



Wonderful Worthy Women

Independent Senior Sales Director Sharon Byrd

UNIT GOAL: Cadillac, 10 Stars, 10 Reds



November 2019 Newsletter

October 2019 Results



YTD Queen of Retail
Alicia Wheeler

October Queen of Sharing
Bonita Wheeler

October Queen of Wholesale
Alicia Wheeler

Accelerate Your Success!



Moving On Up!!!



Who will be moving up next?



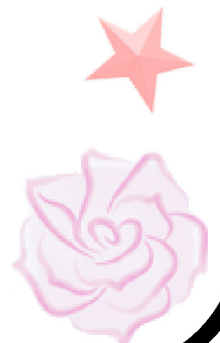
Alicia Wheeler



Beverly Adams



Tabatha Bluford





Be Jeweled!

The November jewelry piece is a beautiful 17" chain necklace with a golden honeycomb drop, topped with a precious pink crystal bee. The 3" extender chain makes it a perfect fit for everyone!



Be the Party!

The products you share can help you earn the November necklace!



you can
do it

Each month during the 2019 - 2020 Seminar year that an Independent Beauty Consultant places a cumulative \$600 or more wholesale Section 1 order, she can earn a monthly jewelry piece from the super chic **You Can Do It! Challenge Collection by R.J. Graziano.** And that's just the beginning!

November Starter Kit Product Bonus!

Get a FREE* *Mary Kay Pro Palette*® (unfilled) when you start your business in November!



*Check InTouch for details!

On Target Star Consultants

Star Consultant Quarter September 16 - December 15



Consultant Name



Current Wholesale Production

Sapphire

— Wholesale Production Needed—
for Star Diamond Emerald Pearl

Ruby

Diamond

Emerald

Pearl



Alicia Wheeler	\$1400.75	\$399	\$999	\$1599	\$2199	\$3399
Anne Brooks	\$1179.90	\$620	\$1220	\$1820	\$2420	\$3620
Tabatha Bluford	\$887.25	\$913	\$1513	\$2113	\$2713	\$3913
Regina Sullivan	\$659.00	\$1141	\$1741	\$2341	\$2941	\$4141
Veronica Spearman	\$497.50	\$1302	\$1902	\$2502	\$3102	\$4302
Brequita Rogers	\$409.00	\$1391	\$1991	\$2591	\$3191	\$4391
Michele Quick	\$406.00	\$1394	\$1994	\$2594	\$3194	\$4394

Be a star. YOU can do it!

MARY KAY star consultant program
Sept. 16 - Dec. 15, 2019



Congratulations

on investing in your business last month!

*You Can Do It winners are bolded

Alicia Wheeler	\$1078
Regina Sullivan	\$605
Anne Brooks	\$605
Tabatha Bluford	\$600
Brequita Rogers	\$409
Christine Watkins	\$266
Veronica Spearman	\$244
Levier Hunt	\$239
Lisa Moon	\$230
Latonya Weaver	\$230
Soquetta Dunlap	\$227
Hannah Crews	\$227
Dawn Boozer	\$227
Carrie Hawes	\$226
Felicia Langley	\$225
Latisha Manigan	\$225
Tash Beverly	\$225
Beverly Adams	\$225
Michele Quick	\$176
Bonita Wheeler	\$75
Wanda Jackson	\$66
Robin Webster	\$61
Tierra Bridges	\$33



Welcome to our Team!

New Consultant
Shemina Woodruff

From
Irmo, SC

Recruited by
Bonita Wheeler



FOCUSED & Fabulous

To earn your Consistency Club Boss Babe Accessory Set place a \$250+ wholesale order each month in the quarter!
New consultants ask me how to earn the complete set!
*Quarters based on calendar quarters

Quarter 2
October, November,
December



Seminar Scoreboards

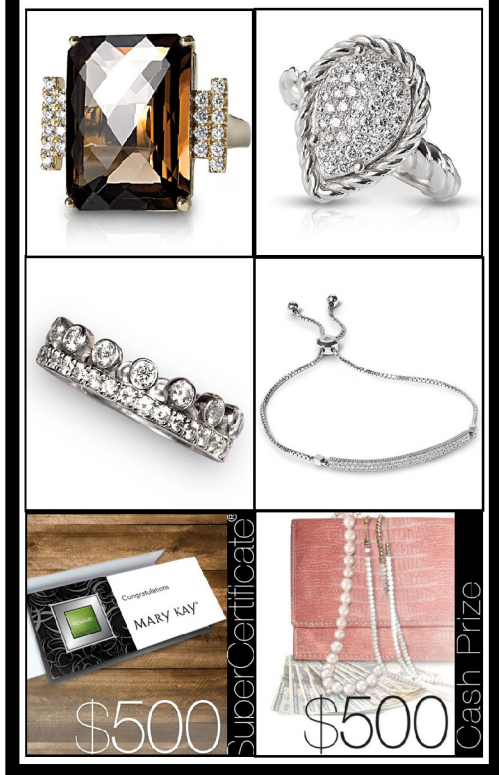


Mary Kay Queen's Court of Sales

Achieve at least \$40,000 in Retail production during the contest year 7/01/19-6/30/20 & earn your Diamonds



Name	YTD Total
1. Alicia Wheeler	\$9399.00
2. Anne Brooks	\$5160.80
3. Regina Sullivan	\$5078.00
4. Tabatha Bluford	\$4801.00
5. Ashley Wheeler	\$4070.50
6. Bonita Wheeler	\$2634.00
7. Carrie Hawes	\$2152.00
8. Damita Parks	\$2140.00
9. Veronica Spearman	\$2069.00
10. Michele Quick	\$1533.50
11. Brequita Rogers	\$1351.80
12. Beverly Adams	\$1258.00
13. Felicia Langley	\$1151.00
14. Christine Watkins	\$995.00
15. Temisha McClintock	\$952.00
16. Floueritta Urquhart	\$919.00
17. Latisha Manigan	\$915.00
18. Latonya Weaver	\$907.50
19. Crystal Harvey	\$694.00
20. Wanda Jackson	\$693.00



Mary Kay Queen's Court of Sharing

Qualify for your Diamond Bumble Bee from Mary Kay Inc. by reaching 24 Qualified New Recruits 7/01/2019-6/30/2020



Who will be first?

Royal Recognition and Fabulous Prizes Can Be Yours at Seminar 2020.
Sparkle in breathtaking diamonds as you walk across the Seminar stage. It could be you being crowned Queen. The difference between where you are today and where you'll be at Seminar next year depends on you!

We know You Can Do It!

Make Seminar the place where all your dreams come true. You deserve it.

Join us on the Seminar Stage in 2020!



See you at the TOP

TEAM BUILDING

DIQ / FUTURE DIRECTOR



Alicia Wheeler



TEAM LEADER



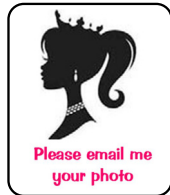
Beverly Adams

STAR TEAM BUILDER

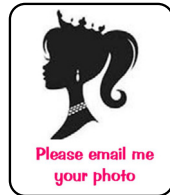


Tabatha Bluford

SENIOR CONSULTANTS



Jennifer Staton



Robin Webster



Anne Brooks



Holiday Team Building

Independent Senior Sales Director Celeste Byrd shares three team-building tips you can try at your holiday open house!

1. Your customers can make the best team members because they already love the products. Let them see how much you love what you do. Ask questions and listen to their needs.
2. Set a corner display with your Mary Kay awards and your pictures from Mary Kay events. Be sure to include your prizes! It's an excellent conversation starter, and it makes it easy to talk about why you love your Mary Kay business!
3. Remember! FUN is the name of the game. Let your guests see how much fun a Mary Kay business can be!



DIQ

- 8+ Active Team Members

FUTURE DIRECTOR

- 8+ Active Team Members
- 9-13% Team Commission
- \$50 Team Building Bonus
- Eligible to earn the use of a Car
- Eligible to wear Future Director Scarf

TEAM LEADER

- 5-7 Active Team Members
- 9-13% Team Commission
- \$50 Team Building Bonus
- Eligible to go on-target for Car



STAR TEAM BUILDER

- 3-4 Active Team Members
- 4-8% Team Commission
- \$50 Team Building Bonus
- Eligible to wear Red Jacket

SENIOR CONSULTANT

- 1-2 Active Team Members
- 4% Team Commission
- \$50 Team Building Bonus

10 Great Reasons to Begin Your Mary Kay Career in November & December!

1. You get to take the tax benefits at the end of the year, without doing much to earn them. It's like having a baby in December!
2. You will be able to take advantage of a fantastic discount on all of your Christmas presents for your friends and family.
3. A camera (for taking before and after photos), an answering machine or other business machines are just a few of the tax deductible presents you might buy yourself to help you start your business.
4. Are you going to travel to see friends and family over the holidays? Take your starter kit, practice on them and write off the trip.
5. Are your relatives visiting you over the holidays? Practice on them and get part of your Perfect Start done!
6. Are your friends and acquaintances going to holiday parties? Help them with a holiday look!
7. Make immediate sales by letting your friends and family know that your store is open for last minute purchases like stocking stuffers, gifts and free gift wrapping.
8. January is one of our company's "best sales months". Women will be looking to make their New Year's Resolutions, which means they are ready for a change. Change usually requires a makeover and they may have "gift" funds readily available to make their purchases. Get some training under way so you are ready to take advantage of the new year. What better way to help clients over the "post-holiday blues" than to have a complete makeover!
9. Over the holidays, you will see lots of people that you won't see otherwise. What a wonderful time to be able to tell them about your new Mary Kay Career (and to arrange for post-holiday bookings).
10. Since Mary Kay has no territories, when you are making all of your holiday telephone calls to friends, keep good records, because you can tell them all about your new Mary Kay Career and write off the calls!



Could YOU get excited about an extra \$500, \$1000, \$2500 this holiday season?

I don't know if I'm the "sales" type...

I have never sold anything before.

I can teach you to do exactly what I do. You can learn and then teach others.

I think I'm too shy.

Many others have said that, then they learned that the training classes build confidence. I think Mary Kay is the best self-improvement course available!

I'm afraid to stand up in front of people.

Your first few classes are usually in front of family and friends - it's much less stressful.

I don't wear make-up.

Absolutely no problem. Mary Kay is not about makeup; it is about skin care. I don't know anyone who isn't interested in good skin care. Our color cosmetics line is just the "icing on the cake!"

I hate parties!

Isn't it great that we have skin care classes and that we limit our attendance to six people? That way, we can give each person the attention they deserve!

I don't want to obligate my friends.

You'll find that once your friends try the products, they will thank you for sharing them. There are many reasons that Mary Kay is the Best Selling Brand of Facial Skin Care and Color Cosmetics on the market today. And your friends will love the special attention you give them.

There are no born sales people. Wouldn't you agree that, after the proper training, you could present our products? With the best-selling brand and a 100% satisfaction guarantee, you can see that the purchase follows naturally.



Making Your Trunk Work For You: Hold Holiday Trunk Shows!

Set up appointments for your trunk show. Work to set them up before Thanksgiving, when the official shopping fever hits. Tell your customers, "I will be out and about the week of _____ to bring all the latest new products for you to see by appointment."

If possible, meet her at her office, before church or where she can invite her friends/neighbors over too. That way you will make better use of your time and meet new clients! Offer her hostess credit or a free gift as an incentive!

Play holiday music on your radio or phone for a holiday effect.

Bring a wide range of gifts if possible. They must be easy to transport so they will still look nice upon arrival! Make them sharp! Better to have a few great gifts and pictures of more options than to have a bunch of okay gift ideas. They won't mind ordering from a picture if they see your quality. Make sure to mention your free gift wrapping.

Collect at least ½ the money that day (plus tax), and set up an appointment to deliver all of the gifts together on the same day.

Bring samples of our Hand Creams, Lip Glosses and holiday line. These will be your top sellers!



Make sure your car is stocked with:

- Demo of each of our Fragrances & Body Care (especially our Enchanted Wish and Satin Hands Samplers)
- Look Cards
- Deluxe Mini Gift to display
- Sales Tickets and pens to take orders
- Coffee in a baggie or tin to clear the senses
- Stocking stuffers
- Gifts to sell
- A list of customers' phone numbers to make calls when you have extra time
- Music to keep you motivated
- Make sure you have these items: Hostess Brochures, Wish Lists, 12 Days of Christmas, Outside Order Sheets, Blank Business Letters & Sample Pictures, Holiday Glamour Tips, Look Books, Holiday Fun Packets & RECRUITING INFORMATION!



TAKE AN EVERYDAY ESCAPE.

It's time for "me" time!
Put "pamper" on top of your
to-do list, and treat yourself
to a world of beauty.

THE ULTIMATE IN EYE AWAKENING!

Inspired by the latest from the innovative world of Korean beauty, these pink pick-me-up patches are hydrating, cooling and soothing. And they even help with the look of eye puffiness and dullness! These eye patches are great for pampering at home or on the go.

NEW! Mary Kay® Hydrogel Eye Patches, \$40, pk./30 pairs

SPICE UP YOUR WINTER LOOK.

You'll make a bold statement with this gotta-have-it lipstick inspired by the trendsetters in Milan. The lipstick instantly intensifies any look with a velvety veil of pigment-packed color. Available in three fashion-forward shades.

NEW! Limited-Edition* Mary Kay® Matte Lipstick, \$18 each



Puro Mirtillo

Grazie, Violet

Red Roma

PRODUCT SPOTLIGHT!

Targeted Solution

The targeted formula immediately fills in deep wrinkles and helps improve their appearance over time. Significantly impacts the appearance of all six wrinkle zones:* forehead creases, crow's-feet, between-the-brow creases, smile lines, vertical lip lines and marionette lines.

TimeWise Repair® Volu-Fil® Deep Wrinkle Filler, \$48

PACK UP THE PAMPERING!

Whether you're treating yourself to a vacation or staycation, this beauty organizer is just what you need to escape the clutter. The bag features four clear detachable compartments with zippers. A hook makes the bag easy to hang, and Velcro® keeps the bag secure once you roll it up.

NEW! Mary Kay® Travel Roll-Up Bag (unfilled), \$35

All prices are suggested retail.

*Available while supplies last

Velcro® is a registered trademark of Velcro Industries B.V.

*Results based on assessment of improvement by an independent skin measurement expert after an eight-week independent clinical study in which 45 women used the product morning and night.

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START YOUR MARY KAY BUSINESS WITH A BONUS!



Within your Starter Kit is everything you'll need to start your Mary Kay business and connect with your first hostesses and customers! For only \$100,[†] you'll receive products for demonstration and literature that can help you on the path to success in your Mary Kay business. Plus, you'll get one **FREE*** product as a bonus! What a great way to start your Mary Kay business!

Get a **FREE***
Mary Kay Pro Palette[®]
(unfilled) when you
start your Mary Kay
business in November!



Mary Kay[®] color products not included



you can

do it 

MARY KAY

HURRY!
Offer ends
Nov. 30!

Ask me, your Independent Beauty Consultant, **how to get started today!**

[†]Plus shipping, handling and tax

*Limit one *Mary Kay Pro Palette*[®] (unfilled) per new Independent Beauty Consultant.

Retail-sized product in the Starter Kit is not intended to be purchased from the Company for resale and is for demonstration purposes only. As an Independent Beauty Consultant, your relationship with the Company is that of an independent contractor.

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NOVEMBER

Be the party!

During this busy time of year, 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!**

It could also help you earn the November necklace in the **You Can Do It! Challenge**.

It all starts with setting and achieving a retail selling goal to support a \$600 or more monthly wholesale Section 1 order. Each month during the 2019 - 2020 Seminar year that an Independent Beauty Consultant places a cumulative \$600* or more wholesale Section 1 order, she can earn a monthly jewelry piece from the must-have **You Can Do It! Challenge Collection by R.J. Graziano**. That \$600 wholesale Section 1 order a month could be just what you need to help you achieve other Mary Kay challenges, too, like earning quarterly Star Consultant status or crossing the Seminar stage in the Queen's Court of Personal Sales.



Everyone is
buzzing about
the **You Can Do It!**
Challenge!

Mary Kay Ash always
believed a woman could do
whatever she put her mind to.
And we know
You Can Do It! too.

Go to **Mary Kay InTouch***
for complete challenge
rules and details.

you can

do it 
MARY KAY

*The \$600 or more wholesale Section 1 order requirement can be placed in one single order or placed in cumulative orders as long as the orders are placed in the same calendar month. Customer Delivery Service, Guest Checkout and EZ Ship order amounts will also count toward your \$600 or more wholesale Section 1 order requirement. You'll receive your jewelry inside your qualifying order. One jewelry piece per achiever each month.

Makeup Tip of the Month

❄️ WINTERIZE Me Please!! ❄️

Courtesy of Lori Hogg, makeup artist

Here we go again.... The leaves are falling and the season is in change! So when the season changes..... It's time for some makeup changes! We need to make a few adjustments to our daily routine to weather proof our beautiful faces!

1st... We need to rearrange our skin care and make sure we are getting the proper hydration needed. Dehydrated skin = FINE LINES or not so fine! With the colder weather, comes chapped skin! This is the time to really hydrate your skin and show some extra love. Wind, winters and COLD's can do damage to our skin that we can prevent. My FAVORITE to get the job done is the Mary Kay Repair Set!!

2nd... Make sure your lips are being pampered. Satin Lips is a MUST for this time of year. Keeping your lips exfoliated and moisturized can help prevent chapped lips! Sometimes you need more than a lip balm!

3rd... Update your foundation color! We lose most of our color in the fall/winter time. Therefore, a lighter foundation tone is a MUST! Looking orange or blotchy is NOT a hot look this winter.... Or ever!

Also--- switch out the finish of the foundation. Even the most moisturized skin can look textured using a matte foundation in the winter! To keep a nice, healthy, elastic look, use a Luminous Foundation Finish! Fine lines will not be enhanced. My BEST suggestion would be the Mary Kay CC Creams!! Beautiful coverage, 10hr moisturizing, zero fine lines..... I'm ALL about it!

4th... Set makeup with Translucent Powder so not to OVER mattify the face! Over mattifying = FINE LINES/TEXTURED looking skin.

Finally... Don't be afraid to add a POP of color! Cream Shadows are an easy way to get soft color washes on the eye! Not too much, but just enough. For more drama, layer with fun powder shadows. True Dimension's Lipsticks are the perfect choice for the fall/winter seasons. Plenty of moisture and beautiful color choices! Keep the lips soft and full all day!



It's a Special December Celebration

Birthdays	Day	Anniversaries	Year
Seleena Harrison	4	Ashley Black	3
Floueritta Urquhart	6	Tierra Bridges	1
Carrie Hawes	14		
Mary Davis	15		
Michelle Henry	15		
Yolanda Mixon	20		
Teiondra Crabb	22		
Levier Hunt	25		
Belinda Alexander	26		
Marissa Gillis	28		
Anne Brooks	30		



Independent Mary Kay Senior Sales Director



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**GIVE
THANKS**
FAMILY • FRIENDS • GRATITUDE



Special Delivery for

 **3 Reasons to Buy From You.**

PERSONALIZED SERVICE. You can be her personal merry-maker as you help her find the perfect gift for everyone on her list. She knows she can trust you and has the *Mary Kay*® Satisfaction Guarantee if there's a product she doesn't love.

TRY BEFORE SHE BUYS. She can have a party and a fun shopping experience with her friends. They enjoy some pampering and try the products, which will hopefully lead to more money, more customers and even more team members for you!

NO HASSLE. No traffic or crowds. No high-pressure salespeople. Just a fun party to play with products. AND if you have a *Mary Kay*® Personal Web Site, you offer the convenience of shopping from home if that's what she prefers.

 **Words of Wisdom**

“Surround yourself with people who are achieving success and emulate them. Analyze and seek their counsel. Standards of excellence should affect every are of our lives.”



Mary Kay
WISDOM