

January 6, 2026

*Margaret's  
Millionaires*

**The Millionaire Unit  
#8908**

**GRAND ACHIEVER  
UNIT**

**Emerald Seminar**



**Hello Millionaires!**

**Happy New Year!**

**Work this new year with Intention!**

**Work smarter, not harder!**

**Decide your goals!**

**Break it down into Daily Activities!**

**Love, Margaret**



## **DECEMBER RESULTS**

**Margaret Baros, Sales Director**

**Cell 361-550-5658**

**margaretbaros@gvec.net**

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

### **STATE OF THE UNIT**

**Retail \$120,270.00**

**A 19.5% decrease**

**from 12/24.**

**Unit Size 59 active,**

**A decrease of 1.6%**

**from 12/24**

**This was as of 12/31/25**

### **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**

**Milwaukee, Wis.**

**Anaheim, Calif.**

**Pittsburgh, Pa.**

**St. Charles, Mo.**

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

**Allen, Texas   Chattanooga, TN   Orlando, FL**

### **New Consultant**

### **From**

### **Recruiter**

Bianca Aguilera	Victoria, TX	Margaret Baros
Vanessa Castillo	Victoria, TX	Margaret Baros
Kelln Small	Lorena, TX	Dellene Clark
Margaret Stueber	Sweet Home, TX	Margaret Baros
Maxine Tamez	Victoria, TX	Margaret Baros

### **EMERALD SEMINAR**

**Fort Worth, Texas**

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

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

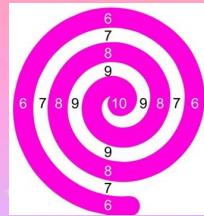
**It is soooo Ft. WORTH IT Y'all!**



# On Target Star Consultants

12/16/25 thru 3/15/26

as of 12/31/25



Consultant	Has In	Needs for Sapphire
Jana Guajardo	\$603.00	\$1,197.00
Lori Cruz	\$370.00	\$1,430.00
Sandy Miller	\$343.00	\$1,457.00
Gaylinn Frandsen	\$316.00	\$1,484.00
Dellene Clark	\$308.00	\$1,492.00
Heather DeVore	\$186.20	\$1,613.80
Teri Lane	\$166.00	\$1,634.00
Louise Witte	\$166.00	\$1,634.00
Julie Enriquez	\$124.00	\$1,676.00
Melissa Downs	\$74.00	\$1,726.00
Deborah Larson	\$31.00	\$1,769.00

*Congratulations Stars!*

*Quarter end*

*12/15/2025*



Rennie  
Brigman

RUBY



Dellene  
Clark

RUBY



Lori  
Cruz

RUBY



Jana  
Guajardo

SAPPHIRE



# DECEMBER LORI CRUZ

## Wholesale Queen



### SEMINAR YTD

### Court of Sales Scoreboard

July 1, 2025 - June 30, 2026

as of 12/31/25

<b>Lori Cruz</b>	<b>\$655.00</b>
<b>Jana Guajardo</b>	<b>\$603.00</b>
<b>Dellene Clark</b>	<b>\$602.00</b>
<b>Therese Ferry</b>	<b>\$416.00</b>
<b>Sue Capps</b>	<b>\$362.50</b>
<b>Louise Witte</b>	<b>\$359.50</b>
<b>Teri Lane</b>	<b>\$346.00</b>
<b>Sandy Miller</b>	<b>\$343.00</b>
<b>Gaylinn Frandsen</b>	<b>\$316.00</b>
<b>Addison Ferry</b>	<b>\$284.00</b>
<b>Patty Werner</b>	<b>\$278.50</b>
<b>Rennie Brigman</b>	<b>\$266.00</b>
<b>Lynette Smith</b>	<b>\$251.50</b>
<b>Kelln Small</b>	<b>\$233.00</b>
<b>Sandra Morkovsky</b>	<b>\$231.00</b>
<b>Julie Enriquez</b>	<b>\$124.00</b>
<b>Melissa Downs</b>	<b>\$74.00</b>
<b>Deborah Larson</b>	<b>\$31.00</b>
<b>Margaret Baros</b>	<b>\$881.00</b>

<b>Dellene Clark</b>	<b>\$10,529.00</b>
<b>Lori Cruz</b>	<b>\$9,530.00</b>
<b>Jana Guajardo</b>	<b>\$9,112.00</b>
<b>Rennie Brigman</b>	<b>\$9,071.00</b>
<b>Teri Lane</b>	<b>\$2,840.00</b>
<b>Sue Capps</b>	<b>\$2,797.00</b>
<b>Michelle Wood</b>	<b>\$2,266.00</b>
<b>Louise Witte</b>	<b>\$2,221.00</b>
<b>Therese Ferry</b>	<b>\$2,060.00</b>
<b>Donna Dodson</b>	<b>\$1,884.00</b>
<b>Sabrina Matthews</b>	<b>\$1,608.00</b>
<b>Deborah Larson</b>	<b>\$1,600.00</b>
<b>Kimberly Saddler</b>	<b>\$1,564.00</b>
<b>Cindy Faulkner</b>	<b>\$1,554.00</b>
<b>Sandra Morkovsky</b>	<b>\$1,382.00</b>
<b>Ruth Johnston</b>	<b>\$1,368.00</b>
<b>Julie Enriquez</b>	<b>\$1,164.00</b>
<b>Patty Werner</b>	<b>\$1,082.00</b>
<b>Lynette Smith</b>	<b>\$1,021.00</b>
<b>Rachel Huff</b>	<b>\$988.00</b>
<b>Barbara Kaiser</b>	<b>\$948.00</b>
<b>Karen Washington</b>	<b>\$928.00</b>
<b>Virgi Ferrell</b>	<b>\$920.00</b>
<b>Kathryn Urbanic</b>	<b>\$910.00</b>
<b>Kim Williamson</b>	<b>\$908.00</b>
<b>Heather DeVore</b>	<b>\$786.00</b>
<b>Yolanda Deauzat</b>	<b>\$786.00</b>
<b>Sandy Miller</b>	<b>\$686.00</b>

<b>Sarah Pelletier</b>	<b>\$674.00</b>
<b>Joycelynn Arnold</b>	<b>\$640.00</b>
<b>Gaylinn Frandsen</b>	<b>\$632.00</b>
<b>Jamie Pruitt</b>	<b>\$576.00</b>
<b>Cindy Valenzuela</b>	<b>\$568.00</b>
<b>Addison Ferry</b>	<b>\$568.00</b>
<b>Janna Driskell</b>	<b>\$562.00</b>
<b>Mary Tristan</b>	<b>\$543.00</b>
<b>Karen Williams</b>	<b>\$533.00</b>
<b>Linda Koehler</b>	<b>\$530.00</b>
<b>Shirley Vallier</b>	<b>\$517.00</b>
<b>Regina Roberts</b>	<b>\$514.00</b>
<b>Stacie Morneau</b>	<b>\$508.00</b>
<b>Lisa Crumley</b>	<b>\$506.00</b>
<b>Vickey Ellis</b>	<b>\$495.00</b>
<b>Courtney Allen</b>	<b>\$488.00</b>
<b>Lauren Paultk</b>	<b>\$480.00</b>
<b>Kelln Small</b>	<b>\$466.00</b>
<b>Kristy Svec</b>	<b>\$462.00</b>
<b>Abigail Sager</b>	<b>\$460.00</b>
<b>Jennifer Hahn</b>	<b>\$460.00</b>
<b>Kendra Wenske</b>	<b>\$452.00</b>
<b>Monica Rubio</b>	<b>\$450.00</b>
<b>Yolanda Resendez</b>	<b>\$293.00</b>
<b>Melissa Downs</b>	<b>\$218.00</b>
<b>Jacque Kuntschik</b>	<b>\$122.00</b>
<b>Margaret Baros</b>	<b>\$30,359.00</b>

### DECEMBER STATE QUEENS

Texas  
Lori Cruz  
Tennessee  
Louise Witte  
Utah  
Gaylinn Frandsen



**DECEMBER**  
**Court of Sharing**  
Dellene Clark 1  
Margaret Baros 4



**YTD Court of Sharing**  
as of 12/31/25  
July 1, 2025 - June 30, 2026



# Special Recognition

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

Get the recognition you deserve!

~Sales 11/30/25 through 1/3/26~

DECEMBER  
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)



### 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



## INTERVIEWS



## Information

### Hotline

(641) 715-3800 ext.  
769643# The menu is 1-10,  
#1 is for Mary Kay potential  
team members and all of us.

DECEMBER  
GRAND DAYS

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

LORI CRUZ - 7 Grand Days  
DELENE CLARK - 4 Grand Days  
SUE CAPPS - 4 Grand Days  
MICHELLE WOOD - 3 Grand Days

Michelle Wood sold TimeWise  
set, 2 Satin Hands Sets

## PCP

Dellene Clark

**\$308, \$166, \$189**

## ON THE GO

Dellene Clark

**\$22, \$38, \$36**

## REORDERS

Dellene Clark

**\$36, \$46, \$60**

## ONLINE

Dellene Clark

**\$168, \$70**

# Millionaire Teams

## STAR TEAM BUILDERS

### Rennie A. Brigman

- A2 Karen Williams
- A3 Deborah J. Larson
- A3 Sabrina Matthews
- I1 Lisa D. Crumley
- I1 Stacie L. Morneau
- I2 Courtney Allen
- I2 Lauren E. Paultk
- I2 Regina Roberts
- I3 Heather DeVore
- T2 Heather L. Lopez
- T3 Ledia Cheramie
- T3 Lisa Vang



### Dellene Clark

- A1 Lori R. Cruz
- A1 Kelln Small
- A2 Vickey M. Ellis
- A3 Ruth C. Johnston
- T2 Sarah Williams
- T6 Janie Moran



### Jana L. Guajardo

- A1 Therese M. Ferry
- A1 Sandy Miller
- A2 Karen L. Washington
- I2 Jennifer M. Hahn
- T5 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



<b>Name</b>	<b>%</b>
<b>Dellene Clark</b>	<b>6</b>
<b>Jana Guajardo</b>	<b>6</b>
<b>Teri Lane</b>	<b>4</b>
<b>Therese Ferry</b>	<b>4</b>
<b>Patty Werner</b>	<b>4</b>
<b>Rennie Brigman</b>	<b>4</b>
<b>Margaret Baros</b>	<b>9</b>

## SENIOR CONSULTANTS

### Sue Capps

- A2 Donna S. Dodson
- I3 Shirley S. Vallier

### Therese M. Ferry

- A1 Addison L. Ferry
- A2 Janna Driskell
- I1 Kristy Svec

### Teri M. Lane

- A1 Louise Witte

### Patty A. Werner

- A1 Sandra K. Morkovsky

### Louise Witte

- A3 Barbara A. Kaiser
- I1 Joycelynn Arnold
- I3 Kendra L. Wenske

Rennie Brigman & Dellene Clark received a free pack of Spring Look Books for enrolling 30 or more PCP Customers!





**Thank You Millionaires!**  
**We earned are 17th Career Car!**  
**I'm so proud to have the privilege to drive!**  
**Thank you Lori Cruz for our pick up party!!!**



**MY SHOP**  
**Memberships**

**Bianca Aguilera**  
**Kelln Small**  
**Addison Ferry**  
**Lori Cruz**  
**Rennie Brigman**  
**Therese Ferry**  
**Sue Capps**  
**Teri Lane**  
**Louise Witte**  
**Jana Guajardo**  
**Dellene Clark**

**Preferred Customer**  
**Program SPRING 2026**

**PARTICIPANTS**

**Margaret Baros**  
**Rennie Brigman**  
**Kelln Small**  
**Dellene Clark**  
**Sue Capps**  
**Louise Witte**  
**Ruth Johnston**  
**Mary Tristan**



**DECEMBER**

**QUEEN BEES**

**Lori Cruz**  
**Jana Guajardo**  
**Dellene Clark**

**WORKER BEE**

**Therese Ferry**

**BABY BEES**

**Sue Capps**  
**Louise Witte**  
**Teri Lane**  
**Sandy Miller**  
**Gaylinn Frandsen**  
**Addison Ferry**  
**Patty Werner**  
**Rennie Brigman**  
**Lynette Smith**



Global Mary Kay® Bingo Challenge:

Jan. 1 – Feb. 28, 2026

You will be given two tasks per week for eight weeks, totaling 16 tasks. Complete all of the fun tasks such as hosting a skin care party, getting a new customer, sharing your favorite Mary Kay quote and more. If you Pink Out your card by completing all 16 tasks, you can party with us and maybe earn some sweet rewards!

# BIRTHDAYS

# FEBRUARY

Email your News to  
[margaretbaros@gvec.net](mailto:margaretbaros@gvec.net)

MK

Anniversary

Name      Birthday

Name      Years

Monica Rubio	15
Brittany Raabe	19
Therese Ferry	22

Gaylinn Frandsen	22
Jana Guajardo	20
Therese Ferry	16
Jacque Kuntschik	14
Janna Driskell	14
Julie Enriquez	7
Lisa Vang	5
Shirley Vallier	2

# 2026

2026  
DREAM, GOAL,  
WORK, FIX!  
BLESS OUR 2026!

**Our December  
Brunch & Bloom!  
Thank you  
Lori & Jason!  
Let's grow!**



Karen Williams, Barbara Kaiser, Joycelynn Arnold,  
Virgi Ferrell on their health journeys.



Each person in our Mary Kay life for health,  
peace, success.



## 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 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**

**2024 - 2025 MK Queens**

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

**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.**

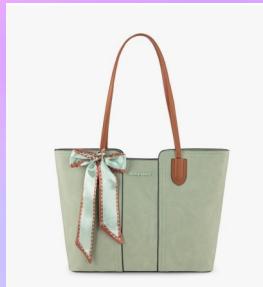
**\$25,000. Retail receive \$25. Gift card also.**

**\$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**

**Power UP & GROW  
Sales Monthly  
Selling Challenge**

**July 1, 2025**

**June 30, 2026**

## The Mary Kay eCommerce Experience Is Live!

The NEW Mary Kay eCommerce Experience is officially live! If you haven't done so already, now is the perfect time to set up your online Shop via the Shop Manager.

There are now several features that are live, such as:

NEW marykay.com

NEW My Shop

NEW Consultant Connector

NEW Shop Manager with Stripe Integration

NEW Tiered Discount Structure

Updated myCustomers platform with Customer Delivery Service option

Several other resources are also back online, including:

MKeCard® system

Preferred Customer Program

Weekly Accomplishment Sheet application

Mary Kay® Interactive Catalog App

Mary Kay® Skin Analyzer App

Mary Kay® Mirror Me App

The support for the NEW eCommerce experience will continue throughout 2026. You can look forward to:

NEW MKConfident modules to help further educate Independent Beauty Consultants on how to be successful in their Mary Kay business:

Promoting Your Online Shop

Golden Rule Customer Service

Tips on sharing your Shop on social media channels.

Participate in the My Shop Challenge for Career Conference 2026, and encourage your unit members to as well! Keep an eye out for additional challenges in the new year!

For DIQs and above: A stage segment at Leadership Conference 2026 featuring independent sales force members who will share how they're leveraging the new eCommerce platform and tiered discount structure to help maximize sales.

If you have any questions, please refer to any of the three What You Need to Know documents or the FAQ documents, which can be found on the Connect Hub.

# 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.**

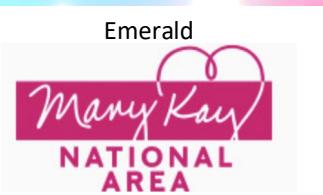
**ACHIEVE STAR CONSULTANT ALL 4 QUARTERS  
AND RECEIVE A \$20  
SP/PAMPER GIFT CARD!**

*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**

