

# HOT NEWS ABOUT *Rogers Racers!*



## LET'S CELEBRATE OUR SEPTEMBER QUEENS!



**QUEEN OF SALES**  
*Shelly Marcuk*



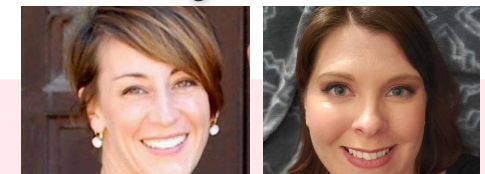
**QUEEN OF SHARING**  
*Talia Allhands*

## *Court of Sales*

YEAR TO DATE RETAIL  
AS OF 10/4/2023  
\*BASED ON WHOLESALE ORDERS



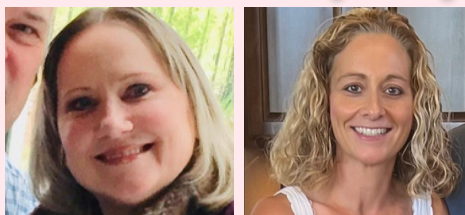
- |                    |           |
|--------------------|-----------|
| 1. SHELLY MARCUK   | \$7527.00 |
| 2. AMY SIODLARZ    | \$4690.00 |
| 3. JESSICA BUTLER  | \$3946.00 |
| 4. ALAYNA RICHLIN  | \$2821.00 |
| 5. MARTINE OLLE    | \$1330.00 |
| 6. TERESA SEVERSON | \$1047.00 |
| 7. DONNA MAURER    | \$938.00  |
| 8. KELLY RADOMSKI  | \$828.00  |
| 9. SHERRY FRAGUA   | \$796.00  |
| 10. NONA HAVEY     | \$732.00  |



### TOP 5 - WHOLESALE!

- |                   |           |
|-------------------|-----------|
| 1. SHELLY MARCUK  | \$1259.00 |
| 2. AMY SIODLARZ   | \$777.00  |
| 3. JESSICA BUTLER | \$619.00  |
| 4. ALAYNA RICHLIN | \$410.00  |
| 5. SHERRY FRAGUA  | \$398.00  |

### LOOK WHO'S NEW! *Welcome to Mary Kay!*



TERRI COBURN

ERIN SPAETH

### *Queen's Court of Sales* \$40,000 IN RETAIL SALES JULY 2023-JUNE 2024



### *Queen's Court of Sharing* 24 QUALIFIED TEAM MEMBERS JULY 2023-JUNE 2024



## *Soar like Never Before*

### SEPTEMBER ACHIEVERS



BECKY  
ROGERS



AMY  
SIODLARZ



SHELLY  
MARCUK



JESSICA  
BUTLER

# Shine like a Star!

1ST QUARTER STARS & ON-TARGET ALL STARS!



BECKY ROGERS



SHELLY MARCUK



AMY SIODLARZ



JESSICA BUTLER

## Rogers Racers ON THE MOVE!

TEAM LEADER



AMY SIODLARZ



## SENIOR CONSULTANTS



JESSICA BUTLER



SHELLY MARCUK



JACLYN GAFFNEY



ALAYNA RICHLEN

## Madson Area CASH GIVEAWAY

OCTOBER 2023 **cash giveaway!**

**ONE WINNER OF \$400 CASH!**

beautify your skin

**1**

CUSTOMERS EARN ONE ENTRY

Earn one entry for having a facial.

besties

**1**

CUSTOMERS EARN ONE ENTRY

Earn one entry for every five names and phone number referrals shared with Beauty Consultant.

buy product

**1**

CUSTOMERS EARN ONE ENTRY

Earn one entry for every \$50 retail purchased after attending a party or facial.

**5**

CUSTOMERS EARN FIVE ENTRIES

Earn five entries for hosting a virtual or in person Mary Kay party.

**5**

CUSTOMERS EARN FIVE ENTRIES

Earn five entries for hearing about the Mary Kay opportunity and doing a follow up with the Director.

**10**

CUSTOMERS EARN TEN ENTRIES

Earn ten entries for becoming an Independent Beauty Consultant.

book a party

be more knowledgeable

become a Beauty Consultant

**THIS MONTH'S WINNER WILL BE ONE CUSTOMER!**

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

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

# OCTOBER HOT NEWS!

## LIMITED-TIME Introductory Offer!

Start your Mary Kay journey in September and be the first to take advantage of our new Startup Options! Special pricing available Sept 1 - Sept 30, 2023



~~\$35~~  
\$25

### eSTART

The first step in starting a Mary Kay business is with Mary Kay eStart!

Includes:

- Welcome Brochure
- Great Start Brochure
- The Look catalog
- TimeWise Miracle Set Sample Set in Normal/Dry AND Combination/Oily
- TimeWise Eye Cream Samples

PLUS a beautifully branded website for one year and apps, education, digital tools, and digital marketing resources to help you manage your business!

### OPTIONAL STARTUP OPTIONS

Build your ideal Mary Kay business with one or both of these options! Customize your Startup Experience anytime within your first 15 Days! (note: special pricing is valid for September only)



~~\$45~~  
\$35

### eSTART Plus

This startup option includes essential business resources and product samples to share with your first customers!

Includes:

- Skin care and color product samples
- Sales Tickets
- Beauty Profile Cards
- The Look catalogs



~~\$90~~  
\$75

### eSTART Pro

This startup option can help empower your sales with retail-sized products and additional business resources!

Includes:

- Retail-sized products to sample
- Product samples
- Essential party supplies
- Mary Kay Pro Start Tote
- Flip Chart Binder With Pages
- Sales Tickets
- Beauty Profile Cards
- The Look catalogs

soar like never before



Earn this rectangular gauzy multicolored scarf (74" x 35.5") accented with an engraved Mary Kay® logo on a silver bar with your \$600+ wholesale order in October!

october  
achiever

# miracle movement

selling challenge



From August 26th to October 31st, every time an independent beauty consultant sells and orders 13 new TimeWise Miracle Sets and/or Beyond Miracle Sets they will automatically be entered to win a \$100 Visa gift card. You can be entered multiple times. 60 winners will randomly be selected

# Winter PCP ENROLLMENT

begins: September 16th  
ends: October 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: November 9th



## ROCK THE

# Holidays

on the  
MILLION \$ MESSAGE

MONDAY- FRIDAY  
OCTOBER 1-31  
641-715-3900  
ext. 44336#

Top Directors and National Sales Directors will be sharing their BEST holiday strategies every Monday - Friday in October!

- Selling
- Team Building
- Parties
- Corporate Gifting
- Pink Week
- Trunk Shows
- Lead Generating
- Stocking Stuffers
- Scheduling
- Time Management
- Money Management
- Wish Lists

PLUS SO MUCH MORE!



# ROGERS RACERS PROMOS!

Let's Soar in October!

**She's Taking Off!**  
\$300 WS by the 15th!

Exclusive training with NSD Crystal Trojanowski!



**She's Soaring!**  
\$600 WS

Celebrate Your True Colors Multicolored Scarf!



**Princess Status!**  
\$800 WS or 1 New Qualified Teamie!



Fall Fashion Scarf!

**Queen Status!**  
\$1600 WS or 2 New Qualified Teamies!

\$40 Amazon Gift Card & a Fall Scarf!



October!

Book 3 Facebook Hostesses, and complete a **PERFECT 3 In October** and earn this fabulous tote!



BOSS

*Do this for YOU!*

**FALL FUN!**

Sign your beauty agreement in October and earn this free gift!

Pumpkin Spice Latte Mini Eye Palette!



\*AFTER WELCOME CALL AND ORIENTATION VIDEOS

Sign your beauty agreement and place a min active order in October and earn the palette PLUS A \$50 Mary Kay Shopping Spree!



Sign your beauty agreement and place a qualified order in October and earn all of this PLUS

This Amazing Leather Bag!\*



\* vegan leather

Rogers Racers

Soaring in October!

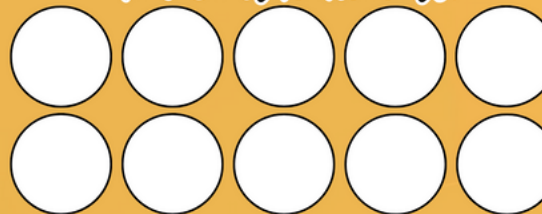
Let's Do This!  
\$17,000

\$16,500  
\$15,000  
\$13,500  
\$12,000  
\$10,500  
\$9,000  
\$7,500  
\$6,000  
\$4,500  
\$3,000

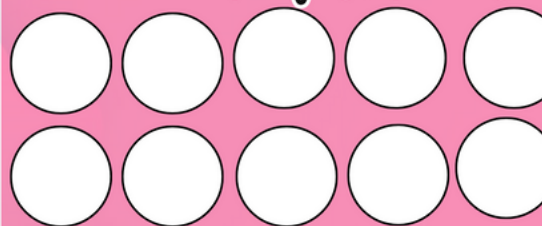
Six Pre-Soar Achievers!



Ten Soar Achievers!



Ten New Rogers Racers!





soar like never before



# Becky Rogers

INDEPENDENT SALES DIRECTOR

6114 CREAMERY CT  
MCFARLAND, WI 53558-9010



to the incredible...

## BOOST YOUR HOLIDAY SALES with the 60th Anniversary Trend Collection!

**New!** Limited-Edition<sup>®</sup> Mary Kay<sup>®</sup> 60th Anniversary Eye Shadow Palette, \$32

4 Shades + 1 Mirror = On-the-Go Creativity

- 1. Pink Diamonds
- 2. Iconic Pink
- 3. Legacy Lilac
- 4. Burgundy Crown



**New!** Limited-Edition<sup>®</sup> Mary Kay<sup>®</sup> Velvet Lip Crayon, \$18 each

Line and fill lips with velvety, matte hues.

- Visionary Pink
- Pink Rose



**New!** Limited-Edition<sup>®</sup> Mary Kay<sup>®</sup> Nail Polish, \$10 each

Noteworthy nails inspired by a legend.

- Visionary Pink
- Legacy Lilac



**New!** Limited-Edition<sup>®</sup> Mary Kay<sup>®</sup> 60th Anniversary Collection Bag, \$5

With the purchase of \$50 or more in products from the limited-edition<sup>®</sup> Mary Kay<sup>®</sup> 60th Anniversary Trend Collection.



## Hello Rogers Racers!

Congratulations on an incredible September! We are building momentum to finish as a PINK Cadillac Unit this year! I can't wait to celebrate this WIN with you... the work we do TODAY is helping us to plant the seeds we will need to reap a harvest for the rest of the year.

We have a goal of \$17,000 wholesale, 6 pre-soar achievers, 10 SOAR achievers, and 10 New Rogers Racers! I can't wait to celebrate each goal we hit! Focus on inviting guests to the Virtual events we have going on and get back in person with those in your communities! People are waiting on you to ASK. Your sparkle is just a little different from anyone else's. There is a special blend that makes you, you. Step into your own extraordinary qualities, and don't be afraid to shine with intensity. From your personal selling style to the cutting-edge Mary Kay products and possibilities that excite you, remember that YOU have the magic to color your world! Let's be on a mission to spread pink cheer everywhere we go this month and watch what happens around us.

So excited for our best October EVER!!! I can't wait to see ALL that we get to celebrate at the end of this month!

Love & Bee-lief, Becky