

*October 6, 2025*

*Margaret's  
Millionaires*

**The Millionaire Unit  
#8908**

**GRAND ACHIEVER  
UNIT**

**Emerald Seminar**



Hello Millionaires,  
We are beginning our fourth month of  
business for Seminar 2026!  
Are you on track for where you want to be by  
mid-year 1/1/2026?  
What can we change?  
Feel free to call/text to find a time to visit!  
Love, Margaret

**SEPTEMBER RESULTS**

**Margaret Baros, Sales Director**

**Cell 361-550-5658**

**margaretbaros@gvec.net**

**91 Ward Rd Yoakum, TX 77995-5603**

**STATE OF THE UNIT**

**Retail \$57,947**

**A 14.9% decrease  
from 9/24.**

**Unit Size 58 active,  
An increase of 3.5%  
from 9/24**

**This was as of 9/30/25**



**Mary Kay National Fall Advance (Virtual)**

**11/12/2025 7:00 pm CT**

**Nashville Leadership Conference**

**DIQ'S + Directors**

**1/16 - 1/20/2026**

**Music City Center:**

**201 Rep. John Lewis Way South,  
Nashville, TN 37203**



**Career Conference - March 2026**

**\*3/13-3/14**

**Milwaukee, Wis.**

**Pittsburgh, Pa.**

**\*3/20-3/21**

**Anaheim, Calif.**

**St. Charles, Mo.**

**\*3/27-3/28**

**Allen, Texas**

**Chattanooga, TN  
Orlando, Fla.**

**CONSULTANT**

**Stacie Morneau**

**from Pleasanton, TX**

**RECRUITED BY:**

**Rennie Brigman**

**EMERALD SEMINAR**

**Fort Worth, Texas**

**8/10-8/13/2026**

**I will arrive Pre-Event 8/9**

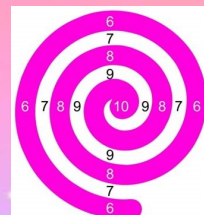
**It is soooo Ft. WORTH IT Y'all!**



# On Target Star Consultants

6/16/25 thru 9/15/25

as of 9/30/25



Consultant	Has In	Needs for Sapphire
Margaret Baros	\$1,007.00	\$793.00
Rennie Brigman	\$619.00	\$1,181.00
Jana Guajardo	\$604.00	\$1,196.00
Therese Ferry	\$503.00	\$1,297.00
Michelle Wood	\$476.00	\$1,324.00
Dellene Clark	\$449.00	\$1,351.00
Teri Lane	\$418.00	\$1,382.00
Lori Cruz	\$348.50	\$1,451.50
Joycelynn Arnold	\$320.00	\$1,480.00
Mary Tristan	\$271.50	\$1,528.50
Linda Koehler	\$265.00	\$1,535.00
Patty Werner	\$262.50	\$1,537.50
Stacie Morneau	\$254.00	\$1,546.00
Cindy Faulkner	\$249.00	\$1,551.00
Deborah Larson	\$244.00	\$1,556.00
Kristy Svec	\$231.00	\$1,569.00
Heather DeVore	\$94.00	\$1,706.00
Sue Capps	\$82.00	\$1,718.00
Melissa Downs	\$42.00	\$1,758.00

Thank YOU Millionaires!

This is our 17th Earned car!

## SEPTEMBER STATE QUEENS

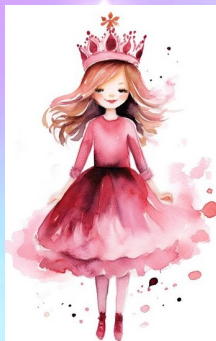
Texas - Rennie Brigman

Wyoming - Michelle Wood

Tennessee - Teri Lane

Utah - Rachel Huff

California - Cindy Faulkner



Congratulations Grand Achiever!

Margaret, a vision realized!



# SEPTEMBER RENNIE BRIGMAN Wholesale Queen



## SEMINAR YTD Court of Sales Scoreboard July 1, 2025 - June 30, 2026 as of 9/30/25

Rennie Brigman	\$1,474.50
Lori Cruz	\$1,017.00
Dellene Clark	\$742.00
Jana Guajardo	\$604.00
Therese Ferry	\$503.00
Michelle Wood	\$476.00
Teri Lane	\$458.00
Joycelynn Arnold	\$320.00
Rachel Huff	\$312.00
Mary Tristan	\$271.50
Linda Koehler	\$265.00
Patty Werner	\$262.50
Stacie Morneau	\$254.00
Lisa Crumley	\$253.00
Cindy Faulkner	\$249.00
Louise Witte	\$247.00
Kimberly Saddler	\$231.00
Kristy Svec	\$231.00
Heather DeVore	\$94.00
Melissa Downs	\$42.00
Sue Capps	\$41.00
Margaret Baros	\$1,782.00

Dellene Clark	\$5,153.00
Lori Cruz	\$4,483.00
Jana Guajardo	\$4,477.00
Rennie Brigman	\$4,262.00
Teri Lane	\$1,854.00
Therese Ferry	\$1,150.00
Sue Capps	\$1,140.00
Kimberly Saddler	\$1,104.00
Cindy Faulkner	\$1,072.00
Michelle Wood	\$952.00
Sandra Morkovsky	\$920.00
Kathryn Urbanic	\$910.00
Deborah Larson	\$888.00
Heather DeVore	\$644.00
Joycelynn Arnold	\$640.00
Rachel Huff	\$624.00
Donna Dodson	\$604.00
Jamie Pruitt	\$576.00
Cindy Valenzuela	\$568.00
Mary Tristan	\$543.00

Linda Koehler	\$530.00
Patty Werner	\$525.00
Lynette Smith	\$518.00
Shirley Vallier	\$517.00
Regina Roberts	\$514.00
Stacie Morneau	\$508.00
Lisa Crumley	\$506.00
Louise Witte	\$494.00
Courtney Allen	\$488.00
Lauren Paulk	\$480.00
Kristy Svec	\$462.00
Karen Washington	\$462.00
Jennifer Hahn	\$460.00
Kendra Wenske	\$452.00
Monica Rubio	\$450.00
Yolanda Resendez	\$293.00
Jacque Kuntschik	\$122.00
Melissa Downs	\$42.00
Margaret Baros	\$15,423.00



## YTD Court of Sharing as of 9/30/25

July 1, 2025 -  
June 30, 2026

## SEPTEMBER Court of Sharing

Rennie Brigman 1

**DIRECTOR'S and A&BS  
Christmas  
LUNCHEON**

Luncheon Recognition GUEST NSDE Gift Exchange

**WEDNESDAY, DECEMBER 10**  
11:00am-2:30pm

**Balcones Country Club**  
8600 Balcones Club Dr., Austin TX 78750

# Special Recognition

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

Get the recognition you deserve!

~Sales 9/7/25 through 9/27/25~

**SEPTEMBER GRAND  
DAYS**



## Facials



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

**Classes    On the Go  
Website    PCP**



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

**DELLENE CLARK - 5 Grand Days**

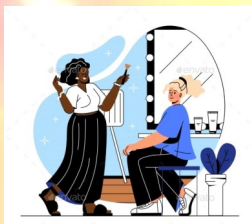
**LORI CRUZ - 1 Grand Day**

**MICHELLE WOOD - 1 Grand Day**

**LORI CRUZ sold 2 Skin Care Sets**

## Skin Care Classes

**(3 to 6 Makeovers at a time)**



## INTERVIEWS



## 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**



## Information

### Hotline

**(641) 715-3800 ext.**

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

## Reorders

**Dellene Clark**

**\$236, \$146**





# Millionaire Teams

## TEAM LEADER

Rennie A. Brigman



A1 Lisa D. Crumley  
A1 Stacie L. Morneau  
A2 Courtney Allen  
A2 Lauren E. Paulk  
A2 Regina Roberts  
A3 Heather DeVore  
A3 Deborah J. Larson  
I1 Sabrina Matthews  
I2 Heather L. Lopez  
I3 Ledie Cheramie  
I3 Lisa Vang  
T4 Karen Williams

## STAR TEAM BUILDER

Jana L. Guajardo



A1 Therese M. Ferry  
A2 Jennifer M. Hahn  
A2 Karen L. Washington  
I3 Sandy Miller  
T2 Lucia Martinez

## 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.



## COMMISSION CHECKS



Name	%
Dellene Clark	4
Rennie Brigman	9
Jana Guajardo	6
Louise Witte	4
Teri Lane	4
Therese Ferry	4
Margaret Baros	13

## SENIOR CONSULTANTS

Sue Capps

A3 Donna S. Dodson

A3 Shirley S. Vallier

Dellene Clark

A1 Lori R. Cruz

I1 Ruth C. Johnston

I2 Sarah Williams

T2 Vicky M. Ellis

T3 Janie Moran

T4 Sheri Sill

Therese M. Ferry

A1 Kristy Svec

I1 Janna Driskell

Teri M. Lane

A1 Louise Witte

Deborah J. Larson

A3 Jamie N. Pruitt

Patty A. Werner

A2 Sandra K. Morkovsky

Louise Witte

A1 Joycelynn Arnold

A3 Kendra L. Wenske

T1 Barbara A. Kaiser

T4 Evelyn A. Velek



*Thank you for Perfect  
Brunch & Bloom!*

*Mary, our  
beautiful guest!  
Jana, Lori C.,  
Dellene  
Star  
Consultants!  
Missing Rennie!*



## **WEBSITE MEMBERSHIPS**

**Louise Witte  
Dellene Clark  
Teri Lane  
Jana Guajardo  
Therese Ferry  
Sarah Williams  
Rennie Brigman  
Michelle Wood  
Margaret Baros  
Courtney Allen  
Mary Tristan  
Lori Cruz**



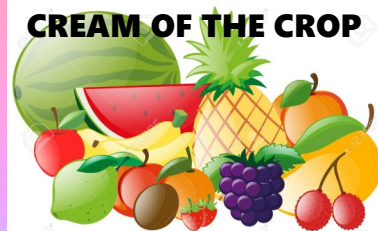
## **Preferred**

### **Customer Program**

### **WINTER PARTICIPANTS**

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

## **CREAM OF THE CROP**



## **SEPTEMBER**

### **Grand Queen Bees**

**RENNIE BRIGMAN**

**LORI CRUZ**

### **Queen Bees**

**DELLENE CLARK**

**JANA GUAJARDO**

### **Worker Bees**

**THERESE FERRY**

**MICHELLE WOOD**

**TERI LANE**

### **Baby Bees**

**JOYCELYNN ARNOLD**

**RACHEL HUFF**

**MARY TRISTAN**

**LINDA KOEHLER**

**PATTY WERNER**

**STACIE MORNEAU**

**LISA CRUMLEY**

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

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



# BIRTHDAYS

NOVEMBER

MK

Email your News to  
margaretbaros@gvec.net

# Anniversary

Name Birthday

Name Years

Vickey Ellis 1  
Virgi Ferrell 6  
Yolanda Resendez 11  
Deborah Larson 14  
Patty Werner 17  
Donna Dodson 18  
Lori Sarvis 19  
Gaylinn Frandsen 24  
LyAna Castrejon 30



Debra Lindsay 25  
Jennifer Hahn 15  
Sandra Morkovsky 14  
Sarah Pelletier 13  
Cindy Valenzuela 5  
Sabrina Matthews 3



Must be  
completed by  
10/31/2025!

## PRAY FOR...

KAREN WILLIAMS, BARBARA KAISER,  
JOYCELYNN ARNOLD, VIRGI FERRELL  
on their health journeys.

SHERRIE BEAR's family, her brother in  
law passed away.

## GOOD NEWS!!!

MICHELLE WOOD has received a  
clear/clean/great diagnosis for her  
Breast Cancer Treatments!

## Checklist for eCommerce Preparation

**REVIEW** the What You Need to Know document and the *An Investment in You; The New eCommerce Experience* video to learn more about the new eCommerce platform.

### SHOP MANAGER AND STRIPE PREWORK

- ☐ In your Mary Kay InTouch® Account, update your profile to add a preferred banking institution for direct deposit.
  - October commissions will be the last month where Beauty Consultants will be paid out to their ProPay account.
  - Starting with November commissions, Beauty Consultants will need to have a direct deposit in place.
  - Otherwise, your payout will be in the form of a Mary Kay® Pre-Paid Visa Credit Card.
- ☐ If you haven't already done so, update your Mary Kay InTouch® profile to include your SSN or ITIN. The Stripe account set-up process cannot be initiated until your SSN or ITIN is updated.
- ☐ **REMEMBER:** Please continue to use your ProPay account until your Stripe account becomes active at launch.
- ☐ Start working on your personal I-Story. Writing it ahead of time will help you expedite the My Shop set-up process.
- ☐ Select personal photos to showcase you and your Mary Kay business. Your online Shop can have up to six photos.
- ☐ Stay tuned for the *Setting Up a My Shop Account Using Shop Manager* tutorial video coming later this month. Familiarize yourself with the instructions on how to set up your online Shop and Stripe account.

### MYCUSTOMERS<sup>SM</sup> PREWORK (MUST BE COMPLETED BY OCT. 31.)

**REVIEW** the data migration chart in the myCustomers<sup>SM</sup> section. If there are any customer record items that you want to be migrated, such as non-birthday date fields, please use the month of October to add that information to your Notes section.

**REVIEW** the last two years (from December 2023 on) of unresolved customer order information and make any updates or status changes before the end of October.

- **REMEMBER:** New or Pending orders will not migrate to the new system. Update the status of any New or Pending orders if you want to see them in the new system. If not, leave them as is.

### IMPORTANT NOTE

ALL Independent Beauty Consultants who have customer data saved in myCustomers<sup>SM</sup> need to do the above prework by Oct. 31. The myCustomers<sup>SM</sup> data migration will start in November and will affect every sales force member, even if they choose not to set up a My Shop or create a Contact Card.



## 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 !

Queen Bees \$600 wholesale or more

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



### 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**



### 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**



# **CONTESTS**

**July 1, 2025- June 30, 2026 Seminar Year**

**Court of Sales Radiant**



**Mary Kay National Court of Sales - \$45,000 retail**

**Mary Kay Area Princess Court of Sales - \$20,000 retail**

**Millionaire Unit Court of Sales - \$11,000 retail**

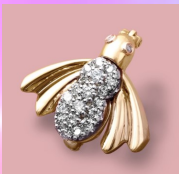
**Mary Kay National Court of Sharing - 24 Qualified Recruits**

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

**2024 - 2025 MK Queens**

**Millionaire Unit - 5 Qualified Recruits**

**Court of Sharing**



**Be on the Mary Kay National Court of Sales (\$45,000 retail)**

**&/or the Mary Kay National Court of Sharing**

**(24 qualified recruits)**

**Attend Seminar 2026 and YOU will receive A Night Out on the Town! A Dinner with your Director at a Dallas hot spot!!**

**2025 - 2026 MK - COURT OF SALES CHOICES !**

**2025-2026 Millionaire Unit  
Court of Sales -**

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

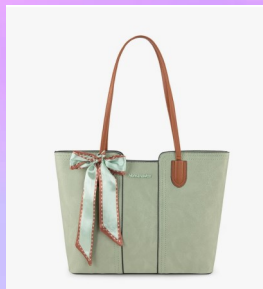
**\$25,000. Retail receive \$25.  
Gift card also.**

**\$45,000. Retail, Seminar  
awards night dinner date!**



**2025-2026 Millionaire Unit**

**Court of Sharing Prize**



**4 Quarters of**

**Star Consultant**

**2025 - 2026**

**Seminar Year**



**New Directors  
debuting by 6/30/2026 for  
Seminar 2026!**

**\$50 Gift Card**

**for Director Supplies**



**Earn this Mary Kay felt  
board and 400 star  
credits!**

**Order \$600 or more in  
wholesale Section 1  
products\* in both  
months: September and  
October 2025 to earn  
this exclusive Mary Kay-  
branded felt board and  
400 star credits.**

**Power UP & GROW**

**Sales Monthly**

**Selling Challenge**

**July 1, 2025**

**-**

**June 30, 2026**

*Dellene Clark -  
Ruby Star*



*Lori Cruz -  
Sapphire Star*



**6/15/2025 - 9/15/2025**

*Rennie Brigman -  
Sapphire Star*



*Jana Guajardo -  
Sapphire Star*



**Power Your  
Sales Monthly**

**Selling  
Challenge  
July 1, 2025**

**-**

**December 31,  
2025**

**Join the Power UP & Grow Challenges**

**July 1 – Dec. 31, 2025**

**Introducing Power UP & Grow designed to help take your sales to the next stage and energize the US independent sales force on the path toward leadership. Drive your sales growth even higher while building a community among our Independent Beauty Consultants and Independent Sales Directors across the US.**



# 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**  
**9/15/25**

**QUARTER ENDING**  
**12/15/25**

**QUARTER ENDING**  
**3/15/26**

**QUARTER ENDING**  
**6/15/26**

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

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

*Recruiter's name goes  
 into drawing!*



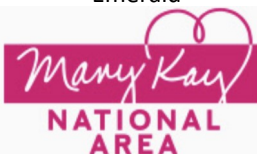
**5 New Unit  
 Millionaires in a  
 Calendar Month!**

*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



## Grand Achiever



## Cadillac®



## Premier Club

