

News & Notes for December

Those who 'show up' go up! These events are created just for YOU 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

Bring notepaper & pen



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.

PINK
sale
IS HERE!

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?

Star  Consultant



MK TOTAL REWARDS

Promotions to keep track of:



Elevate with Cityscape

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

Our team website:











www.joycesusanna.com



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		Melissa Gast	\$1,994.00
8		Ruth Poschenrieder	\$1,927.00
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

So far this quarter...

On-Track Star Consultants: Q2 Oct - Dec 2019

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



MK TOTAL REWARDS

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!



Welcome!



New Consultant

Stephanie McMin

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!

PINK sale IS HERE!

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**



Ditch Dullness

Rose Gold Glow

Get Sculpted 1

Get Sculpted 2



Baccio Nude

Bellisimo Nude

Perfecto Nude

Limited Edition! Matte Nude
~~\$20.00~~ **\$14.00**



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

Stainless Steel
Water Bottle
~~\$25.00~~ **\$17.50**



Mary Kay
Smooth-Action
Body Massager
~~\$12.00~~ **\$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.



Specially made just for you!

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



Product
OF THE
MONTH

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).

Ultra Stay Lip Lacquer Kit, \$47
Includes lip lacquer (in the shade of your choice), lip lacquer sealer and lip lacquer eraser.



12 Days of Glam gift set, \$124.99

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 Eye 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)



Holiday Cards are available on the Staples Print & Copy site for purchase!

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:



- **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*



\$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