



UNIT COMMUNITY HIGH I EXAMPLE NEWS



(Optional Unit Slogan Goes Here)

July 2020 Recognition & Results



July Top Love Check
Cassandra Rhodes



July Sharing Queen
Betty Mabe



YTD Sharing Queen
Star Consultant



YTD Retail Queen
Sarah Shirley

Look Who Shared!



Betty Mabe
4



Elizabeth Rhodes
2



Betty Lou Freebush
1



Kathy Partch
1



Successful Consultant
1



From the Director's Chair

We write a generic letter on the 4th that you can use as is, personalize, or scrap and write your own. Our letter also instantly updates, so the moment you make a change, the updated letter will post online so it's easy to make changes at any time!

Dear Ladies,

We're one month in to the new year and going strong! I don't know about you but I am so excited about our new Vitamin C Squares I just can't stand it! It's time to be Skin Care Confident and let those New Faces take us anywhere we want to go. I hope you are becoming a booking machine! If you didn't take a moment to check out the July Faces Take you Places video, Tina Frantz says she gets together with her unit every week to have a booking party. What a fun idea to go with your girlfriends. Even if you can't get together at the same location, why not call a sister consultant and challenge each other to book for 30 minutes straight and call each other with results at the end? Not only does it make it more fun (and a little competitive), you can learn a lot from each other! Our focus as a company is on new faces, and it's true that those will take you anywhere you'd like to be from star to directorship!

In the new year we spend a lot of time thinking about where we want to end up. I think this excellent groundwork. If you don't know where you want to be, how on earth will you get there? I encourage you to use your own personal values to find your direction. In essence your vision of where you'd like to be in the future is your desired destination. Maybe you'd like to be a National Sales director, so you know that getting really good at sharing the opportunity and teaching others to do the same will be at the top your skills to develop list. The skills become more clear when you focus on where you want to end up. I've also found your why is what gets you through the difficult days when nothing goes right. So using your values to correct your course when you get off track is important. Maybe you value freedom, growth, gratitude, love, faith, service to others- it could be any number of things. You can use those values as a kind of compass to point you in the right direction, and with that kind of focus it's easy to be resourceful and creative about making your vision happen on a daily basis. Plus making big decisions come more easily because you have clarity and focus on what's important. I encourage you, if you haven't already taken a moment to weigh what is most important to you this year and steer yourself towards that amazing future.

I hope each of you are focusing on working your business full circle- book, sell, share each and every day. Maybe you're practicing your scripts while putting on makeup in the morning or calling a prospective team member while on the way to pick the kids up from school. It's easy to find moments here and there if you're looking. Most importantly- let's focus on booking those Parties and earning your party bracelet this month! By working full circle, you could earn some fabulous sunglasses if you have the most new team members in our unit for August (min of 2). I know we'll make this fall one of our best yet and jump start the holidays season with more new customers than ever! Let's make it amazing!

Love & Belief,



Important Dates to Remember:

- **September 1:** Online DIQ form available beginning 12:01 am CST until midnight on the 3rd.
- **September 4:** Labor Day. All Company and Branch offices closed. Postal Holiday.
- **September 10:** Grandparents' Day. PCP Holiday brochure will be available on Section 2 for Stars & PCP participants, as will the early ordering privilege.
- **September 13:** Mary Kay Inc 54th Anniversary!
- **September 15:** Postmark deadline for Quarter 1 Star Consultant quarterly contest. PCP Holiday brochure will be available on Section 2 for all consultants & product ordering is available.
- **September 16:** Quarter 2 Star Consultant quarterly contest begins. PCP online enrollment begins for the

Your
Choice:
Wall
Calendar
or List of
Dates!

SEPTEMBER 2015 DATES TO REMEMBER						
SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
		1 Online DIQ form available beginning 12:01 am CST until midnight on the 3rd.	2	3	4	5
6	7 Labor Day. All Company and Branch offices closed. Postal Holiday.	8	9	10	11	12
13 Mary Kay Inc 54th Anniversary!	14	15 Postmark deadline for Quarter 1 Star Consultant quarterly contest.	16 Quarter 2 Star Consultant quarterly contest begins. PCP online enrollment begins.	17	18	19
20	21	22	23	24	25	26
27	28	29 Last day of the month for consultants to place orders for the month of September (CST).	30 Last day of the month for consultants to place orders for the month of September (CST).			

You Can Do It! Be Awesome This Year!

Our Top 5 Stars & Future Stars This Quarter:



Top 20 Consultants Who Invested in Their Business in July

Cassandra Rhodes	\$1,874.50*
Betty Mabe	\$925.25
Christine Partch	\$643.25
Elizabeth Rhodes	\$600.50
Betty Lou Freebush	\$538.25
Jane Doe	\$459.00
Kathy Partch	\$429.00
Successful Consultant	\$424.50
Hope Moveup	\$401.25
Faith Leadership	\$328.75
Charity Love	\$311.75
Patience Gardener	\$290.25
Future Director	\$283.25
Pearl Gentleness*	
Emerald Faithfulness	
Diamond Leader	
Ruby Kindness	
Sapphire Peace	
Consistent Winner	
Future Star	

**You can choose to include or exclude all \$ totals in all our newsletters for Love Checks, YTD Retail/Sharing, & Monthly Wholesale.*

Sparkle On! Each month you achieve the Spark a Chain Reaction Challenge, you'll receive a beautiful piece of jewelry from the exclusive collection by R.J. Graziano. Each piece serves as a reminder that you have sparked success in your business, and your production goals are a link to the next step.



Congratulations On-Target Stars:

Here's how much you need to finish your Sapphire Star By 9/15/14

Star Status	Name	Current Wholesale	Wholesale Needed for Next Star
Diamond	Faith Leadership	\$3,400	\$180
Sapphire	Hope Moveup	\$1,800	\$235
	Successful Consultant		\$256
	Kathy Partch		\$277
	Future Director		\$283
	Jane Doe		\$287
	Patience Gardener		\$290
	Faith Leadership		\$328
	Charity Love		\$311
	Betty Lou Freebush		\$314
	Hope Moveup		\$401
	Betty Mabe		\$417
	Successful Consultant		\$424
	Jane Doe		\$459
	Kathy Partch		\$429
	Sarah Shirley		\$460
	Betty Lou Freebush		\$538
	Elizabeth Rhodes		\$600
	Christine Partch		\$643
	Sapphire Peace		\$850
	Betty Mabe		\$925
	Elizabeth Rhodes		\$923
	Christine Partch		\$952
	Ruby Kindness		\$1,000
	Cassandra Rhodes		\$1,074



**YOU CAN DO IT! BE IN
THE QUEEN'S COURT
OF SHARING THIS YEAR!**



Cassandra Rhodes
DIQ



Betty Mabe
Future Director



Christine Partch
Team Leader



Elizabeth Rhodes
Team Leader



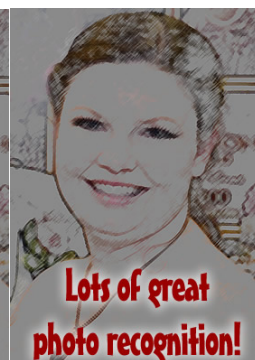
Betty Lou Freebush
Star Recruiter



Jane Doe
Star Recruiter



Kathy Partch
Star Recruiter



Successful Consultant
Star Recruiter



Hope Moveup
Sr. Consultant



Faith Leadership
Sr. Consultant



Charity Love
Sr. Consultant



Patience Gardener
Sr. Consultant

Our Unit At a Glance

Elite Team Leader

Cassandra Rhodes

Betty Mabe

Christine Partch

Elizabeth Rhodes

Betty Lou Freebush

Jane Doe

Kathy Partch

Hope Moveup

Faith Leadership

Long Named Consultants

Great Consultant

Future National

Butterfly Black

Jane Doe

Kathy Partch

Hope Moveup

Who's Your Superstar

Her Team

Will Love

This Newsletter

Team Leaders

Cassandra Rhodes

Betty Mabe

Christine Partch

Elizabeth Rhodes

Betty Lou Freebush

Jane Doe

Betty Mabe

Charity Love

Patience Gardener

Future Director

Long Named

Consultants

Great Consultant

Cassandra Rhodes

Betty Mabe

Christine Partch

Elizabeth Rhodes

Betty Lou Freebush

Jane Doe

Kathy Partch

Hope Moveup

Faith Leadership

Star Recruiters

Betty Mabe

Charity Love

Patience Gardener

Future Director

Long Named Consultants

Great Consultant

Future National

Butterfly Black

Who's Your Superstar

Her Team

Will Love

This Newsletter

Cassandra Rhodes

Betty Mabe

Christine Partch

Elizabeth Rhodes

Betty Lou Freebush

Jane Doe

Betty Mabe

Charity Love

Patience Gardener

Future Director

Long Named Consultants

Great Consultant

Future National

Butterfly Black

Who's Your Superstar

Her Team

Will Love

This Newsletter

Senior Consultants

Cassandra Rhodes

Betty Mabe

Christine Partch

Betty Mabe

Charity Love

Patience Gardener

Future Director

Who's Your Superstar

Her Team

Welcome New Consultants

Excitement Central	Cassandra Rhodes
Super Star	Cassandra Rhodes
Excitement Central	Cassandra Rhodes
Super Star	Cassandra Rhodes
Excitement Central	Cassandra Rhodes
Super Star	Cassandra Rhodes
Excitement Central	Cassandra Rhodes

Welcome Back Consultants

Betty Mabe	Successful Consultant
Christine Partch	Betty Mabe
Elizabeth Rhodes	Christine Partch
Betty Lou Freebush	Elizabeth Rhodes
Jane Doe	Betty Lou Freebush
Kathy Partch	Jane Doe
Successful Consultant	Kathy Partch

PCP Participants

Future Star	Future Star
Betty Mabe	Betty Mabe
Cassandra Rhodes	Cassandra Rhodes
Christine Partch	Christine Partch
Elizabeth Rhodes	Elizabeth Rhodes
Betty Lou Freebush	Betty Lou Freebush
Jane Doe	Jane Doe
Successful Consultant	Successful Consultant
Kathy Partch	Kathy Partch

Team Commissions

9% Recruiter Commission

Level

Betty Mabe	\$598.23
Elizabeth Rhodes	\$59.29*
Betty Mabe	\$598.23
Elizabeth Rhodes	\$59.29*
Elizabeth Rhodes	\$59.29*

Kathy Partch
Jane Doe
Kathy Partch
Jane Doe
Kathy Partch
Jane Doe
Kathy Partch
Jane Doe
Kathy Partch
Jane Doe
Kathy Partch
Jane Doe
Kathy Partch
Jane Doe

4% Recruiter Commission

Level

Jane Doe

Kathy Partch
Jane Doe
Kathy Partch
Jane Doe

September Birthdays

Betty Mabe	6
Christine Partch	12
Future Star	13
Charity Love	16
Betty Lou Freebush	20

September Anniversaries

Elizabeth Rhodes	10
Hope Moveup	7
Charity Love	3

“A man cannot directly choose his circumstances, but he can choose his thoughts, and so indirectly, yet surely, shape his circumstances.”

James Allen

MARY KAY
SEMINAR
2020

Registration for Seminar 2020 is Now Open!

Seminar 2020 registration is now open on InTouch. We hope you are as excited as we are about the over-the-top, unforgettable experience we are planning! The registration fee is \$45 per person, with a discounted registration fee of \$40 for those who registered for Career Conference. Plus, if you register for Seminar without canceling, you will receive a \$20 wholesale credit (for orders placed from Aug. 28 through Sept. 30).

WORK HARD TODAY AND YOU COULD BE WALKING ACROSS THE SEMINAR STAGE!

SPARK A CHAIN REACTION!



**Our Top 5
YTD
Personal
Retail
Court
According
to MK
Orders**



**Cassandra
Rhodes**



**Betty
Mabe**



**Christine
Partch**



**Elizabeth
Rhodes**



Please Email Me Your Photo

If No Photo, You Choose
from several options or
make your own

1	Sarah Shirley	\$4,606.00
2	Betty Mabe	\$4,175.50
3	Christine Partch	\$3,522.50
4	Elizabeth Rhodes	\$3,236.00
5	Betty Lou Freebush	\$3,145.00
6	Jane Doe	\$2,879.50
7	Kathy Partch	\$2,772.50
8	Successful Consultant	\$2,564.50
9	Hope Moveup	\$2,351.00
10	Faith Leadership	\$1,807.00
11	Charity Love	~Or~
12	Patience Gardener	
13	Future Director	
14	Pearl Gentleness	
15	Emerald Faithfulness	
16	Diamond Leader	
17	Ruby Kindness	
18	Sapphire Peace	
19	Joy Consistent	
20	Future Star	

**You can choose
to include or
exclude all \$
totals in all our
newsletters for
Love Checks, YTD
Retail/Sharing, &
Monthly
Wholesale.*

1	Unit Superstar	16	\$16,793.82*
2	Star Consultant	7	\$2,197.78
3	Betty Mabe	5	\$798.50
4	Sherry Dogood	4	
5	Patience Gardener	3	
6	Future Director	3	
7	Pearl Gentleness	2	
8	Emerald Faithfulness	1	

SPARK A CHAIN REACTION AND MAKE THIS YEAR DAZZLE!

You can choose from various layout options to fit your unit theme for the year as a part of our High Newsletter. Options include: Embrace Your Dreams, Red Jacket, Directorship, Queens Court of Sharing Bee, and Discover What You Love Themes



UNIT COMMUNITY
HIGH I-DREAM
EXAMPLE NEWS

(Optional Unit Slogan Goes Here)

July 2014 Recognition & Results



Lots of great photo recognition!

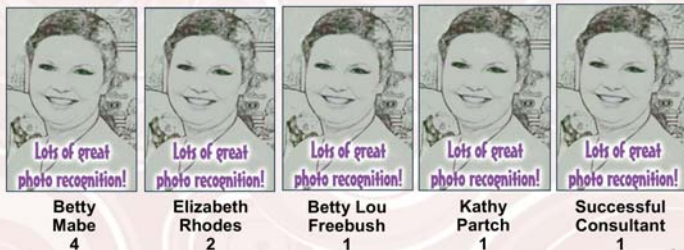
July Top Love Check
Cassandra Rhodes

July Sharing Queen
Betty Mabe

YTD Sharing Queen
Star Consultant

YTD Retail Queen
Sarah Shirley

Look Who Shared!



Lots of great photo recognition!

Betty Mabe 4

Elizabeth Rhodes 2

Betty Lou Freebush 1

Kathy Partch 1

Successful Consultant 1



discover what you **LOVE**



UNIT COMMUNITY
HIGH I-REDS
EXAMPLE NEWS

(Optional Unit Slogan Goes Here)

July 2014 Recognition & Results



Lots of great photo recognition!

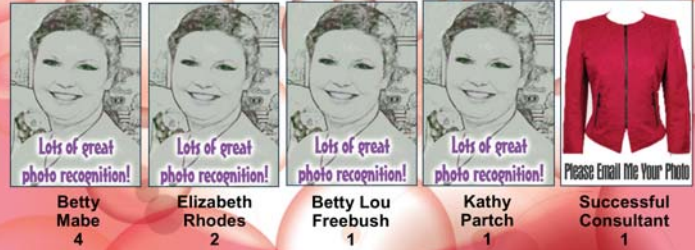
July Top Love Check
Cassandra Rhodes

July Sharing Queen
Betty Mabe

YTD Sharing Queen
Star Consultant

YTD Retail Queen
Sarah Shirley

Look Who Shared!



Lots of great photo recognition!

Betty Mabe 4

Elizabeth Rhodes 2

Betty Lou Freebush 1

Kathy Partch 1

Successful Consultant 1



We're looking for more red jackets!
Are you ready to move on up today?

THE YEAR OF YOUR DREAMS



UNIT COMMUNITY
HIGH I-DIRECTOR
EXAMPLE NEWS

(Optional Unit Slogan Goes Here)

July 2014 Recognition & Results



Lots of great photo recognition!

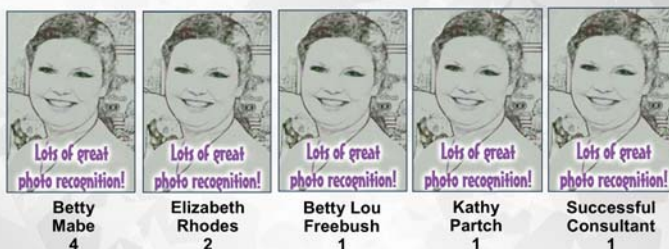
July Top Love Check
Cassandra Rhodes

July Sharing Queen
Betty Mabe

YTD Sharing Queen
Star Consultant

YTD Retail Queen
Sarah Shirley

Look Who Shared!



Lots of great photo recognition!

Betty Mabe 4

Elizabeth Rhodes 2

Betty Lou Freebush 1

Kathy Partch 1

Successful Consultant 1



ARE YOU READY TO MOVE ON UP?

THE YEAR OF YOUR DREAMS



UNIT COMMUNITY
HIGH I-BEE
EXAMPLE NEWS

(Optional Unit Slogan Goes Here)

July 2014 Recognition & Results



Lots of great photo recognition!

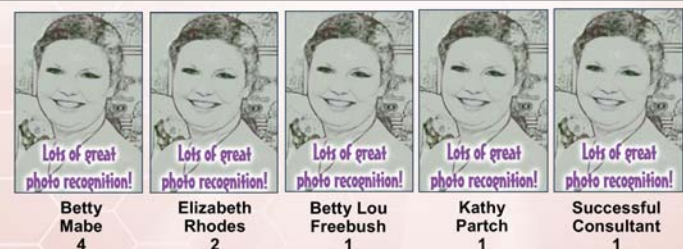
July Top Love Check
Cassandra Rhodes

July Sharing Queen
Betty Mabe

YTD Sharing Queen
Star Consultant

YTD Retail Queen
Sarah Shirley

Look Who Shared!



Lots of great photo recognition!

Betty Mabe 4

Elizabeth Rhodes 2

Betty Lou Freebush 1

Kathy Partch 1

Successful Consultant 1



Share our MK opportunity today and build your team!

THE YEAR OF YOUR DREAMS



CHRISTINE PARTCH

OWNER & CREATIVE EXPERT
UNIT COMMUNITY

Office: (615)220-4221
info@unitcommunity.com
For more information, visit
www.unitcommunity.com



Words of Wisdom by Mary Kay Ash

Enthusiasm spreads like a prairie fire before the wind. It's the leaping lightening that blasts every obstacle from its path that effectively communicates and helps you sell your ideas to others.

May 12 is Mary Kay Ash's Birthday. I hope you'll join me in choosing to honor her in a special way this month. Her hard work and determination made this company a billion dollar success. But her heart for women, kindness, and generosity are what have built this amazing community of women, where we are in business for ourselves, but never by ourselves. If you haven't already, I hope you'll take the time to reach out, call your customers, and see where the call leads. If you sell product or add a new team member, awesome. If not, share Mary Kay's heart for women!



Which programs will you choose to invest in this month to honor Mary Kay Ash?

- ⇒ **May Double Great Start: Team-Building Cash Bonus:** Now \$100 for each Great Start-qualified new team member who qualifies in May!
- ⇒ **May's Twice As Nice Promotion** It's a great way to make the most of May and set yourself up for success for Seminar 2021! Make May count this year, and earn Seminar 2021 additional credit toward Queen's Court of Sharing & Queen's Court of Personal Sales
- ⇒ **Mary Kay eStart:** A new easy, convenient way to help new team members start their businesses, now for only \$30!
- ⇒ **You Can Do It! Be a Miracle Maker:** Earn your stunning necklace for a \$600 Wholesale Order.

- ⇒ **Discounted CDS Shipping extended until May 31!** USPS shipping rates from \$3.50 & UPS from \$7. Golden Rule Customer Service.
- ⇒ **Rock It In Red Challenge:** Achieve the Rock It in Red Challenge, April 1 – June 30, and you will earn a FREE new red jacket and be invited to the exclusive Prize Party at Seminar 2020.
- ⇒ **\$100 Red Jacket Bonus until June 30:** All first-time Red Jacket achievers will receive a one-time \$100 Red Jacket Bonus!
- ⇒ **Bring Your Besties Starter Kit Discount:** New consultants from March 1- June 30 can offer their first 3 new personal team members who become Consultants during their Great Start timeframe a \$25 discount on their Starter Kits.