

October 7, 2024

*Margaret's  
Millionaires*

**The Millionaire Unit  
#8908**

**GRAND ACHIEVER  
UNIT**

**Emerald Seminar**



**STATE OF THE UNIT**

**Retail \$67,667.00**

**A 22.7% increase  
from 9/23.**

**Unit Size 56 active,  
An decrease of 1.7%  
from 9/23**

**This is as of 9/30/24**

**SEPTEMBER  
RESULTS**



**Margaret Baros,**

**Sales Director**

**Cell 361-550-5658**

**margaretbaros@gvec.net**

**91 Ward Rd**

**Yoakum, TX 77995-5603**

**Hello Millionaires!**



**!. October is Double Credit Month!!!**

**Double Credit for Recruiting & Sales & Unit Club!**

**2. October, you can add new Team Members for as little as \$10. for an EStart!!! That is a \$25. savings!**

**3. Did I mention in OCTOBER it is Double Credit and you can sign someone up for \$10.!!!**

**Tell Everyone your goals!**

**Have you done your STP?**

**See The People!**

**Share The Products!**

**Show The Pink Possibilities!**

**Love Margaret**

**START A MARY KAY  
BUSINESS FOR ONLY...**

**\$10**

**OMG!**

*October is  
Rocking!*



**A good idea!  
Thank you  
Dellene!**

**Who Do You Know?**

I build my business by referrals. The highest compliment you can give me is by referring!

Name	Phone
1. _____	_____
2. _____	_____
3. _____	_____
4. _____	_____
5. _____	_____

©L1 Return for \$5.00 off your next purchase.

*I love having you as a customer and I am grateful for your recent purchase! Please complete the card and text me a picture for a special gift from me. Please let me know if there is anything else I can do for you!*



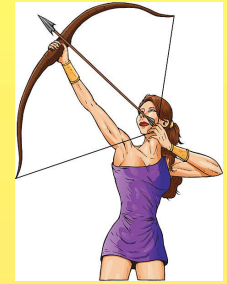
*Love,  
Dellene*



# On Target Star Consultants

## 9/16/24 thru 12/15/24

### as of 9/30/24



Consultant	Has In	Needs for Sapphire
Dellene Clark	\$1,164.00	\$636.00
Margaret Baros	\$896.00	\$904.00
Jana Guajardo	\$712.00	\$1,088.00
Rennie Brigman	\$605.00	\$1,195.00
Michelle Wood	\$510.50	\$1,289.50
Yolanda Resendez	\$400.00	\$1,400.00
Sue Capps	\$391.00	\$1,409.00
Lori Cruz	\$325.00	\$1,475.00
Rhonda Mahon	\$253.00	\$1,547.00
Abigail Sager	\$226.00	\$1,574.00
Laura Crafton	\$225.50	\$1,574.50
Donna Dodson	\$161.00	\$1,639.00
Vickey Ellis	\$140.00	\$1,660.00
Karen Washington	\$70.00	\$1,730.00
Heather DeVore	\$58.00	\$1,742.00
Sherrie Searle	\$27.50	\$1,772.50

**Shakea Boston's Debut!**

**Thank you to Shakea's supportive family for a successful, fun event!**



**SEPTEMBER**  
**Court of Sharing**



# SEPTEMBER

## LORI CRUZ

### Wholesale Queen



Lori Cruz	\$883.50
Dellene Clark	\$756.50
Rennie Brigman	\$723.00
Jana Guajardo	\$712.00
Michelle Wood	\$510.50
Sherrie Searle	\$472.50
Yolanda Resendez	\$400.00
Sue Capps	\$361.00
Deborah Larson	\$317.50
Patty Werner	\$256.00
Laura Crafton	\$225.50
Lucia Martinez	\$225.50
Vickey Ellis	\$169.00
Donna Dodson	\$161.00
Karen Washington	\$70.00
Heather DeVore	\$58.00
Sandra Morkovsky	\$57.00
Therese Ferry	\$35.00
Margaret Baros	\$2,427.00



## SEPTEMBER STATE QUEENS

Texas - Lori Cruz

Wyoming - Michelle Wood

Utah - Sherrie Searle

### SEMINAR YTD Court of Sales

July 1, 2024 - June 30, 2025

as of 9/30/24

Dellene Clark	\$5,449.00
Jana Guajardo	\$4,387.00
Rennie Brigman	\$4,258.00
Lori Cruz	\$2,553.00
Deborah Larson	\$1,860.00
Therese Ferry	\$1,764.00
Rhonda Mahon	\$1,635.00
Sue Capps	\$1,365.00
Michelle Wood	\$1,021.00
Louise Witte	\$1,010.00
Teri Lane	\$987.00
Sherrie Searle	\$945.00
Sarah Pelletier	\$840.00
Yolanda Resendez	\$800.00
Donna Dodson	\$798.00
Vickey Ellis	\$794.00
Christina Cox	\$720.00
Jamie Pruitt	\$666.00
Rachel Huff	\$642.00
Jacque Kuntschik	\$619.00
Karen Washington	\$608.00
Barbara Kaiser	\$593.00
Sandra Morkovsky	\$580.00
Monica Rubio	\$577.00
Debra Lindsay	\$568.00
Kendra Wenske	\$559.00
Karen Williams	\$550.00
Patty Werner	\$512.00
Lynette Smith	\$501.00
Kimberly Saddler	\$492.00
Yolanda Deauzat	\$458.00
Cindy Faulkner	\$456.00
Amber Reynolds-Bravo	\$451.00
Laura Crafton	\$451.00
Lucia Martinez	\$451.00
Heather DeVore	\$372.00
Courtney Allen	\$150.00
Lauren Paulk	\$60.00
Melissa Downs	\$42.00
Margaret Baros	\$13,122.00

# Special Recognition

Enter Weekly Accomplishment Sheets online  
at [www.marykayintouch.com](http://www.marykayintouch.com)! Quick & Easy!

Get the recognition you deserve!

~Sales 9/1/24 through 10/6/24~

## Facials



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



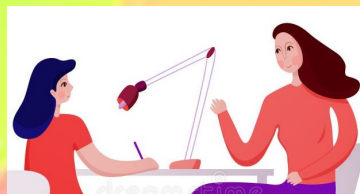
Classes On the Go  
Website PCP

## Skin Care Classes

(3 to 6 Makeovers at a time)



## INTERVIEWS



## Reorders

### 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



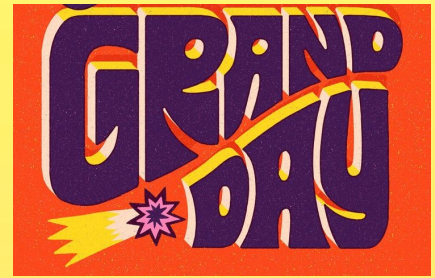
## Information

### Hotline

(641) 715-3800 ext.

769643# The menu is 1-10,  
#1 is for Mary Kay potential  
team members and all of us.

**SEPTEMBER**



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

Everyone is a Winner!  
September Grand Days

Dellene Clark - 4 Grand Days

Lori Cruz - 2 Grand Days

Deborah Larson - 2 Grand Days

## FACIAL

Ami Parbs \$47, \$68

## REORDERS

Ami Parbs

\$69, \$273, \$58

## WEB

Ami Parbs

\$70, \$252, \$68,

\$337, \$307

# Millionaire Teams

## STAR TEAM BUILDERS

### RENNIE A. BRIGMAN

A1 Deborah J. Larson  
A2 Heather DeVore  
A2 Karen Williams  
I1 Lauren E. Paulk  
I2 Heather L. Lopez  
I3 Sabrina Matthews  
I3 Lisa Vang  
T1 Courtney L. Allen  
T1 Lisa D. Crumley  
T1 Regina A. Roberts  
T2 Stacie Morneau  
T2 Liza West  
T7 Ivonne Maxwell



### JANA L. GUAJARDO

A1 Lucia Martinez  
A2 Karen L. Washington  
A3 Therese M. Ferry  
I2 Jennifer M. Hahn  
T1 Sandy Miller  
T7 Kylie F. Grahmann



## CAREER CONFERENCE

The cities and dates are confirmed! Mark your calendars for Career Conference 2025, taking place in 12 cities over three weekends in March 2025.

### March 14-15, 2025

\*Milwaukee, Wis.

Orlando, Fla. (Spanish interpretation will not be provided.)

Santa Clara, Calif. (Spanish interpretation provided)

### March 21-22, 2025

Allen, Texas (streamed for General Session Viewing and Spanish interpretation will be provided.)

Charlotte, N.C. (Spanish interpretation provided)

Ft. Lauderdale, Fla. (Spanish-taught only)

\*Portland, Ore.

### March 28-29, 2025

Anaheim, Calif. (Spanish-taught only)

\*Baltimore, Md.

\*Columbus, Ohio

\*Kansas City, Mo.

Round Rock, Texas (Spanish-taught only)

\*Spanish interpretation provided if a minimum of 200 headsets are met.

# COMMISSION CHECKS



<u>Name</u>	<u>%</u>
<b>Dellene Clark</b>	<b>4</b>
<b>Rennie Brigman</b>	<b>6</b>
<b>Jana Guajardo</b>	<b>6</b>
<b>Sue Capps</b>	<b>4</b>
<b>Patty Werner</b>	<b>4</b>
<b>Margaret Baros</b>	<b>9</b>

## SENIOR CONSULTANTS

### Sue Capps

A2 Donna S. Dodson

T1 Shirley S. Vallier

### Dellene Clark

A1 Lori R. Cruz

A2 Vickey M. Ellis

I1 Janie Moran

I1 Taylor N. Williams

I2 Ruth C. Johnston

T7 Kelly L. Aguayo

### Lori R. Cruz

A2 Amber N. Reynolds-Bravo

A3 Rhonda K. Mahon

T1 Lori M. Sarvis

T7 Jennifer C. Boatwright

### Teri M. Lane

A2 Christina D. Cox

A2 Louise Witte

### Deborah J. Larson

A3 Jamie N. Pruitt

### Patty A. Werner

A3 Sandra K. Morkovsky

T7 Nina M. Blaschke

### Louise Witte

A2 Kendra L. Wenske

A3 Barbara A. Kaiser

I1 Joycelynn Arnold

T4 Evelyn A. Velek

**SEPTEMBER  
POWER YOUR SALES**

**WINNERS**

**Margaret Baros  
Lori Cruz  
Dellene Clark  
Rennie Brigman**



**Website  
Memberships  
Lori Cruz  
Louise Witte  
Dellene Clark  
Shakea Boston  
Vickey Ellis  
Therese Ferry  
Taylor Williams  
Jana Guajardo  
Laura Crafton  
Rhonda Mahon  
Rennie Brigman  
Teri Lane  
Melissa Downs  
Michelle Wood  
Margaret Baros  
Sue Capps**



October

In October, you can earn this multicolored, insulated, Mary Kay-branded lunch bag with a drawstring closure when you achieve the *Power Your Sales* Monthly Selling Challenge. October is the time to Bag UP your sales goals and take pride in your accomplishments!

**Preferred Customer  
Program**

**HOLIDAY PARTICIPANTS**

**Margaret Baros  
Rennie Brigman  
Dellene Clark  
Lori Cruz  
Deborah Larson  
Louise Witte  
Sue Capps**

**SEPTEMBER  
CREAM OF THE CROP**

**QUEEN BEES**

**Lori Cruz  
Dellene Clark  
Rennie Brigman  
Jana Guajardo**

**WORKER BEES**

**Michelle Wood  
Sherrie Searle  
Yolanda Resendez**

**BABY BEES**

**Sue Capps  
Deborah Larson  
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!**

# Happy Birthday

# NOVEMBER

# Happy MK Anniversary

## Name Birthday

Vickey Ellis	1
Virgi Ferrell	6
Yolanda Resendez	11
Deborah Larson	14
Shakea Boston	17
Patty Werner	17
Donna Dodson	18
Lori Sarvis	19
Taylor Williams	21
Gaylinn Frandsen	24

News to Share... email to:

margaretbaros@gvec.net



## Name Years

Debra Lindsay	24
Jennifer Hahn	14
Sandra Morkovsky	13
Sarah Pelletier	12
Cindy Valenzuela	4
Kelly Aguayo	3
Sabrina Matthews	2
Linda Koehler	2

Enriching Women's Lives

COULD YOU USE SOME EXTRA CASH?  
TAKE A LOOK AT MARY KAY!

Enriching Women's Lives

### MONEY

Could you excited about a home business where you control the amount of money



**RECOGNITION & PRIZES** When was the last time your company or family recognized you for a job well



### SELF CONFIDENCE & PERSONAL GROWTH

Can you be inspired by a business that not only helps you build your income, but also helps you build your self-esteem, poise and self-confidence?



### CAR PROGRAM

Could you get excited about driving FREE and never having to make another car or insurance payment again?



### MARY KAY PRINCIPLES

#### Philosophies

- . God First
- . Family Second
- . Work Third
- And the . . .



**Golden Rule**  
do unto others as you would have them do unto you.

**ADVANTAGES** of owning your own business (90% buyback, no territories), and **BEING** your own Boss!



**Flexibility Freedom**

Quality Products and Ongoing Training & Support!

**Tax Breaks**



STARTER KIT \$100 + tx & shipping

### Qualities that we look for:

- Do you like people?
- Do you have Integrity?
- Would you like something more in your life?
- Are you not the "Sales Type"?
- Are you a Decision Maker?

Could this be for you?  
Why not give it a try?



## 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



## GRAND DAYS

Let Margaret know when  
you sell \$100 retail or  
more in a day before tax  
and you will be recog-  
nized in the newsletter.  
Everyone is a winner!

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

#### PEARLS OF SHARING

Necklace, Earrings &  
Bracelet



### 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**

\*\*\*\*\*

**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 Shar-  
ing - 5 qualified**

**Millionaire Queen of Retail  
Sales - based on WAS**

**Most Improved Consultant**

# CONTESTS

**July 1, 2024- June 30, 2025**

**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**

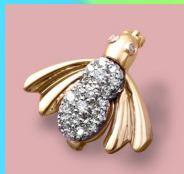
**Mary Kay National Court of Sharing - 24 Qualified Recruits**

**Mary Kay Area Court of Sharing - 12 Qualified Recruits**

**Millionaire Unit Court of Sharing - 5 Qualified Recruits**

**2024 - 2025 MK Queens**

**Court of Sharing**



**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!!**

**2024 - 2025 MK - COURT OF SALES CHOICES !**

**2024-2025 Millionaire Unit  
Court of Sales -**

**\$11,000. Retail.**

**\$25,000. Retail receive \$25.  
Gift card also.**

**\$40,000. Retail, Seminar**

**Flat Edge Hoop  
Earrings**



**4 Quarters of  
Star Consultant  
2024 - 2025  
Seminar Year  
\$20 Spa Gift Card**



**2024-2025 Millionaire Unit  
Court of Sharing Prize  
5 Qualified**

**Twisted Rope Round  
Hoop Earrings**



**New Directors  
debuting by 6/30/2025 for  
Seminar 2025!  
\$50 Gift Card  
for Director Supplies**



**Court of  
Sales  
Radiant Rose  
Ring  
OR  
\$500**



**Power Your  
Sales Monthly  
Selling Challenge  
July 1, 2024**

**June 30, 2025**



***Power Your  
Sales Monthly  
Selling Challenge***  
**July 1, 2024**

—

**June 30, 2025**

It's time to unleash gravity-free thinking and turn goal-setting into goal-*getting* with the *Power Your Sales* Monthly Selling Challenge. Each month during the 2024–2025 Seminar year that an Independent Beauty Consultant orders \$700\* or more in wholesale Section 1 products, she can earn the monthly reward from the *Power Your Sales* Monthly Selling Challenge. The order(s) can be a single order or cumulative orders of \$700\* or more as long as they occur during a single month. Establishing a strong customer base and selling \$700\* or more a month in wholesale Section 1 products can help her Power UP her Mary Kay business!

The fabulous monthly rewards can't be found in a store – you can only get them by achieving this challenge

# Set the Pace for Success

## DiSC® for Team Builders

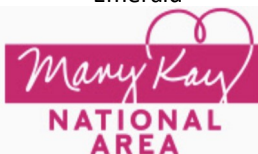
The response to the following statement might help you ascertain someone's behavioral style:

*Tell me a little bit about yourself.*

	<b>D</b> Dominance	<b>I</b> Influence	<b>S</b> Steadiness	<b>C</b> Conscientiousness
<b>How she will most likely respond to statement</b>	Will talk about her job and accomplishments	Will talk about herself and what she likes	Will talk about her family and the work she does for family or church	Will ask you to clarify the question, perhaps saying, "What do you mean by that question?"
<b>Characteristics</b>	<ul style="list-style-type: none"> <li>• Results-oriented</li> <li>• Career-focused</li> <li>• Makes quick decisions</li> <li>• Direct</li> <li>• Independent</li> <li>• Self-confident</li> <li>• Impatient</li> </ul>	<ul style="list-style-type: none"> <li>• People-oriented</li> <li>• Recognition-focused</li> <li>• Expressive</li> <li>• Loves to talk</li> <li>• Enthusiastic</li> <li>• Impulsive</li> <li>• Not detail-oriented</li> </ul>	<ul style="list-style-type: none"> <li>• Family-oriented</li> <li>• Security-focused</li> <li>• Loyal</li> <li>• Easy going</li> <li>• Abides by the rules</li> <li>• Friendship is important</li> <li>• Slow to change</li> </ul>	<ul style="list-style-type: none"> <li>• Detail-oriented</li> <li>• Perfectionist</li> <li>• Analytical</li> <li>• Exacting</li> <li>• Precise</li> <li>• Organized</li> <li>• Likes the facts</li> </ul>
<b>What you might focus on during team-building appointment</b>	<ul style="list-style-type: none"> <li>• Leadership and income potential</li> <li>• Independence</li> <li>• Moving quickly up the career path</li> <li>• Be your own boss</li> <li>• Flexibility</li> </ul>	<ul style="list-style-type: none"> <li>• Working with people</li> <li>• Prizes</li> <li>• Impact she can have on others</li> <li>• Ability to be creative</li> <li>• Recognition</li> <li>• Seminar</li> </ul>	<ul style="list-style-type: none"> <li>• Keeping priorities in order</li> <li>• Time spent with family and how this will help her provide for them</li> <li>• Friends she will make</li> <li>• Free education she'll receive</li> </ul>	<ul style="list-style-type: none"> <li>• Able to work own hours</li> <li>• Personal growth</li> <li>• Leadership</li> <li>• Will appreciate all educational material available</li> </ul>
<b>Team-building appointment</b>	<ul style="list-style-type: none"> <li>• Short appointment</li> <li>• Be brief, but thorough</li> <li>• Don't dwell on the fluff</li> <li>• Explain marketing plan</li> <li>• Provide direct answers</li> <li>• Outline steps to leadership roles</li> <li>• Let her do the talking</li> <li>• Will probably decide quickly</li> </ul>	<ul style="list-style-type: none"> <li>• Long appointment</li> <li>• Allow time for relationship-building</li> <li>• Let her do the talking</li> <li>• Simple explanations</li> <li>• Don't bore her with details</li> <li>• Ask her lots of questions</li> <li>• Provide I-stories of people who've been successful</li> <li>• Show pictures rather than written material</li> <li>• Will probably decide quickly</li> </ul>	<ul style="list-style-type: none"> <li>• Give simple explanations</li> <li>• Share the facts about how much it costs, how much time it takes, how to get started</li> <li>• Explain how she'll be able to fit it into her busy schedule</li> <li>• Answer questions</li> <li>• Will probably take more than 1 appointment</li> </ul>	<ul style="list-style-type: none"> <li>• Be concise</li> <li>• Build on Company's credibility</li> <li>• Use facts in print</li> <li>• Answer all questions</li> <li>• Explain exactly what it takes to move up the career path</li> <li>• Will probably take more than 1 appointment</li> </ul>

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

Emerald



## **Grand Achiever**



## **Cadillac®**



## **Premier Club**

