

October 4, 2026

*Margaret's
Millionaires*

**The Millionaire Unit
#8908**

**GRAND ACHIEVER
UNIT**

Emerald Seminar



Hello Millionaires,

There is so much to be excited about in October!!!

***October Retail Double Credit!**

***K-Beauty Skin Care Special Edition!**

***MK Confident-get your knowledge about K-Beauty
+ Bling!**

***DIQs CAN ATTEND PHOENIX LEADERSHIP!**

**Beauty is more beautiful when shared!
Share with everyone!**

Love, Margaret



New Consultant

Andreia Salinas

From

Whitesboro, TX

Recruiter

Rennie Brigman

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 \$44,363

**A 42.3% decrease
from 9/25.**

**Unit Size 49 active,
A decrease of 15.5%
from 9/25**

This was as of 9/30/26



Leadership Conference 2027

Phoenix, AZ

Jan. 18-21, 2027



Emerald Seminar 2027

Arrive 7/17 - 7/20

Oklahoma City, OK

On Target Star Consultants

9/16/26 thru 12/15/26

as of 9/30/26

KEEP
your *eyes*
ON THE
PRIZE

Consultant	Has In	Needs for Sapphire
Barbara Hargis	\$664.00	\$1,136.00
Margaret Baros	\$605.00	\$1,195.00
Dellene Clark	\$460.00	\$1,340.00
Lori Cruz	\$307.00	\$1,493.00
Donna Dodson Wheeley	\$303.00	\$1,497.00
Kimberly Saddler	\$294.00	\$1,506.00
Cindy Valenzuela	\$286.00	\$1,514.00
Rennie Brigman	\$275.00	\$1,525.00
Patty Werner	\$272.00	\$1,528.00
Cindy Faulkner	\$254.00	\$1,546.00
Sue Capps	\$253.00	\$1,547.00
Stacie Morneau	\$233.00	\$1,567.00
Sarah Pelletier	\$233.00	\$1,567.00
Summer Rice	\$228.00	\$1,572.00
Ann Calkins	\$151.00	\$1,649.00
Karen Washington	\$68.60	\$1,731.40
Deborah Larson	\$34.00	\$1,766.00
Lucia Martinez	\$30.00	\$1,770.00
Jana Guajardo	\$28.00	\$1,772.00
Teri Lane	\$20.00	\$1,780.00



SEPTEMBER STATE QUEENS

Texas - Dellene Clark

California - Ann Calkins

Tennessee - Louise Witte

Wyoming - Michelle Wood

YTD Court of Sharing

as of 9/30/26

July 1, 2026 - June 30, 2027

SEPTEMBER Wholesale Queen DELLENE CLARK



Dellene Clark	\$819.00
Lori Cruz	\$788.00
Jana Guajardo	\$691.00
Rennie Brigman	\$505.00
Barbara Hargis	\$426.00
Ann Calkins	\$384.50
Lucia Martinez	\$378.00
Codi Konesheck	\$365.00
Sue Capps	\$321.00
Donna Dodson Wheeley	\$303.00
Patty Werner	\$294.40
Kimberly Saddler	\$294.00
Karen Washington	\$288.40
Cindy Faulkner	\$254.00
Louise Witte	\$251.00
Sarah Pelletier	\$233.00
Summer Rice	\$228.00
Teri Lane	\$48.00
Michelle Wood	\$37.80
Deborah Larson	\$34.00
Mary Tristan	\$9.00
Margaret Baros	\$1,605.00



SEPTEMBER
Court of Sharing
Rennie Brigman 1

SEMINAR YTD Court of Sales Scoreboard July 1, 2026 - June 30, 2027 as of 9/30/26

Dellene Clark	\$3,450.00
Rennie Brigman	\$3,055.00
Jana Guajardo	\$2,638.00
Lori Cruz	\$2,133.00
Sue Capps	\$1,444.00
Kimberly Saddler	\$1,402.00
Cindy Faulkner	\$1,032.00
Teri Lane	\$998.00
Therese Ferry	\$876.00
Barbara Hargis	\$852.00
Louise Witte	\$808.00
Ann Calkins	\$769.00
Lucia Martinez	\$756.00
Codi Konesheck	\$730.00
Mary Tristan	\$728.00
Janna Driskell	\$614.00
Donna Dodson Wheeley	\$606.00
Deborah Larson	\$579.00
Patty Werner	\$576.00
Debra Lindsay	\$552.00
Vickey Ellis	\$543.00
Kathryn Urbanic	\$538.00
Kendra Wenske	\$474.00
Sabrina Matthews	\$472.00
Rachel Huff	\$470.00
Sarah Pelletier	\$466.00
Linda Koehler	\$456.00
Summer Rice	\$456.00
Kristy Svec	\$454.00
Lauren Paulk	\$450.00
Karen Washington	\$412.00
Julie Enriquez	\$262.00
Heather DeVore	\$108.00
Michelle Wood	\$54.00
Ruth Johnston	\$22.00
Margaret Baros	\$14,128.00

Special Recognition

Enter Weekly Accomplishment Sheets online
at www.marykayintouch.com! Quick & Easy!

Get the recognition you deserve!

~Sales 9/6/26 through 9/26/26~



SEPTEMBER

GRAND DAYS

Facials



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



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

**Classes On the Go
Website PCP**

Dellene Clark - 8 Grand Days

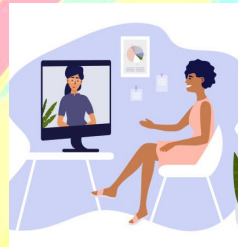
Lori Cruz - 5 Grand Days

Skin Care Classes

(3 to 6 Makeovers at a time)



INTERVIEWS



REORDERS

Dellene Clark

\$58, \$200

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



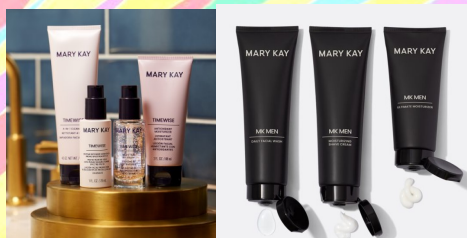
Information

Hotline

(641) 715-3800 ext.

769643# The menu is 1-10,

#1 is for Mary Kay potential team members and all of us.



Millionaire Teams

STAR TEAM BUILDER

Rennie A. Brigman

A2 Deborah J. Larson
 A2 Sabrina Matthews
 A3 Lauren E. Paulk
 I1 Heather DeVore
 I2 Lisa Vang
 I3 Lisa D. Crumley
 N1 Andreia R. Salinas
 T1 Heather L. Lopez
 T1 Staci Salafia
 T2 Joanna L. Smith
 T3 Stacie L. Morneau
 T5 Karen Williams



Medal Program

GOLD MEDAL - 5 recruits in one month

SILVER - 4 recruits in one month

BRONZE - 3 recruits in one month



SENIOR CONSULTANTS

Sue Capps

A1 Donna S. Dodson Wheeley
 A1 Barbara J. Hargis

Dellene Clark

A1 Lori R. Cruz
 A3 Vickey M. Ellis
 I3 Lakin Stehle
 T4 Kelln Small
 T6 Ruth C. Johnston



Cindy A. Faulkner

A1 Ann Calkins

Therese M. Ferry

A2 Kristy Svec
 A3 Janna Driskell
 T4 Addison L. Ferry

Jana L. Guajardo

A1 Lucia Martinez
 A2 Therese M. Ferry
 I1 Karen L. Washington
 T4 Sandy Miller



SENIOR CONSULTANTS

Teri M. Lane

A1 Louise Witte

Louise Witte

A3 Kendra L. Wenske
 I3 Barbara A. Kaiser
 T3 Joycelynn Arnold

Preferred Customer Program

2026 FALL/HOLIDAY

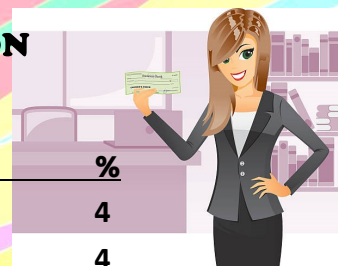
PARTICIPANTS

Margaret Baros
Rennie Brigman
Dellene Clark
Louise Witte
Mary Tristan
Sue Capps

COMMISSION

CHECKS

Name	%
Dellene Clark	4
Sue Capps	4
Jana Guajardo	4
Cindy Faulkner	4
Teri Lane	4
Rennie Brigman	4
Margaret Baros	13

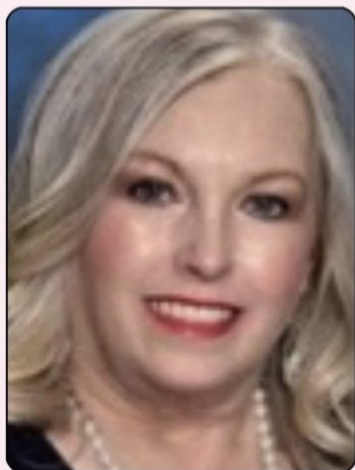


JUNE 16-SEPTEMBER 15, 2026

Stars OF THE
Quarter



*Jana
Guajardo*
Sapphire



*Rennie
Brigman*
Sapphire



Dellene Clark
Sapphire



NOVEMBER
Email your News to
margaretbaros@icloud.com

-HAPPY-
Mary Kay Anniversary

Debra Lindsay	26
Sandra Morkovsky	15
Sarah Pelletier	14
Cindy Valenzuela	6
Sabrina Matthews	4
Linda Koehler	4
Alanis Pruchnicki	1
Samantha Olvera	1

Name	Birthday
Vickey Ellis	1
Virgi Ferrell	6
Deborah Larson	14
Patty Werner	17
Donna Dodson Wheeley	18
Kelln Small	20
Gaylinn Frandsen	24



WE ARE THE CREAM
OF THE CROP!



PRAYERS FOR:

VICKEY ELLIS on her healthy journey
and for Vickey's mom.
SAMANTHA OLVERA on her health journey.

For all who need healing. For peace from worry.
For growth.

SEPTEMBER

Cream of the Crop

QUEEN BEES

Dellene Clark
Lori Cruz
Jana Guajardo

WORKER BEES

Rennie Brigman
Barbara Hargis

BABY BEES

Ann Calkins
Lucia Martinez
Codi Konesheck
Sue Capps
Donna Dodson-Wheelley
Patty Werner
Kimberly Saddler
Karen Washington
Cindy Faulkner
Louise Witte

All-Star Star Consultant Program
What does it take to be an All-Star? In a word, consistency. Consistently booking parties, treating your customers with Golden Rule customer service, tracking your goals and working your plan.
To participate in the All-Star Star Consultant Program and to achieve amazing rewards, Independent Beauty Consultants must achieve Star Consultant status all four quarters of a Seminar year. See the FAQs to learn how a new Independent Beauty Consultant can achieve All-Star status.



When you achieve All-Star status for the 2026–2027 Seminar year, you can earn one of the fabulous rewards .
To receive your reward, you must be in attendance at Seminar 2027.



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!



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
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, 2026- June 30, 2027 Seminar Year

**MK Queen of Sales-
Endless Sparkle
Bracelet or \$500**



Mary Kay Queen's Court of Sales - \$45,000 retail

Mary Kay National Area Princess Court of Sales - \$20,500 retail

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

Mary Kay Queen's Court of Sharing - 24 Qualified Recruits

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

Millionaire Unit Court of Sharing - 5 Qualified Recruits

2026 - 2027 MK Queens

Court of Sharing



**Millionaire Unit - 5 Qualified Recruits
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 2027 and YOU will
receive A Night Out on the Town!**

**A Dinner with your Director
at a city hot spot!!**



**4 Quarters of
Star Consultant**

2026 - 2027

Seminar Year

\$20 Gift Card

**2026-2027 Millionaire Unit
Court of Sales
\$11,000. Retail**



LOVEBOOK
Travel Backpack for Women,
40L Carry On Backpack for
Airplanes, Personal Item Bag...

**Court of Sharing
5 Qualified**

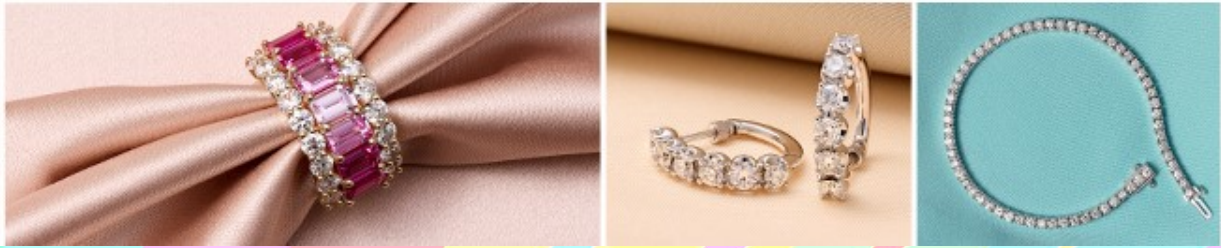
LOVEBOOK
Travel Duffle Bag for
Women, Weekender...



**New Directors
debuting by 6/30/2027
for Seminar 2027!
\$50 Gift Card
for Director Supplies**

SEMINAR AWARDS

♦ TOGETHER, WE SPARKLE ♦
2027



Seminar Awards 2027 Sales Double Credit Promotion Oct. 1–31, 2026

This month only, you could watch your sales sparkle by earning double credit toward the Seminar Awards 2027 Queens' Courts of Personal Sales, Circle of Achievement or Circle of Excellence.

QUALIFICATIONS...

Queens' Courts of Personal Sales

Independent Sales Directors and Independent Beauty Consultants can earn \$1 in Seminar double credit toward the Seminar Awards 2027 Queens' Courts of Personal Sales for each \$1 in personal retail sales* on orders received and accepted by the Company from Oct. 1 at 12:01 a.m. CT through Oct. 31 at 11:59 p.m. CT.

During the challenge time frame, they can earn a maximum of \$4,000 in retail bonus credit toward the Sales Director and Beauty Consultant Queens' Courts of Personal Sales.

This can be in addition to the monthly estimated retail maximum of \$13,000, for a total of \$17,000.

Circle of Achievement or Circle of Excellence

Independent Sales Directors can earn \$1 in Seminar double credit toward the Seminar Awards 2027 Circle of Achievement or Circle of Excellence for each \$1 in unit retail sales volume* on orders received and accepted by the Company from Oct. 1 at 12:01 a.m. CT through Oct. 31 at 11:59 p.m. CT.

During the challenge time frame, they can earn a maximum of \$40,000 in unit retail bonus credit toward the Circle of Achievement or Circle of Excellence.

SEMINAR AWARDS 2027

Together, We Sparkle. This Seminar year will be defined by momentum. Strength built through connection, confidence grown through community and goals reached because no one is chasing them alone. Together, you lean into possibility, support one another's ambitions and prove that when belief is shared, achievement shines even brighter.



**QUARTER ENDING
9/15/26**

**QUARTER ENDING
12/15/26**

**QUARTER ENDING
3/15/27**

**QUARTER ENDING
6/15/27**

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

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

MY SHOP

PARTICIPANTS

**Bianca Aguilera
Margaret Baros
Rennie Brigman
Kathy Buckler
Sue Capps
Dellene Clark
Lori Cruz
Donna Dodson
Vickey Ellis
Cindy Faulkner
Addison Ferry**

MY SHOP

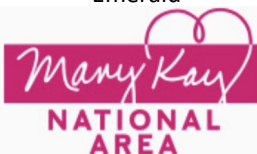
PARTICIPANTS

**Ruth Johnston
Teri Lane
Debora Larson
Heather Lopez
Samantha Olvera
Jennifer Reyes
Tracy Reyes
Joanna Smith
Lakin Stehle
Mary Tristan
Kendra Wenske**



Margaret Baros
Sales Director
91 Ward Rd
Yoakum, TX 77995
Cell 361-550-5658
margaretbaros@icloud.com

Emerald



Grand Achiever



Cadillac®



Premier Club

