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: $400,000 CIRCLE OF ACHIEVEMENT — **JULY 2024—June/Year End Results**

Seminar Top 8 Court of Sales 2024

July 1st, 2023—June 30th, 2024

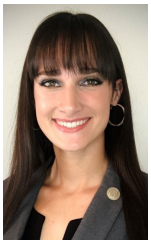
Applause to our Unit $8,000+ Retail Court of Sales Consultants!
Earned Special Rosette Ribbon & Special Prize!

Queen of Sales
Alysen Dirks
$40,138
Queen's Court!

#2 Sales
Martha Helms
$26,337
Princess Court!

#3 Sales
Becky Meredith
$20,428
Princess Court!

#4 Sales
Katherine Soskin
$16,370



#5 Sales
Rachael Crawford
$12,581

#6 Sales
Diana Wilding
$11,842

#7 Sales
Jan Henderson
$9,731

#8 Sales
Carla Duerksen
$8,012

Unit Court of Sharing

Alysen Dirks
4 Great Start Qlfd

Becky Meredith
2 New

Linda Hall
1 New

Katherine Soskin
1 New

HELLO to our $400,000 Circle of Achievement Consultants!!

Thank you to our 57 Consultants who have placed wholesale orders in June to total $410,869. Alysen Dirks finished her National Queen's Court of Sales goal!! She has serviced many of her customers this month and 35 by Customer Delivery Service!! Most all who she shared her goal with wanted to help her earn her RING! Alysen asked for $50 orders and all those orders went into a drawing for $100 retail when she reached her goal! Women love to help each other! Share your goals! She has been so focused, consistent in her efforts and persistent in her goals! It will be a JOY to see her cross the Seminar stage looking beautiful to receive her Queen's Court Ring & New Red Jacket!! So proud of her---and so many of you who have contributed to our Unit Goal this month!! We are $10,869 retail over the line and our team spirit has been wonderful to see! Thank you to each and every one of you who love your business, love your Unit, and just want to be included in this group WIN!!! This is our 38th Year reaching the Circle of Achievement or Excellence~~this takes an enormous amount of teamwork and people with an incredible work ethic & vision. I'm so grateful for every customer and consultant---this is not a representation of me but of many people making a goal happen! Whatever level you choose to run your business at--it's your choice--and we all WIN together!! Thank you for all the WINS in June!!!

We celebrate 12 consultants (inc me) at the $600+ws mark in June to earn the pretty silver wings bracelet. See their pictures in the Recognition spot! The bracelet matches a necklace and earrings that many of us earned earlier in the year---and we have 5 of us--including me--who have met that $600ws mark every month this year--12 in a row!!!

*****_**Katherine Soskin--Martha Helms--Becky Meredith--Alysen Dirks**_*****

They will have a really cool new silver watch for their extra prize from MK for meeting that goal!! That takes very consistent efforts in servicing their customers & more! And look where they rank in our Top consultants---the Top 4!!! SO proud of them!!

Look at the Bucks for Building totals in the Recognition tab, too--the consultants who worked my June Extra Cash promotion earned alot of $$!!! Instead of sending small prizes during the year, this Bucks plan has been fun for both me to award and those who choose to participate earn CASH that can be used for corporate events or whatever you want---checks will be in the mail mid month!

AND here is the list of our Consistency Club members for April-May-June:

Bonny Bray-Johnson from Aberdeen, WA
Alysen Dirks from Kalispell, MT
Carla Duerksen from Valley Park, MO
Kathleen Green from Villa Ridge, MO
Martha Helms from Lafayette, IN
Helen Kennedy-Baldwin from Phoenix, AZ
Becky Meredith from Sheridan, IN
Ruth Retzlaff from Oshkosh, WI
Diana Wilding from Whitestown, IN
Rachael Crawford from Caledonia, MI
Joyce Dornbier from Wesley, IA
Pat Enevoldsen from Lincoln, NE
Linda Hall from Little Rock, AR
Jan Henderson from Los Lunas, NM
Melinda Keske from Aurora, IL
Vickie Proksch from Tucson, AZ
Katherine Soskin from Los Lunas, NM
Sue Winnie from Fishers, IN

That's 18 Winners~~they earned their choice of a $25 Target or Amazon Gift Card, $25 added to their Bucks For Building year long total or a check from me! This is a record breaking amount of winners this time---🙂---SO PROUD OF YOU! Do it again in July-August-September! You need $700ws total for the 3 months!

July 25th-28th is Seminar in Dallas and I am excited to spend some special time with Alysen Dirks, Rachael Crawford, and our Offspring Director Dorothy Noble! Alysen, Dorothy, and I will be receiving a beautiful ring---and more prizes--can't wait!

Look at our Grand $100 Days entries in this Newsletter! Lots of super sellers this month!! They ordered skin care sets in at 55% Off and sold them--and ordered more! Please submit your Grand Day totals to me either on our Unit Website--which is maggiebutcher.com and password to enter is *director.* You can text or email me with your Grand $100+ Days, too. YOUR name should be in our monthly drawing!! And while you are on our Unit Website, look at allll the training in the Resource Center! Whatever you need is there and always reach out to me if you want special training, too!

Here are our Seminar Top 8 consultants with $8000 Retail or more in the year--earning a recognition rosette ribbon along with a special prize:

Alysen Dirks $40,138 National Queen's Court of Sales
Martha Helms $26, 337 National Princess Court of Sales
Becky Meredith $20,428 National Princess Court of Sales
Katherine Soskin $16,370
Rachael Crawford $12,581
Diana Wilding $11,842
Jan Henderson $ 9,731
Carla Duerksen $ 8,012

And in our Unit Court of Sharing: ***Alysen Dirks with 4 Great Start Qualified*** Special Recognition to other Team Builders: *Becky Meredith, Linda Hall and Katherine Soskin*

Continued….

Happy New Seminar Year!

Your July Promotions from me are:

1. Your IPAs Contest is in the Contest tab on our website & attached to the Weekly Pink Links~print it out and earn prizes~~your efforts build your business!
2. Your New Team Members in July will have the $35 Start Up Fee reimbursed from me when they start with a $600+ws Great Start Qualified order OR $20 reimbursement when they start with a $225+ws order!
3. Make it a goal to earn cash every month in the Bucks For Building promotion that is pictured on the back page of every Newsletter! It's also in the Contests tab on our Unit website! Wait until you see the totals earned all year listed in this Newsletter & Recognition tab on our website~~ these consultants focused on earning cash prizes all year and I will mail checks mid month to the 16 who have earned them!

I am so jazzed about the New Year! Mary Kay's theme is ***Power UP!*** And so many of you are poised to do just that! You have built momentum with your consistent selling and great customer service building loyalty and referrals! Earn the puffy pink fabric purse with your **$700** cumulative wholesale order in July!! All your Customer Delivery orders help you total this goal, too--so build locally or nation wide using the Customer Delivery Service. That rate is $5.95 for each order. I encourage you to get a ProPay account so orders can be processed on your MK website & the profits moved to your ProPay account and then to your bank account if you wish. I leave my ProPay funds there and use that $ toward my wholesale orders. Also, if you send out several customer orders from your home office, USPS has raised its rates again as of July 1st so I recommend you go to Pirate Ship and get that service--you will print out your own postage and save every time you do. You either drop off your orders to your local post office or simply put them in your mailbox for pick up by your carrier.

Look at our Top Consultants and their retail sales for June!!! WOW!!!

Alysen Dirks----------$5776!
Martha Helms----------$3123!
Becky Meredith----------$1576!
Rachael Crawford ----------$917
Bonny Bray-Johnson ------$969
Katherine Soskin----------$890
Linda Hall----------$515
Jan Henderson----------$504

THANK YOU for allowing me to represent you and your businesses in Dallas at Seminar in the $400,000 Circle of Achievement this year! As our *Linda Hall* reminded me---***TEAMWORK MAKES THE DREAM WORK!*** So right!!!

Believing in YOU & so proud to be YOUR Sales Director, *Maggie*

We Invested in Product in June!

Alysen Dirks	**$3,023.**	Pat Enevoldsen	$ 401.	Diana Kreisher	$ 301.	Lucille Stone	$ 230.
LEOLA Robinson	**$2,403.**	Diana Wilding	$ 363.	Becky Louton	$ 297.	Rose Sena	$ 230.
Martha Helms	**$ 813.**	Wendy Croxson	$ 360.	Helen Kennedy-Baldwin	$ 292.	Rachael Wilson	$ 229.
Rebecca Meredith	**$ 761.**	Skyler Eberhart	$ 359.	Lisa Cole	$ 285.	Kerri Russell	$ 229.
Bonny Bray-Johnson	**$ 689.**	Sheila Nelson	$ 345.	Anne Ruch	$ 277.	Bethany Butcher	$ 229.
Katherine Soskin	**$ 673.**	Melinda Keske	$ 344.	Denise Noonan	$ 258.	Christine Huffman	$ 228.
Lisa Kastanek	**$ 620.**	Diane Neelly	$ 335.	Kathleen Green	$ 252.	Charlotte Daron	$ 227.
Yvonne Vandervort	**$ 612.**	Sue Bellaver	$ 331.	Anita Dansker	$ 247.	Michelle Provaznik	$ 227.
John Dirks	**$ 611.**	Sheila Leach	$ 306.	Julie Butcher	$ 244.	Paula Spear	$ 201.
Rachael Crawford	**$ 609.**	Jan Henderson	$ 306.	Evelyn Jones	$ 244.	Susan Winnie	$ 165.
Linda Hall	**$ 605.**	Sandra Minkner	$ 304.	Connie Hervey	$ 239.	Elyse Freed	$ 142.
Kathy Kantor	**$ 600.**	Christy Bailey	$ 302.	Janell Sebolt	$ 235.	Joyce Dornbier	$ 140.
Jennifer Field	$ 584.	Ruth Retzlaff	$ 302.	Irene Morgan	$ 234.	Carla Duerksen	$ 96.
Carolyn James	$ 545.	Bonnie Uber	$ 302.	Michelle Resiak	$ 232.	Maggie Butcher	$ 921.
Janet Ostransky	$ 531.						

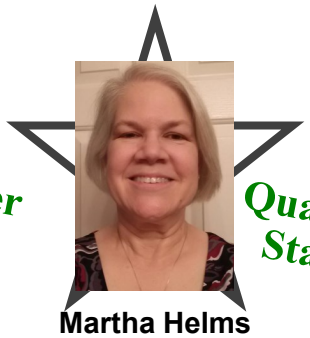
CONGRATULATIONS! STAR CONSULTANTS!

Quarter 1 June 16—Sept. 15, 2023		Quarter 2 Sept. 16—Dec. 15, 2023		Quarter 3 Dec. 16, 2023—March 15, 2024		Quarter 4 March 16—June 15, 2024	
Becky Meredith	Pearl	Becky Meredith	Diamond	Alysen Dirks	Pearl	Alysen Dirks	Pearl
Martha Helms	Emerald	Martha Helms	Diamond	Martha Helms	Ruby	Martha Helms	Diamond
Alysen Dirks	Emerald	Alysen Dirks	Diamond	Becky Meredith	Sapphire	Tina Robinson	Ruby
Theresa Anderson	Ruby	Katherine Soskin	Ruby	Diana Wilding	Sapphire	Katherine Soskin	Sapphire
Katherine Soskin	Sapphire	Theresa Anderson	Sapphire	Christine Huffman	Sapphire	Towanda Anderson	Sapphire
Christine Huffman	Sapphire	Rachael Crawford	Sapphire	Maggie Butcher	Pearl	Becky Meredith	Sapphire
Jan Henderson	Sapphire	Maggie Butcher	Pearl			Bonny Bray-Johnson	Sapphire
Maggie Butcher	Emerald					Maggie Butcher	Pearl

4th QUARTER STAR CONSULTANTS

March 16—June 15, 2024

Alysen Dirks
Pearl Star
Total Stars on Her Ladder
51



Martha Helms
Diamond Star
Total Stars on Her Ladder
105

Tina Robinson
Ruby Star
Total Stars on Her Ladder
1

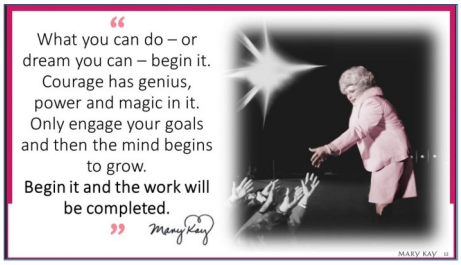
Towanda Anderson
Sapphire Star
Total Stars on Her Ladder
4

Becky Meredith
Sapphire Star
Total Stars on Her Ladder
111

Katherine Soskin
Sapphire Star
Total Stars on Her Ladder
32

Bonny Bray-Johnson
Sapphire Star
Total Stars on Her Ladder
10

Maggie Butcher
Pearl Star
Total Stars on Her Ladder
161

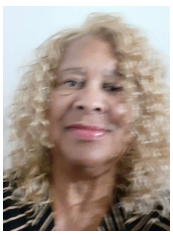


"Soar Like Never Before" June Bracelet Winners!

($600 wholesale or more)

Year Long Winner!

Alysen Dirks



Tina Robinson

Year Long Winner!

Martha Helms

Year Long Winner!

Becky Meredith

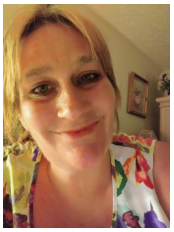
Bonny Bray-Johnson

Year Long Winner!

Katherine Soskin

Lisa Kastanek

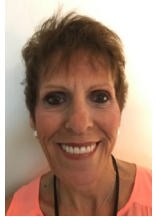
John Dirks



Yvonne Vandervort

Rachael Crawford

Linda Hall



Kathy Kantor

Spotlight on Team Builders!

Standings are updated as June 30th — this will not reflect July orders or new team members.

Elite Team Leaders

Recruiter: Alysen Dirks
Bonny L. Bray-Johnson
Rachael K. Crawford
Wendy Croxson
John Dirks
Skylar Eberhart
Sheila Leach
Kasey Patton
Kerri Russell

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

ARE YOU READY TO MOVE UP??

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

Star Team Builders

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

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

Senior Consultants

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

Recruiter: Sharon Duffy
Lisa Kastanek
Sheila Nelson
Shirley Gibson

Senior Consultants

Recruiter: Kathleen Green
Pat Enevoldsen
* Melissa Buckholtz
# Viola Kroeger

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

Recruiter: Martha Helms
Sue Bellaver
Jennifer Kline
Kimberly Jones
Linda Thompson

Recruiter: Christine Huffman
Rachael Wilson

Recruiter: Diana Wilding
Charlotte Daron
Linda Riley

$ LOVE CHECKS $

Just for offering the Mary Kay Opportunity to others!

13% Recruiter Commission Level

Maggie Butcher	$885
Maggie's Director Check	$7,693
Alysen Dirks	$411

9% Recruiter Commission Level

Katherine Soskin	$ 84

8% Recruiter Commission Level

6% Recruiter Commission Level

Becky Meredith	$ 37

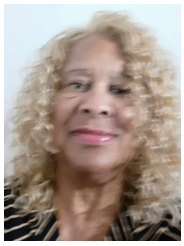
4% Recruiter Commission Level

Sharon Duffy	$ 39
Kathleen Green	$ 16
Martha Helms	$ 13
Charlotte Daron	$ 12
Lisa Cole	$ 9
Christine Huffman	$ 9
Dina Wilding	$ 9

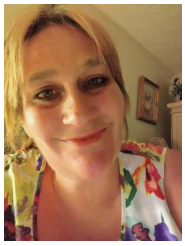
A BIG WELCOME TO OUR NEW CONSULTANTS!

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

New Consultant
John Dirks
Kalispell, MT
Alysen Dirks's Team



New Consultant
Tina Robinson
Osceola, AR
Maggie Butcher's Team



New Consultant
Yvonne Vandervort
Noblesville, IN
Becky Meredith's Team

Our MK Legacy Leaders!

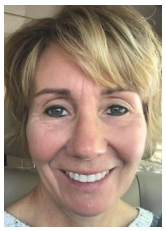
(25+ years a consultant)

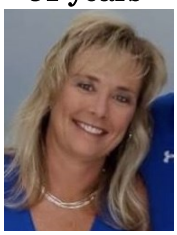
Kimberlee Self
36 years

Kristi Bourke
32 years

Evelyn Jones
31 years

Janice Sherrill
31 years


Becky Louton
26 years


Denise Huston
25 years

July Celebrations

BIRTHDAYS	
Carolyn Fletcher	3rd
Lucille Stone	4th
Cheryl Lumpkins	7th
Barbara Rawlins	8th
Linda Leonard	11th
Connie Percifield	15th
Suzanne Kucharczyk	20th
Bonny Bray-Johnson	22nd
Priscilla Russell	28th
Bethany Butcher	31st

ANNIVERSARIES	
Kimberlee Self	36 yrs
Kristi Bourke	32 yrs
Evelyn Jones	31 yrs
Janice Sherrill	31 yrs
Becky Louton	26 yrs
Denise Huston	25 yrs
Alysen Dirks	24 yrs
Linda Zollar	22 yrs
Sophie Hermelbracht	22 yrs
Helen Kennedy-Baldwin	20 yrs
Andrea Baker	19 yrs
Michelle Provaznik	13 yrs
Lisa Kastanek	9 yrs
Hollie Tenerowicz	7 yrs
Rose Sena	5 yrs
Lynn Smith	4 yrs
Angela Moret	3 yrs
Julie Schroder	3 yrs
Priscilla Russell	1 yr

Let's Celebrate!!

Retail Court:

June QUEEN
Alysen Dirks
$5,776.

1st Runner Up
Martha Helms
$3,123.

2nd Runner Up
Becky Meredith
$1,576.

Sharing Court:

Alysen Dirks

Becky Meredith

Grand Days! June

Two Drawings---Two Prize Winners!

Becky Meredith
$425, $262, $160, $146, $109

Alysen Dirks
$652, $613, $462, $426, $322, $311, $210, $198, 4172, $152

Martha Helms
$560, $501, $314, $306, $221, $215, $182, $150, $132, $110, $106

Carla Duerksen
$106

Linda Hall
$114, $109, $104

Katherine Soskin
$321, $181

Winner!

Jan Henderson
$246, $114

Diana Wilding
$235, $145

Winner!

Bonny Bray-Johnson
$350, $310

Pat Enevoldsen
$130

Christine Huffman
$108

Rachael Crawford
$362, $255, $146

Irene Morgan
$200

Working with Accountability!

****

June High Weeks! ($300+)

Alysen Dirks	$2,524, $1,398, $1,198, $822
Martha Helms	$1,397, $1,379, $347
Katherine Soskin	$453
Bonny Bray-Johnson	$350, $310, $309
Becky Meredith	$1,070, $745
Rachael Crawford	$412
Jan Henderson	$360

****

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

		Sets	New Cust	IPAs
Alysen Dirks	$5,776	11	5	14
Martha Helms	$3,123	6		10
Becky Meredith	$1,576	2	5	12
Bonny Bray-Johnson	$ 969	4	3	
Rachael Crawford	$ 917	1	2	10
Katherine Soskin	$ 890	2	1	8
Linda Hall	$ 515			
Jan Henderson	$ 504			
Diana Wilding	$ 471			
Kathleen Green	$ 226			3
Carla Duerksen	$ 216			2

Maggie's Personal Retail: $2,863

I serviced 23 customers: 11 sales over $100, 11 local to me, 1 CDS, 11 orders mailed from my inventory

****

June Bucks for Building Year Long Totals!

Extra June Cash Earned for Sets Ordered/Sold & IPAs!

Alysen Dirks	$911 (Earned $230)
Martha Helms	$636 (Earned $150)
Katherine Soskin	$391 (Earned $95)
Becky Meredith	$380 (Earned $185)
Rachael Crawford	$344 (Earned $60)
Jan Henderson	$220 (Earned $60)
Kathleen Green	$207 (Earned $30)
Diana Wilding	$200 (Earned $30)
Bonny Bray-Johnson	$150 (Earned $100)
Christine Huffman	$1356 (Earned $25)
Pat Enevoldsen	$126 (Earned $30)
Carla Duerksen	$125 (Earned $30)
Linda Hall	$125 (Earned $60)
Theresa Anderson	$110
Towanda Anderson	$ 25
Hollie Tenerowicz	$ 15

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

Early Bird Winner for June

Anne Ruch
From Glendale, AZ

April—May—June Consistency Club Winners!

Bonny Bray-Johnson

Rachael Crawford

Alysen Dirks

Joyce Dornbier

Carla Duerksen

Pat Enevoldsen

Kathleen Green

Linda Hall

Martha Helms

Jan Henderson

Helen Kennedy-Baldwin

Melinda Keske

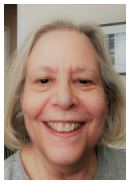
Becky Meredith

Vickie Proksch

Ruth Retzlaff

Katherine Soskin

Diana Wilding


Sue Winnie

PowerProgram DEFINED

You can do activity and track your numbers with one of two different mindsets: 1. Checklist mentality or 2. Growth mentality with the intent on building a sustainable and profitable business, with a growing number of customers. Filter all situations in your business through these definitions. Is it creating growth or does it just check a box on the tracking sheet?

WHAT IS A "FACE"?

- **Someone who tries the product with you for the 1st time** (in person or virtual) and you obtain contract info to enter on Intouch and follow up.
- **Someone who attends a virtual session**, who you follow up with.
- **Someone who places a NEW order with you** for the 1st time and you collect their contact info so you can enter them as a customer on Intouch.

*must be 18+ to be counted as a "face"

WHAT A "FACE" IS NOT

- Someone who just watches a live without follow up or an order.
- Someone you send samples to, but there's no follow up or order.

WHAT IS A "SESSION"?

- A group appointment with 3 or more new people in attendance (in person or virtual).
- We call it a facial when there's just one person and a double facial when there's two. When there's 3+ it is considered a group session.
- It is not considered a session if it's just a live video that maybe 3 or more people happen to watch.

CAN YOU COUNT PEOPLE TWICE?

Typically only new people count as a "face", but if the same person is showing up to multiple events out of a genuine interest in the products & opportunity, we consider this the layering process, which is exactly what we want you to do with your customers and prospects. Use your discretion and have a "growth mentality" (versus checklist mentality) when it comes to tracking/reporting numbers.

WHAT IS "RETAIL"?

- Total sales dollars collected from customers, after discounts, gift cards and taxes.
- This is different than the "retail" credit/value of an order placed on Intouch.

WHAT IS "WHOLESALE"?

- The value of your order at your 50% off cost as an active Consultant. Orders on Intouch are shown as the wholesale amount.

WHAT COUNTS AS A CAREER SURVEY?

Someone who hears information about the business opportunity and you follow up with them to get their feedback, opinion and find out their interest level.

WHAT COUNTS AS A BOOKING?

A group appointment (in person or virtual) that is booked and then CONFIRMED about 24 hours later. It must be confirmed, with guest list in motion, to be considered a booking. You can add 3 facials together to equal one booking.

UNLEASHED

Mary Kay Undeceye Corrector

Neutralizes dark circles & brightens the underage area, helping to deliver a refreshed, wide-awake appearance.

It's peach shade is specifically formulated to color-correct bluish-purple shadows beneath the eyes. It adds just the right hint of tint to ivory & beige tones. It layers beautifully with Mary Kay Perfecting Concealer for natural, seamless coverage. Suitable for sensitive skin, including skin around the delicate eye area. Suitable for contact lens wearers.

How To Use:
Under eyes and may also be used to brighten shadowing on your face - smile lines/laugh lines and nose shadowing.

Contact me today if you have any questions!

BRING ON THE BROWS

Precision Brow Liner

OUTLINES. DEFINES. FILLS.

- Fills in brows with precision.
- Brows stay put all day.
- Won't smudge, smear or fade.

Volumizing Brow Tint

TINTS. VOLUMIZES. TAMES.

- Tinted gel with microfibers adheres to hairs for fuller, lush-looking brows.
- Life-proof formulas with flexible hold helps brows stay put all day.

Nourishing Oil

This product is derived from nature with a unique blend of ingredients that are skin-soothing & rich with skin-benefiting wonders! Can be used in ways that are creatively versatile & will elevate your beauty routine.

BE INSPIRED & EXPLORE HOW TO TREAT YOURSELF WITH OUR MARY KAY NOURISHING OIL!

- Made with a blend of sweet almond, olive, and sesame oils.
- Derived solutions for gorgeous healthy & hydrated looking skin.
- 100% Natural

APPLICATION

After Cleansing, use 2-3 drops in the palm of your hand to smooth on your face. And/Or you can mix with your Moisturizer or a Serum you are using to provide added softening & nourishing benefits to your skin.

BONUS APPLICATION

Use on your cuticles, tips of your hair, massage in your scalp before shampooing, add to hair conditioner, mix with your body lotion, or use on dry feet.

BE CREATIVE AND USE THIS PRODUCT HEAD TO TOE!

TRANSLUCENT POWDER

One shade works for all skin tones!

- Suitable for all skin types, including sensitive skin.
- Provide a sheer, invisible finish on every skin tone to set foundation.
- Feels weightless, natural & velvety soft on the skin.
- Control unwanted shine all day.
- Contains light-scattering properties designed to help soften the appearance of imperfections & fine lines.

HOW TO USE

After applying foundation, apply a generous amount of Mary Kay Translucent Loose Powder all over using a specifically designed All Over Powder Brush for best application. Wait at least 5 minutes as your body helps the powder to set. Then, gently brush off the excess powder.

Contact me today if you have any questions!

BEAUTY TIP

Companion Product - after using Translucent Powder - use Mary Kay Makeup Finishing Spray for added staying power.

Designed for Shari Schlapman by EdensSite.com

Your July Promotions from me are:

1. Your IPAs Contest is in the Contest tab on our website & attached to the Weekly Pink Links ~print it out and earn prizes~~your efforts build your business!
2. Your New Team Members in July will have the $35 Start Up Fee reimbursed from me when they start with a $600+ws Great Start Qualified order OR $20 reimbursement when they start with a $225+ws order!
3. Make it a goal to earn cash every month in the Bucks For Building promotion that is pictured on the back page of every Newsletter! It's also in the Contests tab on our Unit website! Wait until you see the totals earned all year listed in this Newsletter & Recognition tab on our website ~~ these consultants focused on earning cash prizes all year and I will mail checks mid month to the 16 who have earned them!

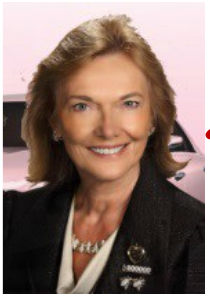
SALES STATISTICS

48% of sales people never follow up with a prospect
25% of sales people make a 2nd contact and stop
12% of sales people only make 3 contacts and stop
only 10% of sales people make more than 3 contacts

2% of sales are made on the 1st contact
3% of sales are made on the 2nd contact
5% of sales are made on the 3rd contact
10% of sales are made on the 4th contact

80% of sales are made on the 5th - 12th contact

There's fortune in the follow up!



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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!

Bucks For Building Year Long Promotion

- **$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**

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

PERFECT 12

Choose your track to run!

Perfect 12: 12 parties (or 60 faces), 12 shares, $1,200 ws
Perfect 8: 8 parties (or 40 faces), 8 shares, $800 ws
Perfect 6: 6 parties (or 30 faces), 6 shares, $600 ws
Perfect 4: 4 parties (or 20 faces), 4 shares, $400 ws

REWARDS:

Perfect 12: $50
Perfect 8: $30
Perfect 6: $20
Perfect 4: $10