

News & Notes for January

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!

Wednesday Makeover Nights

January 8 & 22

February 5 & 19

March 4 & 18

April 1 & 29



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

COMING UP!



Join me in Edmonton on April 17-18 for connection, inspiration, and business building support from our top experts!

Not in this area? Vision 2020 will be in FIVE other locations across Canada this Winter/Spring. Keep reading or log on to InTouch for all the details!



Boxing Week **Blow-Out**

Deals continue until Feb 15, 2020, while supplies last!



New Year, New Quarter!

Reap the rewards when you reach for the stars with Mary Kay's Star Consultant Program. Where will Q3 take you?



Our team website:

www.joycesusanna.com











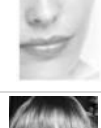

Promotions to keep track of:

- ♥ **Product of the Month**
ClearProof Blemish Control Toner 20% off in January, 2020.
- ♥ **Boxing Week Blow-out**
Sales on selected items till February 15, 2020
- ♥ **Bumblebee Challenge**
Earn bees for working your business!
Aug 1 - Jun 30, 2020
- ♥ **Bring Your Besties - Extended!**
A great opportunity to build your team, extended until June 30, 2020.
- ♥ **Red Jacket Bonus - Extended!**
Receive \$100 bonus for first-time Red Jacket member on your team. Extended until June 30, 2020

Top 10 Consultants

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

Estimated Retail

1		Sasha Bradshaw	\$9,957.40
2		Tanya Bain-Leuchter	\$3,342.48
3		Carrie Warren	\$2,921.10
4		Amy Richter	\$2,724.30
5		Judy Peddle	\$2,419.80
6		Mira Lee	\$2,212.98
7		Tanya Terry	\$2,071.10
8		Melissa Gast	\$1,994.00
9		Ruth Poschenrieder	\$1,927.00
10		Stephanie Schauer	\$1,861.80

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

Sasha Bradshaw	\$447.75
Amy Richter	\$444.50
Carolee Lucas	\$394.50
Colleen Graves	\$329.25
Shannon Alexander	\$313.75
Nicole Zahara	\$268.50
Hayley Lane	\$233.00
Sharon Whiteway	\$231.50
Theresa Balao	\$231.25
Cassandra Chabot-Madlung	\$229.00
Theresa Haynes	\$227.50
Tammy Bannister	\$226.75
Jonie Gerspacher	\$226.50
Melody Johnson	\$226.25
Donalda Delaney	\$226.00

2020 Seminar Jewelry!



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



STAR CONSULTANT PROGRAM

Welcome to Quarter 3!

All Star Consultants earn points to cash in on MK Total Rewards. There are thousands of rewards to choose!

To participate in the Star Consultant Program, all you have to do is place a minimum of \$1,800 in wholesale Section 1 order(s) each quarter (orders can be cumulative). And the more you order, the more points you'll earn! At the end of each quarter, your contest points will be uploaded to MK Total Rewards.

SELL enough product to support a minimum cumulative \$1,800 wholesale Section 1 quarterly order(s) = 1,800 points.

How else can I earn points?

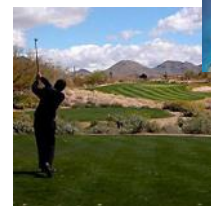
Team-Building. Each qualified new personal team member* you add equals 600 points. Talk about an exciting way to support your wholesale Section 1 orders and move to the next Star Consultant category!

\$1,800 wholesale section order(s) + 1 qualified new personal team member**= 2,400 points.

\$1,800 wholesale section order(s) + 2 qualified new personal team member**= 3,000 points.

When do I choose my reward?

At the end of the contest quarter, approximately the 10th of the month, your quarterly points earned will be deposited into you MK Total Rewards account, you have the option to select a reward or keep your points to use in the future.



MK TOTAL REWARDS

CONGRATULATIONS
Star Consultant



Sasha Bradshaw

Happy Birthday to

- Daryna Prykhodko - Jan 1
- Tiffany Strayer - Jan 1
- Tish Hitchcock - Jan 4
- Lisa Simmons - Jan 4
- Carrie Warren - Jan 8
- Tanya Bain-Leuchter - Jan 19
- Shawna Blimkie - Jan 21
- Melissa Gast - Jan 22
- Donna Rehm - Jan 24
- Cassandra Chabot-Madlung - Jan 26
- Reanna Trask - Jan 29
- Bernice Shoemaker - Jan 31

We Celebrate You!

DECEMBER BONUS REWARD EARNERS!



Congratulations to
**Sasha Bradshaw,
Amy Richter &
Carolee Lucas**
*for earning their very own
personalized Mary Kay
Travel Roll-Up Bag!*

vision 2020

Get ready for a 24-hour event that will change EVERYTHING...

A Friday evening where you'll have the opportunity to visit interactive booths featuring our fabulous products, digital tools to get connected and business building tips from our Corporate experts, followed by a Saturday filled with general sessions, career path classes, wisdom and insight from NSD Mentors and a Top Director in EACH LOCATION, plus lunch for EVERYONE!**

And with a product giveaway for every Sales Force attendee, the only question left to ask yourself is: where do I sign up?!

Regina, SK

February 21-22, 2020

Registration:
December 16, 2019 -
January 26, 2020



Richmond, BC

February 28-29, 2020

Registration:
December 16, 2019 -
February 2, 2020



Montreal, QC

March 27 - 28, 2020

Registration:
December 16, 2019 -
March 1, 2020



Halifax, NS

April 3 - 4, 2020

Registration:
December 16, 2019 -
March 8, 2020



Edmonton, AB

April 17 - 18, 2020

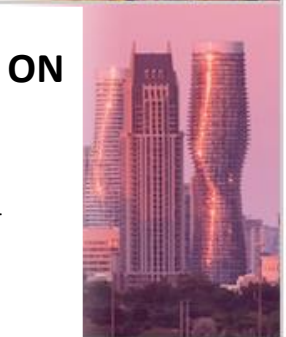
Registration:
December 16, 2019 -
March 22, 2020



Mississauga, ON

May 1 - 2, 2020

Registration:
December 16, 2019 -
April 5, 2020



Vision 2020 Registration Challenge!



When your Vision 2020 location sells out, you will earn one of three makeup artists!

Calling all Red Jackets!

You won't want to miss out on the opportunity to get an exclusive selfie with Lynda Rose and your hosting NSD!



B.Y.O.B.B.

B.Y.O.B.B. (Build Your Own Bling Badge) and customize it with your unique Vision for 2020!




Log on to InTouch for all the details!



A New Year and a New Quarter: Time to Dream Big!

Have you ever had a vision of what it could look like if you achieved all your dreams and goals? Now, here's your chance! Cast your vision for the coming quarter and coming year. Read through the "buttons" below and own the ones that align with your vision. At Vision 2020 you will have the opportunity to "Build Your Own Bling Badge!" Using our fabulous bling button stickers, you'll be able to customize your own Bling Badge with your personal vision for 2020!

 <p>On-Target Court of Sales On-target to achieve at least \$30,000 in Personal Retail Production</p>	 <p>On-Target Court of Sharing On-target to have at least 24 qualified new personal team members</p>	 <p>On-Target Double-Star Achievement On-target to be recognized as a Double-Star Achiever</p>
 <p>Grand Achiever Consultant I am or will be a Grand Achiever</p>	 <p>On-Target All-Star Consistency Challenge I'm on target to achieving All-Star Consistency!</p>	 <p>Star Consultant I'm a Star Consultant!</p>
 <p>Red Jacket I'll be Rockin' my Red Jacket at Seminar</p>	 <p>New Independent Sales Director I will debut onstage at Seminar as a new Independent Sales Director!</p>	 <p>Moving On Up! I plan on moving up the Career Path.</p>
 <p>Highest Week in Sales I plan on beating my highest week in sales!</p>	 <p>3+3+3 Committed I've committed to having three skin care classes a week, \$300 in new customer sales and three team-building appointments in one week.</p>	 <p>You Can Do It! Monthly Consistency Challenge I'm committed to placing \$1,200 Retail Section 1 order every month.</p>
 <p>I Met My Goal! I set a goal and I'm going to meet it!</p>	 <p>Link and Learn I'm an education expert!</p>	 <p>Beauty BFF! I'm a Mary Kay Beauty BFF!</p>
 <p>Personal Website Diva I have or plan on having a personal website</p>	 <p>SkinSight Super Star! I'm a SkinSight Super Star!</p>	 <p>MK Total Rewards I'm excited about what I am going to earn on MK Total Rewards!</p>
 <p>Seminar 2020 I'm attending Seminar 2020!</p>	 <p>Sales Education Facebook Group I'm a member of the Sales Education Facebook Group!</p>	 <p>PCP Perfection I enrol my customers in PCP!</p>
 <p>Mary Kay Ash Charitable Foundation I support the Mary Kay Ash Charitable Foundation</p>	 <p>First Time Attendee I'm so excited, this is my first Mary Kay event!</p>	 <p><i>dream big</i></p>

Serums for stunning skin!

Our serums deliver benefits to all skin types!



Serums are made of smaller molecules, and they're often formulated with a higher concentration of ingredients. The impact? They can penetrate the skin at a deeper level, making your skin care regimen even more effective.

VISIBLE LIFTING BENEFITS

TimeWise Repair® Volu-Firm® Advanced Lifting Serum, \$75



SEE LESS OF YOUR PORES

TimeWise® Pore Minimizer, \$35

BYE-BYE BREAKOUTS

Clear Proof® Pore Purifying Lotion for Acne Prone Skin, \$20

A BRIGHTENING BREAKTHROUGH

TimeWise® Tone-Correcting Serum, \$48

GIVE COLLAGEN A BOOST

TimeWise® Replenishing Serum+C®, \$65

Boxing Week Blow-Out!
Until February 15, 2020. Limited quantities.



Gift Box Set
~~\$8.00~~ **\$7.00**



Ultra Stay Lip Lacquer
~~\$47.00~~ **\$25.00**



Eau So Cute Eau de Toilette
~~\$40.00~~ **\$20.00**



12 Days of Glam
~~\$124.99~~ **\$89.00**

All prices retail. The deal is even sweeter with your earned 50% discount for all Independent Beauty Consultants!



Winter Consistency Challenge

Be The Opportunity

January 1 – March 31, 2020

Consistency is the key to success. Consistently booking parties. Consistently selling products. Consistently presenting yourself in a positive way so you never miss the opportunity to Be the Opportunity.

Place a minimum cumulative \$1,200 suggested retail (\$600 cumulative discounted wholesale) Section 1 order each month, January through March 2020, will receive this special *You Can Do It! Winter Consistency Challenge Bracelet* designed by R.J. Graziano.



January Ordering Bonus

Be Confident Bracelet

Mary Kay Ash always said that confidence is built on one small success after the other. So build those small successes and *Be Confident!*

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



The Product of the Month for January is...

ClearProof® Blemish Control Toner!

Kick acne to the curb! ClearProof® Blemish Control Toner is an integral step in the ClearProof® Acne System. It helps alleviate pimples and whiteheads while helping remove excess oil.

For the month of January, get ClearProof® Blemish Control Toner at 20% off!**



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	11	2	1	14
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
Cathy Johnson	1			1
Ann Sandquist	1			1

Name	Orders	Faces	Team Building	Total
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
Amy Richter	1			1
Carolee Lucas	1			1
Colleen Graves	1			1
Shannon Alexander	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