



Goins Pink Warriors

March Newsletter with February Results

A little extra “try” and “oomph” can change your Future.

LOOK WHO IS WEARING RED

Building your team!

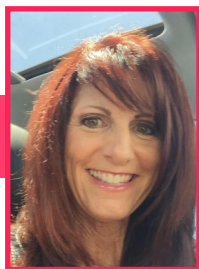
CELEBRATING OUR SENIOR CONSULTANTS



Elizabeth Barnett
Star Team Leader



Daphne Boswell
Star Team Builder



Linda Larson
Star Team Builder

Cathy Bush
Melisa Frazier
Anita Hallman
Tina Hearn
Jennifer Howell
Keron Kyzar

Callie Makemson
Carol Mitchell
Shannon Neve
Nedra Payne
Jenny Quillen



Holli Moss
Star Team Leader



Delaine Perry
Star Team Builder



This could be
YOU!



SPRING CLEANING PARTY

Spring is just around the corner, and it's the perfect time to freshen things up—not just homes, but makeup bags too! Why not offer your customers the chance to host a Spring Cleaning Makeup Party?

Here's the deal:

- Ask them to bring in their used cosmetics and skincare (any brand is welcome!).
- In exchange, they'll receive a special discount on brand new, amazing Mary Kay!

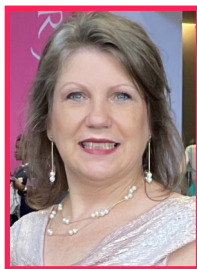
This party is a win-win: your customers declutter their beauty bags, discover amazing new Mary Kay products at a discount, and you build relationships and boost your sales!

YEAR TO DATE TOP 5 COURT OF SALES



Delaine Perry
\$17,947

Queen



Carol Mitchell
\$12,181



Daphne Boswell
\$10,965



Keron Kyzar
\$6,894



Cathy Bush
\$6,722

WELCOME

- Susan Lee is the newest team member of Whitney Wright.
- De Ann Swanson is the newest team member of Linda Larson.
- Apryl Eatman and Sonya Williams are the newest team members of Sonya Goins.



This could be YOU!

Queen of Sharing

National Court of Sharing



NATIONAL

24 Team Members
2 Qualified monthly

AREA

12 Team Members
1 Qualified monthly

UNIT

6 Team Members
6 Interviews monthly

MONTHLY TOP 5 WHOLESALE ORDERS



Delaine Perry

\$1,254



De Ann Swanson
\$1,224



Kim Butler
\$917



Daphne Boswell
\$680



Leigh Harbin
\$644

National Court of Sales



NATIONAL

\$40,000 rs/ \$20,000 whsl
\$1500 whsl monthly

AREA

\$20,000 rs/ \$10,000 whsl
\$750 whsl monthly

UNIT

\$10,000 rs/ \$5,000 whsl
\$400 whsl monthly

★ Quarter 3 On-Target Stars ★



Name

Whsl\$+TB

Sapphire

Ruby

Diamond

Emerald

Pearl

Delaine Perry	\$2,989.50	\$ 0.00	\$ 0.00	\$ 10.50	\$ 610.50	\$1,810.50
Daphne Boswell	\$1,817.50	\$ 0.00	\$ 582.50	\$1,182.50	\$1,782.50	\$2,982.50
Carol Mitchell	\$1,749.00	\$ 51.00	\$ 651.00	\$1,251.00	\$1,851.00	\$3,051.00
Kathy Matthews	\$1,432.50	\$ 367.50	\$ 967.50	\$1,567.50	\$2,167.50	\$3,367.50
De Ann Swanson	\$1,224.50	\$ 575.50	\$1,175.50	\$1,775.50	\$2,375.50	\$3,575.50
Kim Butler	\$ 917.00	\$ 883.00	\$1,483.00	\$2,083.00	\$2,683.00	\$3,883.00
Cathy Bush	\$ 830.50	\$ 969.50	\$1,569.50	\$2,169.50	\$2,769.50	\$3,969.50
Jennifer Howell	\$ 696.50	\$1,103.50	\$1,703.50	\$2,303.50	\$2,903.50	\$4,103.50
Keron Kyzar	\$ 689.50	\$1,110.50	\$1,710.50	\$2,310.50	\$2,910.50	\$4,110.50
Alison Sexton	\$ 685.00	\$1,115.00	\$1,715.00	\$2,315.00	\$2,915.00	\$4,115.00
Whitney Wright	\$ 655.50	\$1,144.50	\$1,744.50	\$2,344.50	\$2,944.50	\$4,144.50
Leigh Harbin	\$ 644.50	\$1,155.50	\$1,755.50	\$2,355.50	\$2,955.50	\$4,155.50
Jamie Elmore	\$ 610.50	\$1,189.50	\$1,789.50	\$2,389.50	\$2,989.50	\$4,189.50
Jackie Orr	\$ 565.00	\$1,235.00	\$1,835.00	\$2,435.00	\$3,035.00	\$4,235.00
Ashley Williamson	\$ 546.50	\$1,253.50	\$1,853.50	\$2,453.50	\$3,053.50	\$4,253.50
Tina Hearn	\$ 508.50	\$1,291.50	\$1,891.50	\$2,491.50	\$3,091.50	\$4,291.50
Lynn Johnson	\$ 497.50	\$1,302.50	\$1,902.50	\$2,502.50	\$3,102.50	\$4,302.50
Vicki Dunn	\$ 490.50	\$1,309.50	\$1,909.50	\$2,509.50	\$3,109.50	\$4,309.50
Linda Larson	\$ 489.75	\$1,310.25	\$1,910.25	\$2,510.25	\$3,110.25	\$4,310.25
Leslie Womble	\$ 480.50	\$1,319.50	\$1,919.50	\$2,519.50	\$3,119.50	\$4,319.50
Sherian Newton	\$ 477.00	\$1,323.00	\$1,923.00	\$2,523.00	\$3,123.00	\$4,323.00
Anita Hallman	\$ 446.50	\$1,353.50	\$1,953.50	\$2,553.50	\$3,153.50	\$4,353.50
Lori Lister	\$ 432.50	\$1,367.50	\$1,967.50	\$2,567.50	\$3,167.50	\$4,367.50
Cyndy Codina	\$ 431.00	\$1,369.00	\$1,969.00	\$2,569.00	\$3,169.00	\$4,369.00
Cay Strickland	\$ 418.00	\$1,382.00	\$1,982.00	\$2,582.00	\$3,182.00	\$4,382.00
Donna Pope	\$ 402.00	\$1,398.00	\$1,998.00	\$2,598.00	\$3,198.00	\$4,398.00
Sonya Goins	\$1,611.50	\$ 188.50	\$ 788.50	\$1,388.50	\$1,988.50	\$3,188.50



3 Spring Refresh Ideas! By incorporating these spring refresh ideas into your routine, you can not only embrace the season's energy but also boost your confidence, connect with clients, and revitalize your Mary Kay business.

Hello
March

A Note from Sonya

We are in the FINAL FOUR months of our Soar Like Never Before Seminar 2024 year! We are pacing towards the finish line one day, one idea, one goal at a time.

Here are a few ideas to keep your business SOARING and springing forward!

- **Identify Your Goals:** Clearly define what you want to achieve. Goals should be specific, measurable, achievable, relevant, and time-bound (SMART).
- **Break Down Your Goals:** Break goals into smaller, manageable tasks.
- **Track Your Tasks:** Assign realistic timeframes to each task. Daily, weekly, and monthly planning creates a system of tracking your progress.
- **Implement Daily Intentions:** Start each day by setting clear intentions. Decide what one thing you will finish today and build from there.
- **Maintain Accountability:** Find your running partner(s) and share your goals with family, friends, leaders and sister consultants.
- **Cultivate a Positive Mindset:** Approach your day and your goals with a positive mindset and believe in your power of "**I CAN**"!
- **Celebrate Progress:** Celebrate the wins. What may seem like small achievements can lead to great progress. Proudly celebrating your successes reinforces commitment and maintains motivation.



Sonya Goins
Independent Sales Director

205-310-1536
200 Ornate Ave
Fairhope, AL 36532

March ahead and go forward creating your own luck!

Sonya

HAPPY ANNIVERSARY

HAPPY BIRTHDAY

Dorothy McInnis	23	Karen Findley	10
Rachel Harrington	22	Kim Yelverton	9
Jackie Orr	22	Lori Wilcher	7
Nedra Payne	21	Lori Lister	6
Paige Lesley	20	Teresa Tourek	5
Cyndy Codina	16	Karen Horton	2
Patricia Camp	14	Leslie Latham	2
Sherry Tubbs	13	Nancy Hankins	1
Melanie Crawford	12		

Melissa Smith	1	Becky Cline	20
Suzan Morris	9	Lauren Ballinger	22
Jennifer Howell	12	Karen Horton	23
Dana Taylor	12	Kammi Goins	26
Carol Hall	15	Linda White	26
		Susan Lee	29

April

Soar Like Never Before

They ordered \$600+ whsl in February & earned this prize from the SOAR LIKE NEVER BEFORE.

ascend
WITH AMBITION!

soar
like never
before
MARY KAY



FEBRUARY ACHIEVERS

Delaine Perry
De Ann Swanson
Kim Butler
Daphne Boswell
Leigh Harbin
Carol Mitchell
Kathy Matthews
Cathy Bush
Sonya Goins

Year Long Consistency

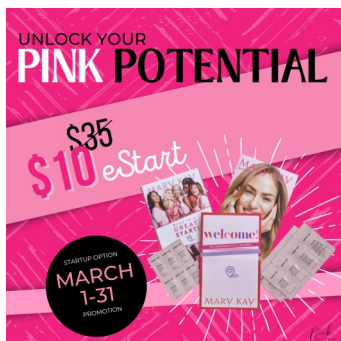
Earn the Year Long Consistency Challenge
MOTHER OF PEARL FACE WATCH
when you achieve the Soar Like Never Before Challenges each month, July 2023 through June 2024.



ON-TARGET

Daphne Boswell
Kathy Matthews
Carol Mitchell
Delaine Perry
Sonya Goins

PINK POTENTIAL - \$10 ESTART



Details

March is here, and so is a starter kit promo you can't miss! For the entire month, new recruits can join your team for just \$10!

That's right, only \$10! This incredible offer is the

perfect way to:

- Expand your team
- Share the Mary Kay love
- Boost your income

Don't miss out on this exciting opportunity! Share this amazing offer with your potential team members and see how your team flourishes throughout March.

LOVE CHECKS

Linda Larson	8%	\$ 155.76
Carol Mitchell	4%	\$ 24.14
Keron Kyzar	4%	\$ 21.94
Holli Moss	4%	\$ 14.76
Anita Hallman	4%	\$ 9.16
Daphne Boswell	4%	\$ 6.76
Delaine Perry	6%	\$ 2.46
Jenny Quillen	4%	\$ 0.92
Sonya Goins	13%	\$ 264.36

(does not include unit commissions & bonuses)



Steppin' Up The Ladder



SENIOR CONSULTANT

- 1-2 Active Team Members
- 4% Commissions
- \$50 Team Building Bonus

Cathy Bush
 Melisa Frazier
 Anita Hallman
 Tina Hearn
 Jennifer Howell
 Keron Kyzar
 Callie Makemson
 Carol Mitchell
 Shannon Nece
 Nedra Payne
 Jenny Quillen



STAR TEAM BUILDER

- 3-4 Active Team Members
- 4, 6, or 8% Commissions
- \$50 Red Jacket Rebate
- \$50 Team Building Bonus



Elizabeth Barnett
 Daphne Boswell
 Linda Larson
 Holli Moss
 Delaine Perry



TEAM LEADER/ ELITE TEAM LEADER/DIQ

- 5+ Active Team Members
- 9 or 13% Commissions
- \$50 Team Building Bonuses



Earn the use of a Career Car or
 Cash Compensation

5% Second-Tier Team Commission (Elite/DIQ)

This could be YOU!

DIRECTOR

- 4, 9, or 13% Personal Commissions
- 9, 13 or 23% Unit Commissions
- \$100 Team Building Bonuses
- Unit Bonuses

Earn use of Career Car/
 Cash Compensation



Sonya Goins

OVERCOMING OBJECTIONS

Have you ever thought about doing anything like Mary Kay, part-time for extra money?

I don't have time.

If I could teach you how to earn an extra \$100 per week - that's \$400 per month - working 3 hours a week, and eventually double that to \$200 a week, could you find 3 hours?

I'm not the sales type.

If I could teach you how to help women with their skin and then just let them shop, rather than trying to sell them something, would you feel more confident about Mary Kay?

I don't wear makeup.

Do you feel that skin care is important? Would you be surprised to learn that the majority of products that we sell are skincare and body care rather than makeup?

I'm too shy.

Would it surprise you to know that some of our most successful consultants were extremely shy when they started their business and have done very well?

I need to talk to my husband.

What will he say?

He won't want me to do it.

May I make a suggestion?

Explain to your husband that you want to purchase a starter kit so that you can begin buying your products wholesale. Then tell him that you're also interested in the business opportunity, so after you buy your kit, you'd like him to come to orientation with you and get his opinion of the business as well. Then when you come to orientation with my director, both you and he can hear a lot more and decide how much you want to do with the business end of it. Do you think he will agree to that?

Would you agree with me that our husband's are usually supportive of our decisions once they know it is important to us? Just let him know this is important to you. (set a time to call her back)

OR

He'll say to do whatever I want.

So then when your husband says to do whatever you want, will you be ready to get started, or do you have more questions for me? Great. When will you be able to talk to your husband?
(set a time to call her back)



I don't know anybody.

Do you know one person who might be a practice face for you? If I can teach you how to turn that one person into all the other faces you are ever going to need, would you be willing to learn?

If she has a bunch of objections and you can't get her to say yes or no.

(in a soft voice) May I ask you a question?

Do you think you're just scared?

Well, what's the very worst thing that could happen to you? (wait) Do you want to know what I think? I think the very worst thing that could happen to you is that you save 50% on your products for the rest of your life... does that scare you?

Great!

Is there any reason why we can't get you started today?

Host a party

PICK A PRIZE

1 2 3
4 5 6

There are 6 virtual 4-Leaf Clovers, each containing a FREE gift! Comment below with your clover number and preferred party date. I will private message you to reveal your special gift!

See what else you can earn at your party below:

Adults ages 18+ who do not currently have an Independent Beauty Consultant. Prizes will be awarded at your party.

WANT TO GET LUCKY WITH Mary Kay Madness IN MARCH?

L
U
C
K
Y

LISTEN TO THE MK BUSINESS INFO
ON VIDEO, LIVE, OR
RECORDED CALL

\$10 MARY KAY

AT LEAST 2 GUESTS SCHEDULED
THEIR OWN MAKEOVER OR PARTY

\$10 MARY KAY

PARTY SALES OF \$200+

\$10 MARY KAY

KEEP ORIGINAL APPT TIME AND
GIVE ME YOUR GUEST LIST

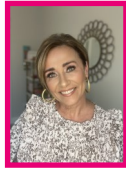
\$10 MARY KAY

YOU +3 FRIENDS OVER 18 YEARS
OLD AT YOUR APPT

\$10 MARY KAY

pink

Goins Pink
Warriors



SONYA GOINS

200 Ornate Ave
Fairhope, AL 36532
205-310-1536

Important dates

- Mar 15** - Quarter 3 Star Contest Ends
- Mar 16** - Quarter 4 Star Contest Begins
- Mar 22-23** - CC Cities
- Mar 24-25** - CC Cities
- Mar 30** - Last day to place telephone orders
- Mar 31** - Last day to place on-line orders
- Apr 17** - Last day to enroll Summer PCP
- Apr 29** - Last day to place telephone orders
- Apr 30** - Last day to place on-line orders

To the Amazing

TAKE FLIGHT WITH
confidence!



When you order \$600+ whsl in
MARCH, you will receive this
COSMETIC BAG
from the *Soar Like Never Before* Collection.

soar
like never
before
MARY KAY



Earn the Year Long Consistency Challenge
MOTHER OF PEARL FACE WATCH
when you achieve the *Soar Like Never Before*
Challenges each month,
July 2023 through June 2024.