Goal: $400,000 CIRCLE OF ACHIEVEMENT **AUGUST 2026—July Results**

Retail Court:

July QUEEN
Dorothy Noble
$1,315.

1st Runner Up
Martha Helms
$1,234.

2nd Runner Up
Katherine Soskin
$1,176.

3rd Runner Up
Rachael Crawford
$1,076.

4th Runner Up
Becky Meredith
$1,059.

On-Target $tar Consultants!

1st Quarter - June 16 - September 15, 2026

Name	Wholesale $ + Team Building*	Contest Credit Needed: Sapphire	Ruby	Diamond	Emerald	Pearl
Martha Helms	$1,296.60	$503.40	$1,103.40	$1,703.40	$2,303.40	$3,503.40
Rebecca Meredith	$1,118.40	$681.60	$1,281.60	$1,881.60	$2,481.60	$3,681.60
Alysen Dirks	$1,097.80	$702.20	$1,302.20	$1,902.20	$2,502.20	$3,702.20
Rachael Crawford	$956.50	$843.50	$1,443.50	$2,043.50	$2,643.50	$3,843.50
Katherine Soskin	$777.00	$1,023.00	$1,623.00	$2,223.00	$2,823.00	$4,023.00
Linda Hall	$696.10	$1,103.90	$1,703.90	$2,303.90	$2,903.90	$4,103.90
Sylvia Frisch	$693.50	$1,106.50	$1,706.50	$2,306.50	$2,906.50	$4,106.50
Dorothy Noble	$601.50	$1,198.50	$1,798.50	$2,398.50	$2,998.50	$4,198.50
Bonnie Uber	$561.00	$1,239.00	$1,839.00	$2,439.00	$3,039.00	$4,239.00
Sandra Minkner	$498.00	$1,302.00	$1,902.00	$2,502.00	$3,102.00	$4,302.00
Rebecca Shirey	$472.40	$1,327.60	$1,927.60	$2,527.60		
Carla Duerksen	$469.20	$1,330.80	$1,930.80	$2,530.80		
Valorie Smith	$451.00	$1,349.00	$1,949.00	$2,549.00		
Paula Spear	$426.60	$1,373.40	$1,973.40	$2,573.40		
Maggie Butcher	$3,310.30			STAR!!!	$289.70	$1,489.70

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

Hello to All!! July ReCap and Hello August!

Thank you to the 36 Consultants who placed wholesale orders to total $12,646---a great start to our New 2026-2027 Seminar Year! ***Martha Helms*** leads the way in your *July-August Challenge* with $816ws on track to earn 3 New Fall Products from me! We have 6 more consultants who ordered $600+ws tracking to earn 2 New Fall Products from me: ***Rachael Crawford, Katherine Soskin, Alysen Dirks, Becky Meredith, Sylvia Frisch, & Dorothy Noble!*** And tracking $400+ws in both July & August: ***Sandra Minkner, Kay Ann Coy, and Valorie Schroeder*** to earn 1 New Fall Product! Many more of you can earn either a New Fall Product or a New Fall Surprise with $250+ws in **both** months = $450+ws! **You need $500+ws TOTAL in the 2 months to earn a New Fall prize from me!**

I can order the New Fall Products--see flyer--the end of August and mail to our Winners the first week of September. Consultants who were Stars last quarter and Preferred Customer Program participating consultants have Early Ordering privileges starting on Sept 10th! **Your Fall/Holiday Preferred Customer Program sign-up deadline is August 17th!!!** This should be a priority in your business as it is the most reasonable way to advertise your Mary Kay business to current and future clients! See the flyer below for more info! Here are our PCP Consultants so far: ***Rose Ann Cool, Nancy Diaz, Carol Franzina, Jan Henderson, Kelly Johnson, Ruth Retzlaff, Phyllis Teykl, and Sylvia Frisch.***

Go into Business Tools and find Preferred Customer Program and even sign up 3 or so customers as YOU will receive a FREE New Look Book from Mary Kay when you sign up even a few customers!!! **August 17th is your deadline!!**

Thank you to the consultants who have reported their monthly totals! I love to recognize your business skills in our weekly Pink Links and our monthly Newsletter! Either track your Star Goal each quarter OR your Consistency Club goal to earn Cash Prizes from me! In the ***Earn Cash From Maggie*** year long contest on the back page of this Newsletter there are several ways to track earning Cash each month! Here is an example of the consultants who earned Cash in July:

Cheryl Snowden:	$5 for Sales over $500, $5 for 3+ Grand $100 Days = $10
Katherine Soskin:	$10 for $600+ws, $10 for Sales over $1000, $5 for 3+ Grand Days=$25
Martha Helms:	$10 for $600+ws, $5 for 1 IPA prize, $10 for Sales over $1000, $10 for 10+ Grand Days, $5 Queen of Wholesale/$816 = $40
Alysen Dirks:	$10 for $600+ws, $5 for Sales over $500 = $15
Sylvia Forbes:	$10 for $600+ws, $5 for Sales over $500 = $15
Dorothy Noble:	$10 for $600+ws, $10 for Sales over $1000, $5 for 3+ Grand Days, $5 Queen of Retail/$1315 = $30
Becky Meredith:	$10 for $600+ws, $10 for Sales over $1000, $5 for 3+ Grand Days=$25
Rachael Crawford:	$10 for $600ws, $10 for Sales over $1000, $5 for 3+ Grand Days=$25

Learn how to earn Cash Prizes from me! The contest is on the back of each Newsletter and on our Unit Website: maggiebutcher.com and hit the Contests tab! This website is where you can send prospective team members to learn more, too--plus, lots of training!

July, August, & September is your first Consistency Club and you can earn either a Gift Card for $25 or $25 Cash as your prize! Rules: $750ws total for the 3 months and you must order 2 out of the 3 months to be "consistent". Or, track your Star Consultant goal of $1800ws in the 3 months from July 16th-September 15th. Earn Cash from me and points for prizes of your choice from Mary Kay! Be a Star or be Consistent!!

Look for the flyer on the New Skinvigorate Duo cleansing brush~~I love how really clean my face and neck feel and I've been using it on the backs of my hands, too! All your products will absorb better and perform better using the circular, vibrating brush and the heat element on the reverse side. It cleans easily, no replacement heads, and it has its own charging cord! This makes a super duper High Hostess gift for your best hostesses to work for as well as a great gift for you to give and use yourself, too! The price is pricey but what isn't these days? $95 so we pay $47.50~~

Look at the other flyers in the Newsletter~~most are printable in your Pink Link emails. Let me know if you want more training on any topic and have a great first week of August! Sell and team build to hit your Star Goals and more!! Star Quarter 1 ends Sept 15th!!

Always believing in YOU and US together, 🥰*Maggie*

Working with Accountability!

****

July High Weeks! ($300+)

Martha Helms	$684, $446
Katherine Soskin	$714, $324

****

July Retail Sales, New Customers, Career Chats, Sets Sold, 30+ Products Sold in 1st 15 Days, & IPA's

Dorothy Noble	$1,315	
Martha Helms	$1,234	6 IPA's
Katherine Soskin	$1,176	
Rachael Crawford	$1,076	
Becky Meredith	$1,059	
Alysen Dirks	$ 772	
Cheryl Snowden	$ 662	
Linda Hall	$ 575	
Diana Wilding	$ 380	
Jan Henderson	$ 352	
Pat Enevoldsen	$ 272	
Sylvia Frisch	$ 204	
Carla Duerksen	$ 189	

Maggie's Personal Retail: $3,114

I serviced 24 customers: 12 sales over $100, 9 local to me, 1 CDS, 14 orders mailed from my inventory

****

July Bucks From Maggie Totals!

Track your activities each month in this promotion!

Martha Helms	$40
Dorothy Noble	$30
Becky Meredith	$25
Katherine Soskin	$25
Rachael Crawford	$25
Alysen Dirks	$15
Sylvia Frisch	$10
Linda Hall	$10
Cheryl Snowden	$10

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

Early Bird Winner for July
Susan Porter
Nathrop, CO

$ LOVE CHECKS $

Just for offering the Mary Kay Opportunity to others!

13% Recruiter Commission Level

Maggie Butcher	$282
Maggie's Director Check	$3,191

9% Recruiter Commission Level

Tracey Hagerbaumer	$ 92
Alysen Dirks	$ 90

8% Recruiter Commission Level

Sylvia Frisch	$124

6% Recruiter Commission Level

Katherine Soskin	$ 36

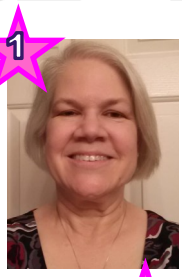
4% Recruiter Commission Level

Carla Duerksen	$ 10
Lisa Cole	$ 9
Dorothy Noble	$ 5

"Seminar 2027"

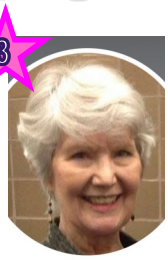
Court of Sales is based on the **RETAIL** value of Section 1 product you order from Mary Kay July 1-June 30. Prizes will be awarded for reaching the following courts.

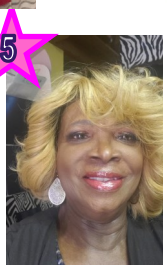
National Court	**$45,000 and up**
Princess Court	$22,500—$44,999
Maggie's Court	$10,000—$21,499



1.	Martha Helms	$1,632.
2.	Katherine Soskin	$1,554.
3.	Sylvia Frisch	$1,329.
4.	Rachael Crawford	$1,261.
5.	Dorothy Noble	$1,203.
6.	Becky Meredith	$1,202.
7.	Alysen Dirks	$1,200.
8.	Sandra Minkner	$ 996.
9.	Valorie Smith	$ 902.
10.	Kay Ann Coy	$ 766.

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





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.

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

Small Bee Pin & Bee Charm

Recruiter	**New Team Mbrs**	**New Qlfd Team Mbrs**

We Invested in Product in July!

Martha Helms	$ 816.	KayAnn Coy	$ 383.	Kathleen Green	$ 255.	Bonnie Uber	$ 174.
Katherine Soskin	$ 777.	Jan Henderson	$ 378.	Barbara Rawlins	$ 252.	Connie Hervey	$ 169.
Sylvia Frisch	$ 665.	Bonny Bray-Johnson	$ 371.	Millie Frey	$ 249.	Mindora Cowan	$ 115.
Rachael Crawford	$ 631.	Guadalupe Fernandez	$ 365.	Ruth Rogers	$ 234.	Joyce Dornbier	$ 79.
Dorothy Noble	$ 602.	Brooke Johnson	$ 340.	Susan Porter	$ 233.	Carla Duerksen	$ 66.
Rebecca Meredith	$ 601.	Diana Wilding	$ 340.	Nancy Webster	$ 230.	Juliette Dixon	$ 66.
Alysen Dirks	$ 600.	Cheryl Snowden	$ 332.	Debbie Shiller	$ 229.	Sharon Duffy	$ 55.
Sandra Minkner	$ 498.	Ronda Malander	$ 265.	Cynthia Elizondo	$ 228.	Ann Tierney	$ 22.
Valorie Smith	$ 451.	Ruth Retzlaff	$ 259.	Vickie Keever	$ 227.	Maggie Butcher	$1,094.

CONGRATULATIONS! STAR CONSULTANTS!

Quarter 1 June 16—Sept. 15, 2025	
Martha Helms	Ruby
Alysen Dirks	Ruby
Becky Meredith	Ruby
Katherine Soskin	Sapphire
Tina Robinson	Sapphire
Theresa Anderson	Sapphire
Kathleen Green	Sapphire
Carla Duerksen	Sapphire
Rachael Crawford	Sapphire
Diana Wilding	Sapphire
Maggie Butcher	Pearl

Quarter 2 Sept. 16—Dec. 15, 2025	
Martha Helms	Ruby
Katherine Soskin	Ruby
Becky Meredith	Sapphire
Alysen Dirks	Sapphire
Theresa Anderson	Sapphire
Rachael Crawford	Sapphire
Maggie Butcher	Pearl

Quarter 3 Dec. 16, 2025—March 15, 2026	
Martha Helms	Ruby
Katherine Soskin	Ruby
Alysen Dirks	Ruby
Becky Meredith	Sapphire
Alexis Elizondo	Sapphire
Rachael Crawford	Sapphire
Maggie Butcher	Pearl

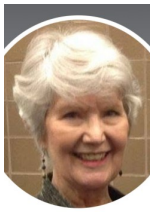
Quarter 4 March 16—June 15, 2026	
Dorothy Noble	Diamond
Martha Helms	Ruby
Becky Meredith	Ruby
Alysen Dirks	Ruby
Katherine Soskin	Sapphire
Rachael Crawford	Sapphire
Maggie Butcher	Pearl

Sapphire	$1800
Ruby	$2400
Diamond	$3000
Emerald	$3600
Pearl	$4800

Are you ready to POWERUP

Alysen Dirks
Team Leader

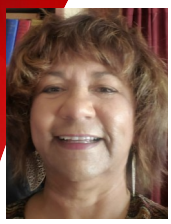
Tracey Hagerbaumer
Team Leader



Sylvia Frisch
Star Team Builder

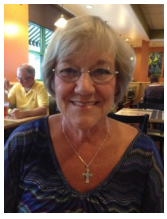
Martha Helms
Star Team Builder

Katherine Soskin
Senior Consultant



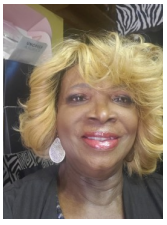
Lisa Cole
Senior Consultant

Carla Duerksen
Senior Consultant



Sharon Duffy
Senior Consultant

Becky Meredith
Senior Consultant



Dorothy Noble
Senior Consultant

Diana Wilding
Senior Consultant

Spotlight on Team Builders!

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

Team Leaders

Recruiter: Alysen Dirks
Bonny L. Bray-Johnson
Rachael K. Crawford
Wendy Croxson
Sheila Leach
Kerri Russell

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

Star Team Builders

Recruiter: Sylvia Frisch
Guadalupe Fernandez
Alicia Mathney
Debbie Shiller
Cheryl Snowden
* Mary Allendale
* Melody Cass
* Phyllis Tekyl
# Sue Chancellor
# Virginia Kerrigan

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

Recruiter: Katherine Soskin
Cynthia Elizondo
Elyse H. Freed
Jan Henderson
* Alexis Elizondo
* Denise A. Malayeri
# Janell Sebolt
# Angela Moret

Senior Consultants

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

Recruiter: Carla Duerksen
Barbara Rawlins

Recruiter: Sharon Duffy
Shirley Gibson
Lisa Kastanek
Sheila Nelson

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

Senior Consultants

Recruiter: Becky Meredith
Melissa Ingalls
* Vivian Sventeck
* Hollie Tenerowicz
# Vickie Proksch

Recruiter: Dorothy Noble
Patricia Washington
Elizabeth Webb
* Bevery Batten
* Mindora Cowan
* Deidra Jones
* Valerie Jones
* Janette Kotey
* Katrina Miller
* Samantha Miller
# Sharon Kelly
# Shameka Tevis
# Latoya Watkins
# Patricia Fletcher
# Kiara Horton
# Christina McBeth
# Connie Parker
# Michelle Wilson

Recruiter: Diana Wilding
Charlotte Daron
* Linda Riley

Follow the Career Path to Success

ARE YOU READY TO MOVE UP??

Our MK Legacy Leaders!

(25+ years a consultant)

Kathleen Green
42 years

Linda Riley
33 years

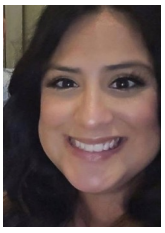
Sybil Wagner
33 years

Kay Ann Coy
32 years

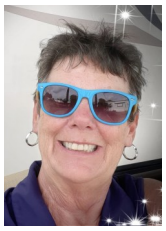
Joyce Dornbier
27 years

Sandra Minkner
27 years

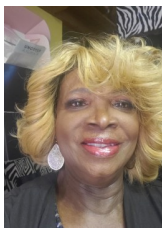
Melissa Ingalls
26 years



Stephanie Solis
26 years



Mary Goshert
25 years



Dorothy Noble
25 years

Susan Winnie
25 years

BIRTHDAYS

Sarah Schuman	4th
Tina Robinson	5th
Bonnie Uber	7th
Carol Cissell	8th
Jill Yuill	8th
Carol Franzina	10th
Elaine Schultz	10th
Stephanie Solis	10th
Theresa Stephens	15th
Michelle Resiak	17th
Kathy Stewart	18th
Susan Wickboldt	19th
Fariba Rahnamai	22nd
Rosa Ann Cool	25th
Pat Enevoldsen	28th
Janette Kotey	28th
Darlene Crawford	30th
Kerri Russell	30th
Rose Sena	30th
Patricia Washington	30th
Valerie Jones	31st

ANNIVERSARIES

Kathleen Green	42 yrs
Linda Riley	33 yrs
Sybil Wagner	33 yrs
Kay Ann Coy	32 yrs
Joyce Dornbier	27 yrs
Sandra Minkner	27 yrs
Melissa Ingalls	26 yrs
Stephanie Solis	26 yrs
Mary Goshert	25 yrs
Dorothy Noble	25 yrs
Susan Winnie	25 yrs
Guirlene Durosier	20 yrs
Ronda Malander	20 yrs
Vickie Proksch	18 yrs
Guadalupe Fernandez	16 yrs
Ginger Stephens	8 yrs
Shelly Smith	6 yrs
Jacqueline Tucker	4 yrs
Deidra Jones	3 yrs

August Celebrations

FLAWLESS & NATURAL

Applying Foundation and CC Cream for Perfectly Natural Coverage 🌟

save this post!

Prep and Prime 🌸
Start with a clean, moisturized face and apply a primer to create a smooth base for your foundation or CC cream.

Apply and Blend 🖌️
Use a damp beauty sponge or brush to apply your foundation or CC cream in thin layers. Blend well, especially around the edges of your face, for a seamless finish.

Conceal and Set 🎯
Apply concealer to areas needing extra coverage and blend. Set your makeup with a light dusting of translucent powder to control shine and lock in your look.

Choose the Right Shade 🧴
Make sure your foundation or CC cream matches your skin tone perfectly. Test shades on your jawline and check in natural light to find the perfect match. Your beauty consultant (ME!) can help find the perfect shade!

Add a Natural Glow ✨
Finish with a subtle highlighter on the high points of your face, such as your cheekbones, bridge of your nose, and cupid's bow, to add a natural, radiant glow.

Reminder: Review Updated IBC Agreement.

Mary Kay has updated the terms and conditions of the Independent Beauty Consultant Agreement ("Agreement") to further strengthen your Independent Beauty Consultant status. Once you log into Mary Kay InTouch®, a Splash Page will pop up. Click on the link to review and accept the updated terms and conditions of the Agreement.

The system requires you to scroll through the entire document before accepting the updated Agreement. We encourage you to read the terms and conditions in full. Please do **not** start a new Independent Beauty Consultant Agreement on marykay.com.

The updated Agreement will become effective on Aug. 6, 2026, and your acceptance will be required by that date. After Aug. 6, access to Mary Kay InTouch® will be restricted until you have made a decision regarding acceptance of the updated Agreement. If you have any questions, please contact the Customer Success Center at (800) 272-9333 or by email at branchservices@marykayinc.com.

Grand Days! JULY

Your Name goes into a drawing for every $100 Grand Day you report! Twice for a $200+ Day, etc! TWO Prize Winners!

Pat Enevoldsen
$148, $124

Rachael Crawford
$280, $208, $178, $142, $116

Martha Helms
$215, $125, $124, $120, $116, $114, $110, $104, $104, $102

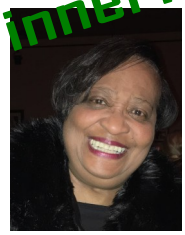
Becky Meredith
$274, $196, $166, $152

Winner!

Alysen Dirks
$304, 14292

Kathleen Green
$125

Winner!



Linda Hall
$193, $150, $100

Christine Huffman
$118

Cheryl Snowden
$106, $102, $100

Charlotte Daron
$252

Diana Wilding
$163

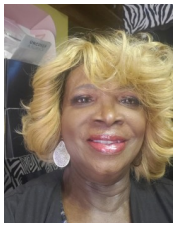
Sylvia Frisch
$126

Jan Henderson
$352

Joyce Dornbier
$160

Katherine Soskin
$500, $236, $153, $134

Helen Kennedy-Baldwin
$139



Dorothy Noble
$485, $223, $150, $125

ONE DEVICE
WO EXPERIENCE

WHY USE A FACIAL DEVICE?

- Clinical data shows that vibration technology effectively dislodges dirt, oil and makeup and improves circulation.
- The gentle pulsing of soft, silicone bristles act like dozens of tiny fingers hard at work to help cleanse your skin.
- Heat is known to help temporarily dilate pores and support better absorption of skin care products.
- Your face has 43 muscles and the ability to make more than 20 facial expressions. That's at least 43 reasons to pair your favorite Mary Kay facial oil, moisturizer, boosters or serum with the thermal massage function to give your face the special treatment it deserves.

PAJAMA GRAPHICS

SUMMER
Foot Emergency Kit

Perfect for
SANDAL SEASON
POOL DAYS
VACATIONS
SUMMER EVENTS!

Overnight softening treatment for sandal season, pool days, vacations, and last-minute summer events.

KIT INCLUDES:

Mint Bliss®
Energizing Lotion for Feet & Legs
(Full-Size!)

Cozy Fuzzy Socks

Revealing Radiance® Facial Peel Sample
(Bonus Exfoliation!)

Extra Emollient Night Cream Sample (Deep Hydration While You Sleep!)

Wake up to
SOFTER, SMOOTHER, HAPPIER FEET!

FAST RESULTS FOR:
Summer Sandals • Pool Days • Vacations
Cruses • Weddings • Photos & More!

Because sometimes your feet need help faster than your next pedicure appointment!

RELAX. REFRESH. REJUVENATE. You deserve it!

The Results?

100% Visibly lifted sagging cheeks and jawline

98% Visibly lifted skin overall

82% Improved skin firmness

98% Visibly reduced deep lines & wrinkles

Upcoming Product Packaging and Reformulation Updates

Over the next few months, you will notice a smooth transition in the look and feel of a couple of our Mary Kay favorites!

Both the packaging for the Mary Kay® Oil-Free Eye Makeup Remover and the Mary Kay® Intense Moisturizing Cream will be updated to reflect our current branding, featuring new light pink caps that replace the current black caps. The packaging will also include the updated Mary Kay® logo. The Mary Kay® Oil-Free Eye Makeup Remover mini packaging will also be updated to reflect these changes, however the bottle will be packaged in a carton instead of a bag.

The Mary Kay® Oil-Free Eye Makeup Remover will have the same great formula, while the Mary Kay® Intense Moisturizing Cream will undergo minor formula updates. One change will be the removal of the colorant that gives the current formula its pink hue. The new formula will be white, but the overall product experience, aesthetics and benefits that your customers love will remain unchanged!

Please note, these products will have a new part number in the online ordering system. All Independent Beauty Consultants will receive this via MK News on Mary Kay InTouch® next week.

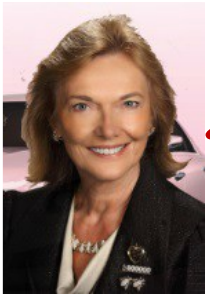
Mary Kay Is #8 on Forbes' Best Brands for Social Impact List.

Forbes
BEST BRANDS FOR SOCIAL IMPACT
POWERED BY hundredx
2026

Out of 5,500 brands and 4.5 million consumer ratings, Mary Kay rose to #8 on Forbes' Best Brands for Social Impact list in 2026, up from #9 in 2025. This prestigious global recognition celebrates the collective power of our Pink Changing Lives® program and the meaningful impact happening every day across our markets and corporate initiatives to enrich women's lives. Share the news!

Forbes also named Mary Kay Ash as #54 on their Top 250: America's Greatest Historic Innovators.

Leading up to the United States' 250th birthday, Forbes published an article profiling the top 250 of America's greatest historic innovators, noting that "Innovation is hard-wired into America's DNA." This distinction celebrates individuals whose ideas forged the "American dream" and who were visionaries and left an indelible mark, such as Steve Jobs, Thomas Edison, John D. Rockefeller, Henry Ford, Walt Disney, etc. Read the article.



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To the Cadillac Unit Consultant...

$$$ EARN CASH FROM MAGGIE! $$$
July 1, 2026 – June 30, 2027

Earn CASH from me each month or cash credit saved for your MK Career event expenses OR whatever you choose! Mailed monthly or "banked" until year end!

THIS ↓ -- OR -- THAT ↓

More Ways to Earn Cash Each Month

^ $10 for New Team Member who starts with $225+ Active Wholesale Order
^ Additional $5 for each higher Star WS Level: Ruby – Pearl
^ $5 each month for reporting 3+ Grand $100 Days
^ $5 each month for reporting Retail Sales $500+
^ $10 each month for reporting Retail Sales $1000+
^ $5 to the monthly Queen of Wholesale Orders
^ $5 to the monthly Queen of Retail Sales
^ $5 each month for reporting 6+ new customers
^ $5 each month for reporting 6+ Career Chats
^ $5 each month for reporting 30+ products sold in first 15 days
^ $5 each IPAs (Income Producing Activities) Prize