# News & Notes for December

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

### Let's Get Together this Winter

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



### **Makeover Nights**

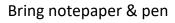
7pm @ Joyce's Home Studio

Dec 18: Pajama Party/Spa Night

Jan 8: Makeover Night
Jan 22: Makeover Night

### Saturday Success Strategies

Joyce's Home Studio 11:00 am - 12:30pm Saturday, January 4





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

#### **December Bonus Reward!**



Earn a personalized Mary Kay Travel Roll-up Bag when you place a \$400+ wholesale Section 1 Order in December.

Our team website:

www.joycesusanna.com



**Limited Supplies!** 

Log on and shop the sale till Dec 16, 8am MST

### It's the last month of Quarter 2

Reach Star Consultant status by Dec 31, 2019, and earn amazing rewards!

Who can you help with their holiday shopping? Who can you share the products you love with?



### Promotions to keep track of:

- New IBC's receive Cityscape set for free.
  December 1 15, 2019
- December Bonus Reward Dec 2019
  Earn a personalized MK Travel Roll-Up Bag
  when you order \$400+ wholesale Section 1
- Bumblebee Challenge
  Earn bees for working your business!
  Aug 1 Jun 30, 2020
- 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

# Top 10 Consultants

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

1		Sasha Bradshaw	\$9,061.90
2		Tanya Bain-Leuchter	\$3,342.48
3		Carrie Warren	\$2,921.10
4		Judy Peddle	\$2,419.80
5		Mira Lee	\$2,212.98
6		Tanya Terry	\$2,071.10
7	9	Melissa Gast	\$1,994.00
8		Ruth Poschenrieder	\$1,927.00
9	9	Amy Richter	\$1,835.30
10		Susan McDonald	\$1,799.50

## The Fabulous Consultants who ordered \$225 wholesale or more in November!

Sasha Bradshaw	\$532.55
Melissa Gast	\$498.50
Bernice Shoemaker	\$449.50
Rhodora Solinap	\$422.65
Carla Miller	\$421.00
Judy Peddle	\$414.95
Sandra Charron	\$408.50
Wendy Tindall	\$404.50
Kathy Doerkson	\$402.75
Cindy Pratt	\$383.50
Renee McLeod	\$374.75
Mira Lee	\$361.50
Tanya Terry	\$354.90
Carrie Warren	\$353.15
Ruth Poschenrieder	\$335.13
Julie Schau	\$313.65
Susan MacDonald	\$310.25
Tanya Bain-Leuchter	\$284.75
Cathy Johnson	\$270.75
Amy Richter	\$266.45
Esther Kovacs	\$264.30
Tina Lappenbush	\$251.25
Jennifer Simms	\$244.15
Keira Dueck	\$243.50
Pamela Landry	\$239.75
Lynne Evaskevich	\$234.50
Stephanie Schauer	\$234.50
Sue Longson	\$226.65

## 2020 Seminar Jewelry!













Just two \$600 wholesale orders per month.

You deserve to be in the limelight at Seminar 2020!



### STAR CONSULTANT PROGRAM

5	o far this q	uarter	On-Track Star Consultants: Q2 Oct - Dec 201			
	Congratulations (	Contest Amount	Stars Won to Date	Star Earned to Date	Needed for Next Star	
1	Sasha Bradshaw	\$ 1,578.05	52	On-track Sapphire	\$221.95	
2	Tanya Bain-Leuchter	\$ 896.75	3	On-track Sapphire	\$ 903.25	
3	Carrie Warren	\$ 652.15	-	On-track Sapphire	\$ 1,147.85	
4	Cathy Johnson	\$ 604.75	-	On-track Sapphire	\$ 1,195.25	
5	Shirley Wheeldon	\$ 523.00	1	On-track Sapphire	\$ 1,277.00	
6	Melissa Gast	\$ 498.50	-	On-track Sapphire	\$ 1,301.50	
7	Mira Lee	\$ 461.50	-	On-track Sapphire	\$ 1,338.50	
8	Bernice Shoemaker	\$ 449.50	-	On-track Sapphire	\$ 1,350.50	
9	Rhodora Solinap	\$ 422.65	-	On-track Sapphire	\$ 1,377.35	
10	Carla Miller	\$ 421.00	-	On-track Sapphire	\$ 1,379.00	
11	Judy Peddle	\$ 414.95	-	On-track Sapphire	\$ 1,385.05	
12	Sandra Charron	\$ 408.50	-	On-track Sapphire	\$ 1,391.50	
13	Wendy Tindall	\$ 404.50	2	On-track Sapphire	\$ 1,395.50	
14	Kathy Doerkson	\$ 402.75	-	On-track Sapphire	\$ 1,397.25	



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!

















### **New Consultant**

Stephanie McMinn

Added by Sasha Bradshaw



### Welcome Back



Renee McLeod

Added by Joyce Goff

Thank you for joining our winning team!

No one is you and that is your super power

# Happy Birthday!

Charity Vetsch - Dec 1

Tamara Ruxton - Dec 2

Sharon Bews - Dec 3

Marnie Erickson - Dec 3

Francoise Sedor - Dec 3

Karen Belford - Dec 4

Hilary Gould - Dec 4

Tracy McKay - Dec 4

Josephine Okwosha - Dec 6



Dec 7 - Candice Triembacher

Dec 10 - Shelby Leman

Dec 14 - Maggie Davidson

Dec 14 - Serena Gillingham

Dec 14 - Sharlane Jackson

Dec 19 - Giesele Arsenault

Dec 19 - Alyssa Upshall

Dec 28 - Jennifer Simms

Dec 31 - Mira Lee

We Celebrate you!



## Time for a Pink Sale!

While supplies last.

Until December 16 @ 8 am MST



Limited Edition!
Pomegranate Satin
Hands Pampering Set
\$51.00 \$30.00

At Play Stick + Sharpener, \$21.00 \$15.00



AT PLAY

SECTION SECTI





Limited Edition! Matte Nude \$20.00 \$14.00



Mary Kay Smooth-Action Body Massager \$12.00 \$10.00



Limited Edition! Pomegranate Satin Hands Nourishing Cream \$13.00 \$10.00





Limited Edition! Lip Tint (Canyon Coral), \$21.00 \$13.00



All prices suggested retail. Save even more with your 50% off Independent Beauty Consultant Discount!

## Congratulations to our

### **November Starbucks Winners**

## **\$10 Gift Card**Sasha Bradshaw

#### \$5 Gift Card

Bernice Shoemaker
Sandra Charron
Cindy Pratt
Renee McLeod
Wendy Tindall
Ruth Poschenrieder
Kathy Doerkson
Melissa Gast
Esther Kovacs



Tina Lappenbush
Jennifer Simms
Mira Lee
Stephanie Schauer
Susan MacDonald
Judy Peddle
Julie Schau
Carrie Warren



## **DECEMBER BONUS REWARD!**

The beauty lovers must-have. Packable. Portable. Versatile. It's a great way to escape the clutter at home or keep yourself organized when traveling.



Order \$400+ wholesale Section 1 Products in the month of December, 2019, and earn your very own personalized Mary Kay Travel Rollup Bag!





## Elevate with Cityscape!

December 1 - 15, 2019

Share the Mary Kay opportunity with this amazing Signing Bonus offer!

#### 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 others fulfil their own definitions of success, *you can* enrich the life of every one you meet. So go ahead and share something beautiful!

Elevate with Cityscape! From December 1-15, all new Independent Beauty Consultants who start a Mary Kay business will receive the alluring Cityscape Cologne Spray and Cityscape Eau de Parfum for **FREE\*** (this is a \$107 suggested retail value)!

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

# December Ordering Bonus Be Golden Earrings

It's the most wonderful time of the year! Not only can you share your holiday spirit with your customers, you can *Be Golden* by making their holiday dreams come true with your unbeatable Golden Rule customer service.



The Be Golden earrings are yours FREE when you order \$1,200 in suggested retail (\$600 cumulative discounted wholesale) Section 1 products in the month of December. Orders can be cumulative.

## The Product of the Month for December is... **the Dynamic Lash Duo!**

The benefits are clear. With Mary Kay Lash Primer, you'll get more from your mascara — stronger, more voluminous, longer-looking lashes. Combined with Lash Intensity Mascara, you'll have the maximized lashes you crave!

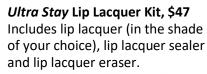
For the month of December, get this Dynamic Lash Duo for just \$30 – that's a total savings of \$13\*\*!



# Something for Everyone on Your List



Cityscape Set, \$89 Includes Cityscape Eau de Parfum, Silkening Dry Oil and Fragrance Travel Spray for \$89 (regularly \$104).







GLAMOUR

This gift set features everything on her holiday wish list, including classic beauty must-haves and pampering skincare essentials.



MKMen Cooling After-Shave Gel, \$20 MKMen Shave Foam, \$16



New! Limited Edition! Mary Kay® Hydrogel Eve Patches, TimeWise® Moisture Renewing® Gel Mask & FREE Spa Headband, \$71



Be Delighted Body Mousse, \$18



**New! Limited Edition!** MKACF Limited edition Hat & Scarf Set, \$25

Mary Kay® Everyday Escape Bundle, \$174.60 (Regularly \$194 suggested retail) Bundle includes:

- Mary Kay Travel Rollup Bag
- Satin Body® Collection (Indulgent Shea Wash, Revitalizing Shea Scrub and Silkening Shea Lotion)

Satin Hands® Pampering Set Satin Lips® (Shea Sugar Scrub and Shea Butter Balm)



# the bumblebee challenge

Our unit challenge is underway! It's the year of the bumblebee so our challenge is **extended till June 2020**! Work your business from August 1—June 30 to earn sweet bee rewards!

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

- th
- 1 2
- 3
- 4 5
- 6 7 8 9
- 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	10	2	1	13	
Agatha Wolfe	1	1		2	
Theresa Balao	2			2	
Tanya Bain-Leuchter	2			2	
Carrie Warren	2			2	
Pamela Landry			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	
Katrina Klassen	1			1	
Shirley Wheeldon	1			1	

Name	Orders	Faces	Team Building	Total
Cathy Johnson	1			1
Ann Sandquist	1			1
Melissa Gast	1			1
Bernice Shoemaker	1			1
Rhodora Solinap	1			1
Carla Miller	1			1
Judy Peddle	1			1
Sandra Charron	1			1
Wendy Tindall	1			1
Kathy Doerkson	1			1
Cindy Pratt	1			1
Renee McLeod	1			1
Mira Lee	1			1
Tanya Terry	1			1
Ruth Poschenrieder	1			1
Julie Schau	1			1
Susan McDonald	1			1

# 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.

### \$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!