

*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**

**Milwaukee, Wis.**

**Pittsburgh, Pa.**

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

**Anaheim, Calif.**

**St. Charles, Mo.**

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

**Allen, Texas**

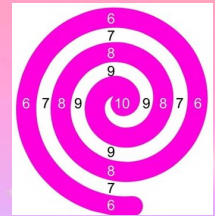
**Chattanooga, TN  
Orlando, Fla.**



# On Target Star Consultants

## 9/16/25 thru 12/15/25

### as of 10/31/25

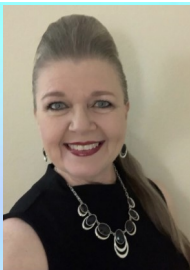


Consultant	Has In	Needs for Sapphire
Margaret Baros	\$4,087.50	Pearl
Rennie Brigman	\$1,540.50	\$259.50
Dellene Clark	\$1,445.00	\$355.00
Lori Cruz	\$1,283.00	\$517.00
Jana Guajardo	\$1,208.50	\$591.50
Donna Dodson	\$640.00	\$1,160.00
Michelle Wood	\$596.00	\$1,204.00
Teri Lane	\$505.00	\$1,295.00
Therese 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
Lori Cruz	\$1,070.50
Rennie Brigman	\$921.50
Jana Guajardo	\$604.50
Sabrina Matthews	\$402.00
Sue Capps	\$369.00
Ruth Johnston	\$342.00
Louise Witte	\$273.00
Deborah Larson	\$244.00
Barbara Kaiser	\$237.00
Virgi Ferrell	\$230.00
Abigail Sager	\$230.00
Julie Enriquez	\$229.00
Kim Williamson	\$227.00
Rachel Huff	\$136.00
Michelle Wood	\$120.00
Teri Lane	\$60.00
Melissa Downs	\$40.00
Margaret Baros	\$3,080.50

Dellene Clark	\$7,639.00
Rennie Brigman	\$7,105.00
Lori Cruz	\$6,926.00
Jana Guajardo	\$6,686.00
Teri Lane	\$2,094.00
Sue Capps	\$2,072.00
Sabrina Matthews	\$1,608.00
Michelle Wood	\$1,432.00
Deborah Larson	\$1,376.00
Ruth Johnston	\$1,368.00
Therese Ferry	\$1,150.00
Kimberly Saddler	\$1,104.00
Cindy Faulkner	\$1,072.00
Louise Witte	\$1,040.00
Rachel Huff	\$988.00
Barbara Kaiser	\$948.00
Virgi Ferrell	\$920.00
Sandra Morkovsky	\$920.00
Julie Enriquez	\$916.00
Kathryn Urbanic	\$910.00
Kim Williamson	\$908.00
Heather DeVore	\$644.00
Joycelynn Arnold	\$640.00

Donna Dodson	\$604.00
Jamie Pruitt	\$576.00
Cindy Valenzuela	\$568.00
Mary Tristan	\$543.00
Linda Koehler	\$530.00
Patty Werner	\$525.00
Lynette Smith	\$518.00
Shirley Vallier	\$517.00
Regina Roberts	\$514.00
Stacie Morneau	\$508.00
Lisa Crumley	\$506.00
Courtney Allen	\$488.00
Lauren Paulk	\$480.00
Karen Washington	\$462.00
Kristy Svec	\$462.00
Jennifer Hahn	\$460.00
Abigail Sager	\$460.00
Kendra Wenske	\$452.00
Monica Rubio	\$450.00
Yolanda Resendez	\$293.00
Melissa Downs	\$122.00
Jacque Kuntschik	\$122.00
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](http://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**



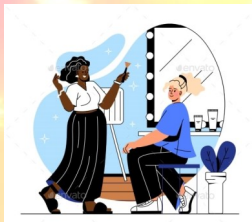
**\$100 or more Retail Sales**  
before tax. Let Margaret know  
and you will be recognized in the  
newsletter.

**Everyone is a Winner!**

**LORI CRUZ - 6 Grand Days**  
**DELLENE CLARK - 3 Grand Days**

## Skin Care Classes

(3 to 6 Makeovers at a time)



## INTERVIEWS



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

## 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.



## 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. Paulk  
A3 Regina Roberts  
I1 Heather DeVore  
I3 Heather L. Lopez  
T1 Ledie 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 NSDE

Gift Exchange

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

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

## COMMISSION CHECKS



<u>Name</u>	<u>%</u>
<b>Dellene Clark</b>	<b>4</b>
<b>Rennie Brigman</b>	<b>9</b>
<b>Teri Lane</b>	<b>4</b>
<b>Louise Witte</b>	<b>4</b>
<b>Margaret Baros</b>	<b>13</b>

## SENIOR CONSULTANTS

### Dellene Clark

A1 Lori R. Cruz  
A1 Ruth C. Johnston  
I3 Sarah Williams  
T3 Vickey 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.  
\*\* An Independent Beauty Consultant is considered active with personal retail sales of \$450, and she will remain active for two months following month with a qualifying active order(s).  
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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 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**

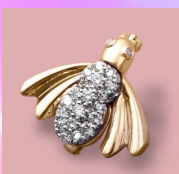
**Mary Kay National Court of Sharing - 24 Qualified Recruits**

**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.**

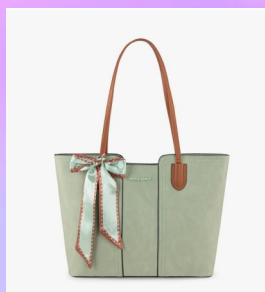
**\$25,000. Retail receive \$25.**

**Gift card also.**

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



**2025-2026 Millionaire Unit  
Court of Sharing Prize**



**New Directors**

**debuting by 6/30/2026 for  
Seminar 2026!**

**\$50 Gift Card**

**for Director Supplies**



**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 commu-  
nity among our Independent  
Beauty Consultants and  
Independent Sales Directors  
across the US.**

## MARK YOUR CALENDARS:

# Dec. 17 Is the eCommerce Experience Launch Date!

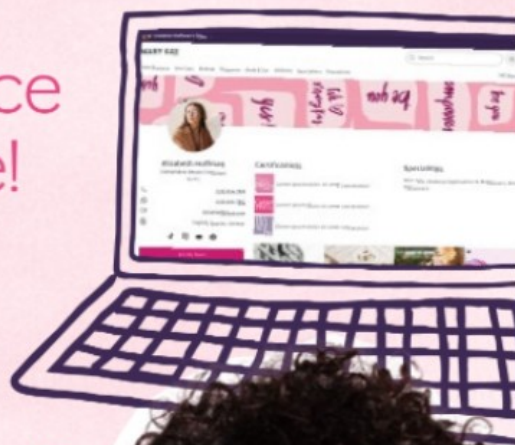
The upcoming eCommerce platform will be live before you know it! The timing of this launch was made with careful consideration to cause the least possible disruption to your business. It comes after the Dec. 15 Star Consultant Quarter close and the holiday ordering shipping deadlines.

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

*Recruiter's name goes  
 into drawing!*



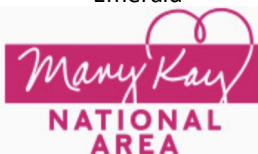
**5 New Unit**  
**Millionaires in a**  
**Calendar Month!**

*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

