

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**

**Milwaukee, Wis.**

**Pittsburgh, Pa.**

**\*3/20-3/21**

**Anaheim, Calif.**

**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**

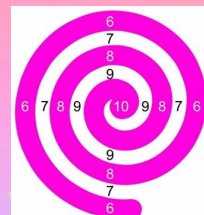
**It is soooo Ft. WORTH IT Y'all!**



# 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

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

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

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

### 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



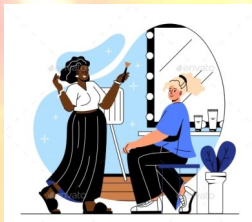
Trunk Shows & Open Houses are Great  
for large groups to see and touch  
products!

**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



**\$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**

**DELLENE 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**

## 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



### 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. Paulk
- I2 Regina Roberts
- I3 Heather DeVore
- T2 Heather L. Lopez
- T3 Ledie 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



<u>Name</u>	<u>%</u>
<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 LouiseWitte

#### Patty A. Werner

- A1 Sandra K. Morkovsky

#### Louise Witte

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

## Medal Program

**GOLD MEDAL - 5 recruits in one month**

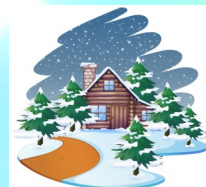
**SILVER - 4 recruits in one month**

**BRONZE - 3 recruits in one month**

**Earn bracelet with first medal.**



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





Thank You Millionaires!  
 We earned our 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**

### **CREAM OF THE CROP**



### **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**

**MK**

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

# Anniversary

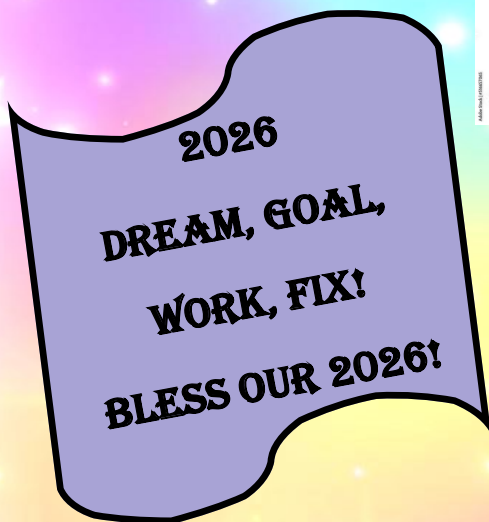
Name      Birthday

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**



**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 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 Shar-  
ing - 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**

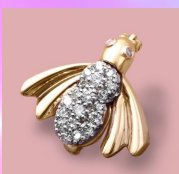
**Mary Kay National Court of Sharing - 24 Qualified Recruits**

**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.**

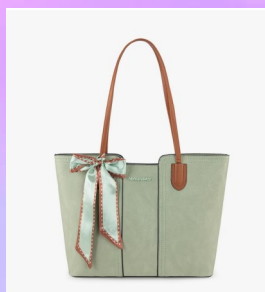
**Gift card also.**

**\$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**



***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 CONSULT-**  
**ANT ALL 4 QUARTERS**  
**AND RECEIVE A \$20**  
**SP/PAMPER GIFT CARD!**

*Recruiter's name goes  
 into drawing!*



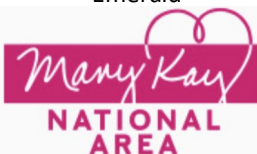
**5 New Unit**  
**Millionaires in a**  
**Calendar Month!**

*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**  
**margaretfbaros@gvec.net**

Emerald



## Grand Achiever



## Cadillac®



## Premier Club

