

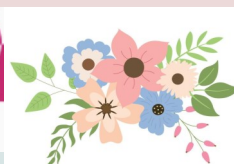


The Millionaire Unit  
#8908  
GRAND ACHIEVER  
UNIT  
Emerald Seminar



# Margaret's Millionaires

Margaret Baros,  
Sales Director  
Cell 361-550-5658  
margaretbaros@gvec.net  
91 Ward Rd  
Yoakum, TX 77995-5603



December 10, 2023

STATE OF THE UNIT  
Retail \$90,504.50  
A 25.3 % decrease  
from 11/22.  
Unit Size 55 active,  
A decrease of 8.3%  
from 11/22  
This is as of 11/30/23.

## NOVEMBER Results

Dear Millionaires,

MERRY CHRISTMAS  
TO YOU AND YOUR FAMILY!

May this be your best December!

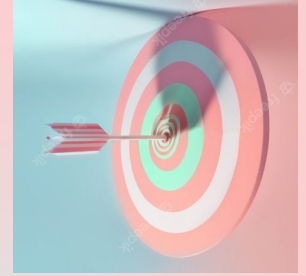
Love, Margaret

It's  
beginning to  
look a lot  
like  
Christmas!





# On Target Star Consultants 9/16/23 thru 12/15/23 as of 11/30/23



Consultant	Has In	Needs for Sapphire
Margaret Baros	\$6,968.45	PEARL
Dellene Clark	\$1,962.60	\$437.40 for Ruby
Jana Guajardo	\$1,831.40	\$568.60 for Ruby
Rennie Brigman	\$1,442.00	\$358.00
Therese Ferry	\$1,264.50	\$535.50
Deborah Larson	\$1,035.75	\$764.25
Donna Dodson	\$928.00	\$872.00
Lori Cruz	\$904.50	\$895.50
Jennifer Boatwright	\$688.00	\$1,112.00
Sue Capps	\$626.00	\$1,174.00
Sherrie Searle	\$549.50	\$1,250.50
Joycelynn Arnold	\$532.75	\$1,267.25
Linda Koehler	\$495.00	\$1,305.00
Karen Williams	\$478.70	\$1,321.30
Cindy Faulkner	\$464.00	\$1,336.00
Jennifer Hahn	\$445.00	\$1,355.00
Michelle Wood	\$406.50	\$1,393.50
Evelyn Velek	\$394.50	\$1,405.50
Karen Washington	\$368.50	\$1,431.50
Summer Rice	\$340.50	\$1,459.50
Louise Witte	\$336.00	\$1,464.00
Yolanda Resendez	\$326.00	\$1,474.00
Virgi Ferrell	\$314.50	\$1,485.50
Yolanda Deauzat	\$279.00	\$1,521.00
Kristy Svec	\$279.00	\$1,521.00
Lisa Crumley	\$264.00	\$1,536.00
Ruth Carter	\$254.50	\$1,545.50
Patty Werner	\$254.50	\$1,545.50
Kelly Aguayo	\$251.00	\$1,549.00
Ivonne Maxwell	\$250.00	\$1,550.00
Nina Blaschke	\$245.00	\$1,555.00
Kimberly Saddler	\$241.00	\$1,559.00
Kathryn Urbanic	\$240.50	\$1,559.50
Joan Goodrich	\$240.00	\$1,560.00
Courtney Allen	\$232.50	\$1,567.50
Kendra Wenske	\$232.50	\$1,567.50
Julie Enriquez	\$231.00	\$1,569.00
Ruth Johnston	\$229.00	\$1,571.00
Rachel Huff	\$227.50	\$1,572.50
Abigail Sager	\$225.00	\$1,575.00
Teri Lane	\$198.50	\$1,601.50
Heather DeVore	\$155.00	\$1,645.00
Sandra Morkovsky	\$99.00	\$1,701.00



# NOVEMBER Dellene Clark Wholesale Queen

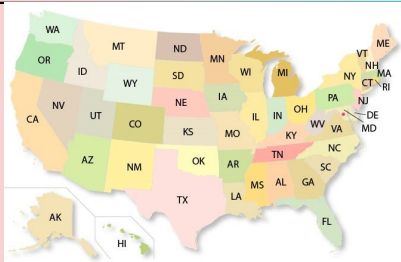


## SEMINAR YTD Court of Sales Scoreboard July 1, 2023 - June 30, 2024 as of 11/30/23

Dellene Clark	\$1,015.10
Jana Guajardo	\$700.90
Rennie Brigman	\$666.50
Michelle Wood	\$406.50
Donna Dodson	\$266.00
Lori Cruz	\$258.00
Patty Werner	\$254.50
Louise Witte	\$243.50
Kimberly Saddler	\$241.00
Julie Enriquez	\$231.00
Karen Williams	\$229.70
Ruth Johnston	\$229.00
Cindy Faulkner	\$228.00
Rachel Huff	\$227.50
Deborah Larson	\$215.00
Therese Ferry	\$210.50
Sue Capps	\$191.00
Karen Washington	\$114.00
Teri Lane	\$28.00
Lisa Crumley	\$24.00
Margaret Baros	\$2,651.70

Dellene Clark	\$8,154.00
Jana Guajardo	\$6,256.00
Rennie Brigman	\$5,930.00
Therese Ferry	\$3,175.00
Deborah Larson	\$3,000.00
Lori Cruz	\$2,327.00
Sue Capps	\$2,007.00
Louise Witte	\$1,914.00
Donna Dodson	\$1,856.00
Jennifer Boatwright	\$1,739.00
Michelle Wood	\$1,615.00
Kimberly Saddler	\$1,518.00
Teri Lane	\$1,485.00
Yolanda Resendez	\$1,157.00
Summer Rice	\$1,131.00
Sherrie Searle	\$1,099.00
Patty Werner	\$1,056.00
Linda Koehler	\$990.00
Karen Williams	\$990.00
Cindy Faulkner	\$928.00
Jennifer Hahn	\$865.00
Lauren Paulk	\$739.00
Karen Washington	\$737.00
Sandra Morkovsky	\$733.00
Rachel Huff	\$729.00

Tami Raabe	\$654.00
Virgi Ferrell	\$629.00
Sarah Pelletier	\$610.00
Julie Enriquez	\$589.00
Karen Filip	\$585.00
Jamie Pruitt	\$581.00
Kristy Svec	\$558.00
Yolanda Deauzat	\$558.00
Janna Driskell	\$555.00
Lisa Crumley	\$528.00
Ruth Carter	\$509.00
Lynette Smith	\$506.00
Kelly Aguayo	\$502.00
Ivonne Maxwell	\$500.00
Nina Blaschke	\$490.00
Barbara Kaiser	\$485.00
Kathryn Urbanic	\$481.00
Joan Goodrich	\$480.00
Heather Lopez	\$466.00
Courtney Allen	\$465.00
Kendra Wenske	\$465.00
Ruth Johnston	\$458.00
Margaret Steuber	\$457.00
Abigail Sager	\$450.00
Heather DeVore	\$267.00
Margaret Baros	\$25,544.00



## NOVEMBER STATE QUEENS

Texas - DELLENE CLARK

Wyoming - MICHELLE WOOD

Tennessee - LOUISE WITTE

California - CINDY FAULKNER

Utah - RACHEL HUFF

## NOVEMBER Court of Sharing



## YTD Court of Sharing as of 11/30/23 July 1, 2023 - June 30, 2024 Lori Cruz - 1

# Special Recognition

Enter Weekly Accomplishment Sheets online  
at [www.marykayintouch.com](http://www.marykayintouch.com)!  
Quick & Easy! Get the recognition you deserve!  
~Sales 10/29/23 through 12/??/23~



\$100 or more Retail Sales  
before tax. Let Margaret know  
and you will be recognized in the  
newsletter. Everyone  
is a Winner!

## Facials

**Trunk Shows & Open Houses**  
**Great for large groups to**  
**see and touch**  
**products!**

**Skin Care Classes**  
(3 to 6 Makeovers at a time)

**Classes On the Go**  
**Website PCP**

**DELLENE CLARK**  
**14 Grand Days**



## INTERVIEWS



## PCP

**Dellene Clark**  
**\$1,046, \$22**  
**Ami Parbs \$277**

## SKIN CARE SETS

TimeWise Repair  
TimeWise 3D Miracle Set  
TimeWise 3D Ult. Mir. Set  
Botanical Effects  
Clearproof  
Mary Kay Naturally  
MK Men Skin Care  
Microdermabrasion Plus  
Satin Hands Pampering Set  
Satin Lips set



## ON THE GO

**Dellene Clark**  
**\$16, \$30**  
**Ami Parbs \$32, \$314**

## WEB

**Ami Parbs-\$66,**  
**\$134, \$195, \$1,281,**  
**\$130, \$236**



## Information Hotline

(641) 715-3800 ext.  
769643#

The menu is 1-10,  
#1 is for Mary Kay potential  
team members and all of us.

## Re-Orders

**Ami Parbs-\$68,**  
**\$457, \$86, \$72**

# Millionaire Teams

# COMMISSION CHECKS



## Team Leaders

### Rennie A. Brigman

A1 Karen Williams  
A2 Deborah J. Larson  
A3 Courtney L. Allen  
A3 Lisa D. Crumley  
A3 Ivonne Maxwell  
I1 Heather L. Lopez  
I2 Lauren E. Paulk  
I3 Heather DeVore  
T2 Kaye Finch  
T3 Regina A. Roberts  
T4 Lisa Vang  
T6 Mellisa Hicks  
T6 Staci Hodges  
T6 Jolene A. Kosark  
T6 Sabrina Matthews



## Star Team Builders

### Dellene Clark

A1 Lori R. Cruz  
A1 Ruth C. Johnston  
A3 Kelly L. Aguayo  
T6 Lori Scardino



### Jana L. Guajardo

A2 Therese M. Ferry  
A2 Jennifer M. Hahn  
A3 Karen L. Washington  
I2 Karen A. Filip  
I3 Haley D. Cooksey  
N3 Kylie F. Grahmann  
T3 Sandy Miller  
T3 Krista Wilkerson



## Name %

Dellene Clark 6  
Rennie Brigman 9  
Jana Guajardo 6  
Sue Capps 4  
Teri Lane 4  
Margaret Baros 13

## Senior Consultants

### Sue Capps

A1 Donna S. Dodson  
T4 Allyson K. Farmer

### Lori R. Cruz

A3 Jennifer C. Boatwright

### Therese M. Ferry

A2 Kristy Svec  
I2 Janna Driskell

### Teri M. Lane

A1 Louise Witte  
T1 Liggy S. Hansrote

### Patty A. Werner

A3 Nina M. Blaschke  
I2 Sandra K. Morkovsky

### Louise Witte

A3 Kendra L. Wenske  
I2 Barbara A. Kaiser  
I3 Joycelynn Arnold  
T6 Evelyn A. Velek

## Medal Program

GOLD MEDAL - 5 recruits in one month  
SILVER - 4 recruits in one month  
BRONZE - 3 recruits in one month  
Earn bracelet with first medal.



Qualified NEW Team Member & YOU  
the Recruiter receive personal time  
with Maranda!





soar  
like never  
before

## NOVEMBER SOAR Winners!

Margaret Baros  
Dellene Clark  
Jana Guajardo  
Rennie Brigman

## NOVEMBER CREAM OF THE CROP

Grand Queen Bee  
Dellene Clark

Queen Bees  
Jana Guajardo  
Rennie Brigman

Worker Bee  
Michelle Wood

Baby Bees  
Donna Dodson  
Lori Cruz  
Patty Werner



Thanks to ALL the **IN TOUCH** members of our Unit!

**53** consultants in the Millionaire Unit have a Mary Kay In Touch FREE site!

## Preferred Customer Program



## Website Memberships

## PCP WINTER PARTICIPANTS

Margaret Baros  
Dellene Clark  
Deborah Larson  
Lori Cruz  
Sue Capps  
Lynette Smith  
Jennifer Boatwright

## Winter Enrollment for *The Look* Has Ended!

But enrollment for the Spring 2024 issue of *The Look* begins Dec. 19.



Lori Cruz  
Jennifer Boatwright  
Sue Capps  
Louise Witte  
Deborah Larson  
Tami Raabe  
Dellene Clark  
Therese Ferry  
Jana Guajardo  
Rennie Brigman  
Teri Lane  
Donna Dodson  
Michelle Wood  
Margaret Baros  
Heather Lopez

**Happy  
Birthday**



**JANUARY**



**Happy MK  
Anniversary**

Name	Birthday
Karen Washington	5
Sandy Miller	7
Haley Cooksey	8
Kendra Wenske	10
Heather Lopez	11
Regina Roberts	21
Kristy Svec	22
Lynette Smith	23
Lori Cruz	24
Julie Enriquez	24
Jamie Pruitt	30



**Share your News ...**  
**margaretbaros@gvec.net**



Name	Years
Rennie Brigman	20
Kristy Svec	12
Abigail Sager	7
Sandy Miller	5
Heather Lopez	3
Karen Williams	2
Heather DeVore	1
Nina Blaschke	1



**December  
Soar Prize  
Jewelry Case**

**Keep in your  
PRAYERS!**

**MARIE METTING** as she  
recovers from surgery.

**Good News!**

**DELLENE CLARK** retired  
from her nursing career to  
become a full time Mary  
Kay Ind. Beauty Consultant.

**January Jolt attendees**  
**DELLENE CLARK &  
Margaret Baros**

**Leadership  
Conference  
FORT WORTH, TX**  
Arrive 1/15 or 1/16,  
1/17-1/20/24



**Let's get our  
BOOTy kicking!!**





## GRAND DAYS

Let Margaret know when you sell \$100 retail or more in a day before tax and you will be recognized in the newsletter.

Everyone is a winner!

## Cream of the Crop

for a \$250 wholesale order or more each month the PRIZE will be Gift Cards to collect or redeem immediately!

### The CREAM of the CROP

**Grand Queen Bees** \$1,000. wholesale or more – Beautiful Jewelry from Mary Kay Inc. + surPrize!

**Queen Bees** \$600 wholesale or more – Beautiful designer jewelry from MK Inc

**Worker Bees** \$400 wholesale or more

**Baby Bees** \$250 wholesale or more.

All Cream of the Crop Consultants are entered into 2 drawings for the month!! Name goes in for orders placed by the 15<sup>th</sup> of the month. Name gets to stay in the drawing for the end of the month drawing!

### Perfect Start



### DAILY WINS!

SurPrizes will be sent to YOU!  
Grand Days – Sell \$100 retail  
Booking a Skin Care Class/Facial  
Holding a SCC/Facial  
Selling a Mary Kay Skin Care Set  
5 New Contacts in a day  
Sharing the Opportunity Appointment  
Taking a Guest to an Event

\*\*\*\*\*

**\$500 weeks, reinvest  
\$1,000 + \$1,000 profit  
for you and your family!!!**

PEARLS OF SHARING  
Necklace, Earrings &  
Bracelet



### Complete Color Confident

under Education and  
earn a pack of Color Look Cards!

### Complete Skin Care Confident

under Education and earn  
Skin Care Samples.

### Complete Color Confidant

under Products and become an Advanced  
Color Consultant earn, Color Samples.

### Complete Legal Education Module

under Education and earn a pack of  
Customer Profiles.

### All Star Consultants each Quarter

\$20 Spa Gift Card



Year Long Contests will be:  
4 Quarter Star Consultant!  
Millionaire Unit Court of Sales - \$11,000 retail  
Millionaire Unit Court of Sharing - 5 qualified  
Millionaire Queen of Retail Sales - based on WAS  
Most Improved Consultant



# CONTESTS

July 1, 2023- June 30,  
2024 Seminar Year

Mary Kay National Court of Sales - \$40,000 retail  
Mary Kay Area Court of Sales - \$20,000 retail  
Millionaire Unit Court of Sales - \$11,000 retail  
Mary Kay National Court of Sharing - 24 Qualified Recruits  
Mary Kay Area Court of Sharing - 12 Qualified Recruits  
Millionaire Unit Court of Sharing - 5 Qualified Recruits



**Court of  
Sales  
Limitless  
Ring  
OR  
\$500**

## 2023 - 2024 MK Queens Court of Sharing choices



Be on the Mary Kay National Court of Sales (\$40,000 retail)  
&/or the Mary Kay National Court of Sharing (24 qualified recruits)  
Attend Seminar 2023 and YOU will receive  
A Night Out on the Town! A Dinner with your Director at a Dallas hot spot!!

## 2023 - 2024 MK - COURT OF SALES CHOICES !

2023-2024 Millionaire Unit  
Court of Sales -  
\$11,000. Retail.  
\$25,000. Retail receive \$25.  
Gift card also.  
\$40,000. Retail, Seminar  
awards night dinner date!



### Layering Necklace



2023-2024 Millionaire Unit  
Court of Sharing Prize  
5 Qualified  
**Pendant Necklace**

4 Quarters of  
Star Consultant  
2023 - 2024  
Seminar Year  
\$20 Spa Gift Card



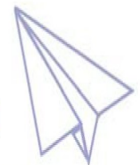
New Directors  
debuting by 6/30/2024  
for Seminar 2024!  
\$50 Gift Card  
for Director Supplies

soar  
like never  
before

## CHALLENGE

JULY 1, 2023 - JUNE 30, 2024

Believe in your potential and that all possibilities are within reach, and your Mary Kay business can sparkle with brilliant opportunity! Every party can become a pivotal moment. Every product sale can boost your momentum. And every conversation you have about the flexibility of running a small business can elevate your life in unimaginable ways.



# soar like never before

## CHALLENGE

JULY 1, 2023 – JUNE 30, 2024

Believe in your potential and that all possibilities are within reach, and your Mary Kay business can sparkle with brilliant opportunity! Every party can become a pivotal moment. Every product sale can boost your momentum. And every conversation you have about the flexibility of running a small business can elevate your life in unimaginable ways.

### Take the Challenge!

Each month during the 2023–2024 Seminar year that an Independent Beauty Consultant has personal retail sales of \$600\* or more in wholesale Section 1 products, she can earn a monthly piece from the **Soar Like Never Before Collection**.

Each piece in the *Soar Like Never Before* Collection is inspired by the “On Silver Wings” poem. This year’s collection includes accessories and custom-designed jewelry that you can only get by achieving this challenge. Establishing a strong customer base and selling \$600\* or more a month in wholesale Section 1 products can help you become a quarterly Star Consultant and so much more.



**STAY MOTIVATED!** Fill in the butterfly when you achieve each monthly challenge.



**JULY**  
Set Your Sights  
on Success!



**AUG.**  
Soar With  
Your Story!



**SEPT.**  
Party Like  
Never Before!



**OCT.**  
Celebrate Your  
True Colors!



**NOV.**  
Glow With  
Gratitude.



**DEC.**  
Radiate  
Good Cheer!



**JAN.**  
Stay  
Powerful!



**FEB.**  
Ascend With  
Ambition!



**MARCH**  
Take Flight With  
Confidence!



**APRIL**  
Elevate Your  
Goals!



**MAY**  
Uphold  
the Vision.



**JUNE**  
Aim for Sky-High  
Success!

\*The order(s) to support the personal retail sales of \$600 or more in wholesale Section 1 products requirement per month can be placed in one single order or placed in cumulative orders, as long as the orders are placed in the same calendar month. Customer Delivery Service, Guest Checkout and EZ Ship order amounts count toward your personal retail sales of \$600 or more in wholesale Section 1 products. You'll receive your monthly reward inside your qualifying order. One reward per achiever each month.

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# MARY KAY®



# STAR CONSULTANT CONTEST



**Sapphire Star**

**\$1800**

**Sell \$300**

**Each Week**



**Ruby Star**

**\$2400**

**Sell \$400**

**Each Week**



**Diamond Star**

**\$3000**

**Sell \$500**

**Each Week**



**Emerald Star**

**\$3600**

**Sell \$600**

**Each Week**



**Pearl Star**

**\$4800**

**Sell \$800**

**Each Week**

**QUARTER ENDING**

**9/15/23**

**QUARTER ENDING**

**12/15/23**

**QUARTER ENDING**

**3/15/24**

**QUARTER ENDING**

**6/15/24**

**ALL STAR  
CONSULTANTS  
WILL RECEIVE  
\$20 SPA/PAMPER  
GIFT CARD.**

**ACHIEVE STAR  
CONSULTANT ALL  
4 QUARTERS AND  
RECEIVE A \$20  
SP/PAMPER GIFT  
CARD!**

*Recruiter's name goes  
into drawing!*



**5 New Unit  
Millionaires in a  
Calendar Month!**

*Foster Grant cause  
your future is so  
bright you are  
gonna have to wear  
shades!*





**Margaret Baros**  
**Sales Director**  
**91 Ward Rd**  
**Yoakum, TX 77995**  
**Cell 361-550-5658**  
**margaretbaros@gvec.net**

Emerald



Cadillac®  
XT5 Premium Luxury



Premier Club  
Equinox 2FL



Grand Achiever  
Trax LS

