Maggie's Apple Corps

Maggie Butcher
Independant Senior
Cadillac Sales Director

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!

2025 Unit Goal: $500,000 CIRCLE OF ACHIEVEMENT **FEBRUARY 2025—January Results**

"Power Your Sales" January Winners!

($700 wholesale or more)

Ivalue Patterson

Janet Ostransky

Becky Meredith

Katherine Soskin

Martha Helms

On-Target $tar Consultants!

3rd Quarter - December 16, 2024 - March 15, 2025

Contest Credit Needed

GOAL: $500,000!!

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

YTD SALES As of 1/31/25 **$233,763**

Name	Wholesale $ + Team Building*	Sapphire	Ruby	Diamond	Emerald	Pearl
Martha Helms	$1,806.00	STAR!!!	$ 594.00	$1,194.00	$1,794.00	$2,994.00
Rebecca Meredith	$1,144.00	$ 656.00	$1,256.00	$1,856.00	$2,456.00	$3,656.00
Alysen Dirks	$ 913.00	$ 887.00	$1,487.00	$2,087.00	$2,687.00	$3,887.00
Ivalue Patterson	$ 872.00	$ 928.00	$1,528.00	$2,128.00	$2,728.00	$3,928.00
Janet Ostransky	$ 800.00	$1,000.00	$1,600.00	$2,200.00	$2,800.00	$4,000.00
Katherine Soskin	$ 738.50	$1,061.50	$1,661.50	$2,261.50		
Jan Henderson	$ 577.00	$1,223.00	$1,823.00	$2,423.00		
Kathleen Green	$ 566.00	$1,234.00	$1,834.00	$2,434.00		
Paula Spear	$ 438.25	$1,361.75	$1,961.75	$2,561.75		
Sarah Schuman	$ 416.50	$1,383.50	$1,983.50	$2,583.50		
Maggie Butcher	$3,225.25			STAR!!!	$ 374.75	$1,574.75

You can do it! A Power Start or a Perfect Start will help you get there!

Retail Court:

January QUEEN
Becky Meredith
$1,323.

1st Runner Up
Martha Helms
$1,168.

Mary Kay Ash FOUNDATION®

Thank you for your support last year!

Because of faithful donors like you, we can support our two-fold mission to distribute funds to invest in breakthrough cancer research to find cures for cancers affecting women and ending domestic violence against women.

My Thank You from the Mary Kay Ash Foundation for the cash donation I sent at Christmas from our Unit--in place of sending something to each of you~~This foundation does so much good in supporting women who need help--

And I know many of you also donate to this cause--Thank You!

Hello to All Our Selling & Team Building Consultants!

Offspring Director, Dorothy Noble, and I traveled to San Antonio, TX January 6th-9th for our annual Mary Kay Leadership Conference for Sales Directors. The time spent together and with our corporate staff is always fulfilling in so many ways. The weather was treacherous and flights were missed, changed, etc. but still great to hear from CEO Ryan Rogers and others. Ryan assured us that MK will remain a family owned company with NO business model changes which is reassuring. Several staff members have changed positions to keep moving the company forward and make sure our business opportunity is the best. The Skin Analyzer App that you can download for your App Store needs to be used with every customer these days--it is a super tool to help you predict the products needed for each customer's skin type & needs. Over 50 products have earned the Good Housekeeping Seal and that includes the New Wrinkle Limiter! Dr Lucy Gildea, Chief Brand & Scientific Officer taught that one of their goals for us is that MK Products are: Easy To Learn, Easy To Sell, & Easy To Earn. The cosmetics industry generated $69 billion dollars in 2023 which was up 6% from 2022. They expect a continual increase and it will be reflected in our businesses, too.

January produced 9 Winners in my Buzz Kit Promotion, 5 are Power UP Winners of the super fun gardening tools prize from Mary Kay for $700+ WS orders, with 32 consultants ordering totaling $12,623! Every order always counts toward building your business, earning your prizes for your efforts, and also toward our Year Long Circle of Achievement Unit Goal! And all who ordered in January are On Target for our Jan-Feb-March Consistency Club, too, to earn a $25 e-card or check as your prize when you hit $700+ wholesale ordered in the 3 months. I love offering products to you before you can order them!! The Buzz Kit $350ws first Level has 4 winners, and 5 in the $700+ ws level. Some of you ordered $330+ but Mary Kay doesn't honor "almost" winning a prize and I shouldn't either. It's so important to watch your wholesale total to WIN! Let's applaud our Winners & prizes have been mailed!!!

Ivalue Patterson from Atlanta, GA	*$872ws*	*Sarah Schuman from Toledo, OH*	*$416ws*
Janet Ostransky from Fremont, NE	*$800ws*	*Jessica Woodson from Indianapolis, IN*	*$390ws*
Becky Meredith from Sheridan, IN	*$787ws*	*Twila Ryan from Holly Springs, GA*	*$384ws*
Katherine Soskin from Los Lunas, NM	*$738ws*	*Sandra Minkner from Brownsburg, IN*	*$361ws*
Martha Helms from Lafayette, IN	*$702ws*		

NOW is the time to focus on GIFTS for Valentine's Day! Be sure to contact or casually mention when you see your guy friends asking about WHO and HOW MANY gifts they need? Guys are heroes when they bring a gift to daughters, wife, mom, aunt, etc!! YOU have great gift options: Shower Gels & Lotions, Glamour, Satin Hands, etc. Let's have a contest THIS MONTH! How many gifts can you sell? And MK is promoting selling SKIN CARE SETS~~how many Sets can you sell? This includes the new Mary Kay Skin Care $80 Sets & all Sets! Look at the NEW SPRING PRODUCTS! All Consultants can order them on Feb 15th and after--HOWEVER, if you enrolled in the Preferred Customer Program OR are a Star Consultant last quarter, YOU have early ordering privileges starting February 10th--tomorrow!!! I have been using this new mascara and love it & also the Highlighter--over my blush, across my forehead and a little on my chin. What a super healthy look results! And if you'd rather use a Bronzer, that product is getting lots of rave reviews, too! The Brow kits are great for your customers who have already been using an eye shadow or two to fill in their brows! And the STARS are the Body Sunscreen and After Sun Replenishing Gel--fan favorites!!! When you order a sunscreen bundle, you can order a large beach towel for $5 which can be used as a Gift with Purchase to your best customers all summer long! I mailed out some of these new products to the January Winners and our Jan Grand Day Winners who are **Jan Henderson** and **Bonny Johnson!** See the flyer on InTouch or our Unit Website--maggiebutcher.com--or your Weekly Pink Links in your email and here in this Newsletter! Let's SELL to meet new customers & offer our business to!!

Monday, February 3rd found 4 of us on a super training Zoom with 6 Top Directors~~We shared tips learned on our Unit Zoom on Feb 10th~~you will find the link to these weekly trainings/connections at the top of every Weekly Pink Link in your email~~join us! Thank you to these consultants for scheduling their time to learn from these top MK leaders: **Rachael Crawford, Alysen Dirks, and Becky Meredith**

The February Power UP prize from Mary Kay is a purple MK branded holder for your brushes! It's a very unique and usable prize for us all to earn with $700ws ordered in February! And you could always promote it as a Hostess Gift to your top hostess in March!! You can do this with any of these great prizes earned this year so far!! I am looking for 10 Power Up Winners in February! **When we have 10 Winners, all names will be in a drawing for TWO $25 Amazon e-Gift Cards!!** Plan your work, and work your plan to be a Power Up Winner this month!!! You are in charge of your thinking--and your time management--and your follow up!! YOU CAN DO IT!!

February 7th Career Conference registration is open~~if you have one offered within driving distance, I hope you will plan on attending with a sister consultant or two!! See the info on page 8--and February 19th is National Lash Day!! Promote your Mascaras and Eyebrow Gels & New Brow Kits!!!

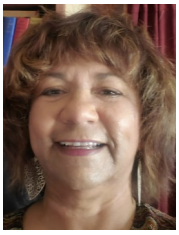
Let's have our BEST February yet--look up your totals from last year and plan to exceed them--always be planning to increase your successes and together we will BETTER all our numbers producing our BEST February yet!!!

Always believing in YOU and proud to be your Director, 💖 *Maggie*

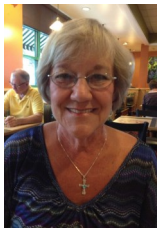
Are you ready to POWERUP

Alysen Dirks
Star Team Builder

Tracey Hagerbaumer
Star Team Builder



Lisa Cole
Senior Consultant



Sharon Duffy
Senior Consultant

Kathleen Green
Senior Consultant

Martha Helms
Senior Consultant

Becky Meredith
Senior Consultant

Katherine Soskin
Senior Consultant

Diana Wilding
Senior Consultant

Spotlight on Team Builders!

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

Star Team Builders

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

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

ARE YOU READY TO MOVE UP??

Senior Consultants

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

Recruiter: Sharon Duffy
Shirley Gibson
Sheila Nelson
Lisa Kastanek

Recruiter: Kathleen Green
Melissa Buckholtz
Pat Enevoldsen
* Viola Kroeger

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

Senior Consultants

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

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

Recruiter: Diana Wilding
Charlotte Daron
Linda Riley

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

"Seminar 2025"

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.

Radiant Rose Ring

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

1.	Martha Helms	$16,718. *
2.	Alysen Dirks	$16,221.
3.	Becky Meredith	$10,738.
4.	Katherine Soskin	$ 9,355.
5.	Rachael Crawford	$ 8,157.
6.	Kathleen Green	$ 5,949. *
7.	Tina Robinson	$ 5,679.
8.	Jan Henderson	$ 5,654.
9.	Carla Duerksen	$ 5,045.
10.	Diana Wilding	$ 3,179.

*** moved up this month**

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

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#.

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

We Invested in Product in January!

Ivalue Patterson	**$ 872.**	Sandra Minkner	$ 361.	Rebecca Shirey	$ 256.	Carla Duerksen	$ 129.
Janet Ostransky	**$ 800.**	Sheila Nelson	$ 341.	Melissa Buckholtz	$ 249.	Andrea Baker	$ 125.
Rebecca Meredith	**$ 787.**	Sue Bellaver	$ 339.	Diane Neelly	$ 248.	Sharon Duffy	$ 116.
Katherine Soskin	**$ 739.**	Alysen Dirks	$ 336.	Lisa Cole	$ 233.	Shawna Schreiber	$ 108.
Martha Helms	**$ 702.**	Jan Henderson	$ 318.	Christy Bailey	$ 228.	Bonny Bray-Johnson	$ 49.
Sarah Schuman	$ 417.	Kathleen Green	$ 285.	Rhonda Zimmerman	$ 227.	Sheila Leach	$ 41.
Jessica Woodson	$ 390.	Ruth Retzlaff	$ 284.	Valerie Hoover	$ 226.	Joyce Dornbier	$ 40.
Twila Ryan	$ 384.	Melinda Keske	$ 273.	Rachael Crawford	$ 199.	Maggie Butcher	$2,523.

CONGRATULATIONS! STAR CONSULTANTS!

Quarter 1 June 16—Sept. 15, 2024		Quarter 2 Sept. 16—Dec. 15, 2024	
Alysen Dirks	Pearl	Alysen Dirks	Diamond
Martha Helms	Ruby	Martha Helms	Diamond
Becky Meredith	Sapphire	Becky Meredith	Sapphire
Rachael Crawford	Sapphire	Rachael Crawford	Sapphire
Tina Robinson	Sapphire	Katherine Soskin	Sapphire
Linda Hall	Sapphire	Maggie Butcher	Pearl
Kathleen Green	Sapphire		
Katherine Soskin	Sapphire		
Maggie Butcher	Pearl		

Quarter 3 Dec. 16, 2024—March 15, 2025

Quarter 4 March 16—June 15, 2025

Don't limit yourself. Many people limit themselves to what they think they can do. You can go as far as your mind lets you. What you believe, remember, you can achieve.

Mary Kay Ash

Our MK Legacy Leaders! February Celebrations

(25+ years a consultant)

Jennifer Field
35 years

Janet Chisolm-Richard
32 years

Diane Neelly
27 years

BIRTHDAYS

Diana Wilding	1st
Peggy Kitchens	5th
Teresa Johnson	7th
Sandra Minkner	13th
Susan Porter	14th
Charlotte Daron	16th
Michelle Provaznik	18th
Viola Kroeger	20th
Jennifer Field	21st
Lynn Smith	22nd
Sue Bellaver	24th
Anita Dansker	24th
Carolyn James	24th

ANNIVERSARIES

Jennifer Field	35 yrs
Janet Chisolm-Richard	32 yrs
Diane Neelly	27 yrs
Joyce Carrig	23 yrs
Paula Stucker	23 yrs
Deborah Schafer	21 yrs
Melinda Keske	21 yrs
Mary Little	20 yrs
Christy Bailey	6 yrs
Christy Kriese	1 yr

Let's Celebrate!!

Grand Days! January

Rachael Crawford
$226

Martha Helms
$522, $204, $120, $108, $108, $100

Katherine Soskin
$154, $136, $125, $111, $102

Becky Meredith
$394, $222, $138, $132, $111, $110, $104

Winner!

Bonny Bray-Johnson
$105

Alysen Dirks
$400, 4244, $110

Winner!

Jan Henderson
$354

SCAM ALERT! *Vickie Proksch* and *Mary Susan Powers* have alerted me recently of receiving product orders from people they don't know on their websites. This has happened to several other consultants and seems to be more often after this last InTouch update. I think *Katherine Soskin* has received the most scams from various dishonest people ever! Be aware when YOU receive an order that is fairly large and from someone you don't know as mostly they are not legitimate. Send them to the Legal Dept at Mary Kay:

legalsupport@mkcorp.com

& delete the email. Telltale signs are poor English grammar, products are wanted for a blind daughter or a wedding and payment will be with a cashier's check. It's sad that there are people who want to try to hurt others and get things illegally. And on this subject, do not save any credit card info in the MK system like ProPay~~there have been issues there, too, with hackers getting card numbers of yours or your customers and using them.

Working with Accountability!

****

January High Weeks! ($300+)

Alysen Dirks	$580
Martha Helms	$533, $432
Becky Meredith	$436, $381

****

January Retail Sales, Sets Sold, New Customers, IPAs & Gifts Sold!

		Sets	New Cust	IPAs
Becky Meredith	$1,323			
Martha Helms	$1,168	2	1	11
Alysen Dirks	$ 968			2
Katherine Soskin	$ 677			
Christine Huffman	$ 618			
Jan Henderson	$ 414			
Carla Duerksen	$ 215			

Maggie's Personal Retail: $3,063

I serviced 28 customers: 14 sales over $100, 12 local to me, 4 CDS, 12 orders mailed from my inventory

****

January Bucks for Building Year Long Totals!

Martha Helms	$304
Alysen Dirks	$296
Becky Meredith	$225
Rachael Crawford	$180
Katherine Soskin	$148
Kathleen Green	$143
Carla Duerksen	$ 95
Jan Henderson	$ 70
Pat Enevoldsen	$ 68
Diana Wilding	$ 58
Christine Huffman	$ 53
Linda Hall	$ 35
Theresa Anderson	$ 25

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

Early Bird Winner for January

Diane Neelly
From Woodbury, MN

NEW SPRING PRODUCTS!

Special February Prize Promotion for YOU!
Four $25 Amazon e-Cards or CASH!!!

Your Name Goes Into A Drawing For Prizes:

1x for every Valentine Gift Sold
1x for every Skin Care Set Ordered
1x for every Skin Care Set Sold
1x for every Sunscreen Bundle Ordered
1x for every New Great Heights Mascara Sold

Everyone can be in this February Contest!!!
Let me know your entries all month~~
Drawings on Sunday, March 2nd~~

Plus!!! Order $350 wholesale to earn a crispy $10 bill CASH!!!

$ LOVE CHECKS $

Just for offering the Mary Kay Opportunity to others!

13% Recruiter Commission Level

Maggie Butcher	$311
Maggie's Director Check	$3,539

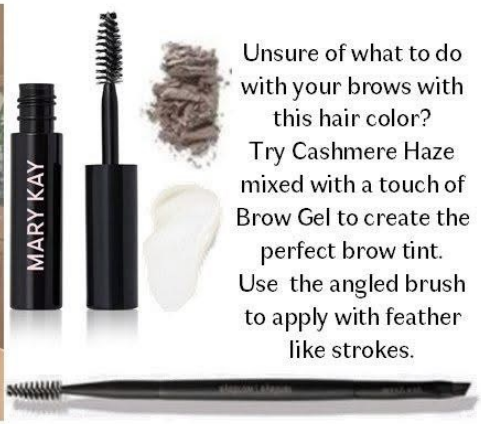
9% Recruiter Commission Level

8% Recruiter Commission Level

6% Recruiter Commission Level

4% Recruiter Commission Level

Sharon Duffy	$ 14
Martha Helms	$ 14
Katherine Soskin	$ 13
Alysen Dirks	$ 12
Kathleen Green	$ 10



Unsure of what to do with your brows with this hair color? Try Cashmere Haze mixed with a touch of Brow Gel to create the perfect brow tint. Use the angled brush to apply with feather like strokes.

Monday, February 3rd--*Glow All Out!* Workshop Tips

I asked Alysen Dirks, Rachael Crawford, and Becky Meredith for "three takeaways" from this 2 hour training! It was some of the best training ever--so proud of these 3 consultants for plugging in to these Top Director's business tips!

From Alysen Dirks:
My three takeaways were:
1. Angel Fry. - Paint the vision for her: using the products, gift giving; career opportunity.
   Angel said that her recruiter really painted the picture for her.
2. Beverly Taylor - work in your strengths; whether virtual, in person; or hybrid! It's all good.
   This was a great comfort for me because I am stronger and have more fun in person than virtual.
3. Mary Kathryn King - I like her 3 easy recruiting questions:
   a. What surprised you the most about the MK opportunity?
   b. What impressed you the most?
   c. How would extra income from a Mary Kay business that you did part time here and there impact yourself and your family?

From Rachael Crawford:
The training was amazing! Well worth the $5. I took many notes.

(Angel Fry) Dress like a million bucks when you meet with your customers
(Angel Fry) Make your calls in front of a mirror to make sure your smile is heard
(Shelly Smith) Offer "fill your cracks" consultations: fill cracks in their skin or their beauty routine
(Shelly Smith) "Be a dirty girl!" When you have an idea, take action, and don't be afraid to get dirty.
(Stacy Craft) Customer service is not just a post on social media. Be sure to connect with her, tell her you appreciate her, make sure she can get limited-edition items, offer deals from time to time, reach out to see how she is doing, and anything else that shows quality customer service.
(Stacy Craft) ABCs of customer care
Add value to your service
Birthday - make sure you remember hers
Care and consistency - be consistent in caring communication
(Mary Kathryn King) Don't overthink team building!
when you are closing an order, ask to call her to finalize details
after offering upsells, etc. ask if you can send her a quick 3-minute video and answer 3 quick questions so she can have $5 off
send her an "It Just Fits" video and have her text you when she's done
then, call her back and ask these questions:
What surprised you the most?
What impressed you the most?
How would extra income from a Mary Kay business that you did part time here and there impact yourself or your family?
(go ahead and ask) For $35 if I could teach you to be as good as I am, would you say yes? --- If no, what would you like to know or ask?

There is more I got from this training than I have space to write. I suppose everyone should just watch it themselves next time! ;)

From Becky Meredith:
I absolutely loved Monday nights training. All for two hours of my time and $5 cost. Wow!
1. I started with taking a look at my goals--Look at your year goal ending in June
What is your Career Path, where are you wanting to go?
What is size of your base and how many new fo you want to add?
Are you willing to step up the pace to make it happen?
2. Big theme from all was to track our progress.
3. Ask your client, if I could wave a magic wand in front of your face, what would you change?
4 Shelly Smith suggested to give a prize for entries (lead box, vendor event)
They can win a “Fill your cracks" consultation; In chatting about what they are current using on face that if they turn your appointment into a party , they can get one item at their party for 50% off--

My Tips To Share:
--Use a fancy pen: a Power Pen
--Give Up to Go Up! Don't be afraid to give products away!
--Wear your MK pin & "lab coat" as she calls our black beauty coat
--For Tweens: Fancy Nancy Sparkly Party! She gives each girl a Fancy Nancy lip gloss & teaches basic skin care tips
--Lip & Chip Party! Just lip products and different kinds of chips and dips
--Lady In Red Party! teaches Valentine Looks
--One night a week: Clinic Night at her house--one week is for Dry skin Customers, one week for Combo Customers, one week for Sensitive Skin Customers, one week for Teens & Tweens
--"If I could wave a magic wand in front of you, what would you change about your skin care or glamour?"
--"You'll never have to run to CVS again for 1 product; never have to get a gift again, I'm your girl, I will take such good care of you--I'll update you on beauty tips, etc"
--Give me a G, give me an R, give me an E, give me an A, give me a T! GREAT Heights Mascara!
--Take a pic of your customer who gives you referrals so you can send it when you call her referrals!
--Block out any negative nellies and negativity: "la,la,la,la,la,la..." COME ALIVE IN '25!

MORE WILL BE SHARED ON OUR NEXT UNIT ZOOM MEETINGS ON MONDAYS AT 5:30PM EST!

POWERUP

Name: _____

# of IPAs completed_____

# of WAS turned in _____

Monthly Sales Goal $ _____

Post Daily on your Social Media	Turn in Your W.A.S. Each Week This Month	ADD 3 New Team Members	Order $700 W/S Minimum
Earn YOUR RED JACKET Or help one of your Team Members to Earn Theirs	Sell $350 by the 15TH	Have a Grand Day	Bring a Guest to our Unit Event
Complete 5 Faces by the 5th	Last month to complete the Skincare Challenge ✓	Register for a local Career Conference	Contact this month's Birthdays & Anniversaries
Post this on your Fridge or in your Office	Complete 15 Faces in 15 Days	Complete at Least 10 IPA's this Month	Attend All Unit Meetings this Month
Hold a Galentines Gathering	Contact Your Orders from Nov & Dec (3 months out on supplies)	03 Star Complete @ least $600 and be "On-Target"	On Target for Year Long Consistency Challenge

Prize Chart

5 IPAs = 1 Prize

10 IPAs = 2 Prizes

15 IPAs = 3 Prizes

20 IPAs = 4 Prizes

POWER YOUR SALES
MONTHLY SELLING CHALLENGE

FEB. 2025 IPAs Contest

Shani's Epic Legacy Team
CREATE · COMMUNICATE · DELEGATE · AUTOMATE

Show UP to Go UP.

MARY KAY
CAREER CONFERENCE
2025

We're coming to a city near you next month! You'll experience classes, inspiration, celebrations and more – all to help you grow your business!

Mark your calendars because registration opens very soon and closes on Feb. 28!

- **Feb. 3, 2025,** at 8:30 a.m. CT for Independent National Sales Directors
- **Feb. 7, 2025,** at 8:30 a.m. CT for all independent sales force members

Note: All independent sales force members can register to attend one type of Career Conference: EITHER In-Person or General Session Viewing (GSV). However, in-person attendees can register to attend more than one Career Conference location.

Dates and Locations

March 14–15, 2025

- *Milwaukee, Wis.
- Orlando, Fla.
  Spanish interpretation will NOT be provided
- Santa Clara, Calif.
  Spanish interpretation provided

March 21–22, 2025

- Allen, Texas
  Spanish interpretation provided
  Livestreamed for GSV
- Charlotte, N.C.
  Spanish interpretation provided
- Ft. Lauderdale, Fla.
  Spanish Taught Only – No English
- *Portland, Ore.

March 28–29, 2025

- Anaheim, Calif.
  Spanish Taught Only – No English
- *Baltimore, Md.
- *Columbus, Ohio
- *Kansas City, Mo.
- Round Rock, Texas
  Spanish Taught Only – No English

"We do have a mission – to share our lives and our energies, our hopes, our dreams, our superior products and our beautiful, abundant way of life. In doing so, you will be blessed beyond measure with all the riches of life. That's living the Mary Kay dream."

Mary Kay
WISDOM

HOW TO READ A MARY KAY® DAY CODE

Each *Mary Kay*® product is stamped with a four-character day code of numbers and letters. The day code represents the date that product was manufactured. Most products have a shelf life of three years from the date of manufacturing. For products that have a shorter shelf life, an Expiration Date (EXP) may be added.

MOST COMMON LOCATIONS TO FIND THE DAY CODE

The day code can be found on the:

- bottom of a container.
- crimp of a product tube.
- barrel of a pencil.
- side of a container.
- back side of a product sample.

DD25

YEAR MONTH DAY

THE DAY CODE

The day code shown above is DD25. That means this product was manufactured on April 25, 2023. Assuming it is a product with a three-year shelf life, this product is best before April 25, 2026.

KEY TO YEARS			
A 2020	B 2021	C 2022	D 2023
F 2024	H 2025	K 2026	M 2027
R 2028	T 2029		

KEY TO MONTHS			
A January	B February	C March	D April
F May	H June	K July	M August
R September	T October	V November	X December

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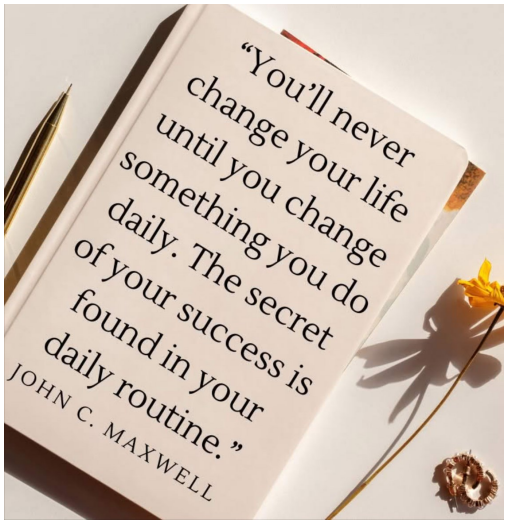
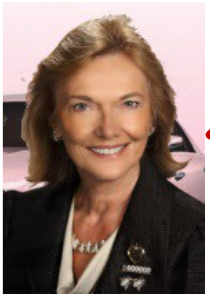
MARY KAY





Apple Corps
Maggie Butcher

Sr. Sales Director
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Sanibel Island, FL 33957
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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!

- **$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