



Treasures Xpress

October Newsletter with September Results

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

Look who is Wearing Red



Lisa Bailey
STB



Mandy Gossom
STB



Linda Nichols
STB

BUILDING
YOUR
TEAM

Celebrating our Senior Consultants

Diana Alderette

Glenda Douglas

Kassy Horstman

Joann Johnson

Kara Milbrath

Diane Murphy

Cheri Scott

Jennifer Segner

Pam Smither Merrick



Monthly Top 5 Wholesale Orders



Cheri Scott

\$1,215.75



Jennifer Segner
\$1,095.50



Lisa Bailey
\$934



Diane Murphy
\$795.50



Diana Alderette
\$696



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
\$5,243



Jennifer Segner
\$3,544



Lisa Bailey
\$3,543



Diana Alderette
\$2,748



Cheri Scott
\$2,455

Queen

Welcome

- Torie Sanners is the newest team member of Lisa Bailey.
- Tammy Heavrin is the newest team member of Tracy Norris.



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

Quarter 1 Stars Achievers



Diane Murphy
Diamond



Lisa Bailey
Sapphire



Jennifer Segner
Sapphire



Tracy Norris
Pearl

Double Credit Starter Kits Promotion



Drumroll.... DOUBLE CREDIT in October. Your wholesale orders AND new team building will count TWICE this month towards Queen's Court of Sales and Sharing. You can make Giant Leaps this month, go for it!

AND to help with your team building efforts, there is a special DEAL for all starter kits this month!

[Click here for Details](#)

Hello
October

A Note from Tracy

Welcome to October - Our month of Adding Extra to the Ordinary!

Are you feeling the excitement of the fresh new season? As the leaves fall and the autumn winds pick up, we're reminded that change is in the air, fall colors are ripe and the Holiday Season is fast approaching!

The winds of change bring with it the opportunity to enjoy a fresh new outlook in our personal lives and in our businesses. Remind yourself what activities you are putting down (for the season), and which ones you will be picking up. Take time to enjoy seasonal activities and build habits that will carry you through this next selling season.

Here are a few ideas to add the EXTRA to the ordinary.

- Care for your customers by committing to make a difference through exceeding expectations and going the extra Mary Kay mile.
- Whatever your goal, take at least one small step every day, and then take another.
- Do it with a smile—You might be the only friendly face someone sees.
- Be a good listener. Listening to needs is the best sales tool you have. Remember, we're not "selling" we are serving!
- Read something every day. Leaders are readers.
- Send notes, cards, texts, calls, zoom—make a point to reach out to someone you have not heard from in a while. Your customers want to hear from YOU!
- Plan business activities like holiday stop and shops, virtual open houses or a pink pop up party.
- Bring joy— Do something unexpected or anonymously, without expecting anything in return.



Tracy Norris
Independent Sales Director
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Louisville, Kentucky 40220

Be the EXTRA in the Ordinary and never be afraid to SHINE!

I'm excited to see where this season takes us!

With love and belief,

Tracy



Happy Birthday

Happy Anniversary

November

Heather Holt	1 November	Cynthia Kull	16 November
Nancy Glass	3 November	Keri Eichberger	23 November
Tracy Norris	5 November	Torie Sanners	23 November
Bridgette Threets	5 November	Erica Galyon	25 November
Valerie Coleman	7 November	Eric Mobley	26 November
Lori Dye	8 November	Lisa Yancey	26 November
Connie Camden	14 November	Diane Murphy	29 November

Melinda Scott	12
Michelle Williams	10
Ruth Hawkins	1



September

Golden Rules Challenge

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

GOLDEN Rules

BE A POSSIBILITY THINKER.



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



Winter PCP

Enrollment



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

October 17- Deadline

Enroll Now

Achievers

Cheri Scott
Jennifer Segner
Lisa Bailey
Diane Murphy

Diana Alderette
Amibeth Blair
Tracy Norris

On Target

Diane Murphy
Tracy Norris

Love Checks



Tracy Norris	13%	\$344.96
(does not include unit commissions & bonuses)		
Mandy Gossom	6%	\$106.89
Pam Smither Merrick	4%	\$ 73.51
Diana Alderette	4%	\$ 37.36
Lisa Bailey	6%	\$ 31.77
Linda Nichols	4%	\$ 29.28
Kara Milbrath	4%	\$ 19.92
Jennifer Segner	4%	\$ 18.84





steppin' up the *Ladder*



Senior

Consultant

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

Diana S. Alderette

A1 Lisa C. Bailey
I2 Melanie Clark
T3 Rebecca S. Farris

Glenda E. Douglas

A3 Merope Tabermejo
I1 Lisa R. Clayton

Kassy Horstman

A1 Angela D. Sullivan

Joann T. Johnson

A2 Donna L. Reeves

Kara L. Milbrath

A1 Portia Frecker
A1 Suzanne Sauer

Diane Murphy

A2 Debra S. Allen
A2 Linda D. Naron
I1 Lucille Anderson
I1 Judy E. Mings
I1 Rebecca J. Penrod
I2 Judi R. Fuhs-Dunn
T5 Kay West

Cheri R. Scott

A2 Connie Camden
A2 Annette Hayden
I1 Lesa H. Scott
T1 Cindy P. Fyffe

Jennifer C. Segner

A1 Kara L. Milbrath
I2 Michelle A. Barker

Pam Smither Merrick

A1 Nancy R. Butler
A1 Cheri R. Scott
I3 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 Carol R. Penick
A2 Kimberly K. Clements
A2 Margaret Ellis
A2 Kellye Singletary-Cunningham
I1 Debra S. Fernandes
N1 Torie Sanners
N3 Bertha Johnson
T1 Carla D. Reed
T2 Gila Jones
T2 Rosita Velez
T5 Angela Masden

Mandy B. Gossom

A1 Diana C. Sharber
A2 Marcia C. Newby
A3 Jen K. Miller-Woods
T1 Amy Poe

Linda M. Nichols

A1 Valerie H. Coleman
A1 Jean C. Edwards
A1 Joann T. Johnson
I3 Lori K. Dye
T1 Jenna L. O'Connell



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

Position Open

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





CHEVY MALIBU CHRISTMAS PLAN

2022 October Week: _____



"What is most precious is not the dream itself, perfect as it may be, but rather the effort you put into making the dream come true."
~Author Unknown

Meet 5 New Women per day - face to face, virtually and referrals!!



Name/Place	Name/Place	Name/Place	Name/Place	Name/Place
1. _____	1. _____	1. _____	1. _____	1. _____
2. _____	2. _____	2. _____	2. _____	2. _____
3. _____	3. _____	3. _____	3. _____	3. _____
4. _____	4. _____	4. _____	4. _____	4. _____
5. _____	5. _____	5. _____	5. _____	5. _____

Hold 3-5 Parties (in personal or virtual) per week!! Do Marketing at EACH PARTY!!



Name/Date/#faces	Name/Date/#faces	Name/Date/#faces	Name/Date/#faces	Name/Date/#faces
1. _____	2. _____	3. _____	4. _____	5. _____

Book 5 Parties for next week by FRIDAY!!

Name/Date	Name/Date	Name/Date	Name/Date	Name/Date
1. _____	2. _____	3. _____	4. _____	5. _____

Sell \$750 per week!



\$50	\$150	\$250	\$350	\$450	\$550	\$650	\$750
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Interview 5 prospects per week!!

Name/Date	Name/Date	Name/Date	Name/Date	Name/Date
1. _____	2. _____	3. _____	4. _____	5. _____

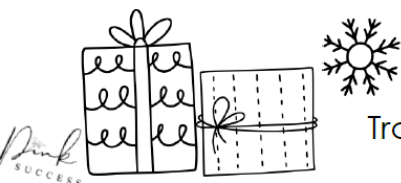
Month-to-Date Totals

Monthly Goal

Amount Remaining

Personal Production	_____	_____	_____
Team Production	_____	_____	_____
DIQ Production	_____	_____	_____
New Personal Team Members	_____	_____	_____
New DIQ Unit Members	_____	_____	_____

Complete this sheet of activities
4 consecutive weeks in October and earn this lovely moon and star necklace.



Treasures Xpress

Tracy Norris (502)314-8696 Mktracynorris@gmail.com

TAKE THE CHALLENGE!

October

GOLDEN
Rules



60 FACES

Receive this **Limited Edition Highlight Brush & Contour Sponge Set** and **\$10 Coffee Card** when you:

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



30 FACES

Receive this **Limited Edition Highlight Brush & Contour Sponge Set** when you:

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



GOLDEN

Rules

TAKE THE
CHALLENGE!

NAME	PHONE	OPPORTUNITY: Y/N
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		

Week 1 Whsl: _____

Week 3 Whsl: _____

Total Whsl: _____

Week 2 Whsl: _____

Week 4 Whsl: _____

MK HOLIDAY GIFT GIVING GUIDE

Let me solve your Holiday gifting - I can provide gifting solutions for family, friends, employees, teachers, and all of your helpers at various price points, as well as stocking stuffers, and even gift wrapping to make your holiday shopping go a little easier this year!

LIMITED EDITION FOR HOLIDAY 2022
GIFTS \$36 AND UNDER



\$18

Masking Minis

Two mini masking faves in one adorable, portable set. Includes the Pink Clay Mask and Moisture renewing Gel Mask.



\$36

Pomegranate Satin Hands

This lush scent features juicy pomegranate in our fan-favorite Satin Hands Set.



\$36

Women's Fragrance Set

Three scents included in beautiful gift box.

- Live Fearlessly
- Love Fearlessly
- Dream Fearlessly



\$22

Peaceful Garden Silkening Dry Oil

This luxe, dry body oil features a calming aromatic scent that will elevate your day with a bouquet of delicate floral fragrance



\$12

Mint Bliss

- Mint Bliss lotion for Feet and Legs
- Gift with purchase fuzzy socks



\$15

Highlight & Contour

This tiny but mighty two-piece set helps sculpt, highlight, and set with perfect precision.



\$28

Men's Hair & Body Wash

Shower all the guys on your list with this scent-worthy set of multitasking hair and body washes.



\$20 ea.

Vinyl Shine Liquid Lips

Each showstopping set comes with two bold, smile-inducing shades:

- Vivid Berry & Luminous Red
- Brilliant Brown & Glowing Neutral

Skincare Brand Comparison



MARY KAY TIMEWISE REPAIR SET

- Foaming Cleanser, 4.5 oz- \$30
- Advanced Lifting Serum, 1 fl oz- \$74
- Day Cream SPF 30, 1.7 oz- \$54
- Night Treatment with Retinol, 1.7 oz- \$54
- Eye Renewal Cream, .5 oz - \$44

Individually.....\$256.00 As a set.....**\$215.00**



LANCÔME-ABSOLUE

- Oil-in-Gel Cleanser, 4.2 fl oz. - \$62
- Absolue Revitalizing Oleo-Serum, 1 oz - \$200
- Absolue Premium BX Day Cream SPF 15, 1.7 oz - \$195
- Absolue Night Premium bx Night Cream, 2.6 oz- \$225
- Absolue Revitalizing Eye Cream, .7 oz - \$132

Individually.....**\$814.00** not sold as a complete set



ESTÉE LAUDER

- Advanced Night Micro Cleansing Foam, 3.4 oz - \$32
- Advanced Night Repair Serum, 1oz - \$75
- Revitalizing Supreme+ Moisturizer Global Anti-Aging Cell Power Creme SPF 15, 1.7 oz- \$90
- Revitalizing Supreme+ Night Moisturizer Intensive Restorative Creme, 1.7 oz - \$96
- Advanced Night Repair Eye Supercharged Complex, .5oz - \$66

Individually.....**\$359.00** not sold as a complete set



CHANEL SUBLIMAGE

- Sublimage L'huile-en-gel de Démaquillage - Ultimate Comfort and Radiance-Revealing Gel-to-Oil Cleanser, 5 fl oz - \$110
- Sublimage L'essence Fondamentale- Ultimate Redefining Concentrate, 1.3 fl oz - \$500 (serum)
- Sublimage La Creme Ultimate Skin Regeneration 1.7 oz - \$420 (day & night cream)
- Sublimage La Creme Yeux - Ultimate Regeneration Eye Cream .5 oz - \$260

Individually.....**\$1290.00** not sold as a complete set



MAY LINDSTROM

- The honey mud enzyme & acid facial pudding, 3.38 fl oz- \$90 (cleanser)
- The youth dew balancing facial serum, 1 fl oz - \$140
- The blue cocoon solid oil facial concentrate, 1.69 oz - \$180 (moisturizer)
- No night cream or eye cream

Individually.....**\$410.00** not sold as a complete set



STRIVECTIN

- Anti-Wrinkle Comforting Cream Cleanser, 5oz. - \$29
- Wrinkle Recode™ Line Transforming Melting Serum, 1oz- \$89
- Advanced Retinol Daily Repair Moisturizer Broad Spectrum SPF 30, 1.7 oz - \$99
- Advanced Retinol Nightly Renewal Moisturizer, 1 oz. - \$79
- Advanced Retinol Eye Cream, .5 oz - \$75

Individually.....**\$371.00** not sold as a complete set



PETER THOMAS ROTH

- Peter Thomas Roth Anti-Aging Cleansing Oil, 5 fl. oz - \$30.00
- Peptide 21 Wrinkle Resist Serum, 1oz - \$125
- Peter Thomas Roth Peptide 21 Wrinkle Resist Moisturizer, 1.7 fl. oz - \$95.00
- no specific night cream
- Peptide 21 Wrinkle Resist Eye Cream, .5 oz - \$75

Individually.....**\$325.00** not sold as a complete set



Tracy Norris

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important dates

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

Nov 24 - Happy Thanksgiving - All Company Offices Closed

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

To the Amazing

GOLDEN Rules BE A POSSIBILITY THINKER.



When you order \$600+ whsl in October, you will receive this stylish
MK SCARF
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.