

HOT NEWS ABOUT

Rogers Racers!



LET'S CELEBRATE OUR DECEMBER QUEENS!



QUEEN OF SALES
Shelly Marcuk



QUEENS OF SHARING
Jawana Echols-Anderson

TOP 5 - WHOLESALE!

- | | |
|--------------------|----------|
| 1. SHELLY MARCUK | \$836.80 |
| 2. ALAYNA RICHLIN | \$764.00 |
| 3. TERESA SEVERSON | \$645.00 |
| 4. AMY SIODLARZ | \$625.70 |
| 5. JESSICA BUTLER | \$392.20 |

WELCOME TO
MARY KAY!

April Kigeya



Court of Sales

YEAR TO DATE RETAIL
AS OF 1/6/2023
*BASED ON WHOLESALE ORDERS



- | | |
|--------------------|-------------|
| 1. SHELLY MARCUK | \$17,973.00 |
| 2. AMY SIODLARZ | \$14,344.00 |
| 3. PAMELA BRESST | \$11,381.50 |
| 4. ALAYNA RICHLIN | \$8504.00 |
| 5. TERESA SEVERSON | \$5509.50 |
| 6. JESSICA BUTLER | \$4720.00 |
| 7. MARTINE OLLE | \$4550.00 |
| 8. LYNDA RUCHTI | \$3421.00 |
| 9. CAROLE HOWARD | \$3265.00 |
| 10. KAYLA MACAULSO | \$3259.00 |

Court of Sharing

YEAR TO DATE NEW TEAM
MEMBERS AS OF
1/6/2023

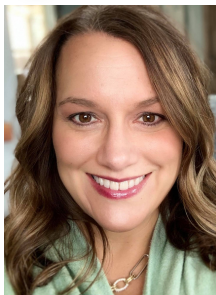


- | | |
|----------------------|-------------|
| 1. SHELLY MARCUK | 3 QUALIFIED |
| 2. MARTINE OLLE | 3 NEW |
| 3. JESSICA BUTLER | 1 NEW |
| 4. JAWANA E-ANDERSON | 1 NEW |

December Golden Girls!



BECKY ROGERS



SHELLY MARCUK



TERESA SEVERSON



AMY SIODLARZ



ALAYNA RICHLIN

It's our Cadillac Year!



\$15k!

Coaching & Coffee with Becky!

Earn a Monthly Goal Setting with Becky each month when you are a Golden Girl! PLUS... earn your beautiful bracelet!



Earn a Coaching Call with a TOP Director in the Madson Area!



\$600+ Wholesale!

\$14,500

\$13,000

\$12,500

\$11,000

\$9500

\$8000

\$6500

\$5000

\$3500

\$2000

Cadillac Club!

Earn your Pearl Bracelet from Becky when you hit \$1000 ws this month!



\$1000+ Wholesale!

Cadillac Plus!

Earn your Pearl Bracelet & Biocellose Mask from Becky when you hit \$1000 ws AND 10 Interviews this month!



\$1000 Wholesale & 10 Interviews!

January Giveaways!

Prize Drawings for every \$3000 wholesale that we hit!

Drawing Entry for every \$225 wholesale order!

#RogersRacers
#Better Together

#CadillacOrBust
#TimeToShine

New Year, New Contests!

SHARE THE MARY KAY DREAM

January 1st - June 30, 2023



Add 1+ New Personal Team Members During The Challenge Time Frame To Help Reach This Company Goal!

- Special video message from Nathan Moore
- Bling Button at Seminar 2023



The TOP 60 sales force members in each global region with the highest number of new personal team members will be recognized on a special LED billboard placed in front of the Mary Kay world headquarters in Addison, Texas during Seminar 2023!

600,000 New Team Members
global sales challenge

DIAMOND POWER START

January 1st thru March 1, 2023

60 FACES 60 DAYS

We're on our way to celebrating 60 years!

Take this self-led challenge to complete 60 faces in 60 days! Not only will you grow your business, but you will also help the company reach their first-ever Global Sales Challenge of adding 600,000 new team members!



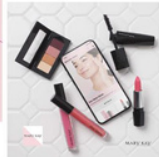
download today!

Download the tracking sheet on InTouch and you will be on your way to a Diamond Power Start!
Login To InTouch > Click "Company Promotions" > Click "NEW! Diamond Power Start" > Click Supporting Materials!

SELL to play MARY KAY APP CHALLENGE

JANUARY 1 - MARCH 31, 2023

Connect with your customers and make shopping for Mary Kay® products easier than ever while earning the chance to win!



With the Sell to Play Mary Kay® App Challenge, you'll be entered into a drawing for a \$60 Visa gift card when you receive orders from five or more different customers in the app in January, in February or in March. 60 Independent Beauty Consultants who meet the five orders* per month requirement will be randomly selected at the end of each month and will be notified by the 10th of the following month.

MOST IMPORTANT THINGS

JANUARY 1 - JUNE 30, 2023

Earn the Scarf

Be A Star in either Quarter 3 or Quarter 4

Develop 3 or more Great Start-Qualified new personal team members.

Earn the Scarf, your Red Jacket, and On Stage Recognition

Develop 2 more (5 total) Great Start-Qualified new personal team members.



MARY KAY®



THEN. NOW. ALWAYS.™

LEAD WITH LOVE



PLACE \$600+ IN CUMULATIVE WHOLESALE DURING THE MONTH OF JANUARY TO EARN YOUR GOLDEN RULE BRACELET!

MARY KAY

Grand Achiever

You may qualify as a Grand Achiever and drive the beautiful Silver Ice Metallic Chevy Malibu LS in one, two, three, or four months, based on when you achieve the following:

- Go on-target with a minimum of 8+ active team members and \$6,000 team wholesale production in one calendar month

THEN...

- Have \$26,000 cumulative personal/team wholesale production
- 18 Active team members

OTHER IMPORTANT NOTES

- You may contribute up to \$6,000 in personal wholesale production toward the total \$26,000 requirement
- You must be ACTIVE

See Career Car Program on InTouch for complete information and qualification requirements.

Personal Team Members	Wholesale Order(s) Month 1	Wholesale Order(s) Month 2	Wholesale Order(s) Month 3	Wholesale Order(s) Month 4	Total Wholesale Orders
YOU					
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					
11					
12					
13					
14					
15					
16					
17					
18					

LIMITED TIME leadership opportunity!



- GOOD STANDING WITH THE COMPANY
- MUST BE ACTIVE
- 8+ ACTIVE PERSONAL TEAM MEMBERS

- MUST BE ACTIVE
- MUST FINISH WITH 24 ACTIVE TEAM MEMBERS
- MAY QUALIFY IN ONE, TWO, THREE, OR FOUR MONTHS
- \$13,500 CUMULATIVE TEAM WHOLESALE
- \$4,000 MINIMUM TEAM WHOLESALE EACH MONTH
- DIQS MAY CONTRIBUTE UP TO \$3,000 IN PERSONAL WHOLESALE



*be sure to check InTouch for a complete detailed list of requirements and FAQs



IT TAKES TEAMWORK TO EARN YOUR MALIBU!



TEAM WHOLESALE PRODUCTION

Month 1: _____
 Month 2: _____
 Month 3: _____
 Month 4: _____
 Total: _____

Rogers Racers ON THE MOVE!

TEAM LEADER



AMY SIODLARZ

STAR TEAM BUILDERS



MARTINE OLLE



JACLYN GAFFNEY



SENIOR CONSULTANTS



ALAYNA RICHLIN



SHELLY MARCUK



JAWANA ECHOLS-ANDERSON



JESSICA BUTLER

Move Up the Career Path:

- SENIOR CONSULTANT: 1-2 ACTIVE!
- STAR TEAM BUILDER: 3-4 ACTIVE!
- TEAM LEADER: 5-7 ACTIVE!
- ELITE TEAM LEADER: 8+ ACTIVE!

Let's Ring in the New Year with 40 Interviews in January!

BECKY WILL GIVEAWAY A \$50 GAS CARD WHEN WE HIT 40 INTERVIEWS THIS MONTH!

What Counts?

- VIDEO
- LEGACY PARTY
- MORE THAN A PINK CADILLAC

*PLUS FOLLOW UP WITH BECKY!

Get 10 Done & earn a FREE Biocellulose Mask!

“Every single one of us has the power to inspire others as well as to be inspired.”
— Mary Kay Ash

Shine like a Star!

CONGRATULATIONS 2ND QUARTER STARS!



BECKY ROGERS
Pearl
ON-TARGET
ALL STAR!



SHELLY MARCUK
Pearl
ON-TARGET
ALL STAR!



PAMELA BRESST
Diamond



AMY SIDLARZ
Diamond
ON-TARGET
ALL STAR!



ALAYNA RICHLIN
Sapphire
ON-TARGET
ALL STAR!

Madson Promotions!

MORE THAN A PINK CADILLAC
Mary Kay opportunity share event
MONDAY, JANUARY 16, 2023
7:30 PM CST



LIVE in the More than a Pink Cadillac Facebook group.
SCAN QR CODE



Giveaways, too!

Kate Spade, Calpak, MVMT, BruMate, and Mary Kay!



gift card giveaway

\$150 TO GUESTS!

FOUR DRAWINGS TOTAL!
\$50 GIFT CARD - \$50 GIFT CARD - \$25 GIFT CARD - \$25 GIFT CARD

JANUARY 2023

<p>beautify your skin</p> <p>1</p> <p>CUSTOMERS EARN ONE ENTRY</p> <p>Earn one entry for having a facial.</p>	<p>besties</p> <p>1</p> <p>CUSTOMERS EARN ONE ENTRY</p> <p>Earn one entry for every five names and phone number referrals shared with Beauty Consultant.</p>	<p>buy product</p> <p>1</p> <p>CUSTOMERS EARN ONE ENTRY</p> <p>Earn one entry for every \$50 retail purchased after attending a party or facial.</p>
<p>5</p> <p>CUSTOMERS EARN FIVE ENTRIES</p> <p>Earn five entries for hosting a virtual or in person Mary Kay party.</p> <p>book a party</p>	<p>5</p> <p>CUSTOMERS EARN FIVE ENTRIES</p> <p>Earn five entries for hearing about the Mary Kay opportunity and doing a follow up with the Director.</p> <p>be more knowledgeable</p>	<p>10</p> <p>CUSTOMERS EARN TEN ENTRIES</p> <p>Earn ten entries for becoming an Independent Beauty Consultant.</p> <p>become a Beauty Consultant</p>

CONSULTANTS, WHEN YOUR GUEST WINS, YOU WIN, TOO!

Please confirm with your Sales Director that your Unit is participating. All entries must be submitted by February 5th. <https://bit.ly/mandpgiveaway>

Virtual & in-person facials count for this drawing!
Madson Area & Pankow Area Sales Directors & Consultants



Becky Rogers

INDEPENDENT SALES DIRECTOR

6114 CREAMERY CT
MCFARLAND, WI 53558-9010



to the incredible...

Save these Dates!



Spring PCP ENROLLMENT

begins: **December 16th**
ends: **January 17th**

benefits:

- » Most cost effective - only 90 cents per customer
- » Increase sales
- » Tax deduction
- » Early ordering privilege

how-to:

- » Log into InTouch
- » Business Tools
- » Preferred Customer Program
- » Enroll Customers

mails out: **February 8th**

MARY KAY[®]
SPRING INTO THE 60TH

Did you hear??? An exciting virtual event is planned for spring! Spring Into the 60th will be the motivational boost you're looking for as you spring toward the big celebration at Seminar!

PREMIERING MARCH 24, 2023

This event is FREE and will include great educational content and motivational moments. You'll hear from top independent sales force leaders, along with important business updates from Mary Kay Team U.S. Leaders.

PLUS!

- All Independent Beauty Consultants and Independent Sales Directors on target for Seminar Awards 2023 at the end of March 2023 will earn an invite to an exclusive virtual class in April, led by a top Independent Sales Director that will help them finish the Seminar year strong!
- Independent Sales Directors who debuted an offspring Independent Sales Director December 2022 – April 2023, you and your offspring can earn special access to a virtual class in April, led by an Independent National Sales Director, targeted to help you maximize your leadership goals.

Watch for more details coming soon!

