

January 9, 2023



Margaret's Millionaires



The Millionaire Unit
#8908
PREMIER CLUB UNIT
Emerald Seminar

DECEMBER
Results



Margaret Baros,
Sales Director
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Yoakum, TX 77995

STATE OF THE UNIT
Retail \$146,177.00
A 11.2% increase
from 12/21.
Unit Size 63 active,
An Increase of 1.6%
from 12/21
This is as of 12/31/22.

Enroll your PCP Spring 2023
by 1/17/2023 deadline

Dear Millionaires,

Happy New Year! Seminar 2023, will be my Best ME! Yes it can! Our New Mary Kay year has so much to offer! Your new goal is 60 everything! I want you to go to www.marykayintouch.com and study, learn, take part in all of the challenges and contests you can achieve by 6/30/2023, in fact, put it on your 6 Most Important Things To Do List!!!

Love, Margaret



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



New Consultant

From

Recruiter

Staci Hodges

Sherman, TX

Rennie Brigman

Jolene Kosark

Sherman, TX

Rennie Brigman

On Target Star Consultants 12/16/22 - 3/15/23 as of 12/31/22



Consultant	Has In	Needs for Sapphire
Jana Guajardo	\$660.50	\$1,139.50
Dellene Clark	\$478.50	\$1,321.50
Lisa Vang	\$457.00	\$1,343.00
Yolanda Resendez	\$344.50	\$1,455.50
Debra Lindsay	\$297.00	\$1,503.00
Gaylinn Frandsen	\$282.00	\$1,518.00
Amanda Jahn	\$281.50	\$1,518.50
Jennifer Hahn	\$277.00	\$1,523.00
Kelly Aguayo	\$259.00	\$1,541.00
Staci Hodges	\$247.00	\$1,553.00
Jolene Kosark	\$245.00	\$1,555.00
Kendra Wenske	\$236.00	\$1,564.00
Lauren Paulk	\$232.00	\$1,568.00
Cindy Faulkner	\$229.00	\$1,571.00
Cindy Valenzuela	\$228.50	\$1,571.50
Ruth Johnston	\$228.00	\$1,572.00
Sandy Miller	\$225.00	\$1,575.00
Teri Lane	\$140.50	\$1,659.50
Rennie Brigman	\$50.50	\$1,749.50
Louise Witte	\$50.00	\$1,750.00
Deborah Larson	\$48.00	\$1,752.00
Therese Ferry	\$17.00	\$1,783.00



DECEMBER Deborah Larson Wholesale Queen



Deborah Larson	\$1,002.55
Jana Guajardo	\$716.00
Rennie Brigman	\$618.00
Dellene Clark	\$604.10
Teri Lane	\$386.90
Yolanda Resendez	\$344.50
Donna Dodson	\$342.00
Amanda Jahn	\$281.50
Sue Capps	\$279.80
Evelyn Velek	\$276.50
Kelly Aguayo	\$259.00
Mellisa Hicks	\$254.80
Patty Werner	\$254.80
Staci Hodges	\$247.00
Karen Williams	\$246.00
Jolene Kosark	\$245.00
Kendra Wenske	\$236.00
Jennifer Hahn	\$233.50
Lauren Paulk	\$232.00
Cathy Cain	\$229.60
Lori Scardino	\$229.60
Cindy Faulkner	\$229.00
Ruth Johnston	\$228.00
Virgi Ferrell	\$227.50
Sabrina Matthews	\$227.20
Rebecca Murray	\$153.60
Kristy Svec	\$134.00
Lori Rondeau	\$60.00
Louise Witte	\$50.00
Therese Ferry	\$43.00
Margaret Baros	\$2,407.50

SEMINAR YTD Court of Sales Scoreboard July 1, 2022 - June 30, 2023 as of 12/31/22

Rennie Brigman	\$21,528.00
Dellene Clark	\$9,954.00
Jana Guajardo	\$8,756.00
Deborah Larson	\$6,269.00
Teri Lane	\$3,818.00
Sue Capps	\$3,008.00
Donna Dodson	\$2,437.00
Patty Werner	\$2,397.00
Joycelynn Arnold	\$2,321.00
Mellisa Hicks	\$2,233.00
Therese Ferry	\$1,971.00
Michelle Wood	\$1,823.00
Louise Witte	\$1,650.00
Lynette Smith	\$1,519.00
Kristy Svec	\$1,484.00
Cathy Cain	\$1,476.00
Karen Williams	\$1,424.00
Kendra Wenske	\$1,403.00
Rebecca Murray	\$1,396.00
Lauren Paulk	\$1,345.00
Kaye Finch	\$1,316.00
Rachel Huff	\$1,308.00
Theresa Scrivner	\$1,190.00
Karen Washington	\$1,129.00
Lori Scardino	\$1,112.00
Kimberly Saddler	\$1,068.00
Ivonne Maxwell	\$1,044.00
Linda Koehler	\$1,018.00

Virgi Ferrell	\$947.00
Sarah Pelletier	\$944.00
Margaret Steuber	\$941.00
Abigail Sager	\$921.00
Cindy Faulkner	\$912.00
Summer Rice	\$900.00
Heather Lopez	\$899.00
Yolanda Resendez	\$833.00
Yolanda Deauzat	\$795.00
Sandra Morkovsky	\$755.00
Sherrie Searle	\$686.00
Jamie Pruitt	\$680.00
Lori Rondeau	\$668.00
Kathryn Bassano	\$652.00
Ambyr Valentine	\$614.00
Liggy Hansrote	\$570.00
Sabrina Matthews	\$568.00
Amanda Jahn	\$563.00
Evelyn Velek	\$553.00
Debra Lindsay	\$526.00
Kelly Aguayo	\$518.00
Courtney Allen	\$512.00
Staci Hodges	\$494.00
Sandy Miller	\$493.00
Jolene Kosark	\$490.00
Laura Crosby	\$490.00
Ruth Carter	\$473.00
Jennifer Hahn	\$467.00
Janna Driskell	\$461.00
Lisa Crumley	\$459.00
Ruth Johnston	\$456.00
Barbara Kaiser	\$452.00
Monica Rubio	\$252.00
Julie Enriquez	\$75.00
Margaret Baros	\$35,689.00



DECEMBER STATE QUEENS

Texas - DEBORAH LARSON
Tennessee - TERI LANE
Oklahoma - Mellisa Hicks
West Virginia - Cathy Cain
California - Cindy Faulkner
Wyoming - Rebecca Murray

DECEMBER Court of Sharing Rennie Brigman - 2

**YTD Court of Sharing
as of 12/31/22
July 1, 2022 - June 30, 2023**

Rennie Brigman - 3

Special Recognition

Enter Weekly Accomplishment Sheets online
at www.marykayintouch.com!
Quick & Easy! Get the recognition you deserve!
~Sales ??/??/22 through ??/??/22~



**NOVEMBER
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

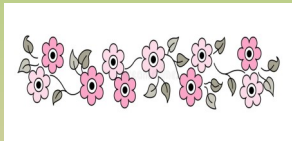
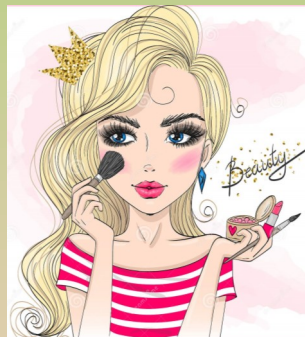
**Trunk Shows & Open Houses
Great for large groups to
see and touch
products!**

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

**Classes On the Go
Website PCP**



INTERVIEWS



**Sets Sold - DELLENE
CLARK, Clearproof and a
Botanicals 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

COMMISSION CHECKS



Elite Team Leaders

Rennie A. Brigman
 A1 Mellisa Hicks
 A1 Staci Hodges
 A1 Jolene A. Kosark
 A1 Deborah J. Larson
 A1 Sabrina Matthews
 A1 Lauren E. Paulk
 A1 Karen Williams
 A3 Kaye Finch
 A3 Ivonne Maxwell
 A3 Theresa Scrivner
 I1 Courtney L. Allen
 I1 Lisa D. Crumley
 I3 Heather L. Lopez
 N3 Katherine Darilek
 T3 Ruth Adame
 T4 Regina A. Roberts
 T4 Lisa Vang
 T6 Stacie Morneau



Name	%
Rennie Brigman	13
Dellene Clark	6
Louise Witte	4
Sue Capps	4
Jana Guajardo	4
Michelle Wood	4
Therese Ferry	4
Teri Lane	4
Margaret Baros	13

Star Team Builders

Dellene Clark
 A1 Kelly L. Aguayo
 A1 Ruth C. Johnston
 A1 Lori Scardino
 A2 Lori A. Rondeau
 I2 Ambyr Valentine
 T2 Yolanda Esquivel

 Jana L. Guajardo
 A1 Jennifer M. Hahn
 A2 Therese M. Ferry
 A2 Sandy Miller
 I1 Karen L. Washington
 T3 Krista Wilkerson



Louise Witte
 A1 Evelyn A. Velek
 A1 Kendra L. Wenske
 A3 Joycelynn Arnold
 I3 Barbara A. Kaiser



Senior Consultants

Sue Capps
 A1 Donna S. Dodson

 Therese M. Ferry
 A3 Kristy Svec
 I1 Janna Driskell

 Teri M. Lane
 A2 Liggy S. Hansrote
 A2 Louise Witte

 Patty A. Werner
 A2 Sandra K. Morkovsky

 Michelle L. Wood
 A3 Rebecca Murray



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....

DECEMBER CREAM OF THE CROP

Grand Queen Bee

Deborah Larson

Queen Bees

Jana Guajardo
Rennie Brigman
Dellene Clark

Baby Bees

Teri Lane
Yolanda Resendez
Donna Dodson
Amanda Jahn
Sue Capps
Evelyn Velek
Kelly Aguayo
Mellisa Hicks
Patty Werner

WEBSITE MEMBERSHIPS

Margaret Baros
Liggy Hansrote
Lori Rondeau
Sue Capps
Mellisa Hicks
Louise Witte
Deborah Larson
Dellene Clark
Ambyr Valentine
Therese Ferry
Jana Guajardo
Cathy Cain
Teri Lane
Rennie Brigman
Michelle Wood
Laura Crosby
Lori Scardino



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

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



December Golden Rules Winners!

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



Preferred Customer Program

Keep your customers beautifully indulged all spring long! Share this quarter's spring essentials with your customers by enrolling them to receive the Spring 2023 issue of The Look! Plus, they'll receive TWO FREE exclusive Mary Kay® product samples.

**Enroll Dec. 16, 2022 – Jan. 17, 2023.
Mails Feb. 8, 2023. Arrives in 7 to 10 business days.
Only 90¢ per name.***

PCP SPRING 23 PARTICIPANTS

**Margaret Baros
Dellene Clark
Sue Capps**



Happy Birthday



FEBRUARY



Happy MK Anniversary

Name Birthday

Theresa Scrivner	4
Kelly Aguayo	10
Mellisa Hicks	14
Monica Rubio	15
Cathy Cain	19
Laura Crosby	20
Yolanda Esquivel	22
Therese Ferry	22

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

Name Years

Gaylinn Frandsen	19
Jana Guajardo	17
Therese Ferry	13
Jacque Kuntschik	11
Janna Driskell	11
Julie Enriquez	4
Lisa Vang	2
Cathy Cain	1

CONGRATULATIONS TO...

Dellene Clark for attending January Jumpstart
along with Sherry Shoults and I.

Yoli Esquivel for becoming Mrs. Russell Adams 12/31/2022.

Amanda Jahn as she awaits the arrival of a healthy bundle of joy!

Rennie & Margaret are headed to
Nashville Leadership Conference 1/13-1/17/23!



PRAYERS FOR...

Cathy Cain had neck surgery and is improving.

Lynette Smith on her health journey to gain strength to walk well.

Joycelynn Arnold is recovering from surgery.

Olan Arnold for health recovery and healing.



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

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.

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

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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Emerald

