



Treasures Xpress

August Newsletter with July Results

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

Look who is Wearing Red



Diane Murphy
Team Leader



Lisa Bailey
Star Team Builder

BUILDING
YOUR
TEAM

Celebrating our Senior Consultants



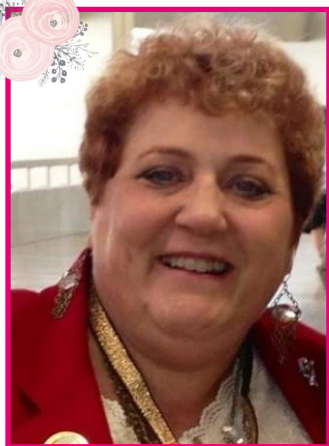
Diana Alderette
Glenda Douglas
Mandy Gossom
Kassy Horstman

Julia Lish
Kara Milbrath
Linda Nichols

Cheri Scott
Jennifer Segner
Pam Smither Merrick



Monthly Top 5 Wholesale Orders



Nancy Glass

\$708.25



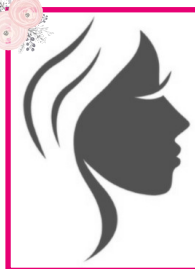
Diane Murphy
\$665



Bettye McClure
\$462.50



Della Hare
\$370



Ginger Alford
\$353

National Court of Sales



National

\$40,000 rs/ \$20,000 whsl
\$1500 whsl monthly

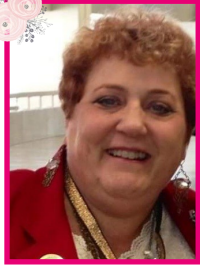
Area

\$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



Nancy Glass
\$1,416



Diane Murphy
\$1,330



Bettye McClure
\$925



Della Hare
\$740



Ginger Alford
\$706

Queen

Welcome

- Margaret Ellis, Bertha Johnson and Carol Penick are the newest team members of Lisa Bailey.



Queen of Sharing
Lisa Bailey

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	\$ 1,097.00	\$ 703.00	\$1,303.00	\$1,903.00	\$2,503.00	\$3,703.00
Nancy Glass	\$ 995.25	\$ 804.75	\$1,404.75	\$2,004.75	\$2,604.75	\$3,804.75
Judy Mings	\$ 606.75	\$1,193.25	\$1,793.25	\$2,393.25	\$2,993.25	\$4,193.25
Diana Alderette	\$ 574.00	\$1,226.00	\$1,826.00	\$2,426.00	\$3,026.00	\$4,226.00
Angela Sullivan	\$ 481.50	\$1,318.50	\$1,918.50	\$2,518.50	\$3,118.50	\$4,318.50
Bettye McClure	\$ 462.50	\$1,337.50	\$1,937.50	\$2,537.50	\$3,137.50	\$4,337.50
Merope Tabermejo	\$ 456.50	\$1,343.50	\$1,943.50	\$2,543.50	\$3,143.50	\$4,343.50
Tracy Norris	\$ 2,773.50	\$ 0.00	\$ 0.00	\$ 226.50	\$ 826.50	\$2,026.50



Uniquely Hue Makeover Contest!

Want to boost your bookings? Check out the new Uniquely Hue Makeover Contest!

- Book your existing customers and new leads to participate by trying out a new look for a chance to win cash, free products, and an exclusive master class with makeup artist Jaleesa Jaikaran
- The contest starts on Aug. 16, so now is a good time to start planning your schedule and booking makeovers
- When your customer wins, YOU win the prizes too - so encourage as many customers as possible to participate

Details

Hello
August

A Note from Tracy

It's incredible to realize we have already finished the first month of the new Seminar year! I am so proud of your achievements and honored to be part of the Pink Dream and living the Golden Rule.

Are you ready to stretch your dreams into beliefs? Make this your GOLDEN year to SHINE! Set your sights on your goals with these 5 easy steps:

1. Know where you want to be.
2. Know when you want to be there.
3. If needed, never be afraid to ask for help with the How.
4. Break down your goals in manageable and trackable increments.
5. Continually track and reevaluate.

Take a cue from Mary Kay's milestone 60th Anniversary year. For example, annual goals can be divided into 12 equal parts. Maybe you have a goal to share the opportunity or increase sales. How many people will you share it with this year? Does 60 sound like a manageable number? Or maybe your goal is 4 Quarter Star. If it feels like a stretch – divide and conquer. Divide your goals into increments that work for you and your business.

Here's a breakdown of how 60 Shares and 4 Quarter Star would look over the course of a year.

Plus! Did you know, by adding 5 or more team members in a month you earn a GOLD MEDAL and recognition in the Applause Magazine?

<u>Share the Opportunity Goal</u>		<u>4 Quarter Star Goal</u>
Annual	60	\$7,200
Quarterly	15	\$1,800 – Sapphire Star Level
Monthly	5	\$600 – Golden Rules Jewelry
Weekly	1- 2	\$150 wholesale = \$300 retail sales

What an absolutely great time to grow your dreams!

Go for it with INTENTION and GRAB the ABUNDANCE that is waiting for YOU!

With love and belief,

Tracy



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

September

Happy Birthday



Happy Anniversary

Judy Mings	2 September
Diana Alderette	3 September
Therese Tatum	3 September
Carol Harper	4 September
Patty Wright	8 September
Kathy Lee	10 September
Deborah Peach	10 September
Christy McDonald	20 September
Ruby Baker	22 September
Lisa Clayton	27 September
Linda Naron	28 September
Lucille Anderson	30 September

Linda Nichols	39	Kara Milbrath	8
Jennifer Gehlhausen	33	Portia Frecker	8
Cynthia Kull	28	Lori Dye	7
Susan Bible	24	Monica Shirley	5
Donna Reeves	23	Kathy Lee	3
Kimberly Raines	17	Kay West	2
Julia Lish	13	Lisa Yancey	1
Terri Waller	13	Kelly May	1



July Golden Rules Challenge

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



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.



Achievers

Nancy Glass
Diane Murphy
Tracy Norris

On Target

Nancy Glass
Diane Murphy
Tracy Norris

Love Checks



Tracy Norris	9%	\$112.91
(does not include unit commissions & bonuses)		
Mandy Gossom	4%	\$ 64.32
Pam Smither Merrick	4%	\$ 37.17
Diane Murphy	9%	\$ 20.61
Lisa Bailey	4%	\$ 10.08
Glenda Douglas	4%	\$ 9.26
Diana Alderette	4%	\$ 9.22
Kara Milbrath	4%	\$ 9.02
Kassy Horstman	4%	\$ 6.78
Linda Nichols	4%	\$ 4.02
Cheri Scott	4%	\$ 1.84



Fall PCP Look Who Participated

Jennifer Segner	Kimberly Clements	Mary Bowles-Smith
Julia Lish	Nancy Glass	Kara Milbrath
Judy Brown	Cheryl Benham	Valerie Coleman
Debra Allen	Debra Fernandes	Tracy Norris
Diana Alderette	Diane Murphy	





steppin' up the *Ladder*



Senior

Consultant

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

Diana S. Alderette

A1 Lisa C. Bailey
A3 Melanie Clark
T1 Rebecca S. Farris

Glenda E. Douglas

A1 Merope Tabermejo
A2 Lisa R. Clayton

Mandy B. Gossom

A1 Jen K. Miller-Woods
A1 Diana C. Sharber
I2 Amy Poe
T1 Marcia C. Newby
T7 Bonnie Bowling

Kassy Horstman

A2 Angela D. Sullivan

Julia A. Lish

A3 Eric Mobley

Kara L. Milbrath

A1 Suzanne Sauer
T1 Portia Frecker

Linda M. Nichols

A2 Valerie H. Coleman
A2 Jean C. Edwards
I1 Lori K. Dye
I1 Joann T. Johnson
I2 Jenna L. O'Connell

Cheri R. Scott

A2 Lesa H. Scott
I2 Cindy P. Fyffe
I3 Connie Camden
T6 Annette Hayden

Jennifer C. Segner

A2 Kara L. Milbrath
A3 Michelle A. Barker

Pam Smither Merrick

A1 Nancy R. Butler
A2 Cheri R. Scott
I1 Erica N. Galyon



Star

Team Builder

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

Lisa C. Bailey

A1 Kimberly K. Clements
A2 Debra S. Fernandes
A2 Kellye Singletary-Cunningham
I2 Carla D. Reed
I3 Gila Jones
I3 Rosita Velez
N1 Margaret Ellis
N1 Bertha Johnson
N1 Carol R. Penick
T3 Angela Masden
T7 Tamara D. Manierre



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 LEADER

Diane Murphy

A1 Debra S. Allen
A2 Lucille Anderson
A2 Judy E. Mings
A2 Rebecca J. Penrod
A3 Judi R. Fuhs-Dunn
A3 Linda D. Naron
T3 Kay West

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



Tracy Norris

(502)314-8696

Mktracynorris@gmail.com

Name: _____

Please return by
September 5th to
receive your prizes.

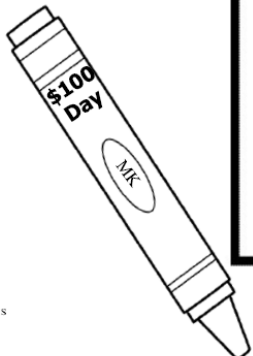
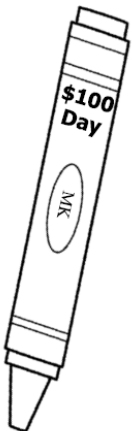
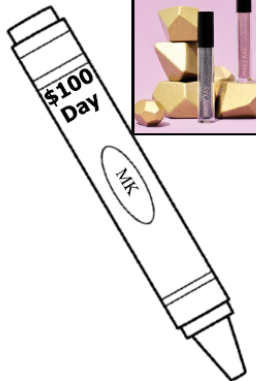
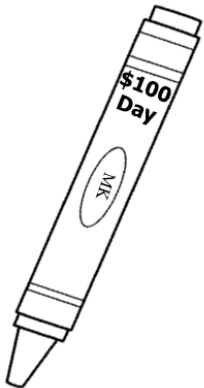
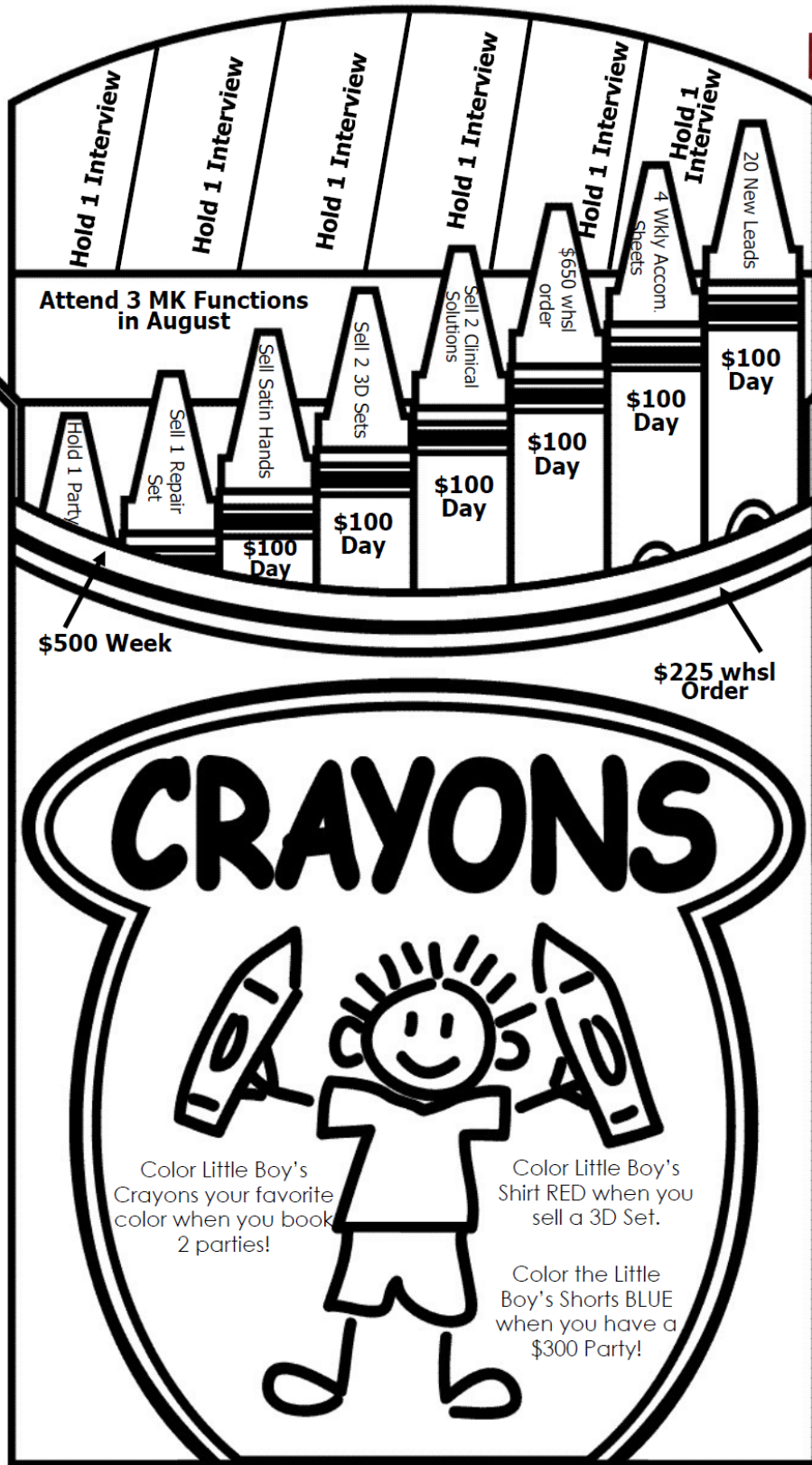


Color 10 items (not including \$100 days) and receive a **Love Package** of Section 2 Samples!

Color 20 items (not including \$100 days) and receive a **\$10 Coffee Gift Card**



Add 10 \$100 days to above and receive your choice color of Shimmer Liquid Eye Shadow (based on availability)



Back To School

SHOPPING LIST

Enjoy \$10 FREE when your order is over \$100!



PENCILS

Lip, Eye, or Brow



BUY 2,
GET 1
Free



ALL
FRAGRANCE
ITEMS FOR MEN
AND WOMEN



ERASERS

Foundations, Concealers,
Age-Fighting and Repair items.



20% off



PAINTS

Cheek and Eye Color



BUY 1,
GET 2ND
1/2 off



CRAYONS

All Lip Color



BUY 1,
GET 2ND
1/2 off



SATIN HANDS
PAMPERING SET



BACKPACKS & CARRYING CASES

Buy everything you need to fill it and
receive the compact at 20% off.



20% off



20% off

NOW THRU AUGUST 31

Find It All for Fall!

2022

Warm Hues Eye
Shadow Palette,
\$39



Sleep Mask, \$4

Beauty Box, \$48



2-Step Hydrating Sheet
Mask, \$40, pk./8

Foaming Beard Wash, \$18



New Fall Shades! \$18

Beard Oil, \$20





Tracy Norris

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

important dates

- Aug 10** - Fall PCP early ordering begins
- Aug 15** - Ordering open for all
- Aug 17** - Holiday PCP enrollment ends
- Aug 30** - Last day to place telephone orders
- Aug 31** - Last day to place on-line orders
- Sep 5** - Labor Day
- Sep 9** - Holiday PCP mailing begins
- Sep 13** - Mary Kay 60th Anniversary
- Sep 29** - Last day to place telephone orders
- Sep 30** - Last day to place on-line orders

To the Amazing

GOLDEN
Rules give the gift of
CONFIDENCE.



When you order \$600+ whsl in
August, you will receive this beautiful
NECKLACE
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.