



# UNIT COMMUNITY KISS EXAMPLE NEWSLETTER



(Optional Unit Slogan Goes Here)

July 2024 Recognition & Results



**Queen of Wholesale:**  
Cassandra Rhodes



**Queen of Sharing:**  
Betty Mabe



**Top Love Check:**  
Betty Mabe

## Welcome New Consultants

### Excitement Central

Sponsored by:

Cassandra Rhodes

### Super Star

Sponsored by:

Cassandra Rhodes

## Congratulations On-Target Stars:

Here's how much you need to finish your next Star By 9/15/24

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		\$338
	Elizabeth Rhodes		\$300
	Christine Partch		\$243
	Sapphire Peace		\$230
	Betty Mabe		\$925
	Elizabeth Rhodes		\$923
	Christine Partch		\$952
	Ruby Kindness		\$1,000
	Cassandra Rhodes		\$1,074

MARY KAY  
GLOWING  
**UP!**  
SEMINAR AWARDS 2025



**POWER YOUR SALES**

Earn this powerfully playful MK-branded dominoes and playing cards set when you achieve in August!

August





Please Email Me Your Photo

## 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,  
Cassandra

## POWER YOUR SALES<sup>!!</sup>

MONTHLY SELLING CHALLENGE



### 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 winter version of The Look.
- September 22:** First day of fall!
- September 29:** Last day of the month for consultants to place telephone orders (until 10pm CST). Last business day of the month. Orders and agreements submitted by mail or dropped off at the

AUGUST 2021 DATES TO REMEMBER						
SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
1 Online DIQ completed form available beginning 12:01 am CST until midnight on the 3rd	2	3	4	5	6 Full PCP customer meeting of The Look begins. Allow 1-2 business days for delivery	7
8	9	10 Early ordering of the new Fall look begins for Stars and consultants who are submitting orders by the end of the Look through PCP	11	12	13	14
15 Fall 2021 consultant early ordering for all consultants begins	16 Fall promotion begins. Official	17 Last day to enroll online for the Holiday PCP meeting of The Look	18	19 Seminar 2021 begins!	20	21
22	23	24	25	26	27	28
29	30 Last day of the month for consultants to place telephone orders	31 Last day of the month for consultants to place orders. Agreements will be accepted until midnight central time. Last business day of the month. Orders and agreements submitted by mail must be received today to count towards this month's production.				

(NEW FACES take you PLACES)



# POWER YOUR SALES

## MONTHLY SELLING CHALLENGE

### Year To Date Court of Retail Sales Top 20

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.*

## 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

## Our Top 5 Wholesale Orders for July:



Cassandra  
Rhodes



Betty  
Mabe



Christine  
Partch



Elizabeth  
Rhodes



Please Email Me Your Photo

If No Photo, You  
Choose from  
several options

## 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	
Joy Consistent	
Future Star	

## Look Who Shared

Betty Mabe	2
Christine Partch	1



# Recruiters & Their Teams

## Future Director

### **Cassandra Rhodes**

Betty Mabe  
Christine Partch  
Elizabeth Rhodes  
Betty Lou Freebush  
Jane Doe  
Kathy Partch  
Successful  
Consultant  
Hope Moveup  
Faith Leadership

## Star Recruiters

### **Betty Mabe**

Charity Love  
Patience Gardener  
Future Director

## **Who's Your Superstar**

Her Team  
Will Love  
This Newsletter

Will overflow to 2 columns  
with more names or include  
training if you just have one  
column.

**So Many Great  
Reasons to Step  
Up To Success!**



# Team Commissions

## 9% Recruiter Commission Level

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

## 4% Recruiter Commission Level

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

## Qualified YTD Sharing Court

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	Charity Love	3	

## 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

"Don't go around saying the world  
owes you a living. The world owes  
you nothing. It was here first."  
~Mark Twain





## CHRISTINE PARTCH OWNER & CREATIVE EXPERT UNIT COMMUNITY

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www.unitcommunity.com

### Words of Wisdom by Mary Kay Ash

The dream I have for you soars on silver wings. Seminar is the place where your dreams are given the power to move forward. You'll have more knowledge, information, and inspiration to soar higher than you have ever before.

# POWERUP<sup>!</sup>

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



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.