

Russo's Risers

OCTOBER NEWSLETTER WITH SEPTEMBER RESULTS



Golden Rule September Achievers

Queen of Wholesale



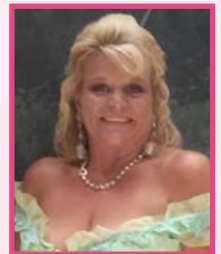
Sharon Albarano



Sharon Albarano



Kathleen Moran



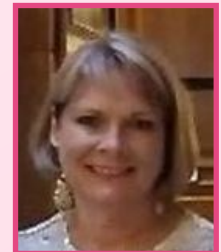
Carol Scarbro



Donna Parker



Mary Lynn Carnovale



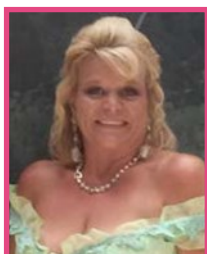
Connie Russo



Quarter 1 Star Achievers



Kathleen Moran
Emerald



Carol Scarbro
Emerald



Sharon Albarano
Emerald



Donna Parker
Sapphire



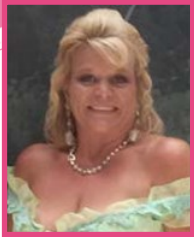
Connie Russo
Ruby

"Always be happy, cheerful and enthusiastic even when you sometimes don't feel that way. Remember, "Act enthusiastic and you will become enthusiastic." Don't share your problems with your hostess or customers; they have enough of their own. Everyone loves to be around happy, enthusiastic people, so be one!"

~ Mary Kay Ash

Shooting for the STARS!

Top in Sales
Company Court of Sales



Carol Scarbro

Consultant

Carol Scarbro
Sharon Albarano
Kathleen Moran
Donna Parker
Juanita Zeigler
Heather Guisewhite
Dawn Steinbugl
Hilary Pogasic
Mary Lynn Carnovale
Sandra Clark
April Weiss
Nancy Glass
Bonita Beasley
Pamela DeVore
Ellen Kelly
Lisa Tomiczek
Connie Russo



Sharon Albarano



Kathleen Moran

YTD Retail

\$5,933.00
\$5,414.00
\$5,237.00
\$2,981.00
\$2,749.00
\$1,604.00
\$1,474.00
\$1,383.00
\$1,309.00
\$1,294.00
\$1,169.00
\$1,156.00
\$1,080.00
\$1,079.00
\$1,050.00
\$1,000.00
\$4,832.00

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

DIQs CAN ATTEND



Leadership

Leadership conference is such a BLAST... Have you been thinking about Directorship? Feeling like you're missing out on our special party time? I have good news for you!! DIQs are eligible to attend Leadership Conference this year! If directorship is your goal, don't miss out on this opportunity to attend Leadership conference as a DIQ. It's time to get moving!

[Click here for Details](#)

November Celebrations

Happy Birthday!

Lisa Jefferson	9 November
Karen Bilchak	10 November
Lea Rosenberry	12 November
Naisha Silvey	14 November
Mary Werling	14 November
Beth Neitz	17 November
Carolyn Rathmann	18 November
Michele Gonsman	19 November
Tarissa Nelson	24 November
Bridget Behe	26 November

Happy Anniversary!

Michele Gonsman	24
Mary Jo Fiore	19
Natalya Vartanova	17
Paula Nedock	17
Carol Rosenberger	12
Dana Vinglish	1

Look Who Invested

Sharon Albarano	\$1,785.50	Mary Lynn Carnovale	\$654.50	Nancy Glass	\$447.00
Kathleen Moran	\$1,037.50	Hilary Pogasic	\$525.00	Beth Mitchell	\$438.50
Carol Scarbro	\$726.50	April Weiss	\$471.50	Amy Brunner	\$425.50
Donna Parker	\$682.00	Letitia Neuder	\$454.00	Tara Hartley	\$405.25
				Connie Russo	\$781.00

ON-TARGET for Year Long Consistency

Quarter 2 On-Target Stars

Name	Whls \$ + TB	Sapphire	Ruby	Diamond	Emerald	Pearl
Kathleen Moran	\$1,659.50	\$ 140.50	\$ 740.50	\$1,340.50	\$1,940.50	\$3,140.50
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
Sharon Albarano	\$ 631.00	\$1,169.00	\$1,769.00	\$2,369.00	\$2,969.00	\$4,169.00
Connie Russo	\$ 610.00	\$1,190.00	\$1,790.00	\$2,390.00	\$2,990.00	\$4,190.00
April Weiss	\$ 471.50	\$1,328.50	\$1,928.50	\$2,528.50	\$3,128.50	\$4,328.50
Lorie MCCuller	\$ 463.00	\$1,337.00	\$1,937.00	\$2,537.00	\$3,137.00	\$4,337.00
Nancy Glass	\$ 447.00	\$1,353.00	\$1,953.00	\$2,553.00	\$3,153.00	\$4,353.00
Beth Mitchell	\$ 438.50	\$1,361.50	\$1,961.50	\$2,561.50	\$3,161.50	\$4,361.50
Shelly Vaughan	\$ 401.50	\$1,398.50	\$1,998.50	\$2,598.50	\$3,198.50	\$4,398.50



steppin' up the Ladder



Senior

Consultant

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

Sharon Albarano
Mary Jo Fiore
Deborah Hipp
Kathleen Moran
Bethany Reed
Carol Scarbro



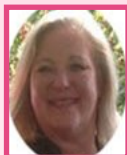
Star

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



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



Donna Parker

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

Plan Joy Fully - Training Tips for 2022

It's beginning to look a lot like Christmas! We're all starting to think about our Holiday strategies, options, selling opportunities- where do we begin?? Start at The Holiday Shoppe! Here you will find business ideas, resources, and strategies to help you conquer the holiday selling season, and have your best year ever!

Click here for the
2022
Holiday Training
Shoppe



a note from

Connie

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.

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,

Connie

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.

Enroll Now

October 17- Deadline

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

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



Golden Rules Challenge



ADD
EXTRA
TO THE
ORDINARY

Complete October calendar with your daily activity:



See Faces



#Faces
(virtual or in person)

\$ Product Sold



Sell Product






























































































Share the
Opportunity



Your Name: _____

#Interview/sharing
appointments

October

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   	31   					



October 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!

Russo's Risers



Connie Russo

107 Quince Court
Hollidaysburg, PA 16648
814.312.2106

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

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.