



UNIT COMMUNITY
HIGH I
 EXAMPLE NEWS



(Optional Unit Slogan Goes Here)

July 2024 Recognition & Results



July Top Love Check
Cassandra Rhodes



July Sharing Queen
Betty Mabe



YTD Sharing Queen
Star Consultant

Feature your own custom queens. You can update the names, titles, and total number of queens you'd like to feature. You can also choose which report you'd like to feature automatically on the bottom half from sharing, stars, jewelry winners and more.

Congratulations to our Soar Like Never Before Achievers:



Betty Mabe



Elizabeth Rhodes



Betty Lou Freebush



Kathy Partch



Successful Consultant





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



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 submission form available 12:01 am CST until midnight on the 3rd	2	3	4	5	6 Full PCP enrollment of The Look begins. Follow 1:00 business days for delivery	7
8	9	10 Early ordering of The new Fall party begins for Stars who qualified before 9: am EST and consultants who are the holder of The Look through PCP	11	12	13	14
15 Fall 2021 enrollment open ordering for all consultants begins	16 Fall promotion begins - Official	17 Last day to cancel online for the Holiday PCP ordering of The Look	18	19 September 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 online. Agreements will be accepted until midnight central time. Last business day of the month. Orders and agreements submitted by mail must be received before 10:00 am EST towards this month's production.				

(NEW FACES take you PLACES)

Our Top 5 Stars & Future Stars This Quarter:



CASSANDRA RHODES
Diamond

BETTY MABE
Sapphire

Faith Leadership
On-Target

Hope Moveup
On-Target

Successful Consultant
On-Target

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

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

Congratulations On-Target Stars:

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

POWER YOUR SALES

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





Are you ready to POWERUP!



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
Super Star
Excitement Central
Super Star
Excitement Central
Super Star
Excitement Central

Cassandra Rhodes
Cassandra Rhodes
Cassandra Rhodes
Cassandra Rhodes
Cassandra Rhodes
Cassandra Rhodes
Cassandra Rhodes

Welcome Back Consultants

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

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

PCP Participants

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

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

4% Recruiter Commission

Level

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
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

- ◆ **Get social media guidance!** The Guides section in the My Mary Kay Facebook group has guides available for the Paid Social Media Advertising Pilot Program and TikTok! These guides are curated just for you with helpful information, including insights in the comments from your fellow independent sales force members!
- ◆ **TikTok Tips continue through July 30!** MK shared TikTok Tips every Tuesday in June to help us learn how to film footage, create TikTok videos, engage with our audience and more! This series continues each Tuesday through July 30, so be sure to tune in! Missed the June videos? No worries! They're available for playback in the My Mary Kay Facebook Group under the TikTok Guide.
- ◆ **Get Social Savvy at Seminar 2024!** Stop by the Social Media booth at Expo where members of the Mary Kay social media team will be available to answer your questions. You can walk away with valuable information and exclusive educational materials, experience hands-on demonstrations and stage presentations, and more! See you there!

2025

GLOWING UP!

When you choose to unlock your unlimited potential and believe in the power of your dreams, the results can be transformative.

Your trajectory is not simply going up: It's glowing UP!

What's Your Vision?



Our Top 5 YTD Personal Retail Court According to MK Orders



Cassandra Rhodes



Betty Mabe



Christine Partch Elizabeth



Rhodes
If No Photo, You Choose from several options or



Please Email Me Your Photo make your own

YTD Retail Court of Sales

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	

YTD Court of Sharing



Unit Superstar



Star Consultant



Betty Mabe

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	

With Seminar Awards, you can embrace the you of your dreams – bringing her into the spotlight as her community cheers her on, wrapping her in immaculate rewards of diamonds and gold and taking her to vacation destinations beyond imagination.



CHRISTINE PARTCH
OWNER & CREATIVE EXPERT
UNIT COMMUNITY

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**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!

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.