

News & Notes for September

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



Sept 11, 18, 2 & Oct 2
7pm @ Joyce's House
9029 101 Ave



Mark your calendars! We will be working through makeover looks designed by Luis Casco in his book *Beauty Unfiltered*. Bring a friend to try exciting new products with!

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

This month is all about

Team Building!

Mary Kay is offering Double Credit towards the Queen's Court of Sharing during September for each new member who qualifies! With the Foundation Fundamentals and Bring Your Besties offers for new consultants, the timing couldn't be better to grow your team!



*Queen's Court
of Sharing
Diamond Bee*



Product
OF THE
MONTH



Save 20% on your purchase
of Extra Emollient Night
Cream in September!

Foundation Fundamentals

All new Independent Beauty Consultants who start a Mary Kay business in September will receive the Foundation Primer Sunscreen SPF 15, Translucent Loose Powder, Blending Sponge and Undereye Corrector for **FREE***



Our team website:

www.joycesusanna.com











Promotions to keep track of:

- ♥ **Foundation Fundamentals**
All new IBC's receive FREE foundational products Sept 1-30, 2019
- ♥ **Double Credit (Sharing)**
Receive double credit at Seminar for new qualified team members during September 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.
- ♥ **Red Jacket Bonus**
Receive \$100 bonus for first-time Red Jacket member on your team. Aug-Dec, 2019

Top 10 Consultants

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

Estimated Retail

1		Sasha Bradshaw	\$2,093.70
2		Tiffany Strayer	\$1,528.00
3		Agatha Wolfe	\$1,143.00
4		Tanya Bain-Leuchter	\$979.50
5		Carrie Warren	\$910.50
6		Judy Peddle	\$760.00
7		Samantha Campbell	\$759.00
8		Charity Vetsch	\$724.50
9		Edna Watt	\$686.00
10		Norma Haacke	\$626.00

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

Sasha Bradshaw	\$ 640.60
Carrie Warren	\$ 455.25
Agatha Wolfe	\$ 425.50
Judy Peddle	\$ 380.00
Samantha Campbell	\$ 379.50
Charity Vetsch	\$ 362.25
Norma Haacke	\$ 313.00
Samantha Petterson	\$ 284.00
Mira Lee	\$ 283.50
Wanda Dove	\$ 258.50
Lynne Evaskevich	\$ 250.00
Donalda Delaney	\$ 249.75
Edna Watt	\$ 242.00
Megan Binga	\$ 234.50
Kathry Poschenrieder	\$ 232.50
Teri Ondrik	\$ 228.50
Amanda Rich	\$ 227.75
Jessica Buchanan	\$ 226.75
Brittany Levesque	\$ 226.25

2020 Seminar Jewelry!



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



*Give yourself
something to
work toward
constantly.*

- Mary Kay Ash -

**YOU
CAN**
do it



What are your goals this Seminar Year?

Growing your business is an incredible reward in itself, but Mary Kay offers numerous rewards on top of it all! Ordering bonuses, team-building bonuses, and nearly anything you can dream of with MK Rewards. Be sure to check out all the amazing offers in these newsletters and all the latest details on Mary Kay In Touch.

September Ordering Bonus Be Legendary Bracelet



Fifty-six years ago this month, Mary Kay Ash forever changed the male-dominated workplace by opening a business built for women. It was, in a word, legendary. Now it's your turn!

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

*Happy
Birthday*
to these
Beautiful Ladies



- Judy Krankowski - Sept 1
- Sabrina Matheson - Sept 1
- Robyn Hobbs - Sept 2
- Manon Desroches - Sept 4
- Jamie Bruvold - Sept 4
- Karyn Cochrane - Sept 6
- Linda Connell - Sept 10
- Joany Oliver - Sept 10
- Courtney Summers - Sept 11
- Candi Diepdael - Sept 12
- Julie Schau - Sept 15
- Roxanne Trask - Sept 15
- Wendy Holmstrom - Sept 25
- Bernice Finley - Sept 27
- Norma Haacke - Sept 30



Congratulations to Sasha Bradshaw for earning the August Ordering bonus! Sasha has earned the Be a Face-Finder honeycomb drop earrings.

Way to go Sasha!



Double Credit (*Sharing*) is Back!

From September 1 to 30, get out there and get social!

Independent Sales Directors and Beauty Consultants will receive double credit for up to 10 qualified** new team members whose Independent Beauty Consultant Agreements are received from September 1 - 30, 2019 and whose qualifying orders are received by June 30, 2020. Double credit will count toward the minimum 24 qualified new team members required. The 10 maximum qualified new team members can be in addition to the monthly qualified new team member maximum of 13.

Set your goals, envision the road you'll take to get there, and then stretch to reach your full potential. You can do it!

Share the beautiful opportunity Mary Kay offers and **power up your business** with these other amazing offers!



Foundation Fundamentals!

All new Independent Beauty Consultants who start a Mary Kay business from September 1 – 30 will receive the Foundation Primer Sunscreen SPF 15, Translucent Loose Powder, Blending Sponge and Undereye Corrector for **FREE*** (this is a \$73.50 suggested retail value!). A business boost for you, a beauty boost for her. It's a win-win!



receive the Foundation Primer Sunscreen SPF 15, Translucent Loose Powder, Blending Sponge and Undereye Corrector for **FREE*** (this is a \$73.50 suggested retail value!). A business boost for you, a beauty boost for her. It's a win-win!

Heat up your Business!

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!



Bring Your Besties



April 1—Dec 31, 2019

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.

Share the Opportunity

Women helping women. That is the foundation of every Mary Kay business.

September is a great month to share the opportunity as you will receive DOUBLE CREDIT towards the Queen's Court of Sharing! As an Independent Beauty Consultant, you are continuing a rich legacy that is over 50 years in the making. From offering products that help women look and feel beautiful to sharing a business opportunity that helps women fulfill their own definitions of success, you can enrich the life of every woman you meet.

How to share the opportunity and build your team!

- 1 Fall in love with the products.** You became a Mary Kay team member because you believed in the products! Use them, select your favorites, and
- 2 Share with everyone you know!** It's hard to keep something you love a secret—so don't! Share in person and take advantage of the opportunities offered by social media. Your team member can be anywhere in Canada! Excitement is contagious—get others excited and make....
- 3 Bookings!** Parties and facials: online, catalogue or, best of all, the good, old-fashioned gathering of friends to enjoy one another, laugh together, and personally try out amazing products. As you work through your appointments be sure to....
- 4 Build relationships!** Mary Kay Ash often said, "People don't care how much you know, until they know how much you care." Share your own I-story but be sure to learn about each person's wants and needs. Understand what's important to your potential team member. It will be the key to having an effective team-building conversation with them. To do this.....
- 5 Use the Four P's!** When you ask these four questions during your conversations, it can help you connect to potential team members in a way that's more relevant to them:



Each team member you add till Dec 31, 2019 earns you a sweet little gold bumblebee pin!

- ♥ Picture—Would you mind telling me a little about yourself?
- ♥ Purpose—What brings you joy?
- ♥ Passion—Tell me about a time when you were proud of yourself? What was it about the experience that you loved the most?
- ♥ Possibilities—Let's dream for a minute. If time and money were not an issue, what dream would you like to be living a year from now?



Add 3, 4, or 5 new Team Members, receive Mary Kay's Bronze, Silver or Gold charms, and see your name in Applause magazine!



Every qualified new team member earns you 600 points in your MK Total Rewards account!

Creating a connection between the Mary Kay opportunity and a potential new team member's dreams can make all the difference between a "yes" and a "no".

Log on to In Touch for many more tools you can use to build your team and help you share the opportunity with your customers. Go to:

[Mary Kay In Touch > Education > For Consultants > Team Building](#)





STAR CONSULTANT PROGRAM

So far this quarter... **On-Track Star Consultants: Q3 July - Sept 2019**

Congratulations	Contest Amount	Stars Won to Date	Star Earned to Date	Needed for Next Star
1 Sasha Bradshaw	\$ 1,046.85	51	On-track Sapphire	\$ 753.15
2 Tiffany Strayer	\$ 764.00	1	On-track Sapphire	\$ 1,036.00
3 Agatha Wolfe	\$ 571.50	-	On-track Sapphire	\$ 1,228.50
4 Tanya Bain-Leuchter	\$ 489.75	3	On-track Sapphire	\$ 1,310.25
5 Carrie Warren	\$ 455.25	-	On-track Sapphire	\$ 1,344.75
6 Judy Peddle	\$ 380.00	-	On-track Sapphire	\$ 1,420.00
7 Samantha Campbell	\$ 379.50	-	On-track Sapphire	\$ 1,420.50
8 Stephanie Schauer	\$ 370.40	2	On-track Sapphire	\$ 1,429.60
9 Charity Vetsch	\$ 362.25	-	On-track Sapphire	\$ 1,437.75
10 Edna Watt	\$ 343.00	-	On-track Sapphire	\$ 1,457.00
11 Norma Haacke	\$ 313.00	-	On-track Sapphire	\$ 1,487.00
12 Ruth Poschenrieder	\$ 293.25	-	On-track Sapphire	\$ 1,506.75
13 Tanya Terry	\$ 286.00	-	On-track Sapphire	\$ 1,514.00
14 Samantha Petterson	\$ 284.00	-	On-track Sapphire	\$ 1,516.00
15 Mira Lee	\$ 283.50	-	On-track Sapphire	\$ 1,516.50
16 Nicole Zahara	\$ 269.50	1	On-track Sapphire	\$ 1,530.50
17 Susan MacDonald	\$ 265.25	-	On-track Sapphire	\$ 1,534.75
18 Brittany Levesque	\$ 264.25	-	On-track Sapphire	\$ 1,535.75
19 Carolee Lucas	\$ 260.00	3	On-track Sapphire	\$ 1,540.00
20 Wanda Dove	\$ 258.50	-	On-track Sapphire	\$ 1,541.50
21 Nikki Darr	\$ 254.00	2	On-track Sapphire	\$ 1,546.00
22 Lynne Evaskevich	\$ 250.00	7	On-track Sapphire	\$ 1,550.00
23 Stara Phillips	\$ 250.00	-	On-track Sapphire	\$ 1,550.00



MK TOTAL REWARDS

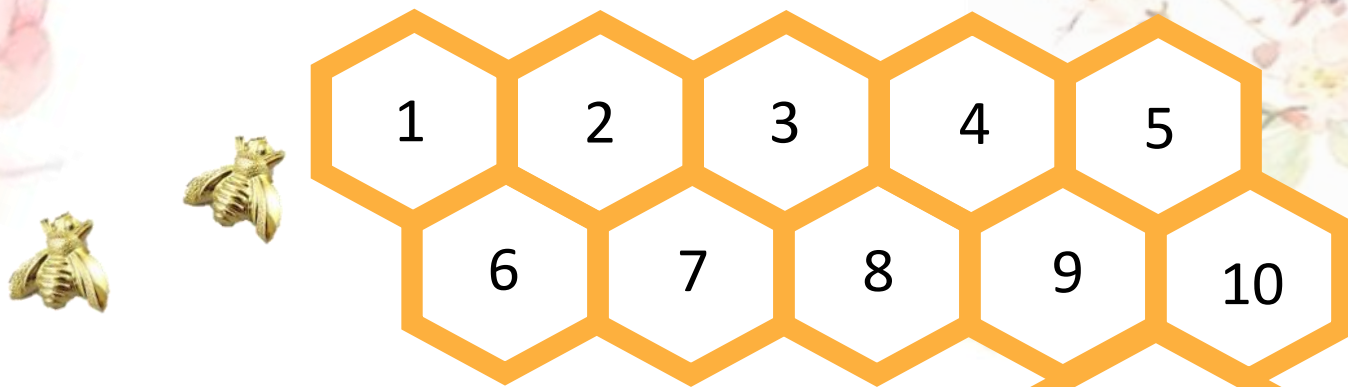
All Star Consultants earn points to cash in on MK Total Rewards. There are thousands of rewards to choose! From jewelry to dog sledding, there is a perfect reward waiting for you!



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.

August Bee Winners!

Name	Orders	Faces	Team Building	Total
Sasha Bradshaw	2	2		4
Agatha Wolfe	1	1		2
Carrie Warren	1			1
Samantha Campbell	1			1
Charity Vetsch	1			1
Judy Peddle	1			1
Norma Haacke	1			1



Personalize Your Approach TO SKIN CARE.

Use the device with your favourite cleanser or serum to gently cleanse or massage. This maximizes your daily skin care regimen. Sonic smart technology offers multiple benefits to your skin in seconds for a consistently superior experience every time.

- More than 200 oscillations per second remove four times more dirt, oil, impurities, makeup and pollutants than hand-cleansing alone.
- Three speed settings + an automatic one-minute shutoff = a customizable, consistent clean every time.

New! Skinvigorate Sonic™ Skin Care System, \$85

TRY THE **SKINVIGORATE SONIC™** SKIN CARE SYSTEM WITH THESE EFFECTIVE **MARYKAY®** CLEANSERS.



TimeWise Repair® Volu-Firm® Foaming Cleanser, \$32



TimeWise® Age Minimize 3D® 4-in-1 Cleanser, \$32



Botanical Effects® Cleansing Gel, \$21



MKMen® Daily Facial Wash, \$18



New! Naturally™ Purifying Cleanser, \$29

SONIC-POWERED MASSAGE MEETS AGE-DEFYING RESULTS.

- The facial massage head, sold separately, can deliver more than 24,000 sonic-powered micromassages to your face and neck in just two minutes.
- A spa-like experience relaxes facial tension and helps serums absorb better.
- With daily use, skin appears younger-looking and more radiant.

New! Skinvigorate Sonic™ Facial Massage Head, \$28

USE THE **SKINVIGORATE SONIC™** SKIN CARE SYSTEM & FACIAL MASSAGE HEAD WITH THESE POWERHOUSE **MARYKAY®** SERUMS.*



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



TimeWise Replenishing Serum+C®, \$65



TimeWise® Pore Minimizer, \$35



TimeWise® Tone-Correcting Serum, \$48



New! Mary Kay Naturally™ Nourishing Oil, \$55

Contact me to upgrade your skin care routine!

MARY KAY

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