

March 6, 2023



Margaret's Millionaires



The Millionaire Unit
#8908
PREMIER CLUB UNIT
Emerald Seminar

FEBRUARY Results



Margaret Baros,
Sales Director
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margaretbaros@gvec.net
416 Herman Rd,
Yoakum, TX 77995

STATE OF THE UNIT
Retail \$184,676
A 8.4% increase
from 2/22.
Unit Size 68 active,
An Increase of 4.6%
from 2/22
This is as of 2/28/23.

Dear Millionaires,

We are in the Final 4 of Mary Kay Seminar Year! It always goes so fast when you are having fun! Make sure your day has had a Mary Kay accomplishment. Mail a Look Book or pass one out. Meet someone new where you get their name and info to add to your PCP.

Hold a facial or a class. Make 5 booking calls. Go to lunch and share the opportunity.

Make a list. Place your order. Order your business cards. Create a digital business card.

Text your customers. Call your Director. Dress like you are working. Set a goal.

Pick your Star Prize. Do your MKU, get all the bling. Let 5 people you know that you are a Mary Kay Consultant. Get people their product, no one wants to wait! Exercise. Get on your Zoom Event. Put your Mary Kay events in your calendar. Book a booth for leads. Ask referrals.

Set a deadline for any goal. Reset your goal. Make a goal poster. Join the DIN DIN Club.

I'm sure there is more, pick any one and then the next day pick another, etc.

Love, Margaret



SEMINAR 2023
(60th Anniversary
Celebration)
Dallas, TX
Arrive 7/25 thru
7/29/2023



New Consultant

From

Recruiter

Allyson Farmer

Willis, TX

Sue Capps

On Target Star Consultants

12/16/22 - 3/15/23

as of 2/28/23

Consultant	Has In	Needs for Sapphire
Rennie Brigman	\$3,523.50	\$76.50 /Emerald
Margaret Baros	\$3,085.00	\$515 / Emerald
Dellene Clark	\$1,887.80	\$512.20 / Ruby
Jana Guajardo	\$1,880.50	\$519.50 / Ruby
Lisa Vang	\$1,235.10	\$564.90
Heather DeVore	\$604.50	\$1,195.50
Yolanda Resendez	\$600.00	\$1,200.00
Therese Ferry	\$495.00	\$1,305.00
Michelle Wood	\$403.00	\$1,397.00
Jennifer Hahn	\$398.50	\$1,401.50
Lauren Paulk	\$389.00	\$1,411.00
Nina Blaschke	\$378.00	\$1,422.00
Louise Witte	\$374.40	\$1,425.60
Teri Lane	\$353.00	\$1,447.00
Karen Washington	\$307.00	\$1,493.00
Kathryn Bassano	\$306.50	\$1,493.50
Debra Lindsay	\$297.00	\$1,503.00
Gaylinn Frandsen	\$282.00	\$1,518.00
Amanda Jahn	\$281.50	\$1,518.50
Sarah Pelletier	\$262.00	\$1,538.00
Kelly Aguayo	\$259.00	\$1,541.00
Kimberly Saddler	\$257.00	\$1,543.00
Allyson Farmer	\$256.50	\$1,543.50
Barbara Kaiser	\$256.00	\$1,544.00
Rebecca Murray	\$250.00	\$1,550.00
Sandra Morkovsky	\$249.50	\$1,550.50
Staci Hodges	\$247.00	\$1,553.00
Jolene Kosark	\$245.00	\$1,555.00
Karen Williams	\$239.00	\$1,561.00
Kendra Wenske	\$236.00	\$1,564.00
Janna Driskell	\$235.00	\$1,565.00
Jamie Pruitt	\$233.00	\$1,567.00
Lori Rondeau	\$231.00	\$1,569.00
Courtney Allen	\$229.00	\$1,571.00
Ruth Carter	\$229.00	\$1,571.00
Cindy Faulkner	\$229.00	\$1,571.00
Cindy Valenzuela	\$228.50	\$1,571.50
Ruth Johnston	\$228.00	\$1,572.00
Joan Goodrich	\$227.50	\$1,572.50
Abigail Sager	\$227.50	\$1,572.50
Heather Lopez	\$226.50	\$1,573.50
Kristy Svec	\$226.00	\$1,574.00
Lisa Crumley	\$225.50	\$1,574.50
Cathy Cain	\$225.00	\$1,575.00
Sandy Miller	\$225.00	\$1,575.00
Virgi Ferrell	\$174.00	\$1,626.00
Sue Capps	\$165.50	\$1,634.50
Deborah Larson	\$162.00	\$1,638.00



FEBRUARY

Rennie Brigman

Wholesale Queen



Rennie Brigman	\$736.50
Dellene Clark	\$685.30
Jana Guajardo	\$634.50
Karen Washington	\$307.00
Kathryn Bassano	\$306.50
Lisa Vang	\$263.60
Sarah Pelletier	\$262.00
Allyson Farmer	\$256.50
Yolanda Resendez	\$255.50
Louise Witte	\$252.40
Rebecca Murray	\$250.00
Sandra Morkovsky	\$249.50
Karen Williams	\$239.00
Janna Driskell	\$235.00
Abigail Sager	\$227.50
Kristy Svec	\$226.00
Lisa Crumley	\$225.50
Cathy Cain	\$225.00
Lauren Paulk	\$157.00
Teri Lane	\$150.00
Deborah Larson	\$114.00
Sue Capps	\$47.00
Therese Ferry	\$13.00
Margaret Baros	\$1,683.00

Rennie Brigman	\$27,495.00
Dellene Clark	\$12,695.00
Jana Guajardo	\$11,233.00
Deborah Larson	\$6,539.00
Teri Lane	\$4,243.00
Sue Capps	\$3,339.00
Therese Ferry	\$2,927.00
Michelle Wood	\$2,629.00
Lisa Vang	\$2,499.00
Donna Dodson	\$2,437.00
Patty Werner	\$2,397.00
Joycelynn Arnold	\$2,321.00
Louise Witte	\$2,306.00
Mellisa Hicks	\$2,233.00
Kristy Svec	\$1,936.00
Cathy Cain	\$1,926.00
Karen Williams	\$1,902.00
Rebecca Murray	\$1,896.00
Karen Washington	\$1,743.00
Lauren Paulk	\$1,659.00
Kimberly Saddler	\$1,582.00
Lynette Smith	\$1,519.00
Sarah Pelletier	\$1,468.00
Kendra Wenske	\$1,403.00
Abigail Sager	\$1,376.00
Heather Lopez	\$1,352.00
Yolanda Resendez	\$1,344.00
Kaye Finch	\$1,316.00
Rachel Huff	\$1,308.00
Virgi Ferrell	\$1,295.00
Kathryn Bassano	\$1,265.00
Sandra Morkovsky	\$1,254.00
Theresa Scrivner	\$1,190.00
Jamie Pruitt	\$1,146.00
Lori Rondeau	\$1,130.00

SEMINAR YTD

Court of Sales Scoreboard

July 1, 2022 - June 30, 2023

as of 2/28/23

Debra Lindsay	\$1,120.00
Lori Scardino	\$1,112.00
Ivonne Maxwell	\$1,044.00
Linda Koehler	\$1,018.00
Courtney Allen	\$970.00
Barbara Kaiser	\$964.00
Sandy Miller	\$943.00
Margaret Steuber	\$941.00
Janna Driskell	\$931.00
Ruth Carter	\$931.00
Cindy Faulkner	\$912.00
Lisa Crumley	\$910.00
Summer Rice	\$900.00
Jennifer Hahn	\$797.00
Yolanda Deauzat	\$795.00
Heather DeVore	\$764.00
Nina Blaschke	\$756.00
Sherrie Searle	\$686.00
Ambyr Valentine	\$614.00
Liggy Hansrote	\$570.00
Sabrina Matthews	\$568.00
Gaylinn Frandsen	\$564.00
Amanda Jahn	\$563.00
Evelyn Velek	\$553.00
Kelly Aguayo	\$518.00
Allyson Farmer	\$513.00
Staci Hodges	\$494.00
Jolene Kosark	\$490.00
Laura Crosby	\$490.00
Cindy Valenzuela	\$457.00
Ruth Johnston	\$456.00
Joan Goodrich	\$455.00
Monica Rubio	\$252.00
Julie Enriquez	\$75.00
Margaret Baros	\$42,175.00

FEBRUARY

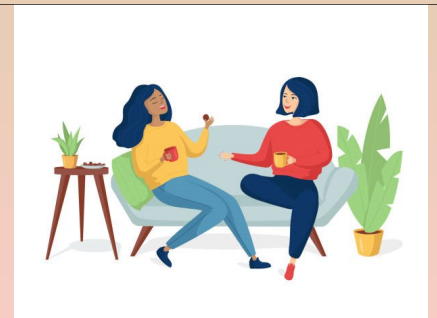
STATE QUEENS

Texas - Rennie Brigman
Tennessee - Louise Witte
Utah - Rebecca Murray
West Virginia - Cathy Cain

FEBRUARY

Court of Sharing

Sue Capps 1

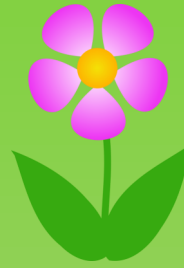


YTD Court of Sharing
as of 2/28/23
July 1, 2022 - June 30, 2023

Rennie Brigman 4

Special Recognition

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



FEBRUARY
GRAND
DAYS!



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

Facials

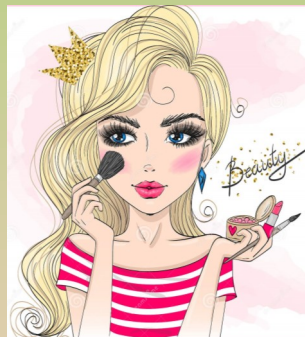
Trunk Shows & Open Houses
Great for large groups to
see and touch
products!

Skin Care Classes
(3 to 6 Makeovers at a time)

Classes **On the Go**
Website **PCP**



INTERVIEWS



DELLENE CLARK
5 Grand Days

SUE CAPPS
2 Grand Days

PCP

Dellene Clark - \$94, \$228
Jana Guajardo - \$96, \$74

ON THE GO

Jana Guarjardo - \$66

FACIAL

Dellene Clark - \$141, \$432, \$318

CLASSES

Jana Guajardo - \$45
Dellene Clark - \$141, \$432, \$318

On The Go

Jana Guajardo - \$48

Dellene Clark sold an Ultimate Miracle
Set, Clinical Solutions Retinal Set

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

DIQ: Rennie A. Brigman

A1 Lisa D. Crumley
A1 Lisa Vang
A1 Karen Williams
A2 Courtney L. Allen
A2 Heather DeVore
A2 Heather L. Lopez
A3 Mellisa Hicks
A3 Staci Hodges
A3 Jolene A. Kosark
A3 Deborah J. Larson
A3 Sabrina Matthews
A3 Lauren E. Paulk
I2 Katherine Darilek
I2 Kaye Finch
I2 Ivonne Maxwell
I2 Theresa Scrivner
T5 Ruth Adame
T6 Regina A. Roberts



Star Team Builders

Dellene Clark

A2 Lori A. Rondeau
A3 Kelly L. Aguayo
A3 Ruth C. Johnston
A3 Lori Scardino
T1 Ambyr Valentine
T4 Yolanda Esquivel



Jana L. Guajardo

A1 Karen L. Washington
A2 Therese M. Ferry
A2 Sandy Miller
A3 Jennifer M. Hahn
T5 Krista Wilkerson

Louise Witte

A2 Barbara A. Kaiser
A3 Evelyn A. Velek
A3 Kendra L. Wenske
I2 Joycelynn Arnold



Senior Consultants

Sue Capps

A1 Allyson K. Farmer
A3 Donna S. Dodson

Therese M. Ferry

A1 Janna Driskell
A1 Kristy Svec

Teri M. Lane

A1 Louise Witte
I1 Liggy S. Hansrote

Deborah J. Larson

A2 Jamie N. Pruitt

Patty A. Werner

A1 Sandra K. Morkovsky
A2 Nina M. Blaschke

Michelle L. Wood

A1 Rebecca Murray

COMMISSION CHECKS



Name	%
Rennie Brigman	9
Therese Ferry	4
Jana Guajardo	4
Sue Capps	4
Teri Lane	4
Michelle Wood	4
Patty Werner	4
Margaret Baros	13

Receiving FREE pack of LOOK Books for the Spring 2023

PCP are:

RENNIE BRIGMAN

DELLENE CLARK

DEBORAH LARSON



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.



WINNER, WINNER....

**FEBRUARY
CREAM OF THE CROP**

QUEEN BEES

Rennie Brigman
Dellene Clark
Jana Guajardo

BABY BEES

Karen Washington
Kathryn Bassano
Lisa Vang
Sarah Pelletier
Allyson Farmer
Yolanda Resendez
Louise Witte
Rebecca Murray

**WEBSITE
MEMBERSHIPS**

Michelle Wood
Margaret Baros
Heather DeVore
Heather Lopez
Liggy Hansrote
Lori Rondeau
Sue Capps
Mellisa Hicks
Louise Witte
Deborah Larson
Dellene Clark
Therese Ferry
Jana Guajardo
Cathy Cain



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

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



Spring Enrollment for *The Look* Has Ended!

But enrollment for the Summer 2022 issue of The



***Golden Rules
February Winners!***

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



**Preferred
Customer Program**



PCP SPRING PARTICIPANTS

**Margaret Baros
Dellene Clark
Sue Capps
Lauren Paulk**

**Rennie Brigman
Deborah Larson
Donna Dodson
Ruth Johnston**

Happy Birthday



APRIL



Happy MK Anniversary

Name Birthday

Kimberly Saddler	16
Rebecca Murray	18
Abigail Sager	19
Heidi Scott	19
Linda Koehler	24

Share some
Good News ...
margaretbaros@gvec.net

Name Years

Michelle Wood	31
Brenda Addley	29
Lynette Smith	22
Joan Goodrich	21
Kimberly Saddler	18
Monica Rubio	12
Evelyn Uelek	9
Cindy Faulkner	6
Lori Rondeau	3
Ivonne Maxwell	2
Krista Wilkerson	1

March Startup Options Promotion!

March 1–31, 2023

GREAT for NEW Independent Beauty Consultants!
These incredible startup options are too good to keep to yourself. Women are looking for what YOU have! A little extra income, a community that values what matters most, and a way forward with options during challenging times.

In March, any new or returning Independent Beauty Consultants whose Independent Beauty Consultant Agreements are received and accepted by the Company can choose from these exciting, limited-time startup options!

Mary Kay® eStart,† \$30 \$20

The Mary Kay® eStart† is a great way to work a Mary Kay business from the comfort of home and still have the opportunity to connect virtually with customers on a personal level.

Mary Kay® Starter Kit,† \$130 \$90

This Starter Kit† includes everything in the Mary Kay® eStart†, plus retail-sized products (a more than \$400* value), additional products and samples for March only, business resources, and tips and selling techniques designed to help empower sales. New Beauty Consultants will be ready to connect with their first hostesses and customers with confidence! Starter Kit bag is not included*.



Keep in your PRAYERS!

AMANDA JAHN family:
Grandmother Mrs. Rainosek passed away recently.

JOYCELYNN ARNOLD family:
Husband Olan Arnold passed away recently.



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

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

are treated to a date with their director, if available to attend.

**\$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

CONTESTS

July 1, 2022- June 30,
2023 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
Rings & \$500 Cash



2022 - 2023 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!!

2022 - 2023 MK - COURT OF
SALES CHOICES !

2022-2023 Millionaire Unit
Court of Sales -
\$11,000. Retail.
\$25,000. Retail receive \$50.
Gift card also.
\$40,000. Retail, Seminar
awards night dinner date!



“Pavoi” Pearl Necklace



2022-2023 Millionaire Unit
Court of Sharing Prize
5 Qualified
Pavoi 14K Gold Plated Cubic
Zirconia Cuff Earrings

4 Quarters of
Star Consultant
2022 - 2023
Seminar Year
\$20 Spa Gift Card



New Directors
debuting by 6/30/2023
for Seminar 2023!
\$50 Gift Card
for Director Supplies



Golden Rules Challenge
July 1, 2022 – June 30, 2023

Each month during the 2022–2023 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 Golden Rules Collection. 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.

As we approach our 60th anniversary, we celebrate being founded on the principle of the Golden Rule: Do unto others as you would have them do unto you. And how you put this simple, but treasured philosophy into practice can make all the difference in your success. From simple acts of kindness to shifting into a Go-Give mindset, YOU can be a shining example of what it means to be Golden. And at Mary Kay, Golden Rules!

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
9/15/2022**

***Quarter ending
12/15/2022**

***Quarter ending
3/15/2023**

***Quarter ending
6/15/2023**



**All Star
Consultants
will receive a
\$20. Spa/
Pamper Gift
Card as her
prize!**

**Achieve Star
Consultant all 4
Quarters receive
a \$20. Spa/
Pamper Gift Card!**



60th Anniversary Higher Unit Circle Challenge

July 1, 2022 – June 30, 2023

Imagine earning an exclusive, dazzling amethyst ring as we ring in our 60th anniversary at Seminar 2023. Achieve the 60th Anniversary Higher Unit Circle Challenge and celebrate all the radiant facets that make Mary Kay timeless and beautiful!

From July 1, 2022, through June 30, 2023, Independent Sales Directors who achieve a higher Seminar Awards 2023 Circle of Achievement or Circle of Excellence than their Seminar Awards 2022 Unit Circle are eligible to earn their choice of the 60th Anniversary Ring or the \$1,000 Unit Circle Bonus.

Margaret Baros
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Yoakum, TX 77995
Cell 361-550-5658
margarefbaros@gvec.net

Emerald

