



**The Millionaire Unit
#8908
PREMIER CLUB
UNIT
Emerald Seminar**



Margaret's Millionaires

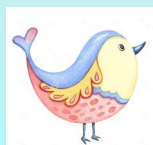
**Margaret Baros,
Sales Director
Cell 361-550-5658
margaretbaros@gvec.net
416 Herman Rd,
Yoakum, TX 77995**



October 8, 2023

**STATE OF THE UNIT
Retail \$54,495.50
A 2.7 % decrease
from 9/22.
Unit Size 57 active,
No change from 9/22
This is as of 9/30/23.**

SEPTEMBER Results



Dear Millionaires,

It is less than 3 months till Christmas. We are officially in the Holiday selling season! First holiday celebrate Bosses or not?? Then we have all things Spooky for fun little Halloween gifts for your special Boos! Thanksgiving, Thank you gifts for your Dinner Host or get togethers. Christmas, celebrate with your customers and help them shop, Plus your own gift giving needs. Don't forget the husbands who just want to get it done and here you are ready to help, wrap and deliver! Time to plan! Our Mary Kay regular line makes great gifts, if you are thinking Holiday products, NOW is the time to order, by time you want to deliver they will be sold out. You can take preorders, so you will have your Customers needs.

Now is the time to Book for ANY reason is a good reason. Celebrate Birthdays, Holiday Glam, Skin Care Winter upgrade, the NEW TimeWise (fyi everyone loves it), Age Fighting, Teen parties, Open Houses, Trunk Shows, Market Days to take names and Display! Have fun and let's rock October! ROCKtober!!!! Love, Margaret



New Consultant

**Jennifer Boatwright
Kylie Grahmann
Marie Metting
Tami Raabe**

From

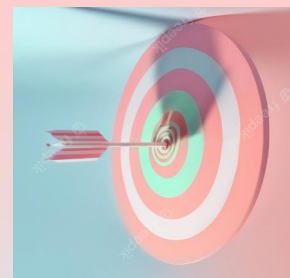
**Victoria, TX
Yoakum, TX
Yorktown, TX
Yoakum, TX**

Recruiter

**Lori Cruz
Jana Guajardo
Margaret Baros
Margaret Baros**



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



Consultant	Has In	Needs for Sapphire
Margaret Baros	\$2,000.75	\$399.25 for Ruby
Jennifer Boatwright	\$603.50	\$1,196.50
Donna Dodson	\$569.00	\$1,231.00
Jana Guajardo	\$523.00	\$1,277.00
Linda Koehler	\$495.00	\$1,305.00
Deborah Larson	\$428.25	\$1,371.75
Dellene Clark	\$398.00	\$1,402.00
Yolanda Resendez	\$326.00	\$1,474.00
Yolanda Deauzat	\$279.00	\$1,521.00
Kristy Svec	\$279.00	\$1,521.00
Ruth Carter	\$254.50	\$1,545.50
Karen Washington	\$254.50	\$1,545.50
Kelly Aguayo	\$251.00	\$1,549.00
Ivonne Maxwell	\$250.00	\$1,550.00
Summer Rice	\$250.00	\$1,550.00
Karen Williams	\$249.00	\$1,551.00
Nina Blaschke	\$245.00	\$1,555.00
Lisa Crumley	\$240.00	\$1,560.00
Joan Goodrich	\$240.00	\$1,560.00
Cindy Faulkner	\$236.00	\$1,564.00
Courtney Allen	\$232.50	\$1,567.50
Kendra Wenske	\$232.50	\$1,567.50
Lori Cruz	\$231.00	\$1,569.00
Abigail Sager	\$225.00	\$1,575.00
Sue Capps	\$198.00	\$1,602.00
Teri Lane	\$159.50	\$1,640.50
Rennie Brigman	\$148.00	\$1,652.00
Sandra Morkovsky	\$99.00	\$1,701.00
Heather DeVore	\$62.00	\$1,738.00
Therese Ferry	\$37.00	\$1,763.00

SEPTEMBER Court of Sharing

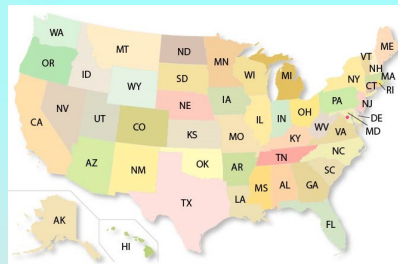
Lori Cruz	1
Jana Guajardo	1
Margaret Baros	2



SEPTEMBER DELLENE CLARK Wholesale Queen



Dellene Clark	\$900.00
Rennie Brigman	\$608.50
Jennifer Boatwright	\$603.50
Jana Guajardo	\$603.00
Donna Dodson	\$569.00
Teri Lane	\$543.00
Lori Cruz	\$478.50
Michelle Wood	\$401.00
Tami Raabe	\$327.00
Yolanda Resendez	\$326.00
Deborah Larson	\$306.75
Yolanda Deauzat	\$279.00
Ruth Carter	\$254.50
Karen Washington	\$254.50
Kelly Aguayo	\$251.00
Ivonne Maxwell	\$250.00
Summer Rice	\$250.00
Karen Williams	\$249.00
Nina Blaschke	\$245.00
Lisa Crumley	\$240.00
Cindy Faulkner	\$236.00
Courtney Allen	\$232.50
Kendra Wenske	\$232.50
Joan Goodrich	\$232.00
Margaret Steuber	\$228.50
Louise Witte	\$225.75
Abigail Sager	\$225.00
Sue Capps	\$220.00
Sandra Morkovsky	\$99.00
Therese Ferry	\$64.50
Heather DeVore	\$62.00
Lauren Paulk	\$20.00
Margaret Baros	\$2,000.75



SEPTEMBER STATE QUEENS

Texas - DELLENE CLARK
Tennessee - TERI LANE
Wyoming - MICHELLE WOOD
California - CINDY FAULKNER
Arizona - COURTNEY ALLEN
Utah - JOAN GOODRICH

SEMINAR YTD Court of Sales Scoreboard July 1, 2023 - June 30, 2024 as of 9/30/23

Dellene Clark	\$4,413.00
Jana Guajardo	\$3,611.00
Rennie Brigman	\$3,321.00
Deborah Larson	\$1,619.00
Jennifer Boatwright	\$1,570.00
Louise Witte	\$1,242.00
Teri Lane	\$1,209.00
Sue Capps	\$1,167.00
Yolanda Resendez	\$1,157.00
Donna Dodson	\$1,138.00
Kimberly Saddler	\$1,036.00
Lori Cruz	\$957.00
Summer Rice	\$950.00
Michelle Wood	\$802.00
Lauren Paulk	\$739.00
Sandra Morkovsky	\$733.00
Therese Ferry	\$720.00
Tami Raabe	\$654.00
Sarah Pelletier	\$610.00
Karen Filip	\$585.00
Jamie Pruitt	\$581.00
Yolanda Deauzat	\$558.00
Janna Driskell	\$555.00
Patty Werner	\$547.00
Ruth Carter	\$509.00
Karen Washington	\$509.00
Lynette Smith	\$506.00
Kelly Aguayo	\$502.00
Ivonne Maxwell	\$500.00
Karen Williams	\$498.00
Nina Blaschke	\$490.00
Barbara Kaiser	\$485.00
Lisa Crumley	\$480.00
Cindy Faulkner	\$472.00
Heather Lopez	\$466.00
Courtney Allen	\$465.00
Kendra Wenske	\$465.00
Joan Goodrich	\$464.00
Margaret Steuber	\$457.00
Abigail Sager	\$450.00
Rachel Huff	\$274.00
Heather DeVore	\$174.00
Julie Enriquez	\$127.00
Margaret Baros	\$15,726.00

YTD Court of Sharing
as of 9/30/23
July 1, 2023 - June 30, 2024

Lori Cruz 1

Special Recognition

Enter Weekly Accomplishment Sheets online
at www.marykayintouch.com!
Quick & Easy! Get the recognition you deserve!
~Sales 9/3/23 through 9/30/23~

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



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

Dellene Clark - 2
Deborah Larson - 2



INTERVIEWS



PCP

Dellene Clark
\$102, \$182, \$16

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
\$58

CLASSES

Ami Parbs - \$120



Information Hotline

(641) 715-3800 ext.
769643#

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

WEB

Ami Parbs
\$350, \$120, \$279

Millionaire Teams

COMMISSION CHECKS



TEAM LEADER

Rennie A. Brigman

A1 Courtney L. Allen
A1 Lisa D. Crumley
A1 Deborah J. Larson
A1 Ivonne Maxwell
A1 Karen Williams
A2 Heather L. Lopez
A3 Lauren E. Paulk
I1 Heather DeVore
I3 Kaye Finch
T1 Regina A. Roberts
T2 Lisa Vang
T4 Mellisa Hicks
T4 Staci Hodges
T4 Jolene A. Kosark
T4 Sabrina Matthews
T6 Katherine Darilek
T6 Theresa Scrivner



Star Team Builders

Jana L. Guajardo

A1 Karen L. Washington
A3 Therese M. Ferry
A3 Karen A. Filip
I1 Haley D. Cooksey
I1 Jennifer M. Hahn
N1 Kylie F. Grahmann
T1 Sandy Miller
T1 Krista Wilkerson

Name %

Rennie Brigman 13
Dellene Clark 4
Lori Cruz 4
Sue Capps 4
Patty Werner 4
Jana Guajardo 4
Louise Witte 4
Teri Lane 4
Margaret Baros 13

Senior Consultants

Sue Capps

A1 Donna S. Dodson
T2 Allyson K. Farmer

Dellene Clark

A1 Kelly L. Aguayo
A1 Lori R. Cruz
T4 Ruth C. Johnston
T4 Lori Scardino

Lori R. Cruz

A1 Jennifer C. Boatwright

Therese M. Ferry

A3 Janna Driskell
I2 Kristy Svec

Teri M. Lane

A1 Louise Witte
I2 Liggy S. Hansrote

Deborah J. Larson

A2 Jamie N. Pruitt

Patty A. Werner

A1 Nina M. Blaschke
A3 Sandra K. Morkovsky

Louise Witte

A1 Kendra L. Wenske
A3 Barbara A. Kaiser
I1 Joycelynn Arnold
T4 Evelyn A. Velek

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



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.



soar
like never
before

SEPTEMBER SOAR Winners!

**Margaret Baros
Dellene Clark
Rennie Brigman
Jennifer Boatwright
Jana Guajardo**

October Prize
Gauzy Scarf



SEPTEMBER CREAM OF THE CROP

QUEEN BEES

Dellene Clark
Rennie Brigman
Jennifer Boatwright
Jana Guajardo

WORKER BEES

Donna Dodson
Teri Lane
Lori Cruz
Michelle Wood

BABY BEES

Tami Raabe
Yolanda Resendez
Deborah Larson
Yolanda Deauzat
Ruth Carter
Karen Washington
Kelly Aguayo
Ivonne Maxwell
Summer Rice



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

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

**Website
Memberships**

Preferred Customer Program



HOLIDAY Participants

**Margaret Baros
Rennie Brigman
Dellene Clark
Sue Capps
Lynette Smith**



WINTER Participants

**Margaret Baros
Dellene Clark
Sue Capps**

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

**Happy
Birthday**



NOVEMBER



**Happy MK
Anniversary**



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

<u>Name</u>	<u>Birthday</u>
Virgi Ferrell	6
Yolanda Resendez	11
Deborah Larson	14
Allyson Farmer	16
Patty Werner	17
Donna Dodson	18
Gaylinn Frandsen	24

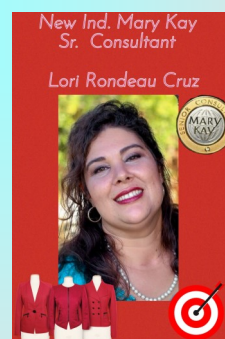
<u>Name</u>	<u>Years</u>
Debra Lindsay	23
Jennifer Hahn	13
Sandra Morkovsky	12
Sarah Pelletier	11
Cindy Valenzuela	3
Kelly Aguayo	2
Sabrina Matthews	1
Linda Koehler	1

GOOD NEWS!

**Congratulations Kathryn Bassano is now Mrs. Frank Urbanic of Friendswood, TX. We are so happy for YOU!
Plus, she has also retired from her hospital management position!**

Deborah Larson received 14 referrals from a facial!

New Sr. Consultant LORI CRUZ!



PRAYERS FOR!

LINDA KOEHLER's brother Butch Lorenz passed away 9/12/2023.

JANNA DRISKELL's stepmom Myra Parr passed away 9/28/2023.

**EXTENDED THRU
10/31/2023**

JOIN MARY KAY *your way!*
SEPTEMBER 1 - 30, 2023 ONLY

ESTART ~~**JUST \$35**~~ **JUST \$25!!**



- Literature & Education to get you started
- Samples of our award-winning skincare
- Personalized website for 1 year
- Access to your back office through Mary Kay InTouch
- Free apps to help you sell anytime, anywhere
- Digital tools & marketing resources
- Customer Support
- Online step-by-step education

ESTART PLUS ~~**ADD ON \$45**~~ **JUST \$35!!**



Set yourself up for quick wins with a variety of Mary Kay® product samples! Mary Kay® eStart Plus is a great way to introduce your guests to products they're sure to love. Add this option to increase your selling potential!

PRO START ~~**\$80**~~ **JUST \$75!!**



With Mary Kay® Pro Start, you'll receive retail-sized products for guests to sample, party supplies, business resources and more!

- Literature & Education
- Party Supplies
- Product Samples
- Retail-Size Product

Scan the code for more details and contents of each option



CONTACT ME TODAY TO GET STARTED!



CHOICE OF STARTER KIT OPTION CAN BE CHANGED WITHIN 15 DAYS OF SIGNING YOUR AGREEMENT

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



Let's get our
BOOTy kicking!!



STAR CONSULTANTS!

June 16 -

September 15



Rennie

Diamond Star

Dellene

Ruby Star

Jana



Ruby Star



YOU'RE INVITED

TO SHOP WITH ME FOR

MARY KAY
Pink
WEEKEND™

Make spirits shine this holiday season with merry gifts from Mary Kay! Shop joyfully, and let me help you celebrate, amaze and sparkle!

WHEN: _____

WHERE: _____

TIME: _____

HOSTED BY: _____

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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 15th 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



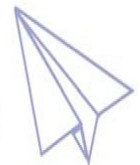
New Directors
debuting by 6/30/2024
for Seminar 2024!
\$50 Gift Card
for Director Supplies

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
416 Herman Rd
Yoakum, TX 77995
Cell 361-550-5658
margarefbaros@gvec.net

Emerald



Cadillac®
XT5 Premium Luxury



Premier Club
Equinox 2FL



Grand Achiever
Trax LS

