

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



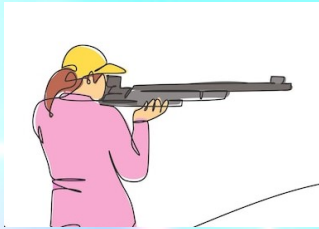
New Consultant: Joyce Mills

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

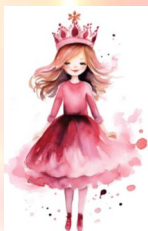


SEMINAR YTD
Court of Sales Scoreboard
July 1, 2025 - June 30, 2026
as of 1/31/26

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

Dellene Clark	\$11,738.00
Rennie Brigman	\$11,290.00
Lori Cruz	\$10,824.00
Jana Guajardo	\$10,328.00
Teri Lane	\$3,368.00
Sue Capps	\$3,053.00
Donna Dodson	\$2,868.00
Michelle Wood	\$2,266.00
Louise Witte	\$2,221.00
Therese Ferry	\$2,086.00
Cindy Faulkner	\$2,010.00
Joycelynn Arnold	\$1,700.00
Sabrina Matthews	\$1,608.00
Deborah Larson	\$1,600.00
Kimberly Saddler	\$1,564.00
Kathryn Urbanic	\$1,505.00
Sandra Morkovsky	\$1,382.00
Ruth Johnston	\$1,368.00
Julie Enriquez	\$1,164.00
Stacie Morneau	\$1,160.00
Patty Werner	\$1,082.00
Mary Tristan	\$1,067.00
Heather DeVore	\$1,052.00
Lynette Smith	\$1,021.00
Rachel Huff	\$988.00
Barbara Kaiser	\$948.00
Karen Washington	\$928.00
Virgi Ferrell	\$920.00
Kendra Wenske	\$918.00
Kim Williamson	\$908.00

Yolanda Deauzat	\$786.00
Sandy Miller	\$686.00
Sarah Pelletier	\$674.00
Gaylinn Frandsen	\$632.00
Jamie Pruitt	\$576.00
Addison Ferry	\$568.00
Cindy Valenzuela	\$568.00
Janna Driskell	\$562.00
Karen Williams	\$533.00
Linda Koehler	\$530.00
Shirley Vallier	\$517.00
Regina Roberts	\$514.00
Lisa Crumley	\$506.00
Vickey Ellis	\$495.00
Courtney Allen	\$488.00
Lauren Paulk	\$480.00
Summer Rice	\$474.00
Kelln Small	\$466.00
Lucia Martinez	\$463.00
Kristy Svec	\$462.00
Abigail Sager	\$460.00
Jennifer Hahn	\$460.00
Monica Rubio	\$450.00
Ann Calkins	\$371.00
Yolanda Resendez	\$293.00
Melissa Downs	\$218.00
Jacque Kuntschik	\$122.00
Margaret Baros	\$34,653.00



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



JANUARY
Court of Sharing
Lori Cruz - 1

Special Recognition

JANUARY GRAND DAYS



Enter Weekly Accomplishment Sheets online
at 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**



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

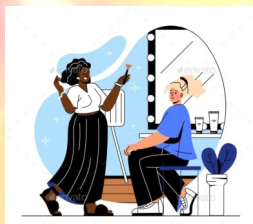
Rennie Brigman - 8 Grand Days

Dellene Clark - 4 Grand Days

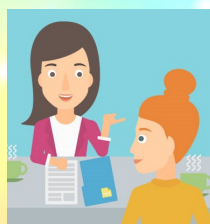
Lori Cruz - 4 Grand Days

Skin Care Classes

(3 to 6 Makeovers at a time)



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.

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



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

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. Paulk
- I3 Regina Roberts
- T1 Heather DeVore
- T3 Heather L. Lopez
- T4 Ledie 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**



CREAM OF THE CROP



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

MR

Email your News to
margaretbaros@gvec.net

Anniversary

Name Birthday

Name Years

Bianca Aguilera **6**
Heather DeVore **15**
Summer Rice **23**
Yolanda Deauzat **28**
Teri Lane **28**

Louise Witte **26**
Lisa Crumley **11**
Sylvia Janecek **1**
Brittany Raabe **1**
Aubrey Rodriguez **1**
Ruth Carter **1**
LyAna Castrejon **1**
Regina Roberts **1**



Deborah Larson and family for their continued healing.

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

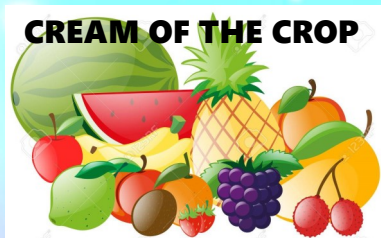
Brand New Consultant JOYCE MILLS, for her daughter's healing.

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 15th
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

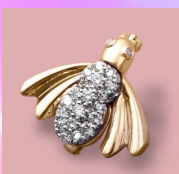
Mary Kay National Court of Sharing - 24 Qualified Recruits

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.

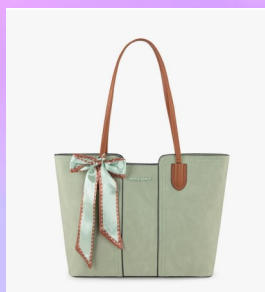
Gift card also.

**\$45,000. Retail, Seminar
awards night dinner date!**



2025-2026 Millionaire Unit

Court of Sharing Prize



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.

St. Charles, Mo.

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

Allen, Texas

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

*Recruiter's name goes
into drawing!*



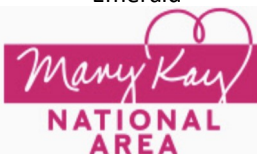
**5 New Unit
Millionaires in a
Calendar Month!**

*Foster Grant cause
your future is so
bright you are
gonna have to wear
shades!*



Margaret Baros
Sales Director
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Yoakum, TX 77995
Cell 361-550-5658
margaretfbaros@gvec.net

Emerald



Grand Achiever



Cadillac®



Premier Club

