

February 5, 2026

*Margaret's  
Millionaires*

**The Millionaire Unit  
#8908**

**GRAND ACHIEVER  
UNIT**

**Emerald Seminar**



**Hello Millionaires!**

February is the month to "fall in love" with your Business, Customers, Social Media, Parties, Facials, the Opportunity.

If you need a boost, I suggest learning your Mary Kay In Touch.

There is a world of videos, training and information for YOU!

Read or re-read Mary Kay's Autobiography to know her heart!

Love, Margaret



## **JANUARY RESULTS**

**Margaret Baros, Sales Director**

**Cell 361-550-5658**

**margaretbaros@gvec.net**

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

### **STATE OF THE UNIT**

**Retail \$137,623**

**An 18.3% decrease  
from 1/25.**

**Unit Size 58 active,  
A decrease of 4.9%  
from 1/25**

**This was as of 1/31/26**



**New Consultant:** Joyce Mills

**From:** Cuero, TX

**Recruiter:** Lori Cruz

**Please set up your My Shop!**

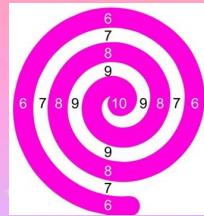
- **MyShop = Verifiable Customer Sales**
  - Provides clear proof of real customer purchases
  - Expands your reach and meets customers where they shop
  - Delivers a seamless, modern buying experience
- **Our Goal = Omni Channel Selling**
  - Every Mary Kay business integrates MyShop as a primary digital channel while maintaining the strength of traditional, in-person sales



# On Target Star Consultants

12/16/25 thru 3/15/26

as of 1/31/26



Consultant	Has In	Needs for Sapphire
Margaret Baros	\$2,170.00	\$230 for Ruby
Jana Guajardo	\$1,211.00	\$589.00
Rennie Brigman	\$1,109.50	\$690.50
Dellene Clark	\$925.50	\$874.50
Lori Cruz	\$831.00	\$969.00
Joycelynn Arnold	\$530.00	\$1,270.00
Mary Tristan	\$516.00	\$1,284.00
Donna Dodson	\$492.00	\$1,308.00
Sandy Miller	\$343.00	\$1,457.00
Ann Calkins	\$342.30	\$1,457.70
Stacie Morneau	\$326.00	\$1,474.00
Gaylinn Frandsen	\$316.00	\$1,484.00
Teri Lane	\$314.00	\$1,486.00
Kathryn Urbanic	\$297.50	\$1,502.50
Debra Lindsay	\$256.00	\$1,544.00
Summer Rice	\$237.00	\$1,563.00
Kendra Wenske	\$233.00	\$1,567.00
Lucia Martinez	\$231.50	\$1,568.50
Kim Williamson	\$230.00	\$1,570.00
Cindy Faulkner	\$228.00	\$1,572.00
Karen Washington	\$228.00	\$1,572.00
Heather DeVore	\$186.20	\$1,613.80
Louise Witte	\$166.00	\$1,634.00
Sue Capps	\$136.00	\$1,664.00
Julie Enriquez	\$124.00	\$1,676.00
Addison Ferry	\$76.00	\$1,724.00
Melissa Downs	\$74.00	\$1,726.00
Deborah Larson	\$31.00	\$1,769.00
Therese Ferry	\$13.00	\$1,787.00



# JANUARY

## RENNIE BRIGMAN

### Wholesale Queen



### SEMINAR YTD

### Court of Sales Scoreboard

July 1, 2025 - June 30, 2026

as of 1/31/26

<b>Rennie Brigman</b>	<b>\$1,109.50</b>
<b>Lori Cruz</b>	<b>\$647.00</b>
<b>Jana Guajardo</b>	<b>\$608.00</b>
<b>Dellene Clark</b>	<b>\$604.50</b>
<b>Joycelynn Arnold</b>	<b>\$530.00</b>
<b>Donna Dodson</b>	<b>\$492.00</b>
<b>Stacie Morneau</b>	<b>\$326.00</b>
<b>Kathryn Urbanic</b>	<b>\$297.50</b>
<b>Teri Lane</b>	<b>\$264.00</b>
<b>Mary Tristan</b>	<b>\$262.00</b>
<b>Ann Calkins</b>	<b>\$259.70</b>
<b>Summer Rice</b>	<b>\$237.00</b>
<b>Kendra Wenske</b>	<b>\$233.00</b>
<b>Lucia Martinez</b>	<b>\$231.50</b>
<b>Cindy Faulkner</b>	<b>\$228.00</b>
<b>Heather DeVore</b>	<b>\$186.20</b>
<b>Sue Capps</b>	<b>\$128.00</b>
<b>Therese Ferry</b>	<b>\$13.00</b>
<b>Margaret Baros</b>	<b>\$2,147.00</b>



### JANUARY STATE QUEENS

Texas - Rennie Brigman

Tennessee - Teri Lane

California - Cindy Faulkner

### YTD Court of Sharing

as of 1/31/26

July 1, 2025 - June 30, 2026

<b>Dellene Clark</b>	<b>\$11,738.00</b>
<b>Rennie Brigman</b>	<b>\$11,290.00</b>
<b>Lori Cruz</b>	<b>\$10,824.00</b>
<b>Jana Guajardo</b>	<b>\$10,328.00</b>
<b>Teri Lane</b>	<b>\$3,368.00</b>
<b>Sue Capps</b>	<b>\$3,053.00</b>
<b>Donna Dodson</b>	<b>\$2,868.00</b>
<b>Michelle Wood</b>	<b>\$2,266.00</b>
<b>Louise Witte</b>	<b>\$2,221.00</b>
<b>Therese Ferry</b>	<b>\$2,086.00</b>
<b>Cindy Faulkner</b>	<b>\$2,010.00</b>
<b>Joycelynn Arnold</b>	<b>\$1,700.00</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>Kathryn Urbanic</b>	<b>\$1,505.00</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>Stacie Morneau</b>	<b>\$1,160.00</b>
<b>Patty Werner</b>	<b>\$1,082.00</b>
<b>Mary Tristan</b>	<b>\$1,067.00</b>
<b>Heather DeVore</b>	<b>\$1,052.00</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>Kendra Wenske</b>	<b>\$918.00</b>
<b>Kim Williamson</b>	<b>\$908.00</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>Gaylinn Frandsen</b>	<b>\$632.00</b>
<b>Jamie Pruitt</b>	<b>\$576.00</b>
<b>Addison Ferry</b>	<b>\$568.00</b>
<b>Cindy Valenzuela</b>	<b>\$568.00</b>
<b>Janna Driskell</b>	<b>\$562.00</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>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>Summer Rice</b>	<b>\$474.00</b>
<b>Kelln Small</b>	<b>\$466.00</b>
<b>Lucia Martinez</b>	<b>\$463.00</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>Monica Rubio</b>	<b>\$450.00</b>
<b>Ann Calkins</b>	<b>\$371.00</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>\$34,653.00</b>



**JANUARY**  
**Court of Sharing**  
Lori Cruz - 1

# Special Recognition

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

Get the recognition you deserve!

~Sales 01/04/26 through 01/31/26~

## 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



JANUARY 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!**

Rennie Brigman - 8 Grand Days

Dellene Clark - 4 Grand Days

Lori Cruz - 4 Grand Days

## PCP

Dellene Clark - \$352,

\$410, \$210, \$416

Lori Cruz - \$46

## ON THE GO

Lori Cruz, \$16, \$52

Dellene Clark - \$44

## FACIAL

Lori Cruz - \$208

## Class

Dellene Clark - \$174,

\$56, \$154

Lori Cruz - \$18

## INTERVIEWS



## Reorders

Lori Cruz - \$168,  
\$140, \$322



## 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 BUILDERS

### Dellene Clark

- A1 Lori R. Cruz
- A2 Kelln Small
- A3 Vickey M. Ellis
- I1 Ruth C. Johnston
- T3 Sarah Williams



### Jana L. Guajardo

- A1 Lucia Martinez
- A2 Therese M. Ferry
- A2 Sandy Miller
- A3 Karen L. Washington
- I3 Jennifer M. Hahn



## 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



Name	%
Louise Witte	4
Dellene Clark	6
Rennie Brigman	4
Sue Capps	4
Jana Guajardo	4
Margaret Baros	13

### SENIOR CONSULTANTS

#### Rennie A. Brigman

- A1 Stacie L. Morneau
- A3 Karen Williams
- I1 Deborah J. Larson
- I1 Sabrina Matthews
- I2 Lisa D. Crumley
- I3 Courtney Allen
- I3 Lauren E. Paultk
- I3 Regina Roberts
- T1 Heather DeVore
- T3 Heather L. Lopez
- T4 Ledia Cheramie
- T4 Lisa Vang

#### Sue Capps

- A1 Donna S. Dodson
- T1 Shirley S. Vallier

#### Therese M. Ferry

- A2 Addison L. Ferry
- A3 Janna Driskell
- I2 Kristy Svec

#### Teri M. Lane

- A2 Louise Witte

#### Patty A. Werner

- A2 Sandra K. Morkovsky

#### Louise Witte

- A1 Joycelynn Arnold
- A1 Kendra L. Wenske
- I1 Barbara A. Kaiser



Millionaires I believe,  
We Can Do Better!

Let's work towards 50%!

# of participating unit members ( PCP  
Spring 2026 Program ) = 8  
PCP Spring 2026 Program participants =  
15.09%

### **Preferred Customer Program**

#### **SPRING 2026 PARTICIPANTS**

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



### **JANUARY**

#### **GRAND QUEEN BEE**

**Rennie Brigman**

#### **QUEEN BEES**

**Lori Cruz**

**Jana Guajardo**

**Dellene Clark**

#### **WORKER BEES**

**Joycelynn Arnold**

**Donna Dodson**

#### **BABY BEES**

**Stacie Morneau**

**Kathryn Urbanic**

**Teri Lane**

**Mary Tristan**

### **WINNERS:**

#### **SPRING PCP**

**Rennie Brigman**

**Dellene Clark**

**Kelln Small**

Received a free pack of Spring Look Books for enrolling 30 or more PCP Customers!

# BIRTHDAYS

# MARCH

# MK

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

# Anniversary

Name      Birthday

Name      Years

<b>Bianca Aguilera</b>	<b>6</b>
<b>Heather DeVore</b>	<b>15</b>
<b>Summer Rice</b>	<b>23</b>
<b>Yolanda Deauzat</b>	<b>28</b>
<b>Teri Lane</b>	<b>28</b>

<b>Louise Witte</b>	<b>26</b>
<b>Lisa Crumley</b>	<b>11</b>
<b>Sylvia Janecek</b>	<b>1</b>
<b>Brittany Raabe</b>	<b>1</b>
<b>Aubrey Rodriguez</b>	<b>1</b>
<b>Ruth Carter</b>	<b>1</b>
<b>LyAna Castrejon</b>	<b>1</b>
<b>Regina Roberts</b>	<b>1</b>



Deborah Larson and family for their continued healing.

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

Brand New Consultant JOYCE MILLS, for her daughter's healing.

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



Congratulations to

Sherry, DELLENE & Glenda

for attending

January Jumpstart!





## 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**

**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.**

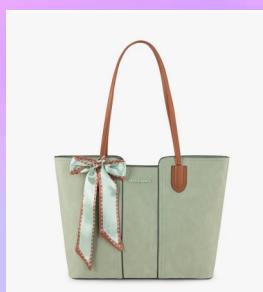
**\$25,000. Retail receive \$25.  
Gift card also.**

**\$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**

## **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!**

## **Career Conference - March 2026**

**\*3/13-3/14**

**Milwaukee, Wis.**

**Pittsburgh, Pa.**

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

**Anaheim, Calif.**

**Allen, Texas**

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

**St. Charles, Mo.**

**Chattanooga, TN**

**Orlando, Fla.**



# Nashville Leadership 2026



# 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.**

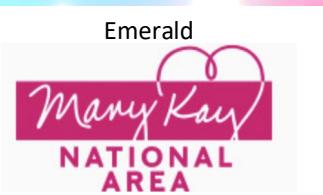
**ACHIEVE STAR CONSULTANT ALL 4 QUARTERS  
AND RECEIVE A \$20  
SP/PAMPER GIFT CARD!**

*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**

