Maggie's Apple Corps

You can count the seeds in an apple, but only God can count the apples in a seed! Release God's potential in YOU today!

2024 Unit Goal: $650,000 CIRCLE OF ACHIEVEMENT **APRIL 2024—March Results**

GOAL: $650,000!!

- $650,000
- $500,000
- $400,000
- ~~$300,000~~
- $200,000
- $100,000

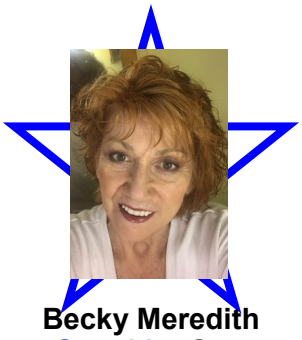
YTD SALES As of 3/31/24
$288,463

3rd QUARTER STAR CONSULTANTS

December 16, 2023—March 15, 2024

Alysen Dirks
Pearl Star
Total Stars on Her Ladder
50

Martha Helms
Ruby Star
Total Stars on Her Ladder
104



Becky Meredith
Sapphire Star
Total Stars on Her Ladder
110

Diana Wilding
Sapphire Star
Total Stars on Her Ladder
55

Christine Huffman
Sapphire Star
Total Stars on Her Ladder
37

Maggie Butcher
Pearl Star
Total Stars on Her Ladder
160

Retail Court:

March QUEEN
Alysen Dirks
$2,375.

1st Runner Up
Martha Helms
$2,016.

2nd Runner Up
Becky Meredith
$1,269.

3rd Runner Up
Kathleen Green
$1,070.

Sharing Court:

Alysen Dirks

Katherine Soskin

Hello to our April Sellers & Team Builders!!

We finished a strong March with 40 consultants ordering products to service their clients, use personally, and have gifts on hand to total $17,040 wholesale! Welcome to ***Skylar Eberhart*** on **Alysen Dirks**'s team and to ***Johanna Esquibel*** on **Katherine Soskin**'s team! It's just fun to have new team members to show and teach our systems to for success! And three of us "maxed out" the Double Credit for our Queen's Court of Sales goal along with our offspring **Sales Director Dorothy Noble!** Applause to our **Martha Helms and Alysen Dirks!!** Plus, we recognize 6 Star Consultants, too, for the 3rd Quarter this Seminar Year: **Diana Wilding, Alysen Dirks, Martha Helms, Becky Meredith, Christine Huffman, and myself!** Stars are your Unit leaders!

We have 6 of us who ordered $600+ wholesale to SOAR earning the usable turquoise cosmetic bag--see their pics below: **Martha Helms, Alysen Dirks, Katherine Soskin, Diana Wilding, Becky Meredith** and myself. SO many of you were close to earning that prize from MK so watch your wholesale when you order---I am totally jazzed that we had 18 order $300+ wholesale to earn their shipping fee of $15 back from me--or an Amazon e-Card for $15--plus two couldn't get into the site on the last ordering day and their orders are in now so I am honoring the $15 cash reimbursement for **Towanda Anderson** and **Theresa Anderson**--not related--but I bet they'd be friends if they met! :)

Kathleen Green from Pharr, TX
Martha Helms from Lafayette, IN
Alysen Dirks from Kalispell, MT
Twila Ryan from Holly Springs, GA
Wendy Croxson from St Augustine, FL
Elaine Cunningham from Fishers, IN
Jan Henderson from Los Lunas, NM
Linda Hall from Little Rock, AR
Ruth Retzlaff from Oshkosh, WI
Becky Meredith from Noblesville, IN
Diana Wilding from Whitestown, IN
Christine Huffman from Columbus, IN
Katherine Soskin from Los Lunas, NM
Merlene Sorenson from Greenfield, IN
Rachael Crawford from Caledonia, MI
Sandra Minkner from Brownsburg, IN
Julie Schroder from Deer Lodge, MT
Charlotte Daron from Crawfordsville, IN

You have received an email with April News and several product links at the bottom that you can copy and paste into an email to customers! The Spring Look Book is there, too! USE THESE LINKS to teach your customers the benefits of the products! Look at them first and then send--every time your name crosses your customer's path, your credibility increases! My correspondence is there to help you build!
Work the April IPAs Contest---to earn New Skin Care samples and full size products depending on how many prizes you earn!! Cross off 5? Earn Samples! And for every additional prize earned, you earn a full size Product!!!

Have your best April Yet!! You know I believe in YOU!!!

Maggie

"Soar Like Never Before" March Cosmetics Bag Winners!

($600 wholesale or more)

Alysen Dirks

Martha Helms

Diana Wilding

Becky Meredith

Katherine Soskin

CONGRATULATIONS! STAR CONSULTANTS!

Quarter 1 June 16—Sept. 15, 2023	
Becky Meredith	Pearl
Martha Helms	Emerald
Alysen Dirks	Emerald
Theresa Anderson	Ruby
Katherine Soskin	Sapphire
Christine Huffman	Sapphire
Jan Henderson	Sapphire
Maggie Butcher	Emerald

Quarter 2 Sept. 16—Dec. 15, 2023	
Becky Meredith	Diamond
Martha Helms	Diamond
Alysen Dirks	Diamond
Katherine Soskin	Ruby
Theresa Anderson	Sapphire
Rachael Crawford	Sapphire
Maggie Butcher	Pearl

Quarter 3 Dec. 16, 2023—March 15, 2024	
Alysen Dirks	Pearl
Martha Helms	Ruby
Becky Meredith	Sapphire
Diana Wilding	Sapphire
Christine Huffman	Sapphire
Maggie Butcher	Pearl

Quarter 4 March 16—June 15, 2024	
Sapphire	$1800
Ruby	$2400
Diamond	$3000
Emerald	$3600
Pearl	$4800

Work the April IPAs Contest---to earn New Skin Care samples and full size products depending on how many prizes you earn!! Cross off 5? Earn Samples! And for every additional prize earned, you earn a full size Product!!!

APRIL 2024

Name: _____

# of IPAs completed_____

# of WAS turned in _____

Monthly Sales Goal $ _____

Hold a Glamour Event

6 Most Important Things Game - Login to InTouch and See Where You are!!

Contact 5 People each week to reorder or host a party to grow your business.

MK Confident NEW MODULES✓

Bring a Guest to our Unit Event

On Target for Q4 Star with $600 w/s by 4/30

Start taking preorders for Mother's Day Gifts!

Sell $300 by the 15TH!

Contact this month's Birthdays & Anniversaries!

Turn in your W.A.S. each week this month

Contact your orders from Jan. & Feb (3 months out on supplies)

Earn YOUR RED JACKET
Or help one of your Team Members to earn theirs.

Sell 3 skincare sets!!

soar prize earned!

5 Posts on your social media.

Attend all unit meetings this month.

Have a Grand Day!

Honor Admin Professionals this month with Free Samples

Hold an IN-PERSON Skincare Party.

Schedule at least 5 New Parties (virtual or in-person) for May.

Prize Chart

5 IPAs = 1 Prize
10 IPAs = 2 Prizes
15 IPAs = 3 Prizes
20 IPAs = 4 Prizes

soar like never before

APRIL 2024 IPAs Contest

Epic Legacy Team
CREATE - COMMUNICATE - DELEGATE - AUTOMATE

"Seminar 2024"

Court of Sales is based on the **RETAIL** value of Section 1 product you order from Mary Kay July 1-June 30. Prizes will be awarded for reaching the following courts.

Limitless Ring

National Court	**$40,000 and up**
Princess Court	$20,000—$39,999
Maggie's Court	$10,000—$19,999

1.	Alysen Dirks	$27,529.
2.	Martha Helms	$21,142. *
3.	Becky Meredith	$16,316.
4.	Katherine Soskin	$12,514.
5.	Diana Wilding	$ 9,803. *
6.	Rachael Crawford	$ 9,545.
7.	Jan Henderson	$ 8,220.
8.	Theresa Anderson	$ 6,249.
9.	Carla Duerksen	$ 6,117.
10.	Kathleen Green	$ 5,713.

*** moved up this month**

All Unit Seminar Prizes are personally chosen for YOU from Maggie!

SEMINAR CHALLENGE

Complete 3 or more this week.

Court of Sharing is based on the **24 New Qualified* Team Members**
July 1-June 30. Prizes will be awarded for reaching the following courts.

Small Bee Pin & Bee Charm

National Court	**24**
Maggie's Court	3

Recruiter	New Team Mbrs	New Qlfd Team Mbrs
Alysen Dirks	**2**	
Linda Hall	**1**	
Katherine Soskin	**1**	

Our Emerald Seminar is the first one this year! Thursday, July 25th---Sunday, July 28th~~ Now is the time to set the goal to be in Dallas to see your company in action and learn from the BEST! Use this challenge every week & your activity will allow you to save some extra $$ for this trip!!

We Invested in Product in March!

Alysen Dirks	$2,012.	Christine Huffman	$ 317.	Mary Susan Powers	$ 260.	Kathy Kantor	$ 227.
Martha Helms	$2,000.	Twila Ryan	$ 310.	Tracey Hagerbaumer	$ 256.	Helen Kennedy-Baldwin	$ 226.
Diana Wilding	$ 858.	Julie Schroder	$ 310.	Skylar Eberhart	$ 244.	Elaine Schultz	$ 225.
Rebecca Meredith	$ 651.	Linda Hall	$ 307.	Karen Wieneke	$ 243.	Carla Duerksen	$ 219.
Katherine Soskin	$ 601.	Charlotte Daron	$ 302.	Pat Enevoldsen	$ 241.	Sheila Leach	$ 132.
Elaine Cunningham	$ 444.	Kathleen Green	$ 300.	B.Denise Huston	$ 237.	Shawna Schreiber	$ 123.
Rachael Crawford	$ 410.	Ruth Retzlaff	$ 296.	Janell Sebolt	$ 235.	Christy Bailey	$ 100.
Merlene Sorenson	$ 389.	Jennifer Field	$ 292.	Melinda Keske	$ 234.	Deborah Schafer	$ 98.
Wendy Croxson	$ 334.	Sandra Minkner	$ 291.	Vickie Proksch	$ 228.	Hollie Tenerowicz	$ 11.
Jan Henderson	$ 327.	Lisa Cole	$ 270.	Joyce Carrig	$ 228.	Maggie Butcher	$2,257.

Spotlight on Team Builders!

Standings are updated as March 31st — this will not reflect April orders or new team members.

Team Leaders

Recruiter: Alysen Dirks
Bonny L. Bray-Johnson
Rachael K. Crawford
Wendy Croxson
Skylar Eberhart
Sheila Leach
* Kerri Russell
# Caitlin Monroe

Recruiter: Tracey Hagerbaumer
Joyce A. Carrig
Rose Ann Cool
Millie I. Frey
Karen Humlicek
Karen E. Wieneke
* Nicole A. Burns
# Ronda S. Malander

ARE YOU READY TO MOVE UP??

Commit to listening to the Million Dollar Messenger daily. The Million Dollar Messenger is a daily message from a million dollar unit Director or National Sales Director. The calls are 15 min or less (I often listen in the car or on a walk). Dial 641-715-3900, when prompted, enter 44336#.

Star Team Builders

Recruiter: Lisa Cole
Tracey Hagerbaumer
Mary Susan Powers
Julie Schroder
Shelly Smith
* Mary Muller
* Susan Porter
# Ashley Lombardi
# Rose Sena

Recruiter: Rebecca Meredith
Christy Kriese
Hollie J. Tenerowicz
Vickie L. Proksch
Merlene L. Sorenson
* Marta Bennett
* Melissa Ingalls
# Susan Carney

*Inactive Member
(N1,N2,N3,I1,I2,I3)
#Terminated Member
To become ACTIVE you must place a $225 wholesale order.

Senior Consultants

Recruiter: Charlotte Daron
Paula Stucker
* Diane Fricker
# Becky Louton

Recruiter: Kathleen Green
Melissa Buckholtz
Pat Enevoldsen
* Viola Kroeger

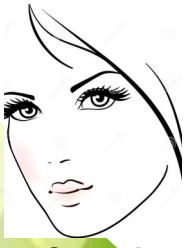
Recruiter: Christine Huffman
Rachael Wilson

Recruiter: Katherine Soskin
Jan Henderson
Janell Sebolt
* Johanna Esquibel
* Angela Moret
# Anita Dansker
# Towanda Anderson
# Azalea Delgado
# Elyse H. Freed
# Linda Leonard
# Denise A. Malayeri

Recruiter: Diana Wilding
Charlotte Daron
Linda Riley

A BIG WELCOME TO OUR NEW CONSULTANTS!

We are so glad you are building your business with our team!



New Consultant
Skylar Eberhart
Columbia Falls, MT
Alysen Dirks's Team

New Consultant
Johanna Esquibel
Los Lunas, NM
Katherine Soskin's Team

$ LOVE CHECKS $

Just for offering the Mary Kay Opportunity to others!

13% Recruiter Commission Level

Maggie Butcher	$396
Maggie's Director Check	$4,891

9% Recruiter Commission Level

Alysen Dirks	$101
Tracey Hagerbaumer	$ 96

8% Recruiter Commission Level

6% Recruiter Commission Level

Lisa Cole	$ 50
Becky Meredith	$ 38

4% Recruiter Commission Level

Katherine Soskin	$ 22
Diana Wilding	$ 12
Kathleen Green	$ 10

Our MK Legacy Leaders!

(25+ years a consultant)

Denise Gilmore
33 years

Bonnie Uber
30 years

Connie Percifield
25 years

April Celebrations

BIRTHDAYS		ANNIVERSARIES	
Sheila Nelson	2nd	Denise Gilmore	33 yrs
Jacqueline Tucker	2nd	Bonnie Uber	30 yrs
Helen Kennedy-Baldwin	8th	Connie Percifield	25 yrs
Lisa Cole	9th	Darlene Seals	22 yrs
Julie Butcher	10th	Carla Duerksen	21 yrs
Janet Chisolm-Richard	14th	Beth Hartman	19 yrs
Denise Malayeri	14th	Diana Kreisher	18 yrs
Amy Dixon	16th	Nancy Diaz	15 yrs
Melinda Keske	16th	Rachael Wilson	9 yrs
Ruth Rogers	17th	Julie Butcher	9 yrs
Julie Schroder	20th	Azalea Delgado	1 yr
Kathleen Green	24th		
Evelyn Jones	24th		
Nancy Diaz	25th		
Janice Sherrill	26th		
Sharon Duffy	27th		
Shelia Jiggetts	27th		

Let's Celebrate!!

Grand Days! March

Two Drawings---Two Prize Winners!

Kathleen Green
$233, $201, $140, $115, $114, $111, $104

Linda Hall
$116, $115

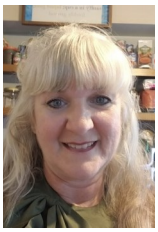
Katherine Soskin
$370

Becky Meredith
$371, $182, $152, $150, $132, $115, $100, $100

Winner!

Martha Helms
$401, $282, $229, $166, $164, $151, $141, $114, $112, $108, $108

Jan Henderson
$280



Charlotte Daron
$104

Alysen Dirks
$363, $299, $285, $215, $150, $138, $126, $120, $120

Winner!

Rachael Crawford
$214, $143, $132

Carla Duerksen
$285

Diana Wilding
$200, $109

Working with Accountability!

****

March High Weeks! ($300+)

Martha Helms	$852, $549, $395
Alysen Dirks	$522, $401
Becky Meredith	$562
Kathleen Green	$373, $317

****

March Retail Sales, Sets Sold, New Customers & IPAs!

		Sets	New Cust	IPAs
Alysen Dirks	$2,375	5	9	10
Martha Helms	$2,016	8	2	8
Becky Meredith	$1,269	4	1	13
Kathleen Green	$1,070	2		
Rachael Crawford	$ 665	1		5
Katherine Soskin	$ 370			
Carla Duerksen	$ 337			
Diana Wilding	$ 309			

Maggie's Personal Retail: $3,385

I serviced 29 customers: 15 sales over $100, 11 local to me, 6 CDS, 12 orders mailed from my inventory

Consistency Club Winners for Jan-Feb-March!

Prize is a $25 Target Gift Card or a $25 check or $25 added to their Bucks For Building Year Long Total! You choose!

Christy Bailey from Brownsburg, IN
Rachael Crawford from Caledonia, MI
Alysen Dirks from Kalispell, MT
Carla Duerksen from Valley Park, MO
Pat Enevoldsen from Lincoln, NE
Kathleen Green from Villa Ridge, MO
Martha Helms from Lafayette, IN
Jan Henderson from Los Lunas, NM
Christine Huffman from Columbus, IN
Becky Meredith from Noblesville, IN
Ruth Retzlaff from Oshkosh, WI
Katherine Soskin from Los Lunas, NM
Jackie Washington from Stockbridge, GA
Diana Wilding from Whitestown, IN

****

March Bucks for Building Year Long Totals!

Totals really increased for Stars & Cons Club winners!

Alysen Dirks	$515
Becky Meredith	$90 ($345 cashed out)
Martha Helms	$420
Rachael Crawford	$260
Katherine Soskin	$230
Jan Henderson	$160
Diana Wilding	$160
Kathleen Green	$120
Theresa Anderson	$110
Christine Huffman	$110
Carla Duerksen	$ 95
Pat Enevoldsen	$ 70
Linda Hall	$ 50
Hollie Tenerowicz	$ 15

All Consultants ordering before the 20th of the month are in a drawing to win a prize!

Early Bird Winner for March

Karen Wieneke From Elgin, NE

Celebrating our founder during March for International Women's Day!

Mary Kay Philosophies

Over the years, there have been many successful business leaders, but none as unique as the legendary Mary Kay Ash, founder of Mary Kay Inc. Even though she passed away in 2001, her words of wisdom and life lessons continue to inspire and remain a source of encouragement around the world. Mary Kay Ash left an indelible mark on American business and on opportunities available to women.

The best salespeople work with their customers as facilitators and create a partnership that enhances the selling relationship. Your motivation for maintaining a solid relationship with your customers is powerful: ***it costs five times as much to attract a new customer as it does to maintain an established one***. You must earn your customer's respect, trust, and interest. This means handling objections head-on rather than trying to ignore or evade them. It also means making sure that the quality of follow-up and service merits the privilege of further sales.

> *I sincerely hope that you are using all of the customer service aids available to you. And most importantly, remember to keep the Golden Rule your number one priority every time you communicate with your customers. That's service with a style—the Mary Kay style! ("From the Heart," Applause magazine, July 1989)*

Back in 1963, Mary Kay Ash took God as her business partner and started a small dream company based on a unique business philosophy. Forty years later, that small company has grown into a multi-billion dollar, international corporation that still operates under that same philosophy. That philosophy is the Golden Rule: Do unto others as you would have them do unto you. Mary Kay once said:

> *My sincere desire is that each and every one of our Mary Kay Independent Beauty Consultants will learn to live by this beautiful rule, not only in their Mary Kay businesses but in their daily lives. In the long run, you will find that you will gain more than you lose, for it is true that all you send into the lives of others comes back into your own.*

Mary Kay truly believed that the Company and the business opportunity would continue to grow and prosper well into the future as long as the Golden Rule remained its foundation. By sharing Mary Kay's principles, philosophies, and core values, you may help pass on the legacy to future generations. Even more importantly, ***living*** Mary Kay's principles, philosophies, and core values may help pass on her legacy as well.

Why Wash Your Face with Mary Kay?

You Are Directly Investing In

Local Economy ♥ My Family ♥ US Based Company

MARY KAY

You Are Partnering with Us

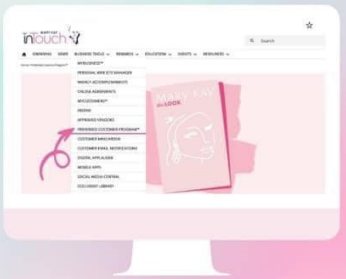
- 1 Million Trees Planted
- Biodegradable Packing
- Environmentally Friendly Packaging and Products
- Pink Doing Green Recycling Programs
- ZERO Landfill Manufacturing

- $57 Million donated to help end Domestic Violence and grants for Shelters
- $22.9 Million donated to finding cures for Cancers affecting women

Preferred Customer Program

SUMMER 2024 ENROLLMENT

ENROLLMENT DEADLINE: APRIL 17TH



- Only 90c Per Customer
- Mails Out - May 8th

WORKING SMARTER, NOT HARDER!

ENROLL TODAY!

www.marykayintouch.com

BUSINESS TOOLS > PREFERRED CUSTOMER PROGRAM

Benefits:

EARLY ORDERING PRIVILEGE
MOST COST EFFECTIVE
INCREASE YOUR SALES
ADVERTISING TAX DEDUCTION

How To:

LOGIN TO YOUR INTOUCH
"BUSINESS TOOLS"
"PREFERRED CUSTOMER PROGRAM"
"ENROLL CUSTOMERS"

MyMKAssistant

YOUR ATTITUDE TOWARDS A NEW POTENTIAL TEAM MEMBER:

By ENSDE Karen Piro

Sometimes we worry so much over whether or not a new team member will succeed that we avoid it by not even asking or by not following up if we do ask! A simple change of attitude can resolve this for you. Try bringing new recruits in with the following attitude.

I am offering you a wonderful opportunity! Many of the women in this company are leading happy and successful lives because of Mary Kay. They have accepted the challenge, and they love the thrill of achievement and the special pleasure that comes from helping others. I selected you because I feel that you are that kind of person.

I will believe in you and your integrity, drive, and intelligence. I will support and encourage you. I will become your biggest cheerleader. I will not smother you and cripple you or do anything you are capable of doing yourself so as not to weaken you. I will not hold you back if you move ahead faster than I, and I will not "baby" you and destroy your confidence. I will treat you like the adult that you are. After all, if you decide not to come to career meetings or workshops, or if you allow yourself to get discouraged and let your dream die - I will feel awful for you. However, I am not responsible for your success or failure.

If you never miss a Mary Kay function, and you keep your dream in front of you, then you will become the star I envisioned when I sponsored you- and I will jump for joy! I will know you did it all, but I will be so proud that I had the good sense to select and ask you!

Here is a GREAT way to open the door to an interview in just one minute! Use this great idea when calling for reorders, approaching people at a class, etc.

6 Reasons Why People Join MK:

1. **Flexible Hours**
2. **Be Your Own Boss**
3. **Earn Extra Money**
4. **Make a Great Deal More Money**
5. **Social Aspect**
6. **Personal Development**

Which 2 reasons appeal to you the most?

Introducing a Mary Kay-Branded Star Consultant Reward!

When you become a Quarter 4 Star, you'll earn priority access to select this Picnic at Ascot Cheese Board with a Mary Kay logo! This board is composed of organically grown bamboo and is perfect for entertaining guests or leveling-up your next party!

What's even better? We're introducing one Mary Kay-branded reward over the next several Star Consultant quarters!

Enroll for the Summer 2024 edition of The Look by April 17!

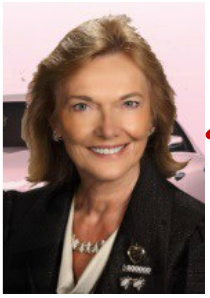
MARY KAY

NEW! LIMITED-EDITION MARY KAY

Pedicure Set

Includes:
- Nail Buffer
- Heart-Shaped Pumice Stone
- Rosemary Mint Foot Scrub
- Rosemary Mint Foot Lotion

$30



Apple Corps
Maggie Butcher

Sr. Sales Director
904 Lindgren Blvd.
Sanibel Island, FL 33957
Phone: 317-509-6014
Email: butchermaggie@gmail.com
Unit Website: maggiebutcher.com

To the Cadillac Unit Consultant...

Earn CASH from me each month or cash credit saved for your Career Conference and/or Seminar Registrations & Expenses!

$$$ mailed monthly or "banked" until year end---you choose!

Consistent Efforts in Selling & Team Building are rewarded!

- **$50 for New Team Member who starts with a $600+ WS Order**
- **$20 for New Team Member who starts with a $225+ WS Order**
- **Q-Consistency Club Prize can be $25 CASH or Target Gift Card**
- **Q-Star Consultants earn $25 CASH for Sapphire $1800 Level**
- **Additional $5 for each higher Star level: Ruby – Pearl**
- **$5 each month your Retail Sales are over $500**
- **$5 each month for reporting 3 or more Grand Days**
- **$5 each month for 5+ New Customers**
- **$10 each month your Retail Sales are over $1000**
- **$20 each month your Retail Sales are over $2000**

Bucks For Building Year Long Promotion

Must have your total Retail Sold, Sets Sold, & Grand Days reported by the 5th of the following month to be credited with these Cash Prizes!

WS	Skin Care Sets	Retail	Prize
$225	1	$300	$ 5
$400	3	$600	$10
$600	6	$1000	$15
$800	8	$1300	$20
$1000	10+	$1500	$25