

# News & Notes for May

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



May 8  
Eyes and Brows

May 15 & 22  
Contouring and colour matching with our NEW foundation!



Time: 7pm Place: Joyce's House  
9029 101 Avenue

Bring a friend to share these exciting new products with. Please RSVP so we will have a spot just for you!

The Product of the Month for May is.... **Beauty Blotters**

This month buy two get one free!



Our team website:

[www.joycesusanna.com](http://www.joycesusanna.com)

It's Mary Kay Ash's birthday month and you could earn some *beautiful new pearl jewelry*. Just share the opportunity with 3+ people in the month of May and/or recruit one team member!



be  
**AUDACIOUS**  
Extended!

**Who would you take?**





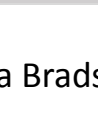
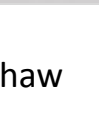

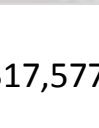
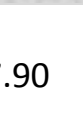

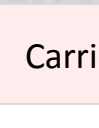
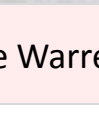
**October 7-11, 2019**

## Promotions to keep track of:

- ♥ **Sweep, Sculpt and Smudge**  
May 1-15, 2019. New IBC's receive a free Essential Brush Collection
- ♥ **You Hold the Key Consistency Challenge**  
Order \$600 wholesale every month until 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	\$17,577.90
2		Carrie Warren	\$8,181.80
3		Tanya Bain-Leuchter	\$6,014.90
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		Bernice Finley	\$2,851.50
10		Judy Peddle	\$2,789.50

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

Carrie Warren	\$1107.10
Tiffany Strayer	\$605.60
Roxanne Trask	\$602.75
Carla Miller	\$500.50
Katrina Klassen	\$463.75
Cathy Robertson	\$314.50
Sasha Bradshaw	\$269.00
Carolyn Hart	\$248.50
Lisa Simmons	\$240.50
Serena Gillingham	\$236.00
Sandra Charron	\$228.25
Sharon Matheson	\$228.00
Shawna Blimkie	\$225.00
Marnie Erickson	\$225.00

## 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	Joanne Broaders	\$2,781.00
12	Terraina Little	\$2,723.50
13	Amy Richter	\$2,526.70
14	Stara Phillips	\$2,523.30
15	Stephanie Schauer	\$2,223.00
16	Keira Dueck	\$2,206.20
17	Edna Watt	\$2,132.50
18	Anne Warr	\$2,100.50
19	Ruth Poschenrieder	\$2,094.50
20	Lori Sedor	\$2,016.00
21	Cassandra Chabot-Madlung	\$2,004.00
22	Chelan Toews	\$1,946.00
23	Kellie Taylor	\$1,933.00
24	Candi Diepdael	\$1,915.00
25	Shirley Wheeldon	\$1,851.80
26	Ann Sandquist	\$1,805.50
27	Cindy Pratt	\$1,779.00
28	Manon Desroches	\$1,761.30
29	Amen Eyoha	\$1,716.00
30	Colleen Graves	\$1,699.00

31	Carolee Lucas	\$1,677.50
32	Linda Connell	\$1,662.00
33	Hayley Lane	\$1,643.50
34	Tina Lappenbush	\$1,638.50
35	Mary Ellen Plomp	\$1,600.00
36	Melissa Gast	\$1,597.00
37	Tamara Ruxton	\$1,584.50
38	Malina Bokota	\$1,571.50
39	Pamela Landry	\$1,529.80
40	Cathy Johnson	\$1,526.10
41	Megan Binga	\$1,502.20
42	Sandra Charron	\$1,498.90
43	Joy Dunn	\$1,437.50
44	Candice Triembacher	\$1,426.50
45	Shannon Alexander	\$1,406.00
46	Jocelyn Melbourne	\$1,384.50
47	Serena Gillingham	\$1,347.60
48	Francoise Sedor	\$1,323.00
49	Donalda Delaney	\$1,291.50
50	Wanda Brown	\$1,285.00

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

*Early Bird Registration*  
now on!

**July 25 - 28, 2019**

**International Centre**

**Mississauga, ON**

# Consistency is the Key

Congratulations to our  
April Ordering Bonus Achievers!



Carrie Warren  
Tiffany Strayer  
Roxanne Trask

They've earned these gold-toned *You Hold the Key* earrings and are on track to achieve the ***You Hold the Key Seminar Consistency Challenge!***



## *You Hold the Key*

### Seminar Consistency Challenge

All Consultants who order \$600 or more in wholesale Section 1 orders each month from April to June 30 will receive a Seminar You Hold the Key bracelet designed exclusively for Mary Kay by R.J. Granziano!



## 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.

# Where will consistency take you?





**Tiffany Strayer**

Added to the team by Joyce

**Ma Theresa Balao**

Added to the team by Sasha

*Thank you for joining our  
winning team!*

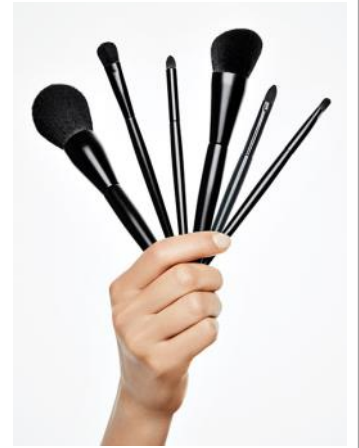


All new Independent Beauty Consultants who start their Mary Kay® business from April 1 through June 30, 2019 will have the opportunity to give their first three new personal team members a \$25 Starter Kit credit during the *Bring Your Besties* time frame!

**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!

*Sweep.  
Sculpt  
and  
Smudge*



**Special Offer!**

May 1 – 15, 2019

All new Independent Beauty Consultants who start a Mary Kay business from May 1 – 15, 2019 will receive the Mary Kay® Essential Brush Collection for **FREE\*** (this is a \$75 suggested retail value)! This Essential Brush Collection is a game-changer! They'll be able to sweep, sculpt and smudge like a pro! A business boost for you. A beauty boost for her. It's a win-win!

Share these amazing offers, grow your team, and earn your dream!

**Bring Your Besties  
+  
Sweep, Sculpt, and Smudge  
=**





# It's Mary Kay Ash's birthday month and I want to celebrate with **ALL** of you!

Mary Kay has launched gorgeous pearl jewelry for New Independent Beauty Consultants to earn when they share the MK Opportunity within their first 1-2 months.

**For the month of May I'm extending the same opportunity to ALL of my Million \$ MK Team!**

Let's celebrate the beautiful opportunity that Mary Kay Ash created for us by sharing it with others, building our team, and - the icing on the cake - earning beautiful rewards!

Share the opportunity with **3** people *in the month of May* and receive:



*Pearls of Sharing Earrings*

Add **1** new personal team member in the month of May who qualifies\* and receive:



*Pearls of Sharing Necklace*

Share the opportunity with **6** people in the month of May and receive:



*Pearls of Sharing Bracelet*

Be sure to mention the beautiful jewelry above when sharing the Mary Kay opportunity, then earn yourself some more by building your team! Not only that, your name will appear in Mary Kay's very own Applause magazine!



Introduce **3** New Team Members

*Bronze Medal Charm*



Introduce **4** New Team Members

*Silver Medal Charm*



Introduce **5** New Team Members

*Gold Medal Charm*



*Congratulations* to one of our newest members **Tiffany Strayer** who earned herself the Pearls of Sharing earrings, bracelet, and the Perfect Start charm.



Earn yourself a gorgeous set of Pearls of Sharing jewelry this May when you share the opportunity. See the details in this Newsletter or talk to me for more information. ❤️

You get  
what you  
work for  
NOT  
what you  
wish for

**There's absolutely,  
positively, without-a-  
doubt no time to lose!**

Girl you gotta get yourself on this cruise! Think ocean sunsets, crystal clear water, white sand between your toes, crazy-delicious food, five wonder-filled days and four adventuresome nights.

And the trip is just the beginning. As you work toward your goal, you'll also party with a purpose, see more faces, sell more products women love, share this MK opportunity and add more happy faces to your team.

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.



# be Extended!

# AUDACIOUS

April was so AUDACIOUS she recruited May! It's not too late to get your name in on some fabulous prizes!



Every one who becomes a team member in April and/or May will be entered in a cash draw for **\$100!**

Their recruiter will be entered too!

I have **another** gorgeous Mary Kay Tote containing business building supplies! Everyone who places an order in May will be entered to win!

Earn multiple entries:

Consultants will receive one entry for every \$100 wholesale ordered.





# summer launch 2019

May 9 - Early ordering\*

May 15 - Official Promotional Launch



## New! TimeWise® Matte 3D Foundation, \$28

Get a gorgeous matte finish with exceptional wear, our exclusive IntelliMatch™ Technology and our patent-pending Age Minimize 3D™ Complex. Apply in the morning, and skin looks instantly matte and stays looking matte all day. And When things heat up, TimeWise® Matte 3D Foundation won't melt down thanks to the humidity- sweat- and transfer-resistant formula.

## Coming Soon!

TimeWise® Luminous 3D Foundation launches August 2019.

## NEW! Blending Brush, \$20

Superior blending in our most densely-packed brush! Achieve expert results!



### Application Tip:

Place TimeWise® 3D Foundation directly onto brush, or sweep brush through Endless Performance® Crème-to-Powder Foundation. Gently apply foundation in circular or short, sweeping motions until the desired look is achieved. products.



The Foundation Hub on InTouch is loaded with great resources about our new TimeWise 3D Foundations. Log in today to check them out!

\*Star Consultants and PCP Participants

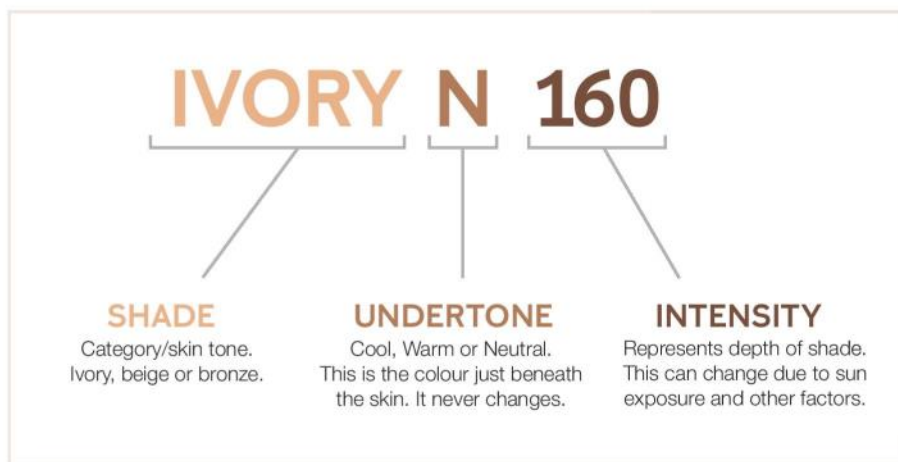
# HOW TO

# sell

PRODUCT PROMOTION

build

Three shade name components make it easier to find the right match.



## HELP IS *here!*

These tools can help you make a flawless transition to the new formula so you can sell with confidence.

### WHO WILL LOVE IT?

- Current TimeWise® Matte-Wear® Foundation user.
- She hasn't found her perfect skin tone match.
- She wants a liquid foundation with buildable, medium-to-full coverage in a matte finish.
- She wants to complement her age-defying skin care with a foundation that features our patent-pending Age Minimize 3D™ Complex.
- She wants 12-hour-wear and a humidity-and sweat-resistant formula.

### WHY IS MY CUSTOMER'S SHADE DIFFERENT FROM THE TIMEWISE® FOUNDATION SHE HAS BEEN WEARING?

- **Technology advancements:** *IntelliMatch™* Technology allows us to be much more exact when developing shades than when the TimeWise® foundations were launched eight years ago.
- **Undertone:** You still start with ivory, beige or bronze, but now undertone is factored in to help create a more exact match.

### MY CUSTOMER DOES NOT USE TIMEWISE MIRACLE SET 3D™. CAN SHE USE THESE FOUNDATIONS?

Yes, anyone looking for buildable medium-to-full coverage, 12 hours of wear, a perfect match, plus age-defying benefits can wear these foundations.

## DIGITAL RESOURCES

### PRINTABLE:

- Selling Guide
- Foundation Workshop
- Fact Sheet
- Conversion Chart
- FAQs
- Action Plan

### VIDEOS:

- Mary Kay Global Ambassador Luis Casco shares how to find your shade plus other tips.
- A fun, promotional video to wow your customers and get them excited to try.
- Dr. Gildea TimeWise 3D™ Foundations Innovation video.

### SOCIAL:

Check out fun images like these in the Foundations Hub.



All of these tools and more on Mary Kay InTouch®

Here comes the sun

NEW! Limited Edition

**Subtle Tanning Lotion, \$22**

Give skin the moisture it craves while subtly enhancing its natural tone for a healthy-looking glow.



**Mary Kay After-Sun Replenishing Gel, \$18**

Let sun-dried skin drink in this refreshing gel.

Feel Good Summer Colour!

**NEW! Limited-Edition Mary Kay Matte Lipstick in Paparazzi Pink, \$20**



MARY KAY ASH CHARITABLE FOUNDATION

May Ordering Bonus

These classic pink and purple pots are exactly what you'll need to quench your skin's thirst!

This hydrating duo is yours when you order \$1,200 in suggested retail (\$600 cumulative discounted wholesale) Section 1 products in the month of May.



\$80 suggested retail value

Product of the Month for May is .... Beauty Blotters!

These powder-free tissues absorb excess oil and eliminate shine, without disturbing makeup, for a fresh look throughout the day!

For the month of May, when you purchase two packs of Mary Kay® Beauty Blotters® Oil-Absorbing Tissues, you'll receive the third pack for FREE!



Product OF THE MONTH

# New Independent Beauty Consultants!

Here's How *Bring Your Besties* Works:

**\$25 Starter Kit credit to your first three personal team members.**



Beth became a Mary Kay Independent Beauty Consultant in June. She sold \$600 wholesale Section 1 products and added Susan, Amanda and Elle to her personal team her first month, thanks to the *Bring Your Besties* promotion. All three also ordered \$600 wholesale Section 1 products their first month to be *Great-Start*-qualified\*\*.

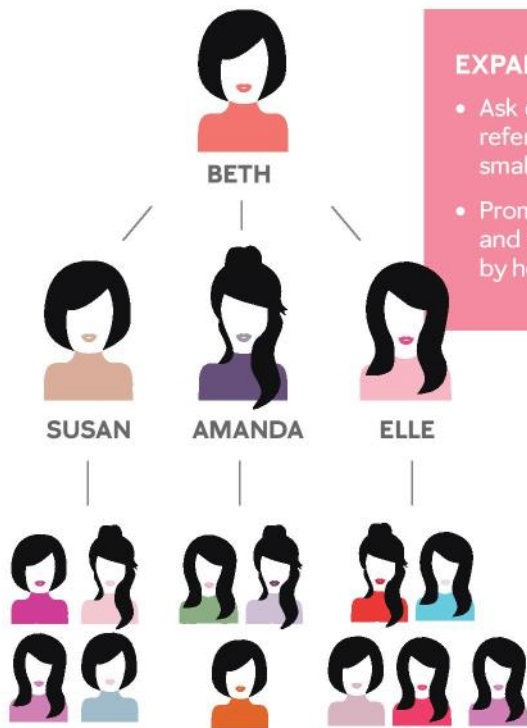
Susan, Amanda and Elle can each pass along the *Bring Your Besties* promotion to their first three new personal team members and have the option to earn more when their new personal team members become *Great Start*-qualified\*\*.

<b>BETH EARNS:</b>		<b>\$50</b>
		<b>\$50</b>
<b>\$50 Cash Bonus* for each new added Great Start** team member</b>	<b>+</b>	<b>\$50</b>
		<b>\$150</b>
<b>\$100 Cash Bonus*** as a first-time Star Team builder</b>	<b>+</b>	<b>\$100</b>
		<b>\$250</b>
<b>\$300 Earned income off her \$600 wholesale Section 1 product sales</b>	<b>+</b>	<b>\$300</b>
		<b>\$550</b>
<b>\$144 which is 8 percent commission on her team's personal monthly production</b>	<b>+</b>	<b>\$144</b>
		<b>\$694</b>

<b>\$694 + \$138 = \$832</b>		
<b>CASH BONUSSES &amp; INCOME</b>	<b>PRODUCT BUNDLE†</b>	<b>TOTAL CASH &amp; INCENTIVES!</b>

## EXPAND YOUR CIRCLE!

- Ask each party guest for five referrals. You can offer a small incentive when they do.
- Promote the Hostess Program and the rewards they receive by hosting a party.



\*\*\* An Independent Beauty Consultant is considered "active" in the month a minimum total of \$450 in retail Section 1 orders (discounted \$225 in wholesale Section 1 orders) are received by the Company and in the following two calendar months.

† To qualify, your cumulative Section 1 Retail orders must be received by the Company in the same or following calendar month as your Independent Beauty Consultant Agreement. Please note that orders can only accumulate in one calendar month, not across months. The total value of the product bundle received will depend on the suggested retail value of the product bonus bundle selected.

# Our Team's Achievers\*

## Future Director

Sasha Bradshaw

## Senior Consultant

Katrina Klassen

## Team Leader

Pamela Landry

## Senior Consultant

Carly Frances

## Star Recruiter

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.



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

Sasha Bradshaw

Faye Shular

Roxanne Trask

Karyn Cochrane

## **\$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



[www.joycesusanna.wordpress.com](http://www.joycesusanna.wordpress.com)



## LIFE MAKEOVER - THERE IS ROOM AT THE TOP FOR YOU

I joined Mary Kay not long after I moved to Grande Prairie. The population was around 25,000 at the time. I only knew one person out of that 25,000. My director, Gail Adamson was a Cadillac director, living in a town of less than 5,000. She drove 2.5 hours twice a month to hold meetings in Grande Prairie. Gail built her national area of over 15 directors over the next few years, in small communities all over northern Alberta and as far south as Calgary. Building her team of directors was not based on population, economy, or being at the right place at the right time; instead it was founded on determination and dedication. You may live in a large metropolis, you may live in a tiny village, you may have just joined our team, you may have been a beauty consultant for ten years. Regardless of where you live, or how long you have been with us, there is room at the top for you in Mary Kay.

My daughter was a toddler when I was first building my business. I booked my appointments around play school, play dates, shared babysitting and booking people to come to me when she was napping. When she started school I booked my MK appointments around school activities, PD days, early out Fridays and school holidays. In my daughters' teen years, I set bolder goals. I took to travelling, and took her with me. She did miss a week of school every month or so. Jewels did homework on airplanes, in airports and while traveling in the car. She even had her own portable 'car desk'. Her education was enhanced by seeing me build a business, watching me set goals, miss goals and achieve goals. Jewels attended motivational seminars and training events with me. I also added education for her into each trip. We stopped at museums, art galleries, science centers (always a favourite) all over Canada and into the US. When the time came for Jewels to travel on her own, she was very competent in navigating large city transit, airports, customs and hotel check-ins. Regardless of the age or size of your family, there is room at the top for you in Mary Kay.

We are doing a book study this month with Rachel Hollis' *Girl Stop Apologizing*. Rachel states in the book that women will talk themselves out of their own dreams, while clinging to an excuse. What are the stories that you are telling yourself that are holding you hostage? I have chatted with women over the years who want to be successful but.....(insert excuse here) 'my children are too young', 'my children are in school', 'I don't have time', 'I need a secure job', 'I need a set salary'. I will guarantee you if you go to work every day, be dedicated and don't give up, your career with Mary Kay Cosmetics will be very secure. No one can ever lay you off, downsize you out of a position, restructure the company without you in it, offer you early retirement. There is always room at the top for you in Mary Kay.

Joyce