

# News & Notes for November

Those who 'show up' go up! These events are created just for YOU for growing your business, your income and your friendships.

## Wednesday Meetings this Fall

Mark your calendars and don't miss out on these fun events!



7pm @  
Joyce's Home Studio

- November 6: Holiday Shopping Event
  - November 13: 2019 Fall Colors Makeover
  - November 20: Spa Night
  - November 27: Christmas Party Glam Makeover
  - December 4: Unit Christmas Party!
  - December 18: Pajama Party/Spa Night
- Please RSVP so we will have a spot just for you!

## Online Holiday Shopping Event!

This one's for everyone! Invite your customers to join you on my Facebook page for a live showcase of the newest products from Mary Kay!

To join, like my Facebook page:



**Joyce's MK Holiday Shopping Event**

then check in Thursday, November 14 from 8—8:30pm.

It's going to be a great time you won't want to miss!



## Saturday Success Strategies

Saturday, December 7

11—12:30 pm @ Joyce's House

Bring note paper & pen



Our team website:

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









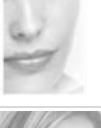

## Promotions to keep track of:

- ♥ **Double Credit Sales**  
Earn double credit towards the Queen's Personal Court of Sales Nov 1-30, 2019
- ♥ **Free Starbucks Gift Card** for selling 20+ items in November 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	\$6,931.70
2		Tanya Bain-Leuchter	\$2,203.50
3		Tiffany Strayer	\$1,528.00
4		Carrie Warren	\$1,508.50
5		Kathryn Poschenrieder	\$1,260.00
6		Theresa Balao	\$1,212.00
7		Agatha Wolfe	\$1,143.00
8		Brittany Lavesque	\$1,142.51
9		Chelan Toews	\$1,105.00
10		Katrina Klassen	\$1,101.50

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

Sasha Bradshaw	\$1,045.50
Tanya Bain-Leuchter	\$612.00
Katrina Klassen	\$388.25
Cathy Johnson	\$334.00
Shirley Wheeldon	\$332.50
Ann Sandquist	\$319.25
Carrie Warren	\$299.00
Brenda McDonald	\$275.50
Joanne Broaders	\$270.25
Mary Ellen Plomp	\$261.50
Jocelyn Melbourne	\$254.00
Nikki Darr	\$248.25
Tamara Ruxton	\$248.00
Chantal Lalonde	\$231.00
Kerry Labreche	\$230.25
Alicia Osorio	\$228.25

2020 Seminar Jewelry!



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



# STAR CONSULTANT PROGRAM

*So far this quarter...*

**On-Track Star Consultants: Q2 Oct - Dec 2019**

Congratulations	Contest Amount	Stars Won to Date	Star Earned to Date	Needed for Next Star
1 Sasha Bradshaw	\$ 1,045.50	52	On-track Sapphire	\$754.50
2 Tanya Bain-Leuchter	\$ 612.00	3	On-track Sapphire	\$ 1,188.00
3 Katrina Klassen	\$ 388.25	-	On-track Sapphire	\$ 1,411.75
4 Cathy Johnson	\$ 334.00	3	On-track Sapphire	\$ 1,466.00
5 Shirley Wheeldon	\$ 332.50	1	On-track Sapphire	\$ 1,467.50
6 Ann Sandquist	\$ 319.25	-	On-track Sapphire	\$ 1,480.75
7 Carrie Warren	\$ 299.00	-	On-track Sapphire	\$ 1,501.00
8 Brenda McDonald	\$ 275.50	1	On-track Sapphire	\$ 1,524.50
9 Joanne Broaders	\$ 270.25	-	On-track Sapphire	\$ 1,529.75
10 Mary Ellen Plomp	\$ 261.50	3	On-track Sapphire	\$ 1,538.50
11 Jocelyn Melbourne	\$ 254.00	-	On-track Sapphire	\$ 1,546.00



**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!





Congratulations to  
**Sasha Bradshaw &  
Tanya Bain-Leuchter**  
for earning the October  
Ordering bonus!

*Way to go!*



Be Fearless Bracelet

# Happy Birthday

Sarah Crossland - 2 November  
Nikki Darr - 2 November  
Sandra Keen - 3 November  
Sandra Charron - 5 November  
Stephanie Schauer - 6 November  
Agatha Wolfe - 6 November  
Anthonia Enyoze - 7 November  
Alison Stang - 9 November  
Ma Theresa Balao - 10 November  
Katrina Klassen - 11 November  
Lynne Evaskevich - 15 November  
Andrea Gross - 15 November  
Megan Binga - 17 November  
Tina Lappenbush - 17 November  
Connie Desfosses - 20 November  
Shannon Alexander - 26 November  
Joy Dunn - 27 November



## November Ordering Bonus Be the Party Necklace

One of the most effective ways to reach a lot of your customers in a short amount of time is by holding a holiday open house. This is your chance to *Be the Party!*

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



## The Product of the Month for November is...

### True Dimensions® Sheer Lipstick!

Instant moisture and sheer perfection! Mary Kay® True Dimensions® Sheer Lipstick effortlessly blends alluring femininity with the beauty of science. The advanced formula targets the key qualities that give lips their contour and dimension — fullness, plumpness and firmness.

For the month of November, save 30% on your purchase of True Dimensions® Sheer Lipsticks!



# WHAT'S NEW FOR WINTER 2019



## Hydrogel Eye Patches

Transform an ordinary moment into an extraordinary one with a refreshing burst of hydration to the eyes. These pick-me-up patches gently hug the eye area to lock in benefits and help with the look of puffiness and dullness.

**\$45 for 30 pairs**

## Limited-Edition† Mary Kay® Matte Lipstick

Mary Kay® Matte Lipstick empowers the woman who wears it and instantly intensifies any look with a velvety veil of pigment-packed colour. Available in four fashion-forward shades!

**\$20 each**



*Includes a new & updated formula of day cream*

## TimeWise Repair® Volu-Firm® Set

Thanks to this scientifically advanced, age-defying skin care regimen, it's never too late to rescue skin from the damage of the past and recapture a vision of youthfulness.

**\$230**

## TimeWise Repair® Advanced Lifting Serum

Reclaim your triangle of youth, and leave skin feeling softer, smoother and more moisturized.†

**\$75**

†Based on panelists who agreed with statements in a six-week independent consumer study in which 195 women used the serum twice a day



*Updated*

## Travel Roll Up Bag

An all-in-one must-have organizer for your cosmetics, skin care and accessories.

**\$40 (unfilled)**



## Jetsetter bundle

Track your travels with this Mary Kay® Adventure Awaits Scratch Map, paired with the Updated Travel Roll-Up Bag. You'll be ready to take on the world!

**\$50**

## Gift with Purchase

**FREE Mary Kay® Headband† with purchase of Section 1 Mary Kay® Hydrogel Eye Patches and TimeWise® Moisture Renewing® Gel Mask.**

**\$71**

†Available through all participating Independent Beauty Consultant.



\*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.


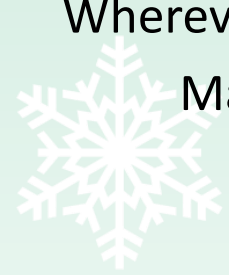
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# Holiday Shopping Event

Wherever you are, join me to unpack the newest items from Mary Kay's Holiday and Winter product launches!



**In Grande Prairie:**

Wednesday, November 6  
7-9pm @ Joyce's Home Studio

**Live Online Event:**

Thursday, November 14  
8-8:30pm

To join, find and like my Facebook page  
**Joyce's MK Holiday Shopping Event**





# Double Credit Sales is back!

Let this November launch you to success!

1. ✓

Commit to take the Double-up challenge!

Order your maximum at \$2000 wholesale this month!

2. ✓

Be a star consultant!  
Earn prizes and your name in Applause Magazine

3. ✓

You can be up to 1/2 done your National court of sales in one month!

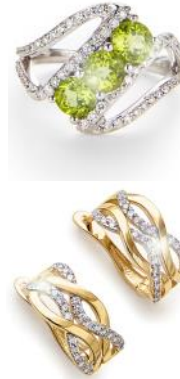
4. ✓

Then, pick your dress



5. ✓

Pick your prize



6. ✓

You are our team hero!



Every order this month makes a huge difference to our yearend ranking.

## Look at the PRIZES for ordering!

A Starbucks Gift Card for every 20 items you order in November!



**20** Items = \$5  
Gift Card

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**40** Items = \$10  
Gift Card

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**60** Items = \$25  
Gift Card

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**80** Items = \$35  
Gift Card

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**100** Items = \$50  
Gift Card

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***EACH \$1 wholesale ordered will receive a \$4 retail credit!***

Everything you order this month counts double! How exciting is that? Don't let anything stand in your way to reaching your goals this month. This could be your inventory building month, or hold a huge sale, do all your Christmas shopping and stock your bathroom. However you do it – be sure to order during double-up! It doubles for you, it double for our team.

Stretch! We have set a scary goal to have EVERYONE on the team ordering/selling 14 items or more! Imagine if you set aside just one spot per week to do Mary Kay? One MK party, or simply attend our makeover nights with two guests. Perhaps challenge yourself to add one new customer per week by sending out our e-catalog. Remember success happens in regular baby steps taken, often not in one giant step.

***Diamonds are a Girl's Best Friend!***

**Which  
one  
should I  
pick?**



**Reach the Seminar Stage - Twice as FAST**

From November 1<sup>st</sup> to 30<sup>th</sup>, 2018, you'll earn double credit on all Section 1 product orders toward the Queen's Courts of Personal Sales\* and Unit Circles. Here's how...

Each \$1 you order will count as \$2 wholesale! Then it is doubled again to reach the retail credit you will earn (max. \$4,000 wholesale) eg. If your wholesale is \$4,000 this month, it will then count at \$8,000 wholesale, which is \$16,000 RETAIL towards your Seminar 2019 Queen's Court of Sales Awards.

**You can be over 1/2 done your sales goal for the YEAR in just ONE MONTH!!**



# Holiday Shopping is here!

Help your customers cross items off their lists with these incredible gift bundles!

## 12 Days of Glam

Perfect for the beauty-lover in your life, this gift set features everything on her holiday wish list, including classic beauty must-haves and pampering skincare essentials:

- Gel Semi-Matte Lipstick – Midnight Red
- Cream Eye Colour – Beach Blonde or Pale Blush
- Satin Lips® Shea Sugar Scrub
- Mini TimeWise® Microdermabrasion Plus Set
- Mini Oil-Free Eye Makeup Remover
- Translucent Loose Powder
- Gel Eyeliner With Expandable Brush Applicator – Jet Black
- NouriShine Plus® Lip Gloss – Golden
- Beauty Blotters® Oil-Absorbing Tissues
- Mini Satin Hands® Nourishing Shea Cream – Fragrance Free
- Lash Love Mascara – I  $\square$  Black
- Blending Sponge



The 12 Days of Glam gift set, \$124.99, is available for a limited time, so make someone merry and grab yours today!

## Ready, Set, Escape!

Available November 16, 2019—February 15, 2020.

Pack the limited-edition\* Mary Kay® Everyday Escape Bundle for your customers to give as a gift. Bundle includes:

- Mary Kay® Travel Rollup Bag
- Satin Body® Collection (Indulgent Shea Wash, Revitalizing Shea Scrub and Silkening Shea Lotion)
- Satin Hands® Pampering Set
- Satin Lips® (Shea Sugar Scrub and Shea Butter Balm)

Slip in a notecard and suggest your customers add a personalized message like, "I want to wrap you in satin." Or "I want to pamper you from head to toe."

Tie a ribbon around it to make it extra special!

**Mary Kay® Everyday Escape Bundle, \$174.60**  
(Regularly \$194 suggested retail)



# the bumblebee challenge

Our unit challenge is underway! Work your business from August 1—December 31, 2019 to earn sweet bee rewards!



## Bee Winners Update

Name	Orders	Faces	Team Building	Total
Sasha Bradshaw	9	2		11
Agatha Wolfe	1	1		2
Theresa Balao	2			2
Tanya Bain-Leuchter	2			2
Pamela Landry			1	1
Carrie Warren	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

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.



*With the holidays fast approaching, so are the opportunities to meet your customers' needs!*

You will earn double credit, increase your income, and help your customers with their shopping. Definitely a win-win-win!

We know everyone is so busy this time of year, so why not offer her the opportunity to be a Holiday Hostess? She can earn credit towards our wonderful products, and one of her "guests" will even earn an item of their choice from our color collection for free!



**No time to have a Party? Why not be a**

# *Holiday Hostess!*

When all 10 lines are filled with a Mary Kay order (Minimum of \$10 per order) & all monies are collected.....Your Holiday Hostess will draw 1 lucky number from 1-10. The winning customer will be treated to any one MK item from our color collection FREE!



1. Hostess earns a one time 1/2 off shopping spree for anything in our MK Product line once all 10 lines are filled! If unable to fill entire sheet, Hostess may choose 1 item at half price for every \$50 purchased!
2. Hostess earns a \$10 Gift Certificate for every Booking!
3. Hostess earns a FREE Mascara, Hand Cream, or Lipstick when she meets with her consultant about the Mary Kay Opportunity and shares her opinion.

Name	What Free Item if You Win?!
1.	
2.	
3.	
4.	
5.	
6.	
7.	
8.	
9.	
10.	



# 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