

# News & Notes for April

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



Date: April 10th  
Date: April 24th  
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!

## Promotions to keep track of:

- ♥ **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
- ♥ **Product of the Month**  
Cream Eye Color is 40% off during the month of April.
- ♥ **Bring Your Besties**  
A great opportunity to build your team, April 1 - June 30, 2019.



*There's no time to lose, to get on this cruise!*

## The Secret is Out!

**NEW!**

**TimeWise 3D™ Foundation**  
launching in May!

Stay tuned for a special preview session with me coming soon!



The Product of the Month for April is....

**Cream Eye Color!**



This product is 40% off for the entire month - stock up today!

**AUDACIOUS**  
**APRIL**

**WIN \$100!**

Receive an entry for recruiting or becoming a new member!

**WIN** this **Mary Kay Tote** filled with **fabulous business supplies!**

Gain an entry for every \$100 ordered!



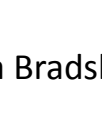
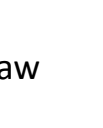
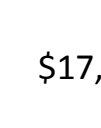
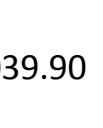


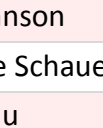
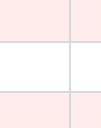


Our team website:

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

# Top 10 Consultants

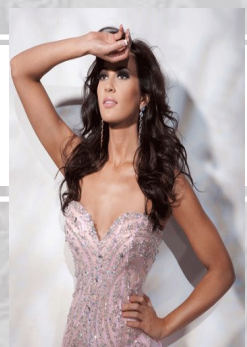
YTD Estimated Retail

1		Sasha Bradshaw	\$17,039.90
2		Tanya Bain-Leuchter	\$6,014.90
3		Carrie Warren	\$5,967.60
4		Carly Francis	\$5,364.50
5		Jewels Goff	\$5,295.00
6		Katrina Klassen	\$3,790.20
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 March!**

Sasha Bradshaw	\$674.75
Carrie Warren	\$638.50
Cathy Johnson	\$610.75
Stephanie Schauer	\$523.00
Julie Schau	\$452.00
Shirley Wheeldon	\$437.50
Bernice Finley	\$434.50
Jocelyn Melbourne	\$427.00
Mary Ellen Plomp	\$393.50
Jennie Anderson	\$340.50
Joanne Broaders	\$330.25
Ruth Poschenrieder	\$314.00
Wendy Tindall	\$304.75
Judy Peddle	\$299.50
Jennifer Simms	\$286.00
Yvonne Cloutier	\$273.25
Terraina Little	\$271.25
Colleen Graves	\$260.75
Stara Phillips	\$257.50
Jennifer Deck	\$247.50
Amy Richter	\$243.75
Tamara Ruxton	\$239.25
Manon Desroches	\$237.00
Keira Dueck	\$237.00
Anna Lyapina	\$234.00
Tina Lappenbush	\$232.25
Victoria Eldridge	\$230.00
Jamie Karpiak	\$230.00
Linda Connell	\$229.00
Suseelai Sundararaj	\$228.25
Sheilagh Barlage	\$227.00

## 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	Stara Phillips	\$2,523.30
14	Keira Dueck	\$2,206.20
15	Amy Richter	\$2,177.70
16	Edna Watt	\$2,132.50
17	Stephanie Schauer	\$2,118.00
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	Linda Connell	\$1,662.00
32	Hayley Lane	\$1,643.50
33	Tina Lappenbush	\$1,638.50
34	Mary Ellen Plomp	\$1,600.00
35	Melissa Gast	\$1,597.00
36	Tamara Ruxton	\$1,584.50
37	Malina Bokota	\$1,571.50
38	Pamela Landry	\$1,529.80
39	Carolee Lucas	\$1,510.50
40	Megan Binga	\$1,502.20
41	Candice Triembacher	\$1,426.50
42	Shannon Alexander	\$1,406.00
43	Jocelyn Melbourne	\$1,384.50
44	Francoise Sedor	\$1,323.00
45	Donalda Delaney	\$1,291.50
46	Joy Dunn	\$1,290.50
47	Karyn Cochrane	\$1,263.00
48	Cathy Johnson	\$1,221.50
49	Andrea Durupt	\$1,209.30
50	Nicole Zahara	\$1,202.00

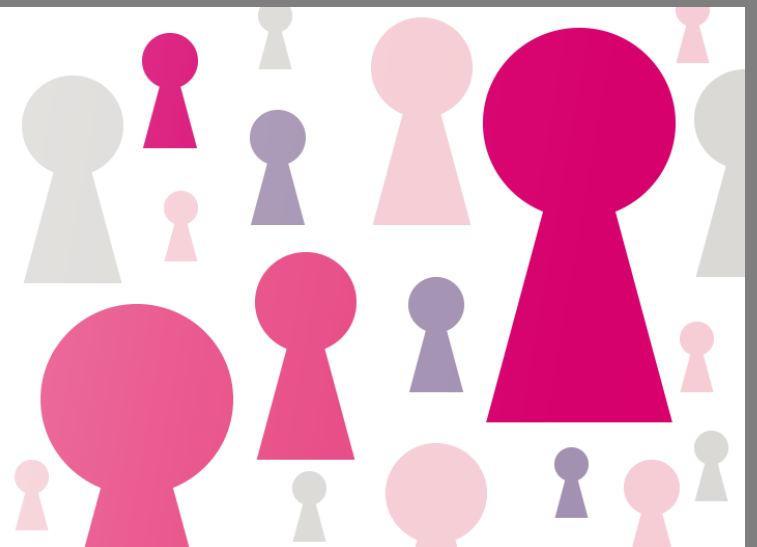
Are you ready to  
**unlock your dreams?**

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 Sasha Bradshaw for succeeding in the

## *Winter Wonderful Consistency Challenge*



Sasha placed a \$600+ order each month from January till March and earned these special edition Winter Wonderful consistency earrings!



### *Way to go Sasha!*

Congratulations also to these beautiful ladies who consistently placed an order each month of the challenge!

Carrie Warren    Tanya Bain-Leuchter    Candi Diepdael  
Nikki Darr    Kiera Dueck    Anne Warr

## *You Hold the Key*

### Seminar Consistency Challenge

With the end of the Seminar year on the horizon, NOW is the time to Be Great and unlock your true potential.

Order \$600 or more in wholesale Section 1 orders each month from April to June 30,

2019, and you'll receive a Seminar *You Hold the Key* bracelet, designed exclusively for Mary Kay by R.J. Graziano.



**FREE** this month!



### April Ordering Bonus

These gold-toned *You Hold the Key* Earrings are yours FREE when you order \$1,200 in suggested retail (\$600 cumulative discounted wholesale) Section 1 products in the month of April.

# *Where will consistency take you?*





# Welcome!

Thank you for joining our winning team!



- Cathy Johnson Added to the team by Joyce
- Roxanne Trask Added to the team by Joyce
- Robyn Hobbs Added to the team by Roxanne
- Reanna Trask Added to the team by Roxanne



March Star Consultant

Sasha Bradshaw



The Product of the Month for April is...  
**Cream Eye Colour!**



For the month of April, you'll save 40% on all Mary Kay® Cream Eye Colours! That means that as an Independent Beauty Consultant **you pay only \$4.80** for this product which retails at \$16!



Now is the time to stock up and increase your profit margin in future sales!

# be AUDACIOUS

It's Audacious April! Mary Kay is offering many rewards for stepping out and building your business. Our Team is jumping all-in too - I've got some great rewards for you!



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

Their recruiter will be entered too!

Every one who orders in April will be entered to win this gorgeous **Mary Kay Tote** including several **business building supplies!**

Earn multiple entries:

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







## It's What's Underneath

### **NEW!** TimeWise 3D™ Foundation

Early Ordering May 9!

Regular Ordering May 16!



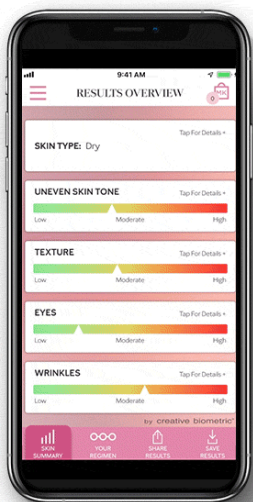
### **NEW!** TimeWise 3D™ Foundations, \$28

- Seamless Shade Matches
- Ageless Beauty
- 12-Hour Performance

Our latest innovation is inspired by YOU! You make each shade truly beautiful, and you deserve a foundation that blends seamlessly with your skin tone, wears as long as you dare it to and infuses your skin with age-defying ingredients.

The new TimeWise 3D™ Foundations help to defend, delay and deliver for beautiful results!

## SkinSight™



## Have you met the NEW Mary Kay® SkinSight™ app.?

SkinSight™ is a digital tool that brings skin care and technology together at the fingertips of Mary Kay Independent Beauty Consultants.

If you haven't tried it yet, jump in!

What better way to familiarize yourself with the unique features and capabilities of this app then trying it on yourself first? Have some fun with it and equip yourself to offer this innovative tool to your customers!



# Introducing Link & Learn™!

The official online educational platform designed to deliver the knowledge you need to grow your business – and confidence!

Log on to InTouch to begin your Learning Path today!



*Build your confidence, Beautiful!*



## Bring Your Besties!

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. **So, the pathway to Destination Red just got even more rewarding!**

We are still in the qualifying period for Destination Red and anyone – **that's YOU!** – can dive into five wonder-filled days and four adventuresome nights on a cruise for two to the Bahamas!

**To board the ship, achieve the following qualifications from January 1 through June 30, 2019:**

- Have a minimum of \$3,600 in adjusted personal wholesale production during the qualification time frame.
- Add six Great Start-qualified new personal team members
- Have three personal first-time Star Team Builders.





# Bring Your Besties!

Now that you're all in with Mary Kay, it's time for you - and your besties - to start enjoying the perks of this amazing opportunity!

Here's how you can bring your friends in on the fun:



When you become a new Independent Beauty Consultant from April 1 through June 30, 2019, your first three new personal team members who become Mary Kay Independent Beauty Consultants during your *Bring Your Besties*\* time frame can receive a **\$25 discount on their Starter Kits**.



To learn more, visit *Bring Your Besties* on InTouch™!

## MARY KAY

\*Your *Bring Your Besties* time frame is the month your Independent Beauty Consultant Agreement is received and accepted by the Company and the following three calendar months.

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### Bring Your Besties!

**\$25 off the purchase of your own Starter Kit**  
I'm enjoying the perks of my Mary Kay business. Come and join me!

Consultant # \_\_\_\_\_ Consultant Name: \_\_\_\_\_



MARY KAY

\_\_\_\_\_  
*New Team Member Name*

This coupon does not retain any value and is non-transferable. Credit is automatically applied to the first three new team members whose Independent Beauty Consultant Agreements are received and accepted by the Company during the recruiter's *Bring Your Besties* time frame. See the *Bring Your Besties* Promotion on Mary Kay InTouch™ for details.

### Bring Your Besties!

**\$25 off the purchase of your own Starter Kit**  
I'm enjoying the perks of my Mary Kay business. Come and join me!

Consultant # \_\_\_\_\_ Consultant Name: \_\_\_\_\_



MARY KAY

\_\_\_\_\_  
*New Team Member Name*

This coupon does not retain any value and is non-transferable. Credit is automatically applied to the first three new team members whose Independent Beauty Consultant Agreements are received and accepted by the Company during the recruiter's *Bring Your Besties* time frame. See the *Bring Your Besties* Promotion on Mary Kay InTouch™ for details.

### Bring Your Besties!

**\$25 off the purchase of your own Starter Kit**  
I'm enjoying the perks of my Mary Kay business. Come and join me!

Consultant # \_\_\_\_\_ Consultant Name: \_\_\_\_\_



MARY KAY

\_\_\_\_\_  
*New Team Member Name*

This coupon does not retain any value and is non-transferable. Credit is automatically applied to the first three new team members whose Independent Beauty Consultant Agreements are received and accepted by the Company during the recruiter's *Bring Your Besties* time frame. See the *Bring Your Besties* Promotion on Mary Kay InTouch™ for details.

# Team Building



**\$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.

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.



**Future Director**

Sasha Bradshaw

**Star Recruiter**

Stara Phillips

**Senior Consultant**

Hillary Machula

**Senior Consultant**

Carly Frances

**Senior Consultant**

Karyn Anderson

**Senior Consultant**

Pamela Landry

**Senior Consultant**

Katrina Klassen





STAR CONSULTANT PROGRAM  
PROGRAMME DE LA CONSEILLÈRE ÉTOILE

QUARTER FOUR TRIMESTRE QUATRE

APRIL 1 to JUNE 30, 2019 DU 1<sup>ER</sup> AVRIL AU 30 JUIN 2019

pearl • perle 9600

Mens or Ladies Strata 11-piece Set/Callaway Supersoft golf balls

Ensemble de golf homme ou femme Strata de 11 pièces/Balles Supersoft Callaway



Mary Kay \$400 MasterCard® Gift Card  
Carte-prépayée MasterCard® Mary Kay® de 400 \$

pearl • perle 6000

Fitbit Versa Watch – Rose Gold Aluminum Case w/ Peach Band  
Montre Versa de Fitbit avec boîtier en aluminium doré rose/bracelet pêche



Kazam® Kids Balance Bike - red or blue  
Draisienne pour enfant Kazam® - rouge ou bleu

pearl • perle 4800

JR Home Collection - Industrial Look Ladder Shelf with Round Knickel Baskets  
Étagère-échelle de style industriel avec paniers ronds en nickel de JR Home Collection



Rebecca Minkoff Leo Clutch  
Pochette Leo de Rebecca Minkoff

emerald • émeraude 3600

Mary Kay \$100 Vanilla MasterCard®  
Carte prépayée MasterCard® Mary Kay® de 100 \$



Le Creuset® Set of 4 Mugs and Cream and Sugar Set  
Ensemble de 4 grandes tasses et Ensemble crémier et sucrier Le Creuset®

diamond • diamant 3000

Melissa & Doug® Beauty Salon Play Set/Top & Bake Pizza Counter Play Set  
Ensemble de jeu Salon de beauté et Ensemble de jeu Comptoir/four à pizza Melissa & Doug®



Mary Kay Mini Insulated Colour Carrier and Zip-N-Go Set  
Mary Kay Ensemble mini malette isolée en couleur et pochette à fermeture rapide



ruby • rubis 2400



RIO Beach Shelter  
Tente de plage RIO



JVC Bluetooth On-Ear Headphones w/ Mic & Remote - Pink, White, Black, or Blue  
Casques Supra Bluetooth JVC avec micro et télécommande



Bissell® Pet Hand Vacuum  
Aspirateur à main pour animaux domestiques Bissell®



David Jones Backpack  
Sac à dos David Jones

PinkStix Multi Pocket Crossbody - Red, Grey, or Black  
Sac bandoulière multi-poches PinkStix



Paramount Coronation Round Garden Burner  
Foyer rond de jardin Coronation de Paramount



Jayelle Necklace and Earring Set  
Ensemble collier et boucles d'oreilles Jayelle

sapphire • saphir 1800



RIO Stadium Arm Chair - Black or Red  
Siège de stade RIO - Noir ou Rouge

PERSISTENCE and DETERMINATION can pave the way to Star Consultant success.

For full prize descriptions visit the Recognition/Year Long Promotions/Star Consultant Program section of the Mary Kay In Touch®.

PERSÉVÉRANCE et DÉTERMINATION peuvent ouvrir la voie au statut de Conseillère Étoile.

Pour une description complète des prix, consultez la section Reconnaissance/Promotions de toute l'année/Programme de la Conseillère Étoile sur Mary Kay InTouch®.

# Track your way to the Bahamas!

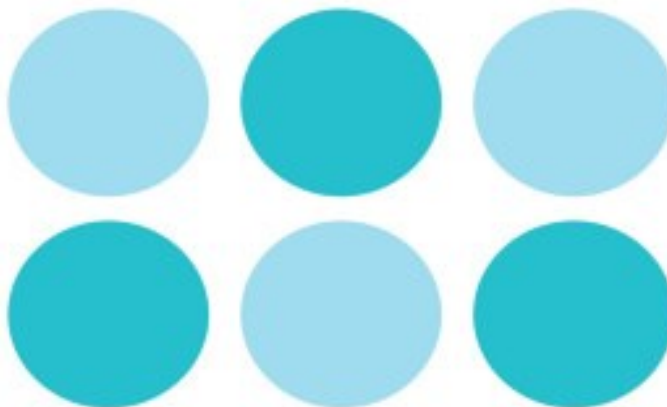
Destination

**RED**

**SUCCESS TRACKING**

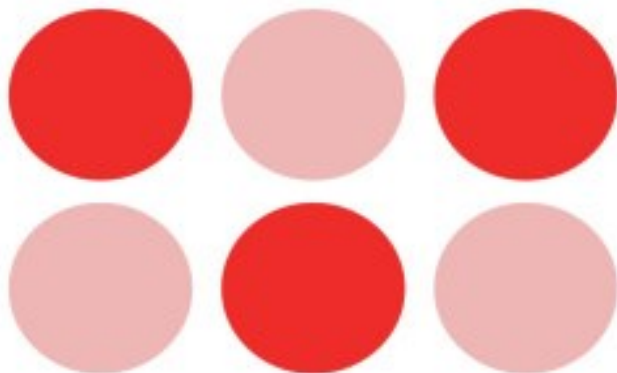
**\$3,600 WHOLESALE PRODUCTION**

each circle counts as \$600 ws



**SIX GREAT START QUALIFIED**

each circle counts as 1 qualified tm



**QUALIFY UNTIL JUNE 30**



**3 PERSONAL FIRST-TIME REDS**

each circle counts as 1 first time red





welcometomyblog



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



## LIFE MAKEOVER - TAKE A BABY STEP FORWARD

Simon says – ‘take one baby step forward’. The person on the playground that was appointed ‘Simon’ or in the elementary school gym class, would have everyone step forward, step backwards, turning around and go to the right, go to the left, but never walk in a straight line. I suspect this childhood game was not created as a metaphor for life, though I think it does a pretty great job.

When I started in my Mary Kay business, taking those first steps seemed overwhelming, read up on products, place that first order, reach out to friends and family, log into the MK website, create a contact list, hold your first facial. Simon says take one baby step forward.



My director, Gail Adamson, was my ‘Simon’, she encouraged me to ‘keep stepping forward’. I was tentative, like walking out on a frozen pond, not sure if the ice would hold. I was petrified of rejection, petrified of looking like fool, of failing publicly. As my business grew, my confidence grew, the successes started coming and soon my baby steps turned into leaps and bounds.

I love to read ‘overnight’ success stories. They inspire me. The person who lost 40 pounds in four months, the new Mary Kay beauty consultant who became a top director in just one year. I started an exercise program recently and was tempted to feel discouraged when I don’t look like a fitness model by the following month. We forget these ‘overnight success’ stories are the exception. Let me encourage you to not compare your successes with those. It can lead to the temptation to give up. Baby steps, you must keep telling yourself.

How do you win at a game of ‘Simon says’? Be the one who takes the most steps forward. Imagine if you took just one step in your business each week. At the end of one year, you could look back and see yourself 52 steps closer to your goal. Imagine after two years, 104 steps closer, you would have a successful, thriving business.

This month our focus is growing our Mary Kay businesses by one step. You can take that step by adding one new customer, one new team member, even by adding new products to your personal beauty routine. Baby steps.

Let me encourage you to, “take one step forward” today, then tomorrow when you wake, take another step forward, and then other.

I love being your director. You can do it.

Joyce