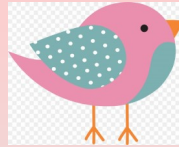




**The Millionaire Unit  
#8908  
PREMIER CLUB  
UNIT  
Emerald Seminar**



# Margaret's Millionaires

**Margaret Baros,  
Sales Director  
Cell 361-550-5658  
margaretbaros@gvec.net  
416 Herman Rd,  
Yoakum, TX 77995**



**STATE OF THE UNIT  
Retail \$15,022.50  
An 8.7% decrease  
from 7/22.  
Unit Size 58 active,  
A decrease of 6.4%  
from 7/22  
This is as of 7/31/23.**

**August 8, 2023**

## JULY Results



**Hello Millionaires,**

Helllloooo August!  
We just learned 3 things that Mary Kay (the Woman)  
believed and taught that ANYONE could be successful!

1. Good Planning
2. Persistence
3. WORK

Really simple.

**Love, Margaret**



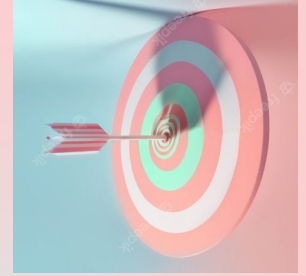
**Jana & Dellene  
Princess Court!**



**Ami, Margaret, Rennie  
at  
Royalty Reception**



# On Target Star Consultants 6/16/23 thru 9/15/23 as of 7/31/23



Consultant	Has In	Needs for Sapphire
Margaret Baros	\$2,666.70	\$333.30 for Diamond
Jana Guajardo	\$2,179.80	\$220.20 for Ruby
Rennie Brigman	\$2,129.60	\$270.40 for Ruby
Dellene Clark	\$1,654.10	\$145.90
Teri Lane	\$908.50	\$891.50
Deborah Larson	\$602.30	\$1,197.70
Sue Capps	\$517.00	\$1,283.00
Lauren Paulk	\$412.00	\$1,388.00
Joycelynn Arnold	\$348.50	\$1,451.50
Yolanda Resendez	\$328.75	\$1,471.25
Louise Witte	\$325.50	\$1,474.50
Sarah Pelletier	\$305.00	\$1,495.00
Karen Filip	\$292.50	\$1,507.50
Therese Ferry	\$289.50	\$1,510.50
Janna Driskell	\$277.50	\$1,522.50
Patty Werner	\$273.50	\$1,526.50
Sandra Morkovsky	\$267.50	\$1,532.50
Heather DeVore	\$262.00	\$1,538.00
Kimberly Saddler	\$259.50	\$1,540.50
Michelle Wood	\$249.30	\$1,550.70
Jennifer Hahn	\$243.50	\$1,556.50
Barbara Kaiser	\$242.50	\$1,557.50
Virgi Ferrell	\$229.50	\$1,570.50
Summer Rice	\$225.00	\$1,575.00
Rachel Huff	\$158.00	\$1,642.00
Kristy Svec	\$124.00	\$1,676.00
Julie Enriquez	\$63.50	\$1,736.50
Liggy Hansrote	\$48.00	\$1,752.00
Karen Washington	\$47.00	\$1,753.00



**Queen Rennie, Debra Larson  
& Margaret**

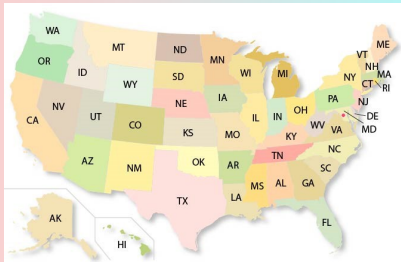




# JULY Rennie Brigman Wholesale Queen



Rennie Brigman	\$631.00
Dellene Clark	\$624.50
Jana Guajardo	\$601.50
Lauren Paulk	\$412.00
Deborah Larson	\$336.00
Sarah Pelletier	\$305.00
Karen Filip	\$292.50
Louise Witte	\$289.50
Therese Ferry	\$281.50
Janna Driskell	\$277.50
Patty Werner	\$273.50
Kimberly Saddler	\$259.50
Yolanda Resendez	\$252.75
Sandra Morkovsky	\$251.50
Barbara Kaiser	\$242.50
Summer Rice	\$225.00
Julie Enriquez	\$63.50
Teri Lane	\$61.50
Heather DeVore	\$22.00
Sue Capps	\$17.50
Margaret Baros	\$1,853.50



## JULY STATE QUEENS

**TEXAS - Rennie Brigman**  
**TENNESSEE - Louise Witte**

## JULY Court of Sharing

## SEMINAR YTD Court of Sales Scoreboard July 1, 2023 - June 30, 2024 as of 7/31/23

Rennie Brigman	\$1,262.00
Dellene Clark	\$1,249.00
Jana Guajardo	\$1,203.00
Lauren Paulk	\$699.00
Deborah Larson	\$672.00
Sarah Pelletier	\$610.00
Karen Filip	\$585.00
Louise Witte	\$579.00
Therese Ferry	\$563.00
Janna Driskell	\$555.00
Patty Werner	\$547.00
Kimberly Saddler	\$519.00
Yolanda Resendez	\$505.00
Sandra Morkovsky	\$503.00
Barbara Kaiser	\$485.00
Summer Rice	\$450.00
Julie Enriquez	\$127.00
Teri Lane	\$123.00
Heather DeVore	\$44.00
Sue Capps	\$35.00
Margaret Baros	\$3,707.00



## YTD Court of Sharing as of 7/31/23 July 1, 2023 - June 30, 2024

Qualified NEW Team Member & YOU  
the Recruiter receive personal time  
with Maranda!



# Special Recognition

Enter Weekly Accomplishment Sheets online  
at [www.marykayintouch.com](http://www.marykayintouch.com)!  
Quick & Easy! Get the recognition you deserve!  
~Sales 7/9/23 through 8/5/23~

## JULY GRAND DAYS!



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

## Facials

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

**Skin Care Classes  
(3 to 6 Makeovers at a time)**

**Classes On the Go  
Website PCP**

Deborah Larson - 6 Grand Days  
Dellene Clark - 3 Grand Days  
Sue Capps - 2 Grand Days  
Michelle Wood - 1 Grand Day



## INTERVIEWS



## Ami Parbs reported:

**Facials - \$231, \$68, \$215**  
**Web: \$50, \$43, \$329, \$95**  
**On The Go: \$20**  
**Classes: \$608**

## 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



## Information Hotline

**(641) 715-3800 ext.  
769643#**

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



**Ami  
&  
Jana at  
Seminar**



## 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.





# Millionaire Teams

## COMMISSION CHECKS



**Name** **%**

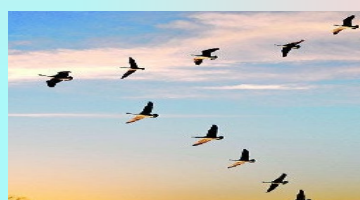
### Team Leaders

#### Rennie A. Brigman

A1 Deborah J. Larson  
A1 Lauren E. Paulk  
A2 Heather DeVore  
A3 Courtney L. Allen  
A3 Ivonne Maxwell  
A3 Karen Williams  
I1 Kaye Finch  
I2 Regina A. Roberts  
I3 Lisa D. Crumley  
I3 Lisa Vang  
T1 Heather L. Lopez  
T2 Mellisa Hicks  
T2 Staci Hodges  
T2 Jolene A. Kosark  
T2 Sabrina Matthews  
T4 Katherine Darilek  
T4 Theresa Scrivner



Rennie Brigman 9  
Jana Guajardo 6  
Teri Lane 4  
Therese Ferry 4  
Patty Werner 4  
Louise Witte 4  
Margaret Baros 13



### Star Team Builders

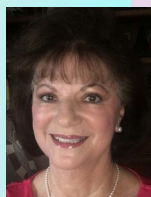
#### Jana L. Guajardo

A1 Therese M. Ferry  
A1 Karen A. Filip  
A2 Jennifer M. Hahn  
A2 Karen L. Washington  
I2 Sandy Miller  
I2 Krista Wilkerson  
N2 Haley D. Cooksey



#### Louise Witte

A1 Barbara A. Kaiser  
A2 Joycelynn Arnold  
A3 Kendra L. Wenske  
T2 Evelyn A. Velek



### Senior Consultants

#### Therese M. Ferry

A1 Janna Driskell  
A3 Kristy Svec

#### Teri M. Lane

A1 Louise Witte  
A3 Ligg S. Hansrote

#### Patty A. Werner

A1 Sandra K. Morkovsky  
T1 Nina M. Blaschke

## 6

**MOST IMPORTANT THINGS FOR THE WEEK**

What are you going to do to soar like never before & make your dreams come true?

### 1

**Book 5+ New Appointments**

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_

### 3

**\$300 Retail Week**  
Sell \$300 consistently a week - Sapphire Star for the quarter

\$300

\$250

\$200

\$150

\$100

\$50

### 5

**Sell 1 New Skincare Set**

### 2

**Facial 3-6 Women/ Hold a Party**

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_
6. \_\_\_\_\_

### 4

**Hold 1 Career Chat OR Add a New Team Member**

\_\_\_\_\_

### 6

**Submit Your Weekly Accomplishment Sheet**

☐ Even if you have a \$0 week

Join Us Tuesday for Boss Babes at 7

☐

Reflect on This Week:  
What went well?

What do you want to do differently/improve on?

What is your goal for this upcoming week?

Share your results with your director by Tuesday at noon.

**soar**  
like never  
before

### **SOAR Winners!**

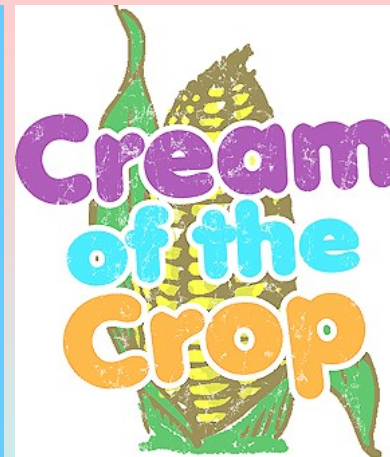
**Margaret Baros  
Rennie Brigman  
Dellene Clark  
Jana Guajardo**

### **JULY CREAM OF THE CROP**

**Queen Bees**  
RENNIE BRIGMAN  
DELLENE CLARK  
JANA GUAJARDO

**Worker Bee**  
LAUREN PAULK

**Baby Bees**  
DEBORAH LARSON  
SARAH PELLETIER  
KAREN FILIP  
LOUISE WITTE  
THERESE FERRY  
JANNA DRISKELL  
PATTY WERNER  
KIMBERLY SADDLER  
YOLANDA RESENDEZ  
SANDRA MORKOVSKY



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

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

### **Preferred Customer Program**

Sleigh the Holidays With Seasonal Sales!  
Enroll your customers  
for the Holiday 2023 issue of The Look!



Make your customers' holiday exceptional with plenty of glamorous gifting ideas for everyone! Share this quarter's holiday essentials with your customers by enrolling them to receive the Holiday 2023 issue of The Look. Plus, they'll receive an exclusive Mary Kay® product sample.

Enroll July 19 – Aug. 17, 2023.  
Mails Sept. 2, 2023. Arrives in 7 to 10 business days.  
Only 90¢ per name.\*  
Your customers will be able to sample TimeWise Replenishing Serum C+E® when they receive the Fall 2023 issue of The Look.

### **Website Memberships**

Haley Cooksey  
Therese Ferry  
Jana Guajardo  
Rennie Brigman  
Teri Lane  
Donna Dodson  
Brandi Gayle  
Michelle Wood  
Margaret Baros  
Heather DeVore  
Liggy Hansrote  
Sue Capps  
Louise Witte  
Deborah Larson

**Sign up for PCP  
HOLIDAY  
Look Book!**





**Happy  
Birthday**



**SEPTEMBER**



**Happy MK  
Anniversary**



**Share your News ...  
margaretfbaros@gvec.net**

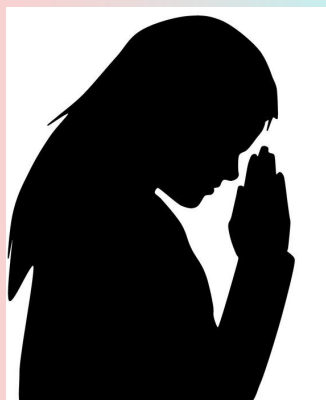
<u>Name</u>	<u>Birthday</u>
Sue Capps	4
Michelle Wood	11
Jennifer Hahn	13
Katherine Darilek	19
Rachel Huff	23

<u>Name</u>	<u>Years</u>
Sherrie Searle	33
Teri Lane	30
Yolanda Resendez	19
Rachel Huff	16
Sue Capps	7
Donna Dodson	4
Jamie Pruitt	1

**Congratulations** DELLENE and Dan Clark  
on becoming Grandparents again! Big Brother  
Colson is very happy!

**Congratulations** to SUE CAPPS on  
becoming a Great Grandmother!!!

**Congratulations:** These ladies have  
earned the newest pack of  
Fall Look Books for enrolling 30 or more in the PCP program!  
DELENE CLARK, TERI LANE, DEBORAH LARSON



**Prayers for:**  
KELLY AGUAYO's husband Martin recently lost his  
mom, Marie Guadalupe Perales.



## 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!

## 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 more – Beautiful Jewelry from Mary Kay Inc. + surPrize!

Queen Bees \$600 wholesale or more – Beautiful designer jewelry from MK Inc

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



## 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  
\*\*\*\*\*

**\$500 weeks, reinvest  
\$1,000 + \$1,000 profit  
for you and your family!!!**

PEARLS OF SHARING  
Necklace, Earrings & Bracelet



**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 Ad-  
vanced Color Consultant earn, Color  
Samples.

**Complete Legal Education Module**  
under Education and earn a pack of Cus-  
tomer Profiles.

**All Star Consultants each Quarter**  
\$20 Spa Gift Card



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

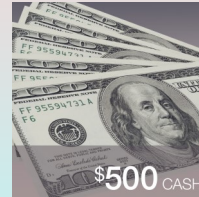


# CONTESTS

July 1, 2022- June 30,  
2023 Seminar Year

Mary Kay National Court of Sales - \$40,000 retail  
Mary Kay Area 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 Court of Sharing - 12 Qualified Recruits  
Millionaire Unit Court of Sharing - 5 Qualified Recruits

Court of Sales  
Rings & \$500 Cash



## 2022 - 2023 MK Queens Court of Sharing choices



Be on the Mary Kay National Court of Sales (\$40,000 retail)  
&/or the Mary Kay National Court of Sharing (24 qualified recruits)  
Attend Seminar 2023 and YOU will receive  
A Night Out on the Town! A Dinner with your Director at a Dallas hot spot!!

## 2022 - 2023 MK - COURT OF SALES CHOICES !

2022-2023 Millionaire Unit  
Court of Sales -  
\$11,000. Retail.  
\$25,000. Retail receive \$50.  
Gift card also.  
\$40,000. Retail, Seminar  
awards night dinner date!



### "Pavoi" Pearl Necklace



2022-2023 Millionaire Unit  
Court of Sharing Prize  
5 Qualified  
Pavoi 14K Gold Plated Cubic  
Zirconia Cuff Earrings

4 Quarters of  
Star Consultant  
2022 - 2023  
Seminar Year  
\$20 Spa Gift Card



New Directors  
debuting by 6/30/2023  
for Seminar 2023!  
\$50 Gift Card  
for Director Supplies

soar  
like never  
before

## CHALLENGE

JULY 1, 2023 - JUNE 30, 2024

Believe in your potential and that all possibilities are within reach, and your Mary Kay business can sparkle with brilliant opportunity! Every party can become a pivotal moment. Every product sale can boost your momentum. And every conversation you have about the flexibility of running a small business can elevate your life in unimaginable ways.



# soar like never before

## CHALLENGE

JULY 1, 2023 – JUNE 30, 2024

Believe in your potential and that all possibilities are within reach, and your Mary Kay business can sparkle with brilliant opportunity! Every party can become a pivotal moment. Every product sale can boost your momentum. And every conversation you have about the flexibility of running a small business can elevate your life in unimaginable ways.

### Take the Challenge!

Each month during the 2023–2024 Seminar year that an Independent Beauty Consultant has personal retail sales of \$600\* or more in wholesale Section 1 products, she can earn a monthly piece from the **Soar Like Never Before Collection**.

Each piece in the *Soar Like Never Before* Collection is inspired by the “On Silver Wings” poem. This year’s collection includes accessories and custom-designed jewelry that you can only get by achieving this challenge. Establishing a strong customer base and selling \$600\* or more a month in wholesale Section 1 products can help you become a quarterly Star Consultant and so much more.



**STAY MOTIVATED!** Fill in the butterfly when you achieve each monthly challenge.



**JULY**  
Set Your Sights  
on Success!



**AUG.**  
Soar With  
Your Story!



**SEPT.**  
Party Like  
Never Before!



**OCT.**  
Celebrate Your  
True Colors!



**NOV.**  
Glow With  
Gratitude.



**DEC.**  
Radiate  
Good Cheer!



**JAN.**  
Stay  
Powerful!



**FEB.**  
Ascend With  
Ambition!



**MARCH**  
Take Flight With  
Confidence!



**APRIL**  
Elevate Your  
Goals!



**MAY**  
Uphold  
the Vision.



**JUNE**  
Aim for Sky-High  
Success!

\*The order(s) to support the personal retail sales of \$600 or more in wholesale Section 1 products requirement per month can be placed in one single order or placed in cumulative orders, as long as the orders are placed in the same calendar month. Customer Delivery Service, Guest Checkout and EZ Ship order amounts count toward your personal retail sales of \$600 or more in wholesale Section 1 products. You'll receive your monthly reward inside your qualifying order. One reward per achiever each month.

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MARY KAY®



# 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**

**9/15/23**

**QUARTER ENDING**

**12/15/23**

**QUARTER ENDING**

**3/15/24**

**QUARTER ENDING**

**6/15/24**

**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!*



**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**  
**416 Herman Rd**  
**Yoakum, TX 77995**  
**Cell 361-550-5658**  
**margarefbaros@gvec.net**

Emerald



**Cadillac®**  
**XT5 Premium Luxury**



**Premier Club**  
**Equinox 2FL**



**Grand Achiever**  
**Trax LS**





# Margaret's Millionaire Unit 2023







**Rennie Brigman**  
**\*Mary Kay Inc**  
**Court of Sales**  
**\*Millionaire Unit**  
**Queen**  
**\*4 Quarter Star**  
**\*Most Improved**  
**37.94%**  
**\*Seminar**  
**Attendee**  
**\*Team Leader**  
**\*YTD 78 Stars**





*Dellene Clark*  
*\*Princess Court*  
*of Sales*  
*\*1st Runner Up*  
*Millionaire Unit*  
*Court of Sales*  
*\*Queen of*  
*Retail Sales*  
*\*4 Quarter Star*  
*\*Submits WAS*  
*\*Seminar*  
*Attendee*  
*\*YTD 15 Stars*





*Jana Guajardo*  
*\*Princess Court*  
*of Sales*  
*\*2nd Runner Up*  
*Millionaire Court*  
*of Sales*  
*\*4 Quarter Star*  
*\*Seminar Attendee*  
*\*Star Team Builder*  
*\*YTD 54 Stars*







*Deborah Larson*  
*\*#4 Millionaire*  
*Unit Sales*  
*\*Rookie of*  
*the Year*  
*\*Star Consultant*  
*\*Seminar*  
*Attendee*  
*\*Sr. Consultant*  
*\*YTD 1 Star*





*Teri Lane*  
*\*#5 Millionaire*  
*Unit Sales*  
*\*Sr. Consultant*  
*\*YTD 54 Stars*





*Sue Capps*  
*\*#6*  
*Millionaire*  
*Unit Sales*  
*\*YTD 1 Star*



*Therese Ferry*  
*\*#7 Millionaire*  
*Unit Sales*  
*\*Star Consultant*  
*\*Sr. Consultant*  
*\*YTD 20 Stars*



*Donna Dodson*  
*\*#8 Millionaire*  
*Unit Sales*



*Patty Werner*  
*\*#10 Millionaire*  
*Unit Sales*  
*\*YTD 20 Stars*



*Michelle Wood*  
*\*#9 Millionaire*  
*Unit Sales*  
*\*YTD 3 Stars*



11. Louise Witte -  
YTD 79 Stars
12. Joycelynn  
Arnold -  
YTD 1 Star
13. Kristy Svec
14. Rachel Huff
15. Lisa Vang
16. Kimberly  
Saddler -  
YTD 3 Stars
17. Karen  
Williams
18. Mellisa Hicks
19. Karen  
Washington
20. Virgi Ferrell







21. Rebecca Murray
22. Lynette Smith
23. Heather DeVore
24. Jennifer Hahn - YTD 6 Stars
25. Sandy Miller
26. Yolanda Resendez
27. Cathy Cain
28. Kendra Wenske
29. Kaye Finch
30. Ivonne Maxwell
31. Lauren Paulk
32. Jamie Pruitt
33. Debra Lindsay - YTD 1 Star
34. Cindy Faulkner
35. Brandi Gayle - YTD 1 Star
36. Sarah Pelletier
37. Abigail Sager
38. Courtney Allen - YTD 5 Stars
39. Sandra Morkovsky
40. Summer Rice



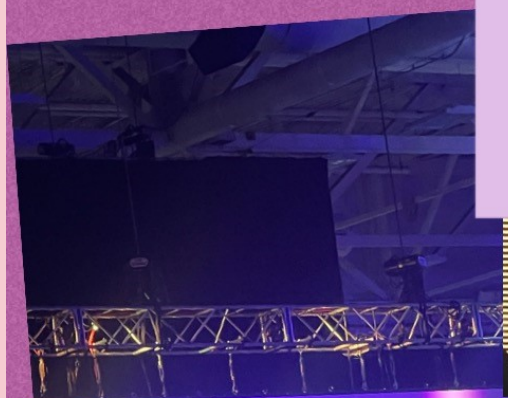








Rennie



Ami



Margaret

Awards Night





Friends











Awards dinner



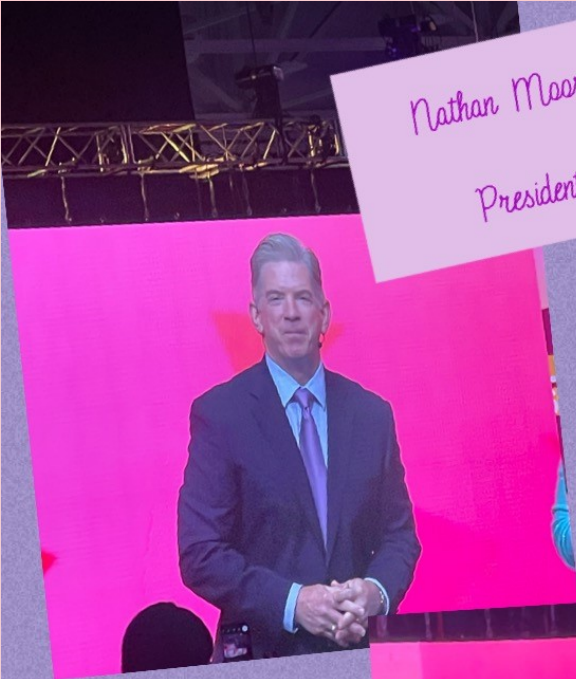


Moments





Nathan Moore,  
President



Patricia Turker, #1 NSD



Ryan Rogers, CEO



Jessica Bair,  
Mary Kay Foundation



Jen Besecker, #1 Director



Celebrities







