

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

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

*3/20-3/21

*3/27-3/28

Milwaukee, Wis.

Anaheim, Calif.

Allen, Texas

Pittsburgh, Pa.

St. Charles, Mo.

Chattanooga, TN

Orlando, Fla.

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


Welcome
Glad you're here!

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

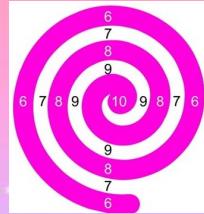
It is soooo Ft. WORTH IT Y'all!



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 Paultk	\$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

DIRECTOR'S Christmas and REDS LUNCHEON

Wednesday, December 10
11:00am-2:30pm

Luncheon **Recognition** **GUEST NSDE** **Gift Exchange**

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



YTD
Court of Sharing
as of 9/30/25

July 1, 2025 -
June 30, 2026

SEPTEMBER
Court of Sharing
Rennie Brigman 1

Special Recognition

Enter Weekly Accomplishment Sheets online
at 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



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.

**\$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

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. Paultk
A2 Regina Roberts
A3 Heather DeVore
A3 Deborah J. Larson
I1 Sabrina Matthews
I2 Heather L. Lopez
I3 Ledia 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 Vickie 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



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



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!**

Must be
completed by
10/31/2025!

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™ PREWORK
(MUST BE COMPLETED BY OCT. 31.)**

REVIEW the data migration chart in the myCustomers™ 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™ need to do the above prework by Oct. 31. The myCustomers™ 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 15th 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 recognized 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 Sharing - 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.

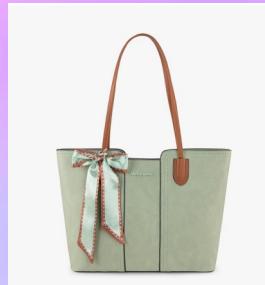
\$25,000. Retail receive \$25. Gift card also.

\$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



**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 to-
ward leadership. Drive your sales growth even
higher while building a community among our
Independent Beauty Consultants and Independ-
ent 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 CONSULTANT ALL 4 QUARTERS
AND RECEIVE A \$20
SP/PAMPER GIFT CARD!**

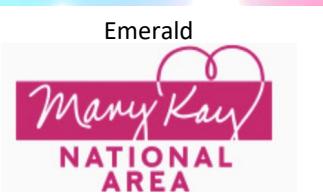
*Recruiter's name goes
into drawing!*



*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



Grand Achiever



Cadillac®



Premier Club

