

News & Notes for October

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

Wednesday Meetings this Fall



Mark your calendars and don't miss out on these fun events!

**7pm @
Joyce's Home Studio**

October 9: Holiday Product Launch

October 16: Masking & Spa Night

October 23: Makeover Night

November 6: Holiday Shopping Event

November 13: Makeover Night

November 20: Makeover Night

November 27: Makeover Night

Please RSVP so we will have a spot just for you!

Online Holiday Shopping Event!

This one's for everyone! Invite your customers to join you on my Facebook page for a live showcase of the newest products from Mary Kay!

To join, like my Facebook page:

 **Joyce's MK Holiday Shopping Event**

then check in Thursday, November 7
from 8—8:30pm.

It's going to be a great
time you won't want
to miss!



Saturday Success Strategies


October 5 and November 9

11—12:30 pm @ Joyce's House

Bring note paper & pen



Promotions to keep track of:

-  **Berry Lips**
All new IBC's receive FREE bonus lip products Oct 1-31, 2019
-  **Bumblebee Challenge**
Earn bees for working your business!
Aug 1 - Dec 31, 2019.
-  **Bring Your Besties**
A great opportunity to build your team, till December 31, 2019.
-  **Red Jacket Bonus**
Receive \$100 bonus for first-time Red Jacket member on your team. Aug-Dec, 2019

Our team website:









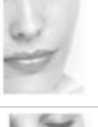

www.joycesusanna.com



Top 10 Consultants

Seminar YTD (July 1, 2019—June 30, 2020)

Estimated Retail

1		Sasha Bradshaw	\$4,840.70
2		Tiffany Strayer	\$1,528.00
3		Theresa Balao	\$1,212.00
4		Agatha Wolfe	\$1,143.00
5		Brittany Lavesque	\$1,142.51
6		Tanya Bain-Leuchter	\$979.50
7		TJ Little	\$926.00
8		Carrie Warren	\$910.50
9		Sydney Fletcher	\$859.00
10		Kathryn Poschenrieder	\$822.00

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

Sasha Bradshaw	\$1,373.50
Theresa Balao	\$606.00
Terraina Little	\$463.00
Sydney Fletcher	\$429.50
Amy Richter	\$384.75
Chelan Toews	\$336.50
Brittany Levesque	\$307.00
Melody Johnson	\$276.75
Sharon Bews	\$270.50
Shannon Alexander	\$259.00
Daryna Prykhodko	\$248.75
Colleen Graves	\$248.00
Pamela Landry	\$245.00
Suseelai Sundararaj	\$244.00
Malina Bokota	\$242.50
Bernice Finley	\$239.00
Keira Dueck	\$238.00
Joy Dunn	\$231.50
Anne Warr	\$231.50
Cheryl Friesen	\$225.75

2020 Seminar Jewelry!



Just two \$600 wholesale orders per month.
You deserve to be in the limelight at Seminar 2020!

Welcome

Alicia Osorio

Added to the team by Pamela

Tammy Bannister

Kathy Doerkson

Josephine Okwosha

Added to the team by Joyce

Thank you for joining our winning team!



Congratulations Ruby Star!
Sasha Bradshaw



Happy Birthday

Amanda Rich - 6 October

Tanya Terry - 11 October

Amen Eyoha - 12 October

Sheilagh Barlage - 21 October

Candi Laurin - 21 October

Jocelyn Melbourne - 26 October

Carmen Lagace - 28 October



Congratulations to **Sasha Bradshaw** and **Theresa Balao**
for earning the September Ordering bonus: the
Be Legendary Bracelet!

Way to go!





Holiday 2019

Limited Edition!

October 3 to December 31, 2019



Cityscape Silkening Dry Oil, \$24

Enriched with natural oils, this formula leaves skin soft and glowing, and it absorbs instantly, rejuvenating the senses and giving skin a hydrated and luxurious feel.



New!

Fragrance Travel Spray, \$25 each

These clutch companions are the perfect gift for women who enjoy freshening up on the go. Available in Cityscape Eau de Parfum, *Live Fearlessly* Eau de Parfum and *Forever Diamonds* Eau de Parfum.

New!

Live Fearlessly Set, \$59

Live Fearlessly exudes unmistakable confidence with notes of energizing ginger, bold rose and warm, roasted tonka bean. Get the Live Fearlessly Eau de Parfum and Fragrance Travel Spray for only \$59 (regularly \$74).



New!

Cityscape Set, \$89

Cityscape is an effortlessly elegant scent inspired by the world's most glamorous and sophisticated city landscapes. Enjoy the Cityscape Eau de Parfum, Silkening Dry Oil and Fragrance Travel Spray for \$89 (regularly \$104).



New!

Ultra Stay Lip Lacquer Kit, \$47

Includes lip lacquer (in the shade of your choice), lip lacquer sealer and lip lacquer eraser.



Be Delighted Body Mousse, \$18

An extra-special indulgence featuring a sweet, confectionery scent and fast-absorbing formula that nourishes skin.

Holiday Gift Box Set, \$8 (pack of 3)

Three blissfully branded Mary Kay boxes come in different shapes and sized to make unwrapping gifts a joyful experience.



'Tis the Season to Sparkle

When you purchase the MKAFC limited-edition **Sparkle and Shimmer Holiday Ornament, \$10**, you'll give the gift of hope this holiday season to women battling cancer, and women and children affected by domestic violence.



Gift With Purchase

Rock these warm and fuzzy socks for FREE with the purchase of **Mint Bliss Energizing Lotion for Feet & Legs, \$16**. Cozy up to the cool mint formula that helps tired feet and legs feel revived, and then slip your feet into these snuggly socks for a toe-tally pampering experience.



MIX AND MINGLE These Merry Masks!

Packed with personality, these four playful facial masks are perfect for travel, spa time at home or merry masking with your friends.



New!

Limited-Edition†
Mad About Masking™
Mask Pod Gift Set, \$30
Pack of 4 single-use pods



MISS PORE-FECT™

Bye-bye, impurities. Hello, shine-free skin! The absorbing properties of this clay mask will leave your skin feeling "pore-fect" and looking magnificently mattified.



ENERGY QUEEN™

Featuring wake-you-up caffeine, this mud mask will leave you feeling empowered and ready to conquer your to-do list in no time at all!



LADY SERENITY™

Treat yourself to a royally deserved moment of tranquility with a cool and soothing cream mask. Sit back, relax and melt your stresses away.



DEWYGAL™

Give yourself a dewy glow before your next big night out with this moisturizing gel mask, and be ready for everything from dinner to the dance floor!

New!

Mask Applicator, \$15

Made just for masking, this silicone mask applicator maximizes your masking sessions with mess-free application and less product waste. Expertly designed to fit perfectly inside each *Mary Kay Mad About Masking™* Mask Pod!



Price is suggested retail. †Available while supplies last



Holiday Shopping Event

Wherever you are, join me to unpack the newest items from Mary Kay's Holiday and Winter product launches!

In Grande Prairie:

Wednesday, November 6
7-9pm @ Joyce's Home Studio

Live Online Event:

Thursday, November 7
8-8:30pm

To join, find and like my Facebook page
Joyce's MK Holiday Shopping Event



Berry Lips!

PROMOTION

October 1 - 31, 2019



SHARE SOMETHING BEAUTIFUL!

Women helping women – that is the foundation of every Mary Kay business, and you can preserve and continue this rich legacy! By sharing an opportunity that helps women fulfil their own definitions of success, you can enrich the life of every woman you meet. So go ahead and share something beautiful!

From October 1 – 31, all new Independent Beauty Consultants who start a Mary Kay business will receive the *Berry Lips* bonus for **FREE*** (this is an \$88 suggested retail value)! What's included

- TimeWise® Age-Fighting Lip Primer
- Gel Semi-Matte Lipstick in Crushed Berry
- Gel Semi-Shine Lipstick in Apple Berry
- Lip Liner in Berry

When you share the Mary Kay opportunity, you share something beautiful!

October Ordering Bonus Be Fearless Bracelet

Every Mary Kay Independent Beauty Consultant has had to face her fears at one point or another throughout the course of her Mary Kay business. But through it all, you know that action cures fear. So go ahead, *Be Fearless!*

This bracelet is yours **FREE** when you order \$1,200 in suggested retail (\$600 cumulative discounted wholesale) Section 1 products in the month of October. **Orders can be cumulative.**



The Product of the Month for October is... TimeWise® Age-Fighting Lip Primer!

Kiss lip lines goodbye! TimeWise® Age-Fighting Lip Primer creates healthier-looking lips by fighting the appearance of fine lines and wrinkles while light-diffusing microspheres decrease their appearance.

For the month
Of October, save
40% on your
purchase of
TimeWise® Age-
Fighting Lip Primer!





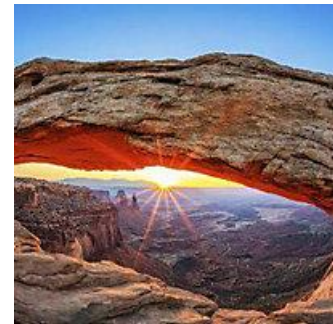
STAR CONSULTANT PROGRAM

Welcome to Quarter 2!

What will you bring to this Quarter and what will it bring to you? Building your Mary Kay business is a reward in itself, but it doesn't stop there!

All Star Consultants earn points to cash in on MK Total Rewards. There are thousands of rewards to choose! From jewelry to dog sledding, there is a perfect reward waiting for you!

Want to earn more? Receive 600 points when you add a qualified new team member!

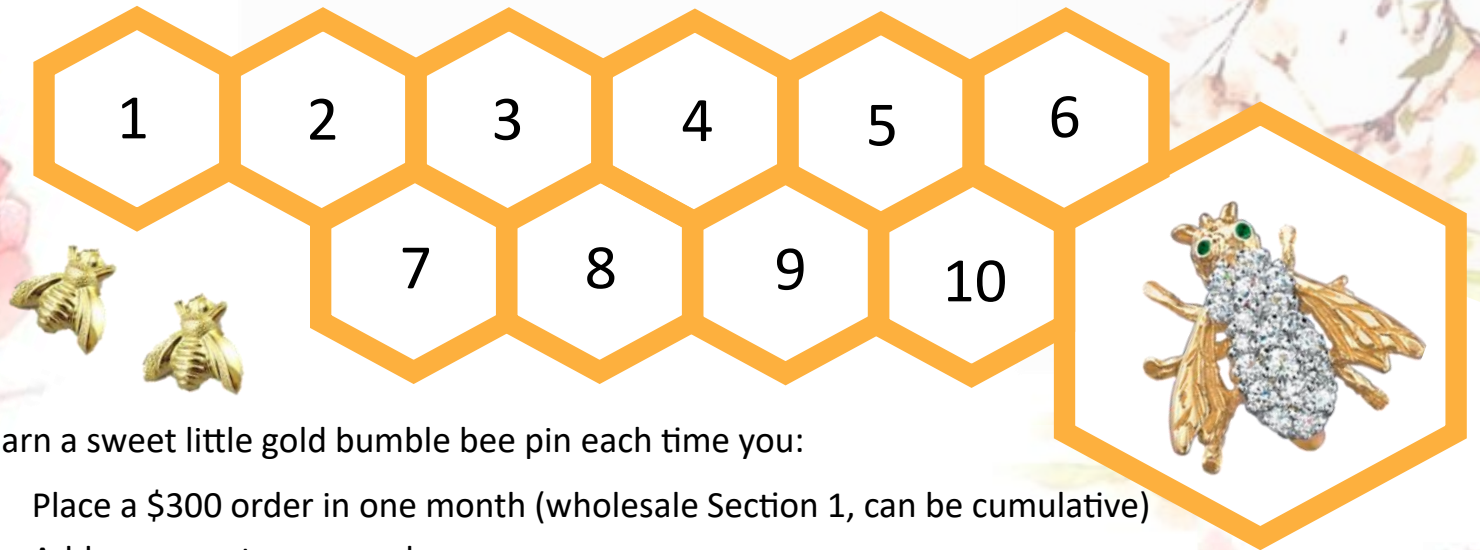


“Don't limit yourself. Many people limit themselves to what they think they can do. You can go as far as your mind lets you. What you believe, remember you can achieve.”

- Mary Kay Ash -

the bumblebee challenge

Our unit challenge is underway! Work your business from August 1—December 31, 2019 to earn sweet bee rewards!



Earn a sweet little gold bumble bee pin each time you:

- Place a \$300 order in one month (wholesale Section 1, can be cumulative)
- Add one new team member
- Facial 10 faces in 1 month

Once you have earned 10 little bees you may trade them in for one lovely, sparkly bee to wear/display with pride.

Bee Winners Update



Name	Orders	Faces	Team Building	Total
Sasha Bradshaw	6	2		8
Agatha Wolfe	1	1		2
Theresa Balao	2			2
Pamela Landry			1	1
Carrie Warren	1			1
Samantha Campbell	1			1
Charity Vetsch	1			1
Judy Peddle	1			1
Norma Haacke	1			1
TJ Little	1			1
Sydney Fletcher	1			1
Amy Richter	1			1
Chelan Toews	1			1
Brittany Lavesque	1			1

Our Team's Achievers*

Senior

Consultant

Katrina Klassen

Senior

Consultant

Roxanne Trask

Senior

Consultant

Carrie Warren

Future Director

Sasha Bradshaw

Team Leader

Pamela Landry

Team Builder

Karyn Cochrane

Team Builder

Tiffany Strayer

Team Builder

Carly Francis

Senior

Consultant

Tanya Bain-
Leuchter

Senior

Consultant

Stara Phillips



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.

\$100 Red Jacket Team-Building Bonus!

Red Jackets are on the move! From August 2019 through December 2019, when you are active and add an active first-time Red Jacket achiever to your personal team, you will earn a one-time \$100 Red Jacket Team-Building Bonus!

*Highest level of achievement over the past six months