

News & Notes for June

Those who 'show up' go up! These events are created just for YOU for growing your business, your income and your friendships.

Themed *Makeover* Nights 2019



Every Wednesday
(June 5, 12, 19, 26)
Afternoons @ 1pm
Evenings @ 7pm

Beauty Unfiltered Makeovers

Makeovers designed by internationally renowned makeup artist Luis Casco. Come, bring a friend, and learn Luis's professional tips and tricks for creating looks that are face-to-face flawless. Please RSVP so we have a spot just for you!

@ Joyce's House
9029 101 Avenue

Career Coffee



The Magic of Mary Kay Cosmetics: What Makes Us Different?

This event is for bringing friends/clients to learn the advantages and avenues of income available through joining our company. Please RSVP so we have a spot just for you!

Thursday, June 6, 1:00-2:30pm
Saturday, June 15, 11:00-12:30am
Thursday, June 20, 1-2:30pm

@ Joyce's House
9029 101 Avenue

Our Unit is on course for the
Circle of Achievement!

Earn prizes this month from our Prize Board when you order \$225+!

20%
OFF



June Skincare
Product Promotion
**Save 20% on
Skincare Bundles!**

Our team website:



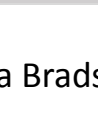
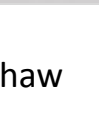

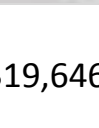
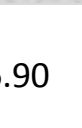
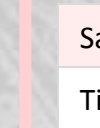
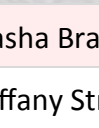
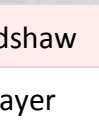
www.joycesusanna.com

Promotions to keep track of:

- ♥ **Skin-Loving Masks**
All new IBC's receive TimeWise Gel Mask and Clearproof Charcoal Mask free.
June 1-30, 2019
- ♥ **You Hold the Key Consistency Challenge**
Order \$600 wholesale every month.
April 1 - June 30, 2019.
- ♥ **Destination Red**
June 30, 2019. Earn a cruise for two in the Caribbean
- ♥ **Bring Your Besties**
A great opportunity to build your team,
April 1 - June 30, 2019.
- ♥ **Foundation of YOU Contest**
Win a trip to Santa Monica, CA. Enter now till July 11, 2019.

Top 10 Consultants

YTD Estimated Retail

1		Sasha Bradshaw	\$19,646.90
2		Carrie Warren	\$8,181.80
3		Tanya Bain-Leuchter	\$7,182.90
4		Carly Francis	\$5,364.50
5		Jewels Goff	\$5,295.00
6		Katrina Klassen	\$4,717.70
7		Nikki Darr	\$3,440.00
8		Jennie Anderson	\$3,180.00
9		Joanne Broaders	\$2,965.00
10		Bernice Finley	\$2,851.50

**The Fabulous Consultants
who ordered \$225 wholesale
or more in May!**

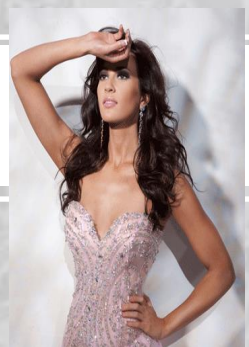
Sasha Bradshaw	\$1,009.50
Tiffany Strayer	\$604.00
Tanya Bain-Leuchter	\$572.00
Chelan Toews	\$390.00
Francoise Sedor	\$377.25
Sarah Crossland	\$326.75
Tish Hitchcock	\$285.00
Brittany Levesque	\$270.50
Edna Watt	\$266.25
Pamela Landry	\$256.25
Teri Ondrik	\$253.00
Yvonne Cloutier	\$250.00
Esther Kovacs	\$242.00
Karen Belford	\$241.75
Malina Bokota	\$237.00
Sharon Bews	\$236.25
Tracy McKay	\$232.50
Brenda McDonald	\$230.50
Hayley Lane	\$229.50
Hilary Gould	\$227.50
Jonie Gerspacher	\$226.25
Wendy Holmstrom	\$225.75
Melanie Pfaff	\$225.50

2019 Seminar Jewelry!



Just two \$600 wholesale orders per month.

You deserve to be in the limelight at Seminar 2019!



Our Team's *Top 50 Consultants* YTD

11	Judy Peddle	\$2,789.50
12	Chelan Toews	\$2,726.00
13	Terraina Little	\$2,723.50
14	Amy Richter	\$2,700.70
15	Edna Watt	\$2,665.00
16	Stara Phillips	\$2,523.30
17	Tiffany Strayer	\$2,419.20
18	Stephanie Schauer	\$2,407.50
19	Keira Dueck	\$2,206.20
20	Hayley Lane	\$2,102.50
21	Anne Warr	\$2,100.50
22	Ruth Poschenrieder	\$2,094.50
23	Francoise Sedor	\$2,077.50
24	Malina Bokota	\$2,045.50
25	Pamela Landry	\$2,042.30
26	Lori Sedor	\$2,016.00
27	Cassandra Chabot-Madlung	\$2,004.00
28	Kellie Taylor	\$1,933.00
29	Candi Diepdael	\$1,915.00
30	Shirley Wheeldon	\$1,851.80

31	Ann Sandquist	\$1,805.50
32	Cindy Pratt	\$1,779.00
33	Manon Desroches	\$1,761.30
34	Amen Eyoha	\$1,716.00
35	Colleen Graves	\$1,699.00
36	Carolee Lucas	\$1,677.50
37	Tracy McKay	\$1,665.50
38	Linda Connell	\$1,662.00
39	Yvonne Cloutier	\$1,661.50
40	Jocelyn Melbourne	\$1,654.50
41	Tina Lappenbush	\$1,638.50
42	Mary Ellen Plomp	\$1,600.00
43	Melissa Gast	\$1,597.00
44	Tamara Ruxton	\$1,584.50
45	Cathy Johnson	\$1,526.10
46	Teri Ondrik	\$1,509.50
47	Megan Binga	\$1,502.20
48	Sandra Charron	\$1,498.90
49	Suseelai Sundararaj	\$1,459.00
50	Brenda McDonald	\$1,445.00

Are you ready to
unlock your dreams?

Learn how to empower your business,
build with confidence, and unlock the
endless possibilities for success!

seminar
 **2019**

Registration - June 1 - June 30, 2019

Early Bird Registration - May 1 - May 31, 2019



July 25 - 28, 2019

International Centre

Mississauga, ON

Consistency is the Key



Congratulations

to **Tiffany Strayer** for adding to her team in her first month and earning the Pearls of Sharing Necklace!

Tiffany also added more than 5 members to her team and has earned the Gold Medal Charm - her name will appear in the next edition of Applause magazine! Way to go Tiffany!



Set a
GOAL
and do
something

about it

EVERY

DAY.

MARY KAY

Congratulations to our

May Ordering Bonus Achievers!

Sasha Bradshaw

Tiffany Strayer

They qualified to receive our Intense Moisturizing Cream and Oil-Free Hydrating Gel (valued at \$80) for **free!**



June Ordering Bonus

The *Lipstick & Mascara Wrap Watch* can be yours for just \$15 when you order \$1,200 in suggested retail (\$600 cumulative discounted wholesale) Section 1 products in the month of June.



Where will consistency take you?

Welcome



Sue Longson

Added to the team by Carrie

Lindsay Qayutinnuaq

Added to the team by Joyce

Jean Baxter Robbins

Added to the team by Katrina

Hilary Gould

Added to the team by Roxanne

Andrea Gross

Brittany Lavesque

Courtney Summers

Donna Rehm

Karen Belford

Wendy Holstrom

Added to the team by Tiffany

Thank you for joining our winning team!



SKIN-LOVING *masks!*

EXCLUSIVE OFFER AVAILABLE FROM *June 1-30, 2019*

All new Independent Beauty Consultants who start a Mary Kay business from June 1 – 30 will receive the TimeWise® Moisture Renewing® Gel Mask and ClearProof® Deep-Cleansing Charcoal Mask for **FREE*** (this is a \$52 suggested retail value)! A business boost for you. A beauty boost for her. It's a win-win!



All new Independent Beauty Consultants who start their Mary Kay® business from April 1 through June 30, 2019 will have the opportunity to give their first three new personal team members a \$25 Starter Kit credit during the *Bring Your Besties!* time frame!

Already an Independent Beauty Consultant?

You can reap the rewards too!

Build your business by building a Team of Teams! This promotion encourages your emerging team members to become Star Team Builders, which goes on to beautifully support what it takes to achieve Destination Red!

Circle of Achievement

It's the final month of the Seminar Year and our unit has done amazing!
 Our *big dreamy goal* is to enter the Circle of Achievement this year!
 That's \$300,000+ in retail sales and one of the top 15% of units across Canada!
 To help us along, I've got special prizes for all who participate in June!

PRIZE BOARD

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	32	33	34	35	36	37	38	39	40
41	42	43	44	45	46	47	48	49	50
51	52	53	54	55	56	57	58	59	60
61	62	63	64	65	66	67	68	69	70
71	72	73	74	75	76	77	78	79	80
81	82	83	84	85	86	87	88	89	90
91	92	93	94	95	96	97	98	99	100

Behind each number on our Prize Board is a **Mystery Reward**. For every \$225 (wholesale Section 1 products) you order you can select a number and receive the reward!

Work towards an **Elite Reward** by saving up three numbers and trading them in for the Elite Reward of your choice! Elite Rewards are limited, so there's no time to lose!

ELITE REWARDS

- ★ 1. MK Tote
- ★ 2. Black with Pink Dot Detail MK Business Binder
- ★ 3. MK Rolling Tote
- ★ 4. MK Business Binder
- ★ 5. Rosegold Mary Kay Signature Binder



20%
OFF



Clear Proof® Skincare Bundle

~~\$70.00~~ \$56.00 (retail)

Includes Clarifying Cleanser ,
Blemish Control Toner, Spot solu-
tion, and Oil-Free Moisturizer.

20%
OFF



Botanical Effects® Skincare Bundle

~~\$63.00~~ \$50.40 (retail)

Includes Cleansing Gel, Refreshing
Toner and Moisturizing Gel.

June Skincare Product Promotion

TimeWise® Miracle Set 3D™

~~\$159.00~~ \$127.20 (retail)

Includes 4-in-1 Cleanser, Day Cream,
Night Cream, and Eye Cream.

20%
OFF



MKMen® Skincare Bundle

~~\$92.00~~ \$73.60 (retail)

Includes the Daily Facial Wash, Shave
Foam, Advanced Facial Hydrator Sun-
screen SPF 30 and Advanced Eye Cream.

20%
OFF






STAR CONSULTANT PROGRAM

So far this quarter... **On-Track Star Consultants: April - June, 2019**

	Congratulations	Contest Amount	Stars Won to Date	Star Earned to Date	Needed for Next Star
1	Sasha Bradshaw	\$1,278.50	50	On-track Sapphire	\$521.50
2	Tiffany Strayer	\$1,209.60	-	On-track Sapphire	\$590.40
3	Carrie Warren	\$1,107.10	-	On-track Sapphire	\$692.90
4	Roxanne Trask	\$602.75	-	On-track Sapphire	\$1,197.25
5	Tanya Bain-Leuchter	\$572.00	3	On-track Sapphire	\$1,228.00
6	Carla Miller	\$500.50	2	On-track Sapphire	\$1,299.50
7	Katrina Klassen	\$463.75	-	On-track Sapphire	\$1,336.25
8	Chelan Toews	\$390.00	-	On-track Sapphire	\$1,410.00
9	Francoise Sedor	\$377.25	8	On-track Sapphire	\$1,422.75
10	Sarah Crossland	\$326.75	1	On-track Sapphire	\$1,473.25
11	Cathy Robertson	\$314.50	2	On-track Sapphire	\$1,485.50
12	Tish Hitchcock	\$285.00	-	On-track Sapphire	\$1,515.00
13	Brittany Levesque	\$270.50	-	On-track Sapphire	\$1,529.50
14	Edna Watt	\$266.25	-	On-track Sapphire	\$1,533.75
15	Amy Richter	\$261.50	-	On-track Sapphire	\$1,538.50
16	Pamela Landry	\$256.25	11	On-track Sapphire	\$1,543.75
17	Teri Ondrik	\$253.00	-	On-track Sapphire	\$1,547.00
18	Yvonne Cloutier	\$250.00	-	On-track Sapphire	\$1,550.00

Receive 1 point for each \$1 wholesale you order, then redeem your points at the end of each quarter towards the prize of your choice!





California, here YOU come!

Inspire and radiate with the Foundation of YOU Contest

You and your customer could each win an ALL-
INCLUSIVE VIP TRIP for 2 to sunny Santa Monica, CA!

MATCH: Book a party with your customers and help her find her perfect Mary Kay® Foundation.

POST: Get your customer to snap a selfie and post it on her Instagram with the name of her seamless foundation shade plus what makes HER beautifully unique!

TAG: Ensure she tags **#FoundationOfYouCA**, **@marykaycanada**, and **YOU!**

Contest closes July 11.

We are in our final month to qualify for **Destination Red** and there's no time to lose!

Anyone (psst...that's YOU) can achieve Destination Red! Can you imagine five wonder-filled days and four adventuresome nights on a cruise for two to the Bahamas? To get there, you'll be working a plan that can add more faces to your team and more money in your pocket.

From January 1 to June 30, 2019, qualify when you achieve all three:

1. \$3,600 or more adjusted personal wholesale Section 1 production during the qualification time frame
2. Add six Great Start-qualified new personal team members.
3. Have three personal first-time Star Team Builders.



HOW TO SELL NEW TimeWise Matte 3D FOUNDATION

TimeWise Matte 3D
Foundation, \$28



1

1. Identify her general skin tone.

- IVORY
- BEIGE
- BRONZE

2. Find her undertone.

- C = COOL
- N = NEUTRAL
- W = WARM

3. Choose the exact shade within her skin tone.

(lower numbers represent lighter shades with progressively higher numbers for darker shades)



2



3

For more details and tips, visit the Foundation Hub on InTouch.



The Product of the Month for June is... the Essential Brush Collection!

Sweep, sculpt and smudge like a pro with the Mary Kay® Essential Brush Collection!

These masterfully crafted synthetic bristles are compatible with liquid, cream and powder formulas. Achieve top techniques with these brushes, which are tested to our highest standards.



For the month of June, you'll save 15% on the Mary Kay® Essential Brush Collection!

New incredible foundations, skin care bundle sales, AND brushes at a discount?

It's a great time to book facials, spa days, and color-matching parties! Your customers will find the products they love and you will add to your pocket. It's a great day to share Mary Kay!



LET'S PARTY!

Our Team's Achievers*



Be a part of our team's elite RED CARPET by promoting yourself to the Star Recruiter position or higher and wearing the prestigious MK Red Jacket.



Congratulations to these Recruiters who have recently* added to their teams!

Sasha Bradshaw Tiffany Strayer
Karyn Cochrane Roxanne Trask
Faye Shular Carrie Warren
Katrina Klassen

\$50 Team Building Bonus!

Receive \$50 for each new qualified team member you add.

\$100 Red Jacket Bonus!

(Sept 1, 2018 - June 30, 2019)

All first-time Red Jackets will receive a one-time \$100 Red Jacket Bonus.

*Highest level of achievement over the past six months



welcometomyblog



Life Makeover - Brain Food

Here is a quirky thing you may not know about me, I like reading brain books. Perhaps I am trying to psychoanalyze myself. (My inner dialog is wildly dramatic coupled with a highly active imagination) If I let me brain 'run wild' it can feed me with a dialog of negativity and self doubt. To make sense of it all, I read brain books.

Did you know brains are plastic? Not in the sense it melts, in sense it is mold-able. This is called Neuroplasticity: The brain's ability to reorganize itself by forming new neural

connections throughout life. Our brains are wired to adjust their activities in response to new situations or to changes in our environment. When we try something new, we need to stick with it long enough for our brain to adjust. It doesn't happen over night.

In the early days of the space program, NASA scientists outfitted each of the astronauts with a pair of convex goggles which flipped everything in their field of vision 180 degrees. In other words, their world was literally turned upside down. The astronauts had to wear the goggles 24 hours a day. On the 26th day of the experiment, one of the astronauts' world turned right-side up again even though he continued to wear the goggles 24 hours a day. Between days 26-30, the same thing happened for each of the remaining astronauts. What the scientists discovered is that, after 26-30 days of this continuous stream of new input, the astronauts' brains actually created neural pathways that "rewired" their brains to see their worlds normally again.

To me, this is scientific proof that we can learn a new skill, step out of our old habits or ways of thinking, we literally can 'start again', given the right tools and practice, we can adjust how our brain thinks and reacts.

I have found these daily practices keep me out of a dialog of negativity and self doubt.

- I have an app on my phone that reminds me to type in something I am grateful for several times a day.
- I have a prayer journal where I write to God each morning.
- I write out my top ten life goals each morning.
- Daily while I do my makeup, hair, eat breakfast, I am listening to a motivation book or podcast on my phone.

You can't starve your body and still expect it to perform at its peak potential, the same goes for your brain. Feed and care for it daily.

Just like things can have a positive effect on your brain, things can also have a negative effect on your brain: Pay attention to your triggers for negative or anxious thoughts. Is it time with a certain person? Is it scrolling through social media? Is it too much time alone? Whatever is setting you off — stay away from that thing or limit your time doing it! Be intentional about who you want to be and make sure your thinking matches the vision you have of yourself and your future self.

Hugs,

Joyce