

November 5, 2025

Margaret's Millionaires

**The Millionaire Unit
#8908**

**GRAND ACHIEVER
UNIT**
Emerald Seminar



Hello Millionaires,

Holiday season is upon us! Schedule with your Customers for gift ideas!
Holiday makeovers! Open Houses, Trunk Shows! Make life simple for
others by offering your services!

NOvember is the month to say NO to activities that are not your
priority. Free yourself to build your Mary Kay business.

Idea: Let's double in November with Unit Members!!! Offer a gift to
listen ask questions/listen about the Mary Kay Opp. Who do you know,
who needs more in their life? People are going to make more money with
the new E-Commerce site, who would be willing to let people know to
view their My Shop? Let's build together!!!!

Love, Margaret



NEW CONSULTANT
Addison Ferry
FROM: Victoria, TX
RECRUITED BY:
Therese Ferry

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!

OCTOBER RESULTS

Margaret Baros, Sales Director

Cell 361-550-5658

margaretbaros@gvec.net

91 Ward Rd Yoakum, TX 77995-5603

STATE OF THE UNIT

Retail \$88,025

**A 19.5% decrease
from 10/24.**

**Unit Size 56 active,
A decrease of 9.6%**

from 10/24

This was as of 10/31/25

Mary Kay National Fall Advance (Virtual)

11/12/2025 7:00 pm CT

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**

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

Milwaukee, Wis.

Anaheim, Calif.

Allen, Texas

Pittsburgh, Pa.

St. Charles, Mo.

Chattanooga, TN

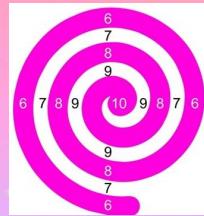
Orlando, Fla.



On Target Star Consultants

9/16/25 thru 12/15/25

as of 10/31/25



Consultant	Has In	Needs for Sapphire
Margaret Baros	\$4,087.50	Pearl
Rennie Brigman	\$1,540.50	\$259.50
Dellene Clark	\$1,445.00	\$355.00
Lori Cruz	\$1,283.00	\$517.00
Jana Guajardo	\$1,208.50	\$591.50
Donna Dodson	\$640.00	\$1,160.00
Michelle Wood	\$596.00	\$1,204.00
Teri Lane	\$505.00	\$1,295.00
Therese Ferry	\$503.00	\$1,297.00
Cindy Faulkner	\$490.00	\$1,310.00
Sue Capps	\$410.00	\$1,390.00
Sabrina Matthews	\$402.00	\$1,398.00
Ruth Johnston	\$342.00	\$1,458.00
Joycelynn Arnold	\$320.00	\$1,480.00
Louise Witte	\$310.00	\$1,490.00
Janna Driskell	\$281.00	\$1,519.00
Mary Tristan	\$271.50	\$1,528.50
Linda Koehler	\$265.00	\$1,535.00
Patty Werner	\$262.50	\$1,537.50
Stacie Morneau	\$254.00	\$1,546.00
Deborah Larson	\$244.00	\$1,556.00
Barbara Kaiser	\$237.00	\$1,563.00
Kristy Svec	\$231.00	\$1,569.00
Virgi Ferrell	\$230.00	\$1,570.00
Abigail Sager	\$230.00	\$1,570.00
Julie Enriquez	\$229.00	\$1,571.00
Kim Williamson	\$227.00	\$1,573.00
Rachel Huff	\$136.00	\$1,664.00
Heather DeVore	\$94.00	\$1,706.00
Melissa Downs	\$82.00	\$1,718.00



OCTOBER DELLENE CLARK Wholesale Queen



SEMINAR YTD
Court of Sales Scoreboard
July 1, 2025 - June 30, 2026
as of 10/31/25

Dellene Clark	\$1,243.00	Dellene Clark	\$7,639.00	Donna Dodson	\$604.00
Lori Cruz	\$1,070.50	Rennie Brigman	\$7,105.00	Jamie Pruitt	\$576.00
Rennie Brigman	\$921.50	Lori Cruz	\$6,926.00	Cindy Valenzuela	\$568.00
Jana Guajardo	\$604.50	Jana Guajardo	\$6,686.00	Mary Tristan	\$543.00
Sabrina Matthews	\$402.00	Teri Lane	\$2,094.00	Linda Koehler	\$530.00
Sue Capps	\$369.00	Sue Capps	\$2,072.00	Patty Werner	\$525.00
Ruth Johnston	\$342.00	Sabrina Matthews	\$1,608.00	Lynette Smith	\$518.00
Louise Witte	\$273.00	Michelle Wood	\$1,432.00	Shirley Vallier	\$517.00
Deborah Larson	\$244.00	Deborah Larson	\$1,376.00	Regina Roberts	\$514.00
Barbara Kaiser	\$237.00	Ruth Johnston	\$1,368.00	Stacie Morneau	\$508.00
Virgi Ferrell	\$230.00	Therese Ferry	\$1,150.00	Lisa Crumley	\$506.00
Abigail Sager	\$230.00	Kimberly Saddler	\$1,104.00	Courtney Allen	\$488.00
Julie Enriquez	\$229.00	Cindy Faulkner	\$1,072.00	Lauren Paultk	\$480.00
Kim Williamson	\$227.00	Louise Witte	\$1,040.00	Karen Washington	\$462.00
Rachel Huff	\$136.00	Rachel Huff	\$988.00	Kristy Svec	\$462.00
Michelle Wood	\$120.00	Barbara Kaiser	\$948.00	Jennifer Hahn	\$460.00
Teri Lane	\$60.00	Virgi Ferrell	\$920.00	Abigail Sager	\$460.00
Melissa Downs	\$40.00	Sandra Morkovsky	\$920.00	Kendra Wenske	\$452.00
Margaret Baros	\$3,080.50	Julie Enriquez	\$916.00	Monica Rubio	\$450.00
		Kathryn Urbanic	\$910.00	Yolanda Resendez	\$293.00
		Kim Williamson	\$908.00	Melissa Downs	\$122.00
		Heather DeVore	\$644.00	Jacque Kuntschik	\$122.00
		Joycelynn Arnold	\$640.00	Margaret Baros	\$22,584.00

OCTOBER STATE QUEENS

Texas - Dellene Clark

Tennessee - Louise Witte

Utah - Rachel Huff

Wyoming - Michelle Wood



YTD Court of Sharing

as of 10/31/25

July 1, 2025 - June 30, 2026



OCTOBER
Court of Sharing
Therese Ferry 1



Special Recognition

Enter Weekly Accomplishment Sheets online
at www.marykayintouch.com! Quick & Easy!

Get the recognition you deserve!

~Sales 9/28/25 through 10/11/25~

OCTOBER 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)



INTERVIEWS



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



Information

Hotline

(641) 715-3800 ext.

769643# The menu is 1-10,
#1 is for Mary Kay potential
team members and all of us.

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

LORI CRUZ - 6 Grand Days

DELLENE CLARK - 3 Grand Days

LORI CRUZ held a Skin Care Class
with 3 bookings and sold a Skin
Care Set!



REORDERS

Dellene Clark

\$222, \$412

ON THE GO

Dellene Clark

\$199

PCP

Dellene Clark

\$58

Millionaire Teams

TEAM LEADER

Rennie A. Brigman

- A1 Deborah J. Larson
- A1 Sabrina Matthews
- A2 Lisa D. Crumley
- A2 Stacie L. Morneau
- A3 Courtney Allen
- A3 Lauren E. Paultk
- A3 Regina Roberts
- I1 Heather DeVore
- I3 Heather L. Lopez
- T1 Ledia Cheramie
- T1 Lisa Vang
- T5 Karen Williams



STAR TEAM LEADER

Jana L. Guajardo

- A2 Therese M. Ferry
- A3 Jennifer M. Hahn
- A3 Karen L. Washington
- T1 Sandy Miller
- T3 Lucia Martinez



DIRECTOR'S and REDS Christmas LUNCHEON

LUNCHEON **Recognition** **GUEST NSIDE** **Gift Exchange**

WEDNESDAY, DECEMBER 10
11:00am-2:30pm

Balcones Country Club
8600 Balcones Club Dr., Austin TX 78750

COMMISSION

CHECKS



Name %

- | | |
|-----------------------|-----------|
| Dellene Clark | 4 |
| Rennie Brigman | 9 |
| Teri Lane | 4 |
| Louise Witte | 4 |
| Margaret Baros | 13 |

SENIOR CONSULTANTS

Dellene Clark

- A1 Lori R. Cruz
- A1 Ruth C. Johnston
- I3 Sarah Williams
- T3 Vickie M. Ellis
- T4 Janie Moran
- T5 Sheri Sill

Therese M. Ferry

- A2 Kristy Svec
- I2 Janna Driskell
- N1 Addison L. Ferry

Teri M. Lane

- A1 Louise Witte

Patty A. Werner

- A3 Sandra K. Morkovsky

Louise Witte

- A1 Barbara A. Kaiser
- A2 Joycelynn Arnold
- I1 Kendra L. Wenske
- T5 Evelyn A. Velek

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.



LEDIE CHERAMIE's family,
her dad Russell Cheramie,
passed away 10/27/2025.

KAREN WILLIAMS,
BARBARA KAISER,
JOYCELYNN ARNOLD,
VIRGI FERRELL
on their health journeys.



**Website
Memberships**

Lori Cruz
Addison Ferry
Sue Capps
Louise Witte
Dellene Clark
Teri Lane
Jana Guajardo
Therese Ferry
Rennie Brigman
Michelle Wood
Margaret Baros
Courtney Allen

THANK YOU FOR
HELPING ME GROW



**Preferred Customer
Program**

WINTER PARTICIPANTS

Margaret Baros
Dellene Clark
Rennie Brigman
Lori Cruz
Deborah Larson
Louise Witte
Sue Capps
Ruth Johnston



OCTOBER

GRAND QUEEN BEES

Dellene Clark
Lori Cruz

QUEEN BEES

Rennie Brigman
Jana Guajardo

WORKER BEE
Sabrina Matthews

BABY BEES
Sue Capps
Ruth Johnston
Louise Witte



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

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

BIRTHDAYS

DECEMBER

MK

Email your News to
margaretbaros@gvec.net

Anniversary

Name Birthday

Name Years

Dellene Clark	2
Joycelynn Arnold	10
Margaret Steuber	12
Janna Driskell	18
Rennie Brigman	30

Joycelynn Arnold	19
Summer Rice	6
Sheri Sill	1

DECEMBER

- EARLY DECEMBER** – More tutorial videos will be added to the Connect Hub, including videos for myCustomers™, Consultant Connector and the online shopping experience.
- DEC. 1-16** – Independent sales force members should review and resolve all customer orders from November and December. Any order in New or Pending status will NOT migrate.
- DEC. 15** – Star Consultant Program quarter closes. The deadline for all 50 U.S. states' product orders to be received and processed to help ensure delivery of orders before the holidays.
- DEC. 16** – The NEW eCommerce transition takes place starting at 6 p.m. CT through Dec. 17 at 9 a.m. CT. During this blackout time, the functionality of some online resources **will be unavailable, including:**

- Current marykay.com and all Mary Kay® Personal Web Sites with CDS, Guest Checkout and EZ ship ordering
- Personal Web Site Manager
- myCustomers™ on Mary Kay InTouch®
- Consultant Locator
- MKeCard® system
- Weekly Accomplishment Sheet Application
- Preferred Customer Program™
- myCustomers™+ mobile app will be retired and removed from the App Stores.

You **will be able** to access:

- Mary Kay InTouch® (except for myCustomers™)
- myBusiness™
- Online ordering
- IBC Agreements

The following mobile apps have a checkout feature that directs to marykay.com. While these apps will still be functional, the checkout experience will be impacted.

- Mary Kay® Interactive Catalog App
- Mary Kay® Skin Analyzer App
- Mary Kay® Mirror Me App

- DEC. 17 – The NEW eCommerce platform goes live at 9 a.m. CT., including:**

- NEW marykay.com, My Shop and Consultant Connector
- NEW Shop Manager with Stripe integration
- NEW Tiered Discount
- Updated myCustomers™ platform with Customer Delivery Service option
- MKeCard® system, Weekly Accomplishment Sheet Application, Preferred Customer Program™, Mary Kay® Interactive Catalog App, Mary Kay® Skin Analyzer App, Mary Kay® Mirror Me App will all be back online.

While there are many changes surrounding the new eCommerce platform, we encourage you to continue working your Mary Kay business as normal. These new changes can help you surpass your goals for 2025 and beyond!

November Commissions Reminder: November commissions, paid in December, will only be paid out via direct deposit or through a Mary Kay® Pre-Paid Credit Card.

More tips and next steps to help you and your unit members will be shared in the coming weeks on the Connect Hub.

We are excited to take this journey with you!

MARY KAY INTOUCH® ONLINE INVENTORY ORDERING TIERED DISCOUNT STRUCTURE

HERE'S HOW IT WORKS:

If you are an Independent Beauty Consultant placing an order through the Mary Kay InTouch® Online Ordering site, your wholesale product discount is determined by your Activity Status.

ACTIVITY STATUS	WHOLESALE PRODUCT DISCOUNT
If you are ACTIVE**	All Mary Kay InTouch® inventory orders will receive a 50% discount. To become active in a single order, you must reach the goal of \$450 retail.
If you are NOT ACTIVE* (New, Inactive or Terminated Status)	All Mary Kay InTouch® inventory orders from \$100 retail through \$449.99 retail will receive a 30% discount. You can accumulate to active status with the goal of \$450 retail in one month.
	All Mary Kay InTouch® inventory orders less than \$100 retail will NOT receive a discount. However, they still accumulate toward your active status.



WANT EVEN RICHER REWARDS?

Take advantage of the Great Start® Program. Go to Mary Kay InTouch® > Education > New Independent Beauty Consultants Start Here

*Inactive Independent Beauty Consultants are eligible to receive a 30% wholesale discount on Section 1 products until they reach active status. **In the event of a single order, a consultant must be considered active with personal retail sales of \$450, and she will remain active for two months following the month with a qualifying active order(s). The Company grants all Mary Kay Independent Beauty Consultants a limited license to duplicate these pages in connection with their Mary Kay business. These pages should not be altered from their original form or incorporated into other materials.

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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 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!



Join the Power UP & Grow Challenges

July 1 – Dec. 31, 2025

Introducing Power UP & Grow designed to help take your sales to the next stage and energize the US independent sales force on the path toward leadership.

Drive your sales growth even higher while building a community among our Independent Beauty Consultants and Independent Sales Directors across the US.

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



gift card

MARK YOUR CALENDARS:

Dec. 17 Is the eCommerce Experience Launch Date!

The upcoming eCommerce platform will be live before you know it! The timing of this launch was made with careful consideration to cause the least possible disruption to your business. It comes after the Dec. 15 Star Consultant Quarter close and the holiday ordering shipping deadlines.

TIMING:

EARLY NOVEMBER

- The Connect Hub, accessible to all sales force members, features new tutorial videos for setting up a Shop account and Contact Card using Shop Manager, plus relevant FAQs. Look for a **second version of the *What You Need to Know* document**, which covers additional information on upcoming changes and topics from the initial version. Be sure to review all Connect Hub resources so that you are fully prepared.
- The Shop Manager system opens for all sales force members who have a current Mary Kay® Personal Web Site subscription. Start setting up your new online Shop in preparation for the launch!

Continued on Page 2



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
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Yoakum, TX 77995
Cell 361-550-5658
margaretbaros@gvec.net



Grand Achiever



Cadillac®



Premier Club

