the link to the Fall Look Book.
- Set a growth goal to increase sales by 10 to 20% over last year.
- Join a Holiday Virtual Selling & Tip group.
- Consider hosting an in-person or virtual Holiday Open House. Set the date and begin to plan your inventory, customer specials, giveaways, and packaging.

So many fun ways to promote your business. Please feel free to connect with me for personal progress ideas. Let's honor Mary Kay's legacy by growing into our dreams!

The possibilities are ENDLESS.

With love and belief,

*Tracy*



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

October

Happy Birthday

Marsha Clark	4 October
Debra Fernandes	5 October
Bay Baltes	6 October
Fionna Porter	13 October
Kay West	18 October
Clyda Henderson	25 October
Janine Shackelford	26 October
Margaret Ellis	27 October
Ruth Hawkins	30 October



Happy Anniversary

Carol Harper	31
Erica Galyon	25
Christy McDonald	17
Bridgette Threets	15
Lisa Bailey	13
Pamela Jarboe	10
Lucille Anderson	7
Judi Fuhs-Dunn	6
Jean Edwards	5
Glenda Nale	1
Sheila Heckel	1





August

# Golden Rules Challenge

They ordered \$600+ whsl in AUGUST and earned this jewelry from the *GOLDEN RULES COLLECTION*.

GOLDEN Rules

give the gift of  
CONFIDENCE.



## 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



Holiday PCP

Look Who Participated

Jennifer Segner  
Judy Brown  
Rita Stephenson  
Debra Allen  
Julia Lish  
Nancy Glass  
Kimberly Clements  
Helen Logan

Jean Edwards  
Kara Milbrath  
Valerie Coleman  
Deborah Peach  
Jennifer Gehlhausen  
Lisa Bailey  
Tracy Norris

## Achievers

Diane Murphy	Jennifer Segner
Melanie Reece	Rita Stephenson
Kimberly Clements	Lisa Bailey
Judy Brown	Tracy Norris
Diana Alderette	

## On Target

Diane Murphy  
Tracy Norris

## Love Checks



Tracy Norris	9%	\$209.77
(does not include unit commissions & bonuses)		
Lisa Bailey	9%	\$137.23
Mandy Gossom	6%	\$ 96.24
Diane Murphy	9%	\$ 45.25
Pam Smither Merrick	4%	\$ 42.86
Diana Alderette	4%	\$ 24.28
Cheri Scott	4%	\$ 19.62
Linda Nichols	4%	\$ 16.39
Kassy Horstman	4%	\$ 6.22
Jennifer Segner	4%	\$ 4.50





# steppin' up the *Ladder*



*Senior*

## Consultant

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

### **Diana S. Alderette**

*A1 Lisa C. Bailey  
I1 Melanie Clark  
T2 Rebecca S. Farris*

### **Glenda E. Douglas**

*A2 Merope Tabermejo  
A3 Lisa R. Clayton*

### **Kassy Horstman**

*A3 Angela D. Sullivan*

### **Joann T. Johnson**

*A1 Donna L. Reeves*

### **Kara L. Milbrath**

*A2 Suzanne Sauer  
T2 Portia Frecker*

### **Linda M. Nichols**

*A1 Valerie H. Coleman  
A3 Jean C. Edwards  
I2 Lori K. Dye  
I2 Joann T. Johnson  
I3 Jenna L. O'Connell*

### **Jennifer C. Segner**

*A3 Kara L. Milbrath  
I1 Michelle A. Barker*

### **Pam Smither Merrick**

*A1 Nancy R. Butler  
A3 Cheri R. Scott  
I2 Erica N. Galyon*



*Star*

## Team Builder

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



### **Mandy B. Gossom**

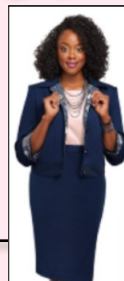
*A1 Marcia C. Newby  
A1 Diana C. Sharber  
A2 Jen K. Miller-Woods  
I3 Amy Poe*

### **Cheri R. Scott**

*A1 Connie Camden  
A1 Annette Hayden  
A3 Lesa H. Scott  
I3 Cindy P. Fyffe*

## 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  
Cash Compensation



**Tracy Norris**



## 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  
A1 Kellye Singletary-Cunningham  
A3 Debra S. Fernandes  
I3 Carla D. Reed  
N2 Bertha Johnson  
T1 Gila Jones  
T1 Rosita Velez  
T4 Angela Masden*

### **Diane Murphy**

*A1 Debra S. Allen  
A1 Linda D. Naron  
A3 Lucille Anderson  
A3 Judy E. Mings  
A3 Rebecca J. Penrod  
I1 Judi R. Fuhs-Dunn  
T4 Kay West*



# GOLDEN Rules

## September



### 30 FACES

Receive your choice color of **Downtown Brown or Subdued Nude Lipstick** when you:

- facial 30 women
- share the opportunity with 10 women
- \$600 whsl



## Take the challenge!

### 60 FACES

Receive your choice color of **Downtown Brown or Subdued Nude Lipstick and \$10 Coffee Card** when you:

- facial 60 women
- share the opportunity with 20 women
- \$1200 whsl

### 15 FACES

Receive a **\$5 COFFEE CARD** when you:

- facial 15 women
- share the opportunity with 5 women
- \$300 whsl



# Treasures Xpress

Tracy Norris (502)314-8696 [Mktracynorris@gmail.com](mailto:Mktracynorris@gmail.com)



# GOLDEN Rules

## TAKE THE CHALLENGE!

NAME	PHONE	OPPORTUNITY: Y/N
1		
2		
3		
4		
5		
6		
7		
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27		
28		
29		
30		

Week 1 Whsl: \_\_\_\_\_

Week 3 Whsl: \_\_\_\_\_

Total Whsl: \_\_\_\_\_

Week 2 Whsl: \_\_\_\_\_

Week 4 Whsl: \_\_\_\_\_

\_\_\_\_\_

# Holiday BUSINESS Planning

Get excited about this holiday season and make a BIG plan for what to accomplish. It will require a plan and a goal to work towards. This is the time to get ahead on your goals; pay off debt; work for something you want for you or your family. The sky is the limit! THINK BIG! GO TO WORK!



## My Holiday Game Plan

### Sept

- Plan your sales & personal calendar for the next 4 months
- Book skincare, supplements & fall look parties for Sept. and get wish lists from everyone
- Hold QVC style event in your customer FB Group for Fall colors
- have your customers invite friends to build your group
- Order Holiday products & gift wrapping supplies
- anticipate sell-outs!
- Finish your STAR
- Contact Businesses for employee gifting/gift cards
- Contact Senior Centers for updated rules for Adopt-A-Grandparent
- Plan your Open House if you will be doing in-person
- Book Holiday Preview coffees w/ your customers
- book them to be holiday hostesses for you
- Add a new team member as a "Holiday Consultant"
- Follow up with PCP customers once Holiday Look Books arrive

### Oct

- Create a Grab-and-Go gift basket with gift ready products and keep with you at all times
- Hold 5 Holiday Coffees
- Contact your customers' "Santas" about 12 days of Christmas
- Add team members so they can take advantage of Holiday Sales
- Follow up with businesses about employee gifts
- Launch your Adopt-A-Grandparent program
- Hold QVC style FB Groupevent for Holiday products
- Send invites for in person Open House/ plan virtual Open House
- Hold skincare & mask parties - get wish lists and Santas from everyone
- Hold a product preview panel to get opinions on holiday products and book them to be a hostess
- Reverse Trick-or-Treat your neighbors - leave goody bags at their door with samples & info about gift wrapping services

### Nov

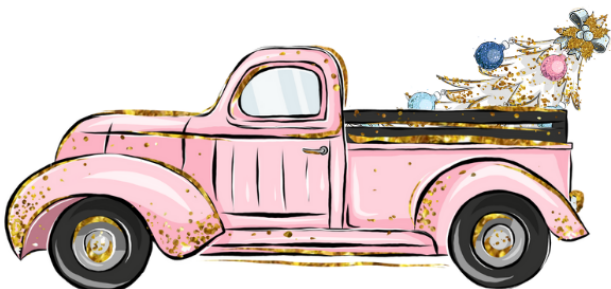
- Hold 5 Holiday Coffees
- Hold updated QVC style Holiday product FB event
- Make a Holiday Glam Look video for your FB Group and book glam parties
- Order your own gifts for friends and Family
- Send invites for open houses & follow up!
- Finish Adopt-A-Grandparent
- Get wish lists, invite guests to virtual events
- Call Santas, husbands, etc. for wish lists & 12 Days of Christmas
- Pink Friday / Small Business Saturday / Cyber Monday Sales
- Post in your customer group about stocking stuffers, gift sets, and gifts at different price points
- Hold Virtual Open House featuring Gift-Ready products in cute packaging
- Be sure inventory is ready for last-minute shoppers



### Dec

- Hold a "Last Minute Gifts" virtual open house - don't forget scents, bundles, men's products, stocking stuffers
- Deliver gifts
- Bring your Grab-and-Go basket EVERYWHERE with gifts at different price points
- Post in your FB Group about your gift wrapping services
- Book "New Year, New You" skincare parties
- Hold virtual "Men Only" open house for gifting ideas
- Follow up with wish lists
- Finish your STAR
- Hold a 12 Days of Christmas Sale in your FB Customer Group
- Call your customers for their PERSONAL needs - it's easy to forget yourself when you're shopping for others
- Sell New Year's Day "Morning After" Bundles with Indulge Soothing Eye Gel, Mint Bliss, and maybe a Charcoal Mask.

*Pink*  
SUCCESS



# Plan for Success





Masking Minis, \$18



Blissful Pomegranate Satin Hands®  
Nourishing Shea Cream, \$12



Blissful Pomegranate Satin Hands®  
Pampering Set, \$36



Vinyl Shine Liquid Lip Set  
\$20 each



# NEW! Holiday 2022



Highlight Brush & Contour  
Sponge Set, \$15



NEW! Limited-Edition Gift With  
Men's Fragrance Purchase



Silkening Dry Oil, \$22



Men's Hair and Body Wash Gift  
Set, \$28



Women's Fragrance Set, \$36



NEW! Limited-Edition Gift With  
Purchase



Tracy Norris

3001 Velden Dr  
Louisville, Kentucky 40220  
(502)314-8696

## important dates

**Sept 9** - Holiday PCP mailing begins

**Sept 10** - Early Ordering Begins

**Sept 13** - Mary Kay 59th Anniversary

**Sept 15** - Quarter 1 Star Contest Ends AND Holiday Product available to all

**Sept 16** - Quarter 2 Star Begins & Winter PCP Enrollment begins

**Sept 29** - Last day to place telephone orders

**Sept 30** - Last day to place on-line orders

**Oct 17** - Last day to enroll for the Winter PCP

**Oct 28** - Last day to place telephone orders

**Oct 31** - Last day to place on-line orders

# To the Amazing

GOLDEN Rules BE A POSSIBILITY THINKER.



When you order \$600+ whsl in September, you will receive this beautiful  
**KEY CHAIN WRISTLET**  
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.