



Treasures Xpress

February Newsletter with January Results

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

Look Who is Wearing Red



Diana Alderette
STB



Lisa Bailey
STB



Mandy Gossom
STB



Diane Murphy
STB



Linda Nichols
STB



Pam Merrick
STB

BUILDING
YOUR
TEAM

Celebrating our Senior Consultants

Glenda Douglas
Kara Milbrath

Donna Reeves
Jennifer Segner



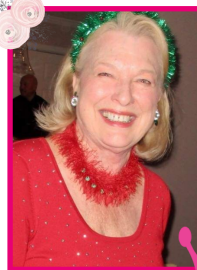
Monthly Top 5 Wholesale Orders



Amibeth Blair
\$658



Diane Murphy
\$602.50



Cynthia Moxley
\$440.50



Diana Alderette
\$430.50



Heather Holt
\$374

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

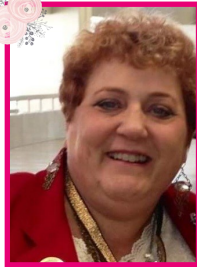
Year to Date Top 5 Court of Sales



Diane Murphy
\$17,828



Jennifer Segner
\$11,075



Nancy Glass
\$7,836



Lisa Bailey
\$5,698



Kimberly Clements
\$5,089

Queen

Welcome

- Angela Masden and Mischelle Stroud are the newest team members of Lisa Bailey.
- Angie Allen is the newest team member of Mandy Gossom.



Queen of Sharing
Lisa Bailey

National Court of
sharing



National

24 Team Members
2 Qualified monthly

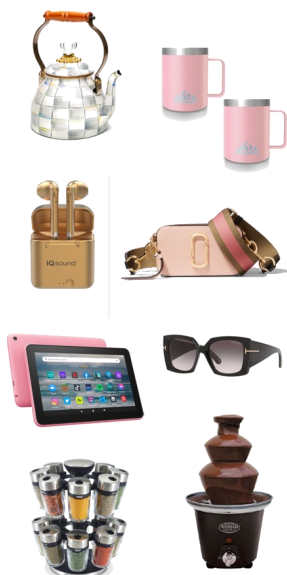
Area

12 Team Members
1 Qualified monthly

Unit

6 Team Members
6 Interviews monthly

On Target Quarter 3 Stars



Name	Whsl \$ + TB*	Sapphire	Ruby	Diamond	Emerald	Pearl
Sheila Dillingham	\$ 701.00	\$1,099.00	\$1,699.00	\$2,299.00	\$2,899.00	\$4,099.00
Amibeth Blair	\$ 658.00	\$1,142.00	\$1,742.00	\$2,342.00	\$2,942.00	\$4,142.00
Diane Murphy	\$ 602.50	\$1,197.50	\$1,797.50	\$2,397.50	\$2,997.50	\$4,197.50
Diana Alderette	\$ 533.50	\$1,266.50	\$1,866.50	\$2,466.50	\$3,066.50	\$4,266.50
Linda Naron	\$ 488.50	\$1,311.50	\$1,911.50	\$2,511.50	\$3,111.50	\$4,311.50
Cynthia Moxley	\$ 440.50	\$1,359.50	\$1,959.50	\$2,559.50	\$3,159.50	\$4,359.50
Melanie Reece	\$ 423.00	\$1,377.00	\$1,977.00	\$2,577.00	\$3,177.00	\$4,377.00
Betty Hawkins	\$ 413.50	\$1,386.50	\$1,986.50	\$2,586.50	\$3,186.50	\$4,386.50
Monica Shirley	\$ 413.00	\$1,387.00	\$1,987.00	\$2,587.00	\$3,187.00	\$4,387.00
Tracy Norris	\$ 2,482.50	\$ 0.00	\$ 0.00	\$ 517.50	\$1,117.50	\$2,317.50

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



Hello
February!

A Note from Tracy

Hello February!

What an exciting time of year to be in business! We are in the second half of our Golden Opportunities seminar year and ON OUR WAY to the 60th!

Are you excited about the faces you're seeing and working towards the 60 faces in 60 days company challenge? Whether 60 faces is your norm or a stretch, goals can be achieved with first a dream, then a plan, then taking action.

Demonstrating products, booking facials and parties, and sharing the opportunity consistently is the key to working full circle. If you are a new consultant or it's been a while, I encourage you to earn or to "re-learn" your BLING badge by reviewing the training modules that can be found under the Education tab in your InTouch. Understanding our products and systems in depth is a great confidence booster!

By sharing our knowledge and giving our time to others, we get to live Mary Kay Ash's dream that began with believing - ONE WOMAN CAN!

If you act enthusiastic, you will become enthusiastic – and it will spread like wildfire. – Mary Kay Ash.

Love & Belief,

Tracy



Tracy Norris
Independent Sales Director

(502)314-8696

3001 Velden Dr

Louisville, Kentucky 40220

March

Happy Birthday



Samantha Shields	9 March
Kimberly Clements	15 March
Portia Frecker	17 March
Carla Reed	18 March
Kellye Singletary-Cunningham	18 March
Amibeth Blair	20 March
Jenna O'Connell	24 March
Ginger Alford	27 March

Happy Anniversary

Valerie Coleman	34
Cheryl Benham	31
Tracy Norris	31
Diana Alderette	22
Suzanne Sauer	8
Samantha Shields	8
Diane Murphy	8
Linda Naron	3
Demetria Pierce	1
Carla Reed	1



Golden Rules Challenge

January

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

GOLDEN Rules



LEAD
WITH LOVE.

Achievers

Amibeth Blair
Diane Murphy
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
Tracy Norris



Love Checks

Tracy Norris 13% \$245.38

(does not include unit commissions & bonuses)

Mandy Gossom 4% \$ 34.44

Pam Smither Merrick 4% \$ 26.94

Linda Nichols 4% \$ 24.00

Diana Alderette 4% \$ 22.06

Lisa Bailey 4% \$ 9.88

Jennifer Segner 4% \$ 6.06



Spring PCP
Look Who
Participated

Jennifer Segner

Diana Alderette

Julia Lish

Debra Allen

Rita Stephenson

Nancy Hieb Glass

Helen Logan

Mary Bowles-Smith

Valerie Coleman

Deborah Peach

Kara Milbrath

Tracy Norris





steppin' up the *Ladder*



Senior

Consultant

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

Glenda E. Douglas

A3 Merope Tabermejo

T2 Lisa R. Clayton

Kara L. Milbrath

A2 Suzanne Sauer

I2 Portia Frecker

Donna L. Reeves

A3 Clyda L. Henderson

Jennifer C. Segner

A2 Kara L. Milbrath

A3 Michelle A. Barker



Star

Team Builder

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



Diana S. Alderette **Pam Smither Merrick**

A1 Lisa C. Bailey

A1 Nancy R. Butler

A1 Rebecca S. Farris

A2 Cheri R. Scott

A3 Melanie Clark

A3 Peggy L. Comer

I1 Erica N. Galyon

Lisa C. Bailey

A1 Kimberly K. Clements

A2 Margaret Ellis

A2 Gila Jones

A3 Carol R. Penick

I1 Debra S. Fernandes

I1 Kellye Singletary-Cunningham

I2 Torie Sanners

N1 Angela Masden

N1 Mischelle M. Stroud

N2 LaSasha Robinson

T1 Bertha Johnson

T5 Carla D. Reed

T6 Rosita Velez

Mandy B. Gossom

A1 Diana C. Sharber

A3 Jen K. Miller-Woods

A3 Amy Poe

I3 Marcia C. Newby

N1 Angie Allen

Diane Murphy

A2 Debra S. Allen

A2 Linda D. Naron

A3 Judy E. Mings

T2 Lucille Anderson

T2 Rebecca J. Penrod

T3 Judi R. Fuhs-Dunn

Linda M. Nichols

A1 Valerie H. Coleman

A1 Joann T. Johnson

A2 Jean C. Edwards

I1 Jenna L. O'Connell

T4 Lori K. Dye



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



Spring 2023



\$15

SUN CARE
AFTER-SUN
REPLENISHING
GEL

\$18
EACH



SUPREME
HYDRATING LIPSTICK

\$38



CREAM BRONZER DUO
STICK AND CREAM
HIGHLIGHTER DUO STICK

\$18
EACH



\$10
EACH



CLINICAL SOLUTIONS® FERULIC +
NIACINAMIDE BRIGHTENER

CLINICAL SOLUTIONS® PHA +
AHA RESURFACER

HAND CREAM

MY WEEKLY PLAN/ IPA SHEET

week of: _____

4 Hour IPA (Income Producing Activities= 4 Hours/Day (5 Days/Week)

Schedule 30 minutes to an hour time slots that work for you & fill in what you are willing to do for your business. What can you commit to for the week?

Booking Coaching Cust. Serv. Sharing the Opportunity

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
5AM	5AM	5AM	5AM	5AM	5AM	5AM
6AM	6AM	6AM	6AM	6AM	6AM	6AM
7AM	7AM	7AM	7AM	7AM	7AM	7AM
8AM	8AM	8AM	8AM	8AM	8AM	8AM
9AM	9AM	9AM	9AM	9AM	9AM	9AM
10AM	10AM	10AM	10AM	10AM	10AM	10AM
11AM	11AM	11AM	11AM	11AM	11AM	11AM
12PM	12PM	12PM	12PM	12PM	12PM	12PM
1PM	1PM	1PM	1PM	1PM	1PM	1PM
2PM	2PM	2PM	2PM	2PM	2PM	2PM
3PM	3PM	3PM	3PM	3PM	3PM	3PM
4PM	4PM	4PM	4PM	4PM	4PM	4PM
5PM	5PM	5PM	5PM	5PM	5PM	5PM
6PM	6PM	6PM	6PM	6PM	6PM	6PM
7PM	7PM	7PM	7PM	7PM	7PM	7PM
8PM	8PM	8PM	8PM	8PM	8PM	8PM
Bookings Coached Appts. Sales (NEW AND REORDER) \$ Sharing Appts	Bookings Coached Appts. Sales (NEW AND REORDER) \$ Sharing Appts	Bookings Coached Appts. Sales (NEW AND REORDER) \$ Sharing Appts	Bookings Coached Appts. Sales (NEW AND REORDER) \$ Sharing Appts	Bookings Coached Appts. Sales (NEW AND REORDER) \$ Sharing Appts	Bookings Coached Appts. Sales (NEW AND REORDER) \$ Sharing Appts	Bookings Coached Appts. Sales (NEW AND REORDER) \$ Sharing Appts

My Week Includes:

Quiet/Faith/Exercise Time
Family Time
Date Night
Other Job

My Star:

Orders Placed This Week:

\$ Wholesale Order
Date Placed:
\$ Wholesale Order
Date Placed:
Star Total to Date: \$

Sales Goal: \$
Total Sales: \$

Weekly Sales:

Team Building: Sharing Appts Held:
New Team Members:

of bookings scheduled for next week:

Color in your weekly plan sheet with the coordinating colors to plan your week!

Paul
SUCCESS



Tracy Norris

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

important dates

- Feb 8** - Spring Look Book begins mailing
- Feb 10** - Early Spring ordering begins
- Feb 14** - Valentine's Day
- Feb 15** - Spring Ordering open for everyone
- Feb 27** - Last day to place telephone orders
- Feb 28** - Last day to place on-line orders
- Mar 15** - Quarter 3 Star Contest Ends
- Mar 16** - Quarter 4 Star Contest Begins
- Mar 24** - Spring 60th Virtual Event
- Mar 30** - Last day to place telephone orders
- Mar 31** - Last day to place on-line orders

To the Amazing

GOLDEN
Rules

WALK A MILE

IN HER SHOES!



When you order \$600+ whsl in
February, you will receive these beautiful
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.