

News & Notes for Summer

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



Dates: August 7, 21, & 28

Time: 7pm

Place: Joyce's House
9029 101 Avenue

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

Summer Garden Party & Awards Night

with Senior National Sales Director Gail Adamson!

Date: August 14th

Time: 6:30 - 8:30 pm

Place: Joyce's backyard
(pray for great weather) or it will be inside

Dress: summer dress

Bring: sweet treats
(ex. cake, cookies, cupcakes, candy jar, etc.)

Please RSVP



Fall Product Launch this month!



Purchase Satin Body[®] Indulgent Shea Wash and Satin Body[®] Silkening Shea Lotion, you'll get Satin Body[®] Revitalizing Shea Scrub FREE*!
(for the month of Aug 2019)

Come to Mary Kay Summer Camp!



Saturday, August 17

10:30am - 2:30pm

@ Joyce's House

9029 101 Ave, Grande Prairie

Learning—Crafts—Snacks—Games—Build a Goal

Poster—Build your Dreams—Build Your Future

Promotions to keep track of:



Blissful Lips

All new IBC's receive Satin Lips[®] Set and Gel Semi-Shine Lipstick in Rosewood FREE!
Aug 1-15, 2019



Bumblebee Challenge

Earn bees for working your business!
Aug 1 - Dec 31, 2019.



Bring Your Besties

A great opportunity to build your team, till December 31, 2019.

Our team website:





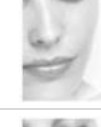


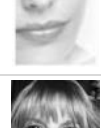


www.joycesusanna.com



Top 10 Consultants

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

Estimated Retail

1		Tiffany Strayer	\$1,450.50
2		Tanya Bain-Leuchter	\$979.50
3		Sasha Bradshaw	\$812.50
4		Ruth Poschenrieder	\$586.50
5		Tanya Terry	\$572.00
6		Nicole Zahara	\$539.00
7		Stara Phillips	\$500.00
8		Carol Penner	\$496.00
9		Stephanie Schauer	\$493.00
10		Cindy Deering	\$486.00

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

Tiffany Strayer	\$ 725.25
Tanya Bain-Leuchter	\$ 489.75
Sasha Bradshaw	\$ 406.25
Stephanie Schauer	\$ 310.50
Ruth Poschenrieder	\$ 293.25
Tanya Terry	\$ 286.00
Nicole Zahara	\$ 269.50
Stara Phillips	\$ 250.00
Carol Penner	\$ 248.00
Cindy Deering	\$ 243.00
Audrey Hewings	\$ 235.00
Tina Lappenbush	\$ 229.25
Wanda Brown	\$ 228.50
Carolee Lucas	\$ 226.50
Candice Triembacher	\$ 226.50
Susan MacDonald	\$ 226.00











2020 Seminar Jewelry!



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

Seminar Stars

Top 10 Consultants 2018-2019

1		Sasha Bradshaw	\$30,127.80	6		Jewels Goff	\$5,295.00
2		Carrie Warren	\$8,964.75	7		Tiffany Strayer	\$5,292.20
3		Tanya Bain-Leuchter	\$7,793.95	8		Nikki Darr	\$3,909.00
4		Carly Francis	\$6,115.50	9		Judy Peddle	\$3,338.50
5		Katrina Klassen	\$5,459.90	10		Amy Richter	\$3,242.50



Queen's Court of Sales



Sasha Bradshaw



Joyce Goff

Welcome

Shelby Leman
Added to the team by Sasha

Susan MacDonald
Rhodora Solinap
Alyssa Upshall
Agatha Wolfe

Nsibiet Obot
Added to the team by Carly

Added to the team by Joyce



Thank you for joining our winning team!

August Ordering Bonus Be a Face-Finder Earrings

The *Be a Face-Finder* honeycomb drop earrings are yours FREE when you order \$1,200 in suggested retail (\$600 cumulative discounted wholesale) Section 1 products in the month of August.



The Product of the Month for August is... Satin Body Revitalizing Shea Scrub!



For the month of August, when you purchase Satin Body® Indulgent Shea Wash and Satin Body® Silkening Shea Lotion, you'll get Satin Body® Revitalizing Shea Scrub FREE*!



Sing Along to Summer

Makeup and music are must-haves for the girl on the go, so what better way to enjoy both than with the Beauty and the Beats bundle? It's packed with everything you need on the go: a limited-edition portable **Bluetooth speaker**, **Nourishine Plus® Lip Gloss in Café Au Lait** and an **Undereye Corrector**, \$49

What's new for Fall 2019

LIMITED EDITION*



SUPER NATURAL LIPS

The perfect complement to a bold eye is a perfectly neutral, matte lip. Pair the Feel Fierce palette with Spice of Life lipstick.

Mary Kay Matte Lipstick, Spice of Life, \$20



MEET YOUR MATTE

Nothing goes better with bold, confident colour than easy-to-wear matte neutrals. Tenacious Taupe provides a beautiful balance.

Mary Kay Matte Lipstick, Tenacious Taupe, \$20



feel fierce

Mary Kay Chromafusion

Eye Shadow + Petite Palette

Bundle in Feel Fierce includes **Rose Gold, Pomegranate*, Hummingbird*** and **Onyx, \$53**



radiate confidence

Mary Kay Chromafusion

Eye Shadow + Petite Palette

Bundle in Radiate Confidence includes **Toffee*, Golden Peach*, Radiant Blue*** and **Mahogany, \$53**



Mary Kay Collection Bag, \$10



Skinvigate Sonic Skin Care System, \$85

- Clinically shown to remove four times more dirt, oil, impurities, makeup and pollutants than hand-cleansing alone.

- Three speeds allow you to customize your cleanse.

- 60-second auto-shutoff keeps your routine consistent.



Skinvigate Sonic

Facial Massage Head, \$28

(pack of 1)

- Helps serums absorb into skin



Skinvigate Sonic

Facial Massage Head, \$28

(pack of 1)

- Helps serums absorb into skin



Timewise Luminous 3D Foundation, \$28

*Limited-edition and exclusively available in this bundle.

Ordering opens August 16

Early ordering for Star Consultants and PCP Participants begins August 9

Build Your Team

with these limited-time special offers!



Blissful Lips Special Offer!

August 1 – 15, 2019
**POWER UP YOUR
BUSINESS!**



All new Independent Beauty Consultants who start a Mary Kay business from August 1 – 15 will receive the Satin Lips® Set and Gel Semi-Shine Lipstick in Rosewood for **FREE*** (this is a \$53 suggested retail value)! This lip duo will give you blissfully soft lips topped with a soft rose hue! A business boost for you, a beauty boost for her. It's a win-win!

Bring Your Besties - **Extended!**



All new Independent Beauty Consultants who start their Mary Kay® business from **April 1 through December 31, 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! By building a team of teams, you can multiply your influence through your team and compound the benefits.

Boost your *Star Consultant* status by building your team!

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 your MK Total Rewards account, you have the option to select a reward or keep your points to use in the future.

#goals



Celebrating our 4th Quarter Stars!



Congratulations to our Team's Bonus Earners



June Ordering Bonus

*Lipstick & Mascara
Wrap Watch*

Ordering Bonus Achievers

Sasha Bradshaw (June)

Tiffany Strayer (June and July)

Seminar Consistency Challenge Achiever

Tiffany Strayer



July Ordering Bonus

*Be the Celebration
honeycomb necklace*



Seminar You Hold the Key
bracelet



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Build your Dreams—Build Your Future



It's a brand new seminar year and Mary Kay has selected
a new theme for this year:

the bumblebee!

To celebrate, we have a fun challenge for you to earn your own bee pin!



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.

Challenge runs Aug 1—Dec 31, 2019.

The Bumblebee Story

"Years ago, Mel, my late husband, gave me a diamond bumblebee pin, and everyone loved it.

Because it was so popular, I decided to present a pin like that every year to each woman who was crowned queen in each of the various categories at Seminar. The bumblebee has come to be recognized in our Company as the No. 1 symbol of someone who has "flown to the top."

The story behind this symbol is that aerodynamic engineers found a long time ago that the bumblebee "cannot" fly because its wings are too weak and its body is too heavy. Fortunately, the bumblebee doesn't know that and goes right on flying!

So in our Company, when you make it to the top, we pin one of these diamond bees on your shoulder to wear with pride. For most of us, it's true that we refused to believe we couldn't do it. Maybe someone said, "It's impossible." But someone else said, "You can do it!" And we did." ~ Mary Kay Ash

Our Team's Achievers*



\$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