

News & Notes for February

Those who 'show-up' go up!

~
 These events are created just
 for YOU for growing your
 business, your income and
 your friendships. 😊

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



Themed Makeover Nights 2019



Date: February 13th Lip Colours

Date: February 20th Facial
 Contour and Highlighting

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.

New Spring Product Launch

Come along to our Makeover nights to
 experience these fabulous NEW Spring
 products!



Promotions to Keep Track of:

- Destination Red- June 30, 2019 Earn a cruise for two in the Caribbean.
- Beauty Essentials- New Consultants this month will receive a Skinvigorate Cleansing Brush and Gel mask for FREE.
- Team Building Cash Bonus DOUBLE this month \$100
- Winter Wonderful Consistency Challenge- order \$600 wholesale every month until March 31, 2019



Where: Edmonton, Alberta
 When: March 22 and 23rd
 Registration now open!

We're travelling across the country this spring to bring you the ultimate Sales Force event that's going to help YOU unlock the door to your dreams.

Reach FOR THE stars



Thundering applause to our MK team's
January ordering bonus winners thus far!

YOU HOLD THE KEY

*Can be placed in one single order or placed in cumulative orders,
as long as the orders are placed in the same calendar month.



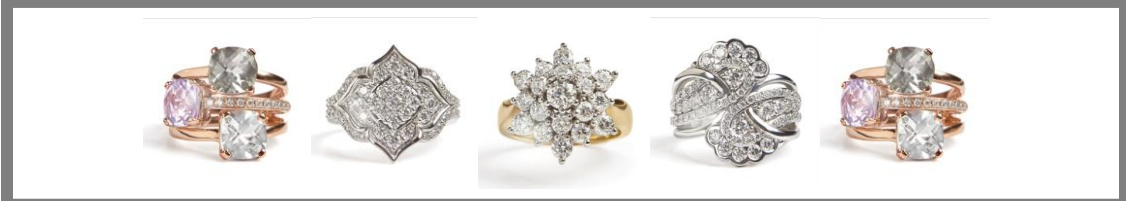
Karyn Anderson



Tanya Leuchter













Sasha Bradshaw



**Top 10 Consultants
YTD Estimated Retail**



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

1		Sasha Bradshaw	\$13,544.40
2		Tanya Bain-Leuchter	\$5,197.40
3		Carly Francis	\$5,135.50
4		Jewels Goff	\$4,377.00
5		Carrie Warren	\$4,099.60
6		Katrina Klassen	\$3,790.20
7		Nikki Darr	\$2,699.00
8		Stara Phillips	\$2,428.00
9		Judy Peddle	\$2,190.90
10		TJ Little	\$2,181.00

**2019
Seminar
Jewellery!**



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



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



Sasha Bradshaw	\$814.75
Karyn Cochran	\$631.50
Tanya Bain-Leuchter	\$616.50
Candi Diepdael	\$600.25
Katrina Klassen	\$407.75
Carrie Warren	\$325.00
Cheryl Friesen	\$265.75
Stara Phillips	\$248.00
Tanya Ayre	\$241.25
Carly Francis	\$239.75
Alison Stang	\$238.50
Edna Watt	\$233.50
Sharon Bews	\$231.00
Maggie Davidson	\$230.50
Jessica Buchanan	\$228.50
Keira Dueck	\$228.25
Shannon Alexander	\$226.50
Laura Storey	\$226.00
Melody Johnson	\$225.75



Our Team's Top 26 Consultants YTD



11	Edna Watt	\$2,132.50	19	Ann Sandquist	\$1,690.20
12	Lori Sedor	\$2,016.00	20	Melissa Gast	\$1,605.50
13	Cassandra Chabot-Madlung	\$2,008.30	21	Joanne Broaders	\$1,597.00
14	Bernice Finley	\$2,004.00	22	Keira Dueck	\$1,592.00
15	Chelan Toews	\$1,982.50	23	Megan Binga	\$1,591.20
16	Cindy Pratt	\$1,946.00	24	Pamela Landry	\$1,574.00
17	Amen Eyoha	\$1,779.00	25	Ruth Poschenrieder	\$1,551.10
18	Amy Richter	\$1,716.00	26	Carolee Lucas	\$1,502.20

February Ordering Bonus



You will receive this Illuminating Selfie Ring Light FREE when you order \$600 wholesale this month!

This portable ring light provides three lighting options for the perfect selfie! Perfect for using with both the *Mirror Me* and *SkinSight* apps!

Orders can be cumulative

NEW Mary Kay® SkinSight™ App.

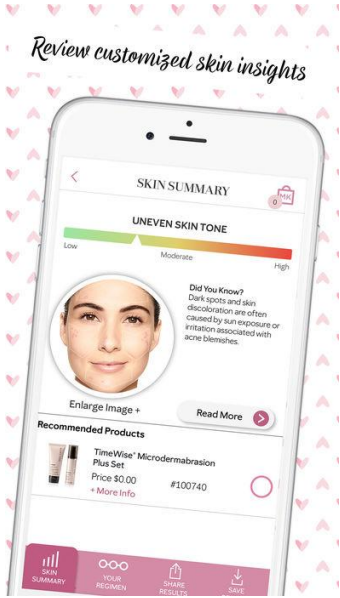
Think of SkinSight as a digital skin care helper! SkinSight will highlight subtle signs of aging by detecting wrinkles, under eye condition, uneven skin tone and texture.

Be confident in offering customized product recommendations for your customers.

Tip:

- Use the SkinSight app to strike up a conversation with a potential customer and generate a booking. Or use it as a hostess perk. You could also entice other guests to book their own parties to be able to receive their own scan.

Download it on the [Apple App Store](#) or [Google Play Store](#) TODAY!



MARY KAY



MARY KAY



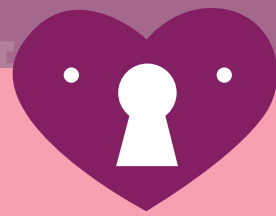
So far this quarter...

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	\$814.75	49	On-track sapphire	\$985.25
2	Karyn Cochrane	\$631.50	0	On-track sapphire	\$1,168.50
3	Tanya Bain-Leuchter	\$616.50	3	On-track sapphire	\$1,183.50
4	Candi Diepdael	\$600.25	0	On-track sapphire	\$1,199.75
5	Katrina Klassen	\$407.75	0	On-track sapphire	\$1,392.25
6	Carrie Warren	\$325.00	0	On-track sapphire	\$1,475.00
7	Cheryl Friesen	\$265.75	0	On-track sapphire	\$1,534.25
8	Stara Phillips	\$248.00	0	On-track sapphire	\$1,552.00
9	Tanya Ayre	\$241.25	0	On-track sapphire	\$1,558.75
10	Carly Francis	\$239.75	1	On-track sapphire	\$1,560.25
11	Alison Stang	\$238.50	0	On-track sapphire	\$1,561.50
12	Edna Watt	\$233.50	0	On-track sapphire	\$1,566.50
13	Sharon Bews	\$231.00	0	On-track sapphire	\$1,569.00
14	Maggie Davidson	\$230.50	0	On-track sapphire	\$1,569.50
15	Jessica Buchanan	\$228.50	0	On-track sapphire	\$1,571.50
16	Keira Dueck	\$228.25	0	On-track sapphire	\$1,571.75
17	Shannon Alexander	\$226.50	0	On-track sapphire	\$1,573.50
18	Laura Storey	\$226.00	0	On-track sapphire	\$1,574.00
19	Melody Johnson	\$225.75	0	On-track sapphire	\$1,574.25
20	Nikki Darr	\$194.50	0	On-track sapphire	\$1,605.50



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!



STAR
CONSULTANT
PROGRAM

PROGRAMME DE
LA CONSEILLERE
ÉTOILE

QUARTER THREE TRIMESTRE TROIS
JANUARY 1 to MARCH 31, 2019 DU 1^{ER} JANVIER AU 31 MARS 2019

pearl • perle
9600

Tory Burch Tote
& Michael Kors
Sunglasses

Fourre-tout Tory
Burch et lunettes de
soleil Michael Kors

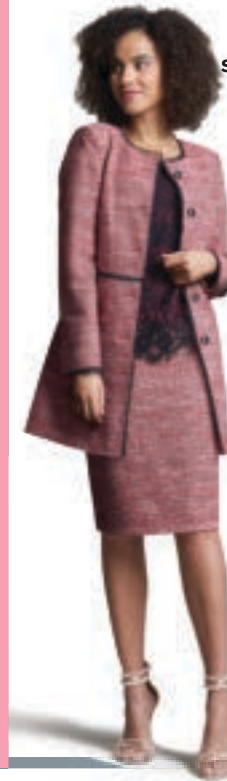


Mary Kay \$400
MasterCard Gift Card

Carte-prépayée
MasterCard^{MD} Mary Kay^{MD}
de 400 \$

pearl • perle
7800

Director Suit
Reimbursement - \$325
Remboursement de 325 \$
sur le Tailleur de la Directrice



Trainer Sports - My First
JumpNSwing

Ensemble pour sauter et se balancer
Mon premier de Trainer Sports

pearl • perle
6000

Mariana Swarovski Necklace
and Earring Set

Ensemble collier et boucles
d'oreilles Mariana Swarovski



Poulan Pro 25cc Leaf Blower

Souffleur à feuilles
Poulan Pro 25cc

pearl • perle
4800

Waterford Mara Vase 23.32cm
Vase Mara de Waterford 23,32 cm



Interbuild 3-Piece
Bistro Set

Ensemble Bistro 3
pièces Interbuild

emerald • émeraude
3600

Mary Kay \$100 Vanilla
MasterCard

Carte prépayée MasterCard^{MD}
Mary Kay^{MD} de 100 \$



Michael Kors Jet Set Travel
Wristlet (Vanilla)

Étui bracelet de voyage
Michael Kors Jet Set - Vanille



diamond • diamant
3000

Mary Kay Two piece
Rolling Tote
Fourre-tout roulant Mary Kay,
2 morceaux



Paramount - Square Lanern
(White)

Paramount - Lanterne carrée
(blanche)

ruby • rubis
2400

Breda - Men's Watch
(Black)

Breda - Montre pour
homme (noire)



Breda - Womens Watch
(Black)

Breda - Montre pour
femme (noire)



Leeds - Mary Kay Branded
Oversized Folding Chair (Black)

Leeds - Chaise pliante très
grande de marque Mary Kay



Braun Multigroom Face
& Head Trimming Kit
Trousse de tondeuse de précision
cheveux et visage de Braun

Bulova - Silhouette
Wall Clock

Bulova - Horloge
murale Silhouette



Bulova - Espresso
Wall Clock

Bulova - Horloge
murale Espresso



Nogu - Personalize Name
Plate Necklace

Collier Nogu avec plaque
personnalisée



Mary Kay Journal & Set of
25 Personalized Pens

Carnet de notes
Mary Kay et ensemble de 25
crayons personnalisés



Ashbury - Classic Revival
Tote (Black)

Ashbury - Classic Revival
Fourre-tout (noir)



Mary Kay Three Piece Love
Pattern Pouch Set

Ensemble de 3 pochettes
Mary Kay avec motif cœur

PERSISTENCE and DETERMINATION
can pave the way to Star Consultant success.

For full prize descriptions visit the Recognition/Year Long Promotions/Star Consultant Program section of the Mary Kay InTouch.

PERSÉVÉRANCE et DÉTERMINATION
peuvent ouvrir la voie au statut de Conseillère Étoile.

Pour une description complète des prix, consultez la section Reconnaissance/Promotions de toute l'année/Programme de la Conseillère Étoile sur Mary Kay InTouch^{MD}.



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



Let's do this together team – it might not be easy – it will be worth it! Put in the effort now, and enjoy the spoils of your success as you soak up the sun in the Bahamas.



Included:

- ✓ Airfare for two
- ✓ Five day cruise to the Bahamas for two
- ✓ All on board meals, non alcoholic drinks and entertainment
- ✓ Sun, adventure and relaxation with your MK friends

How to earn your cruise:

Each month you will want to:

- ✓ Personally place a \$600 wholesale order
- ✓ Personally add one new qualified team member

By June 30th you will have accomplished:

- ✓ Help three of your personal team members reach Star recruiter qualification.
- ✓ Total personal \$3,600 wholesale
- ✓ Six qualified new team members

Cruise dates are October 7 – 11, plan to be away October 6 – 12th to allow for flights in and out of Miami.





Each day, take a step towards your future.

“The only thing that prevents us from realizing our dreams is ourselves. Forge through the fires of doubt and hammer on the walls of lack of belief. There is no reason to chain ourselves to mediocrity”.

Mary Kay Ash

Earn a luxury cruise vacation for two as a Mary Kay beauty consultant.

Any goal can be reached when broken down into bite size pieces and there is no greater reward than arriving at seminar in Toronto and celebrating your accomplishments. You are an awesome consultant, I know you can do it and you deserve to be on the ship in October. Don't let the numbers intimidate you! This is your year to be great.

Action Steps Check List:

#1	Skin care classes , 3 per week with \$333 sales at each class is \$1,000 per week in sales. Or facials, 10 per week at an average of \$100 per person. This will add \$4,000 to your monthly sales
#2	Web orders . Collect the email addresses of all your clients. Send a monthly email with a few featured products on sale. Easy to prepare for, you can stock up on what your feature products will be in your order the week before, a simple cut & paste from the MK website and your e-flier is done. If 15 reply to the email at \$65 each you can add another \$975 to your sales per month.
#3	Product demos , giving a client who does not have time to hold a facial or class, the skin care program to try. If you handed out 1 miracle set a week for women to try, if 2/3 bought, you can add another \$600 per month to your sales.
#4	Re-order sales . Your clients will run out of product. Participate in the quarterly PCP program. Work towards developing 100 good clients. 50 re-orders per quarter at \$50 each is \$2,500
#5	Gift giving service . (Christmas and Birthdays) With these sales included whatever the hostess gift was that month. This made them a great value for the guys and the ladies loved them. Plus, it was not all MK products; this kept her re-order business high. (with a customer base of 100, at any given month you could have at least 10 clients with a birthday) If 2/3 of the guys bought gifts at \$100 each, that's an extra \$600 in sales, per month.



Spring Limited Edition products by Mary Kay Cosmetics

Only available from

Feb 16th — May 15th

*or while supplies last

MARY KAY®

enriching women's livesSM

Order these items before they are gone

I am in love with the new spring line!
These products are exactly what we
need to get the perfect looks that are
on trend right now. Don't miss out

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. Mix in with your foundation or add as a highlighter on top.



Colour Correctors and
contouring sticks. Wipe
out redness and dullness.
Add sculpting and defini-
tion to your cheek bones



Lip Tint—this applicator uses pen-like precision, lightweight, buildable colour. Stays on all day. Comes in three great shades.



New directors this year will arrive in style with these designer accessories

New Debuts

Debut as a New Independent Sales Director from February 1, 2019 - January 1, 2020, and you'll receive these exclusive Mary Kay prizes*:

- Pearl Necklace and Earring Set
- Ted Baker Tote

One Prize per Achiever per contest period.



New Debuts who offspring one

New Independent Sales Directors who debut their own first-line offspring Sales Director will receive:

- A stylish Ted Baker cross body handbag

One Prize per Achiever per contest period.

Senior Sales Directors

A Senior Independent Sales Director who debuts one offspring Independent Sales Director will receive:

- Pearl Necklace and Earring Set
- Ted Baker Tote

A Senior Independent Sales Director who debuts a second new first-line offspring during the contest period will receive:

- A stylish Ted Baker cross body handbag

One Prize per Achiever per contest period.

