

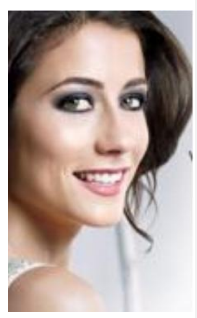
News & Notes for March



Newly updated – take a look
Our team website:
www.joycesusanna.com



Themed Makeover Nights 2019



Date: March 13th
Date: March 27th

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.



Saturday Success Strategies!

Join an elite team! Do you want more? Do you want to earn more and move up the career path with Mary Kay?

Join me for brunch and learn how to get more from your MK business.

Date: Saturday – April 6th
 Time: 11:00 am – 12:30 pm
 Place: Joyce's house



Promotions to Keep Track



- Winter Wonderful Consistency Challenge- order \$600 wholesale every month until March 31, 2019
- Destination Red- June 30, 2019 Earn a cruise for two in the Caribbean.
- Product of the month- Sheer Mineral Pressed Powder with the Makeup Finishing Spray by Skindinavia



Will you join us in the Bahamas?
 Our National Gail Adamson is doing a special Voxer call to help us get it done!

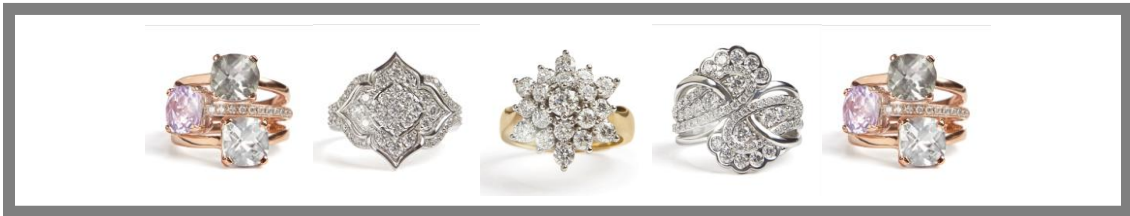


WHO WANTS TO BE ON THE CRUISE?? INVITING ALL ADAMSON NATIONAL AREA CONSULTANTS TO JOIN ME ONCE A WEEK FOR A SPECIAL VOXER GROUP CALL FOR EVERYONE WANTING TO EARN THEIR PLACE (WITH A GUEST!) ON MK'S ALL-EXPENSES-PAID 'DESTINATION RED' BAHAMAS CRUISE IN OCTOBER.

YOU WON'T KNOW IF YOU CAN DO IT IF YOU DON'T GET STARTED AND GIVE IT A TRY. I KNOW MANY OF YOU ARE ALREADY EXCITED AND WORKING TOWARDS IT... VERY SMART OF YOU LOL... 'WHEN SOMETHING'S FREE THEN WHY NOT ME??' MAYBE IT MIGHT BE YOUR 1ST EVER CRUISE! HOW AWESOME IS THAT? OR MAYBE YOU HAVE BEEN ON A CRUISE BUT HAD TO PAY YOUR OWN WAY... YOU ALREADY KNOW HOW MUCH FUN IT CAN BE... AND THIS TIME LET MK PAY FOR YOU AND YOUR SPECIAL GUEST!!

**JOIN ME FOR A WEEKLY 5-10 MINUTE CALL!
 IF YOU ARE NOT ALREADY ON VOXER... PLEASE DO SO NOW.
 POST HERE AND LET ME KNOW YOU ARE IN, OR MESSAGE YOUR DIRECTOR**















**Top 10 Consultants
YTD Estimated Retail**



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

1		Sasha Bradshaw	\$15,690.40
2		Tanya Bain-Leuchter	\$5,744.90
3		Carly Francis	\$5,135.50
4		Jewels Goff	\$5,089.00
5		Carrie Warren	\$4,690.60
6		Katrina Klassen	\$3,790.20
7		Nikki Darr	\$3,320.00
8		Stara Phillips	\$2,499.00
9		Judy Peddle	\$2,190.90
10		TJ Little	\$2,181.50

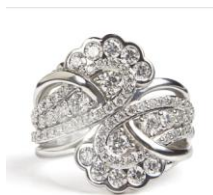
**2019
Seminar
Jewellery!**



**Just two \$600
wholesale orders
per month.**



**You deserve to
be in the
limelight at
Seminar 2019!**



Sasha Bradshaw	\$1,073.00
Tracy McKay	\$600.25
Joy Dunn	\$404.25
Kellie Taylor	\$362.75
Charity Vetsch	\$354.25
Donalda Delaney	\$334.25
Carolee Lucas	\$333.00
Jewels Goff	\$329.40
Ann Sandquist	\$316.00
Carmen Lagace	\$311.00
Nikki Darr	\$310.50
Judy Peddle	\$308.25
Candice Triembacher	\$307.00
Suseelai Sundararaj	\$298.75
Carrie Warren	\$295.50
Wanda Brown	\$279.75
Teri Ondrik	\$275.50
Tanya Bain-Leuchter	\$273.75
Malina Bokota	\$265.25
Joanne Broaders	\$264.25
Lynne Evaskevich	\$262.00
Daryna Prykhodko	\$240.50
Wanda Dove	\$234.75
Nicole Zahara	\$234.00
Samantha Campbell	\$231.50
Carol Penner	\$231.25
Candi Diepdael	\$229.75
Betsy Klassen	\$227.00
Audrey Hewings	\$226.50
Anne Warr	\$226.25
Chantal Lalonde	\$225.00

**FREE shipping this
month!**

Our Team's Top 26 Consultants YTD



11	Joanne Broaders	\$2,121.00	19	Keira Dueck	\$1,933.00
12	Lori Sedor	\$2,016.50	20	Amy Richter	\$1,690.20
13	Cassandra Chabot-Madlung	\$2,004.50	21	Hayley Lane	\$1,643.50
14	Bernice Finley	\$1,982.00	22	Ann Sandquist	\$1,605.20
15	Chelan Toews	\$1,946.00	23	Melissa Gast	\$1,597.00
16	Kellie Caines	\$1,933.00	24	Malina Bokota	\$1,571.20
17	Anne Warr	\$1,814.50	25	Pamela Landry	\$1,529.00
18	Cindy Pratt	\$1,779.00	26	Carolee Scott	\$1,510.50



WELCOME

Thank you for joining our winning team!

Gisele	Arsenault	Added to the team by Karyn
Candi	Diepdael	Added to the team by Joyce
Kerri	Dreyer	Added to the team by Karyn
Sharlane	Jackson	Added to the team by Karyn
Sandra	Keen	Added to the team by Karyn
Carmen	Lagace	Added to the team by Sasha
Christina	Laliberte	Added to the team by Faye
Tracy	McKay	Added to the team by Joyce
Tammie	Robinson	Added to the team by Sasha
Faye	Shular	Added to the team by Karyn

So far this quarter...

On-Track Star Consultants: January 1- March 31 2019

	Congratulations	Contest Amount	Stars Won to Date	Star Earned to Date	Needed for Next Star
1	Sasha Bradshaw	\$1,887.75	49	Sapphire	\$512.25
2	Tanya Bain-Leuchter	\$890.25	3	On-track Sapphire	\$909.75
3	Candi Diepdael	\$830.00	-	On-track Sapphire	\$970.00
4	Karyn Cochrane	\$631.50	-	On-track Sapphire	\$1,168.50
5	Carrie Warren	\$620.50	-	On-track Sapphire	\$1,179.50
6	Tracy McKay	\$600.25	-	On-track Sapphire	\$1,199.75
7	Nikki Darr	\$505.00	2	On-track Sapphire	\$1,295.00
8	Carolee Lucas	\$411.50	3	On-track Sapphire	\$1,388.50
9	Katrina Klassen	\$407.75	-	On-track Sapphire	\$1,392.25
10	Chantal Lalonde	\$406.75	-	On-track Sapphire	\$1,393.25
11	Joy Dunn	\$404.25	-	On-track Sapphire	\$1,395.75
12	Kellie Taylor	\$362.75	-	On-track Sapphire	\$1,437.25
13	Charity Vetsch	\$354.25	-	On-track Sapphire	\$1,445.75
14	Donalda Delaney	\$334.25	-	On-track Sapphire	\$1,465.75
15	Jewels Goff	\$329.40	2	On-track Sapphire	\$1,470.60
16	Ann Sandquist	\$316.00	-	On-track Sapphire	\$1,484.00
17	Carmen Lagace	\$311.00	-	On-track Sapphire	\$1,489.00
18	Judy Peddle	\$308.25	-	On-track Sapphire	\$1,491.75
19	Candice Triembacher	\$307.00	-	On-track Sapphire	\$1,493.00
20	Pamela Landry	\$305.75	11	On-track Sapphire	\$1,494.25
21	Wendy Tindall	\$304.75	1	On-track Sapphire	\$1,495.25

Receive 1 point for each \$1 wholesale you order, then redeem your points at the end of each quarter towards the prize of your choice!



You're a Shining Star!

Quarter Three

Star Consultant Program

January 1st- March 31st 2019

Earn one point for every wholesale dollar you spend in the three-month quarter. PLUS! You'll earn 600 additional points when you share the MK business opportunity and add a new personal team member!

FREE Shipping this month!

<p>1800 Sapphire</p>	 <p>Ashbury Classic Revival Tote Bag</p>	 <p>Mary Kay® Journal & Pen Set</p>
	 <p>Nogu Personalized Name Plate Necklace</p>	 <p>Mary Kay® 3-Piece Love Pattern Pouch Set</p>
<p>2400 Ruby</p>	 <p>BREDA Women's Watch (Black)</p>	 <p>Braun Multi-groom Face & Head Trimming Kit</p>
	 <p>Bulova Espresso Wall Clock OR Bulova Silhouette Wall Clock</p>	 <p>Leeds - Mary Kay® Branded Oversized Folding Chair (Black)</p>
<p>3000 Diamond</p>	 <p>Mary Kay® 2-Piece Rolling Tote</p>	 <p>Paramount Square Lantern (White)</p>

The Product of the Month for March is...

Sheer Mineral Pressed Powder!

For the month of March, you'll save 25%* on the Makeup Finishing Spray by Skindinävia with the purchase of any Sheer Mineral Pressed Powder!



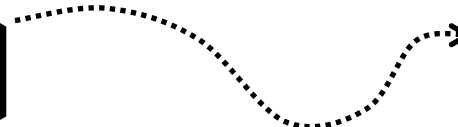
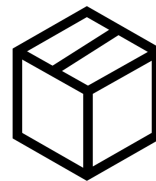
*Thinking about placing an order?
This month is the perfect time to do it!*

123Freevectors.com



March is
FREE SHIPPING

on all orders!



GOAL SETTING

LIKE A
BOSS

*With FREE SHIPPING this
month it's the perfect time to
challenge our team to*

100% ParticipACTION!

Working together as a team is exhilarating! Accomplishing a HUGE goal together is pure energy! **THIS month**—there is NO SHIPPING CHARGES on your Mary Kay orders!

THIS month—our goal is 100% ordering participation.

THIS month—WE ALL get to order the brand new spring line and not pay shipping.

\$100
Red Jacket Bonus
 SEPT. 1-JUNE 30TH

**ALL FIRST-TIME
 RED JACKETS
 WILL RECEIVE A
 ONE-TIME \$100
 RED JACKET
 BONUS**

SEE INTOUCH FOR DETAILS

Cash bonuses for team building!

\$50.00

For each new qualified team member you add!



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.

NEW! Senior Consultant
 Carly Frances

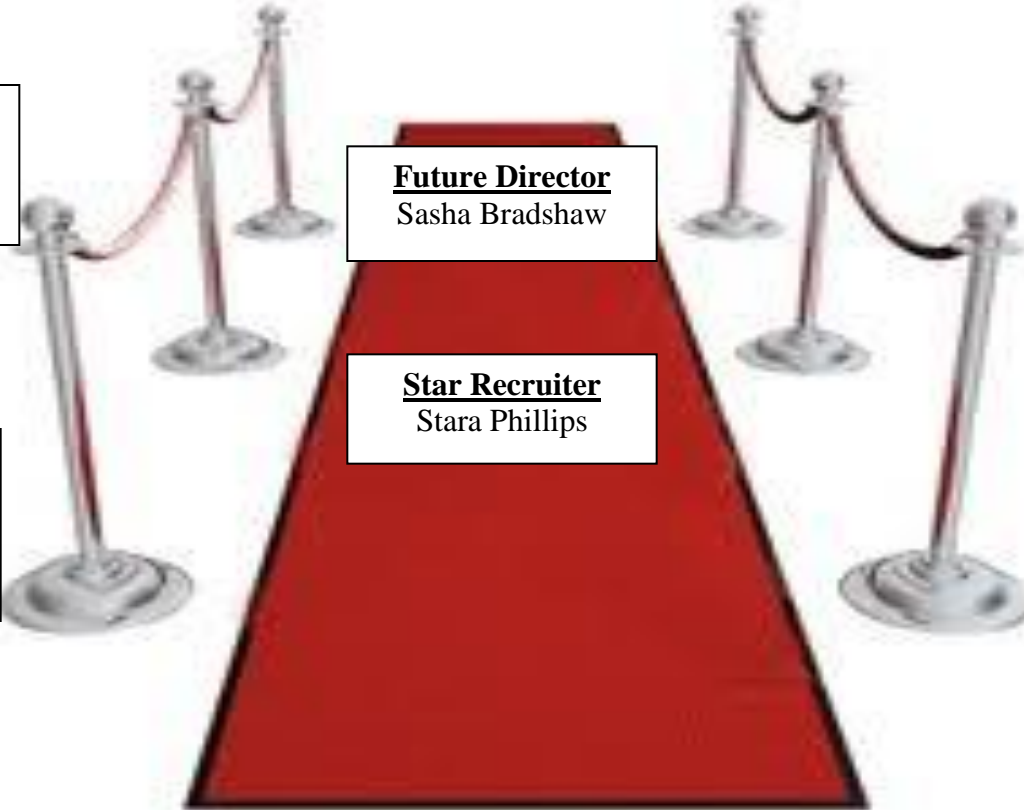
Future Director
 Sasha Bradshaw

Senior Consultant
 Pamela Landry

Senior Consultant
 Karyn Anderson

Star Recruiter
 Stara Phillips

Senior Consultant
 Katrina Klassen





Mary Kay Cosmetics is hosting Royal Caribbean cruise to the Bahamas and YOU are invited to join in on the fun!

Destination
RED

TRACKER FOR



Qualification ONE:
Minimum of \$3,600 in
adjusted personal wholesale
Section 1 production.



Qualification TWO:
Add 6 Great Start
qualified new personal
team members



Qualification THREE: 3 personal
first-time STAR
Team Builders



*Check Mary Kay InTouch for qualification details.

YOU ARE CRUISIN' FOR A CRUISE!





Cruisin' for a Cruise?

Get a jump on warmer weather AND a boost in business by hosting your own tropical getaway!

Tropical Escape

Crank up the heat and invite guests to arrive with tropical attire. Hand out lei's to each



guest, serve fun-fruity beverages with umbrellas, and play some summer tunes.

Mexican Fiesta

Break out the salsa and chips, prepare margaritas, and play some flamenco music.. Decorate in bright colors!



Flip Flop Fun

Make this party all about getting those feet prettied up for summer! Guests can bring flip flops to wear and show off their summer-ready feet. Serve picnic appetizers and lemonade!



Just A Phone Call Away

At the beginning of your party ask everyone to take out their cell phones and hold them in their hand. You will have yours in your hand as well.

Tell them this is the easiest game to win all night! Ask everyone to dial in your number – call it out to them number by number – and then when you say GO – everyone hits call.

Obviously, your phone will ring since they are all calling you – simply answer the phone to find the “winner” on the line.

Give her a little goodie for having the “fastest fingers in the room” THEN – while everyone still has their phone out, ask them to SAVE YOUR NUMBER with your first name and company.

Tell them that they have your number forever now, and if they ever need anything, you are JUST A CALL AWAY – ask them to please put their phones on vibrate or silent to not disrupt the party, and then begin with your Party Presentation.

Alphabet Game

Write each letter of the alphabet on a 3x5 index card.

Hold each card up like a “flash card” and give it to the person who yells out a word having to do with your business (product, opportunity, etc) that starts with the letter you held up!

The person with the most cards at the end of the game wins! (I also give a gift to the person with the least)

Crossed Out

As your guests arrive, give every few people a small gift. (For example, you can give every 4th person a gift (or give out the gifts however you choose).

As soon as everyone is sitting, tell the group about the “no crossing” rule.

If a person holding a gift is caught crossing her legs, then she must relinquish her gift to the person who catches her crossing her legs.

This game should be played for the first half of the party. At the halftime, everyone who has a gift gets to open it.

(If a person who already has a gift catches someone with a gift crossing her legs, she can either trade gifts with that person, or choose a person who is “gift less” to give the extra gift to).

Party Bingo

Give each guest a blank bingo card and you should have a bag or box filled with cards that have your demo products listed on each one.

As you go through your presentation, have them randomly fill in the names of items you show on their card. After you have done with your presentation, draw 4 cards from your bag or box and call them out.

For the 5th one you can say, “there are 2 free boxes, 1 for booking a party today with me and 1 for becoming a consultant today, please fill those squares in if you would like to do either.” Continue to draw product cards till someone says BINGO.

GLOW-GETTER

Whether you want to subtly shine or boldly radiate, highlighting is the perfect complement to bring light back to your face in the best way!

Mary Kay® has you covered for all the Ways to Glow!



CREATING A NATURALLY GORGEOUS GLOW HAS NEVER BEEN EASIER

Limited-Edition Mary Kay® Illuminating Drops

Pigment-packed, silky, fluid drops allow for blendable, buildable illumination. Explore with three universally flattering shades: Silver Sands, Golden Horizon and Bronze Light. **\$25 each**



WAYS TO WEAR IT

Nose, Cupid's Bow + Brow Bones:

Lightly dab drops on the top of your nose, Cupid's bow and along your brow bones for a runway-inspired highlight.

Full Face: Go for the glow with a subtle all-over application. Add to your favourite Mary Kay® moisturizer and apply to your entire face with the Liquid Foundation Brush.

Cheekbones: Lightly dab drops across the top of the cheekbones to create a lit-from-within glow.

Body: Apply drops to your Mary Kay® body lotion, mix, and apply to your body for an all-over glow!

READY, SET, PLAY

Mary Kay At Play® Highlighting Stick

Take your highlighting to the next level with the Mary Kay At Play® Highlighting Stick in Rose Gold Glow for a subtle shimmer that's never flat and always fabulous! This Highlighting Stick is perfect for the quick but gorgeous glow-on-the-go. **\$17 each**



WAYS TO WEAR IT

Nose, Cupid's Bow + Brow Bones:

Highlight high points of your face by drawing down the bridge of your nose, above your Cupid's bow, and just below your brow bone for the perfect glow.

Collarbones: Lightly draw along your collarbones for an alluring highlight. Smooth out with your Mary Kay® Blending Sponge.



BOOST YOUR NATURAL BEAUTY

Mary Kay® Chromafusion™ Highlighter Glaze

and shimmer with Mary Kay® Chromafusion™ Highlighter. This life-proof formula lasts through work, workouts, and weather – giving you long-lasting highlight you can depend on. Give your complexion a boost of luminosity with two expertly curated shades for every skin tone: Honey Glow and Glazed **\$15 each**

WAYS TO WEAR IT

Nose, Cupid's Bow + Brow Bones:

Sweep just below the brow bones, above the Cupid's bow and on the bridge of the nose for a confident glow.

Cheekbones: Stroke along the highest part of your cheekbones for a soft but bold highlight.

Collarbones: Apply as boldly or subtly against your collarbones for a luminous and complete glow.



MARY KAY®

NEW! 2019 Spring Line coming February 16th

My Favourite Picks from this line:

- ✓ Mary Kay Subtle Tanning Lotion. I use every summer on my legs! It gives skin a healthy- looking summer glow and moisture it craves! PLUS it won't leave your hands, elbows or knees discoloured.
- ✓ LOVE LOVE the Illuminating Drops. You can mix them in with your foundation, add on top as a highlighter. You can also mix with your body lotion.
- ✓ Contouring make SO SIMPLE. The NEW At Play Contouring Sticks, Highlighting Sticks and Colour Correctors, make putting on your face in the morning as easy as colouring in the line!
- ✓ Do you want ALL DAY lip colour? Give the Lip Tint a try. I dare you to try and get it off!

Curated by Mary Kay's Global Beauty Ambassador, Luis Cascol

Fresh & Brilliant Look



Petite Palette, Chromafusion™ Eye Shadow in Blossom, Dusty Rose, Rose Gold and Golden Mauve, \$53 each

Sweet Plum Look



Petite Palette, Chromafusion™ Eye Shadow in Sand Castle, Sunlit Rose, Merlot and Sweet Plum, \$53 each

Greens Look



Petite Palette, Chromafusion™ Eye Shadow in Smoky Quartz, Hazelnut, Burnished Bronze and Moss, \$53 each



Limited-Edition Mary Kay Collection Bag

You can purchase the limited-edition Mary Kay® Collection Bag for \$10 during the Spring 2019 promotion.

Spring 2019

February 16 to May 15, 2019*



\$18

Special-Edition Mary Kay® After-Sun Replenishing Gel
After a day in the sun, enjoy this cooling, refreshing, hydrating gel. Leaves skin feeling soft and silky, never sticky.



\$22

Special-Edition Mary Kay® Sun Care Subtle Tanning Lotion
Build up gorgeous colour in about a week. Glides on evenly and absorbs quickly. No streaks!



Mary Kay Perfect Palette™ (unfilled)
The perfectly sized touch-up kit!

\$25

- Palette Cheek Brush, \$3
- Palette Powder Brush, \$6
- pack of 2 Cosmetic Sponges, \$4
- pack of 2 Eye Sponges, \$3

Limited-Edition Mary Kay® Illuminating Drops:
Three pigment-packed illuminating drops to wear on face, collarbone or shoulders.



TIP! Blend into the cheeks with cheek brush, \$17

Limited-Edition Mary Kay® Lip Tint: Water-based lip tint in three flattering shades you can wear into summer.



Try with coral or red lip liner, \$16

Try with rose lip liner, \$16

Try with berry lip liner, \$16



\$17

Limited-Edition Mary Kay® At Play Color Correcting, Contouring & Highlighting Sticks
Take your beauty routine to the next level with limited-edition Mary Kay At Play® makeup sticks!



\$20

Limited-Edition Mary Kay® Matte Nude Lipstick
Empower and instantly intensify any look with a velvety veil of pigment-packed colour.

Place your order and pick your favourites! Take advantage of March FREE shipping!

Let Love Light the Way to Healing

This spring, when you purchase this beautiful Limited-Edition Bracelet Set* for \$20, you'll be sending love and light to women and children across the country who are moving toward a life of hope and healing.



*All prices are suggested retail. Plus applicable taxes. Available while supplies last. Offer available through participating Independent Beauty Consultants only. Products and shades may not be exactly as shown and are subject to change without notice. The Company grants all Mary Kay Independent Beauty Consultants a limited license to duplicate this document in connection with their Mary Kay business. This page should not be altered from its original form. ©2019 Mary Kay Cosmetics Ltd. Printed in Canada. 1/19



Get Sculpted 2



Rose Gold Glow



Get Sculpted 1



Ditch Dullness



Wipe Out Redness

READY, SET, *Play!*

MARY KAY AT PLAY® MAKEUP STICKS ARE HERE!

MARY KAY AT PLAY® COLOUR CORRECTING STICKS IN WIPE OUT REDNESS + DITCH DULLNESS

Use the Wipe Out Redness green shade to camouflage bothersome blemishes, overly rosy cheeks or any redness around the nose. Use the Ditch Dullness lilac shade to wake up your face and add brightness to your skin.

MARY KAY AT PLAY® CONTOURING STICKS

For a subtle contour, select a shade one or two shades darker than your foundation. For a more defined look, select a shade three shades darker than your foundation, but don't forget to blend!

MARY KAY AT PLAY® HIGHLIGHTING STICK IN ROSE GOLD GLOW

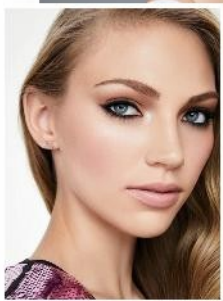
Highlighting is the perfect complement to contouring, because it brings light back to your face in the best way. Focus highlight application on the highpoints of your face for the perfect amount of glow.

Common areas include: the top of cheekbones, temples, brow bone, cupid's bow, tip and bridge of the nose and chin.

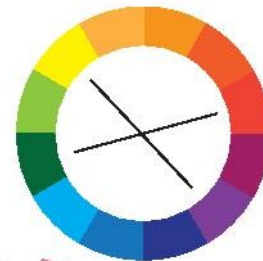
- Subtly contour or seriously sculpt your cheekbones to add dimension and depth. From slightly below your temple, glide your Get Sculpted stick down in a curve, so it hugs your cheekbone. Buff out rough edges to create a smooth, finished look.
- For a seamless nose contour, apply your preferred contouring stick shade along both sides of your nose, drawing up towards and then under your brow bones for added dimension.



- Colour-correct your full face by mixing your pick of the colour-correcting sticks with your favourite Mary Kay® moisturizer. Simply apply colour-correcting stick to the desired area of your face, and then follow with a pump of moisturizer.
- Blend moisturizer lightly over your colour corrector for a quick, all-over fix.
- For added coverage, use concealer on top of colour corrected areas. Then apply foundation.
- Have dark lines around your lips? Try applying the colour-correcting stick in Ditch Dullness to create a more seamless appearance.



Tip! Green neutralizes redness and is perfect for concealing blemishes! Purple neutralizes yellowness in the skin and provides a bright effect!

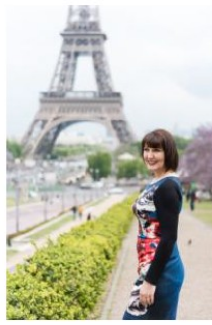


Colour Wheel →

**DON'T PLAY FAVOURITES,
*play with them all!***

At Play® Makeup Sticks
\$17 each.

welcometomyblog



www.joycesusanna.wordpress.com



As I see a lot of new faces joining our fabulous team recently, I thought I should give a little back ground on myself. I joined Mary Kay Cosmetics when I was 23, I had moved to a new town where I knew no one, I had a 2 year old daughter, and every excuse in the book as to why I could not do this. I was doing custom design sewing in the evenings and ran a day home during the day. Though I was married at the time, there was still always more 'month than money'. I thought 'perhaps I could make an extra \$200 a month' by adding a third job. Well, that \$200 a month goal grew exponentially and soon I was able to give up my other two jobs. God knew one day I would need to make it on my own, my income from Mary Kay would not only be how I financially supported myself, but the sisterhood of Mary Kay would also be part of my emotional support system.

In my first year, I actually tried to deny that I wanted to be a success. Hid my starter kit in the closet and told no one. Gail Adamson, my director, kept nudging me forward, encouraging me to actually talk to people, my fear of rejection fought back. Over the next two years, I baby stepped my way forward, two steps forward, one back. But I am Dutch, which makes me intensely determined (stubborn).

A few career highlight include:

1. Earning my first Mary Kay car in my second year of business, Mary Kay has been putting vehicles in my driveway ever since. Some of them have even been pink!
2. Becoming a sales director at 25 years of age. One of the youngest in Canada at the time.
3. Being taught by Mary Kay Ash herself when I went for my New Director training in Dallas.
4. Leading my team to Top Ten in the nation, traveled to Beijing and Hong Kong with Mary Kay.

I heard Zig Zigglar say 'if success was easy everyone would do it'. The reality is there are high highs and low lows. There are days when I doubted my ability to lead. Days when I lay on my bedroom floor and bawled my eyes out. The growing pain of business growth and personal growth are real and the two go hand in hand. But oh so worth it!

This story is by no means over – the BEST is yet to come!

Hugs!

Joyce