



# Treasures Xpress

February Newsletter with January Results

A little extra "try" and "oomph" can change your Future.

## LOOK WHO IS WEARING RED

Building your team!

### CELEBRATING OUR SENIOR CONSULTANTS

Diana Alderette

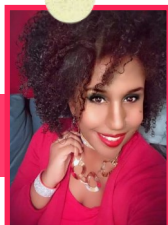
Cheri Scott

Joann Johnson

Jennifer Segner

Kara Milbrath

Pam Merrick



Lisa Bailey  
Team Leader

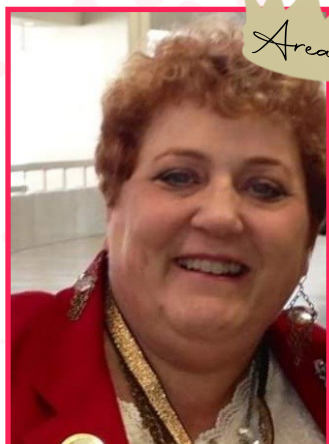
Mandy Gossom  
Star Team  
Builder

Diane Murphy  
Star Team  
Builder

Linda Nichols  
Star Team  
Builder

Who will be  
NEXT?

## MONTHLY TOP 5 WHOLESALE ORDERS

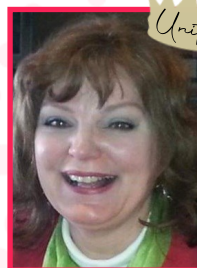


Nancy Glass

\$754.50



Diane Murphy  
\$637



Melanie Reece  
\$624.50



Diana Alderette  
\$505



Della Hare  
\$459.50

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

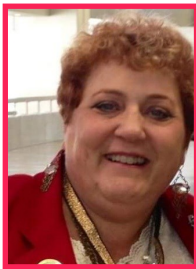
\$10,000 rs/ \$5,000 whsl  
\$400 whsl monthly

# YEAR TO DATE TOP 5 COURT OF SALES



Diane Murphy  
\$10,094

*Queen*



Nancy Glass  
\$8,310



Jennifer Segner  
\$7,369



Debra Allen  
\$6,754



Cara Robinson  
\$4,278

## WELCOME

- Position Open



Who will be next?

*Queen of Sharing*



## Spring PCP

Look Who  
Participated

*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

Jennifer Segner

Judi Fuhs-Dunn

Nancy Hieb Glass

Julia Lish

Rita Stephenson

Kimberly Clements

Kara Milbrath

Mary Bowles-Smith

Carol Penick

Helen Logan

Deborah Peach

Tracy Norris

Price adjustments  
are coming!

**FEBRUARY 16TH**

*Stock up Now!*



*Details*

3

POWERFUL TIPS FOR BOOSTING YOUR CONFIDENCE

1. Preparation is Power!

Write down a few key questions to ask each client. This gives you a roadmap and prevents fumbling for words.

3

POWERFUL TIPS FOR BOOSTING YOUR CONFIDENCE

2. Embrace the Power of Positive Affirmations

Before meeting a client, repeat positive affirmations. This simple act can shift your mindset and boost your confidence.

3

POWERFUL TIPS FOR BOOSTING YOUR CONFIDENCE

3. Remember, You're the Expert

Don't be afraid to share your own experiences! When you talk about how Mary Kay has helped you, you're not just selling products, you're building a connection and showing your client that you understand their needs.

Facing new clients can send even the most seasoned Mary Kay consultant's butterflies into overdrive. But remember, fear doesn't have to hold you back from building thriving relationships and sharing the beauty of Mary Kay. Here are 3 powerful tips to unleash your inner confidence!

Hello  
February

# A Note from Tracy

Hello February – the month of LOVE! Get ready to LEAP into success with enthusiasm and share what you love about your business! I love sharing everything Mary Kay with my team and my customers!

Here are a just a few reasons to love the business we're in:

- Flexibility to work where and when you want
- Impact opportunities – Sharing our “Whys” with others and helping them build their dreams
- Staying Accountable
- Inspirational Training
- No territories
- No quotas
- Lifting others up
- Encouragement from like-minded leaders
- Sharing our products – we have the best of the best!

What do YOU love about your Mary Kay business? Let me know where your Pink dreams are leading you. With hard work, dedication, and determination we can turn DREAMS into REALITY!

Love and belief,

*Tracy*

Ps. Remember to take advantage of the extra Leap Day this month!



**Tracy Norris**  
Independent Sales Director  
(502)314-8696  
3001 Velden Dr  
Louisville, Kentucky 40220

## HAPPY BIRTHDAY

Samantha Shields	9 March
Kimberly Clements	15 March
Portia Frecker	17 March
Carla Reed	18 March
Kellye Singletary-Cunningham	18 March
Amibeth Blair	20 March
Jenna O'Connell	24 March
Ginger Alford	27 March

*March*

## HAPPY ANNIVERSARY

Valerie Coleman	35
Cheryl Benham	32
Tracy Norris	32
Diana Alderette	23
Suzanne Sauer	9
Samantha Shields	9
Diane Murphy	9
Linda Naron	4
Carla Reed	2
Fionna Porter	1
Amy McCollum	1
Maribeth Gonzalez	1



# Soar Like Never Before

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

STAY  
powerful!



## JANUARY ACHIEVERS

Nancy Glass  
Diane Murphy  
Melanie Reece  
Tracy Norris

## 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

Diane Murphy  
Tracy Norris

## 29 DAYS OF LOVE - VIDEO SERIES



February just got a whole lot sweeter with the 29 Days of Love Video Series! Think of it as a daily dose of inspiration, motivation, and practical know-how to supercharge your team and boost sales! A NEW video will be shared every day, so click below for some inspiration!

No matter where you are in your Mary Kay journey, there's something for everyone in this exciting series!

Watch

## LOVE CHECKS

Lisa Bailey	9%	\$64.94
Pam Smither Merrick	4%	\$35.92
Diana Alderette	4%	\$22.92
Jennifer Segner	4%	\$14.56
Linda Nichols	4%	\$10.52
Cheri Scott	4%	\$9.28
Joann Johnson	4%	\$9.16
Diane Murphy	4%	\$1.88
Tracy Norris	13%	\$252.33

(does not include unit commissions & bonuses)



# Steppin' Up The Ladder



## SENIOR CONSULTANT

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

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Diana Alderette  
Joann Johnson  
Kara Milbrath  
Cheri Scott  
Jennifer Segner  
Pam Merrick



## STAR TEAM BUILDER

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




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Mandy Gossom  
Diane Murphy  
Linda Nichols



## 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)

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Lisa Bailey - TL

## 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




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Tracy Norris



MARY KAY

30

MINERAL  
FACIAL SUNSCREEN  
BROAD SPECTRUM SPF 30

**\$28**

Mineral Facial  
Sunscreen Broad  
Spectrum SPF 30\*

Limited-Edition†  
Mary Kay Boundless  
Blue™ Eau de  
Parfum

**\$44**

MARY KAY  
Boundless  
Blue

# New Spring Products

Mary Kay® Hand Cream

**\$10**

MARY KAY

PASSIONFLOWER  
HAND CREAM

MARY KAY

BERRIES & ROSE  
HAND CREAM

MARY KAY

ISLAND MIST & JASMINE  
HAND CREAM

Drink  
SUCCESS

# 4 Hour IPA (Income Producing Activities= 4 Hours/Day (5 Days/Week)

Schedule 30 minutes to an hour time slots that work for you & fill in what you are willing to do for your business. What can you commit to for the week?

## MY WEEKLY PLAN/ IPA SHEET

week of: \_\_\_\_\_

\_\_\_\_\_ Booking \_\_\_\_\_ Coaching \_\_\_\_\_ Cust. Serv. \_\_\_\_\_ Sharing the Opportunity

	SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
5AM	.....	5AM	5AM	5AM	5AM	5AM	5AM
6AM	.....	6AM	6AM	6AM	6AM	6AM	6AM
7AM	.....	7AM	7AM	7AM	7AM	7AM	7AM
8AM	.....	8AM	8AM	8AM	8AM	8AM	8AM
9AM	.....	9AM	9AM	9AM	9AM	9AM	9AM
10AM	.....	10AM	10AM	10AM	10AM	10AM	10AM
11AM	.....	11AM	11AM	11AM	11AM	11AM	11AM
12PM	.....	12PM	12PM	12PM	12PM	12PM	12PM
1PM	.....	1PM	1PM	1PM	1PM	1PM	1PM
2PM	.....	2PM	2PM	2PM	2PM	2PM	2PM
3PM	.....	3PM	3PM	3PM	3PM	3PM	3PM
4PM	.....	4PM	4PM	4PM	4PM	4PM	4PM
5PM	.....	5PM	5PM	5PM	5PM	5PM	5PM
6PM	.....	6PM	6PM	6PM	6PM	6PM	6PM
7PM	.....	7PM	7PM	7PM	7PM	7PM	7PM
8PM	.....	8PM	8PM	8PM	8PM	8PM	8PM
	Bookings _____ Coached Appts. _____ Sales (NEW AND REORDER) _____ \$ _____ Sharing Appts _____	Bookings _____ Coached Appts. _____ Sales (NEW AND REORDER) _____ \$ _____ Sharing Appts _____	Bookings _____ Coached Appts. _____ Sales (NEW AND REORDER) _____ \$ _____ Sharing Appts _____	Bookings _____ Coached Appts. _____ Sales (NEW AND REORDER) _____ \$ _____ Sharing Appts _____	Bookings _____ Coached Appts. _____ Sales (NEW AND REORDER) _____ \$ _____ Sharing Appts _____	Bookings _____ Coached Appts. _____ Sales (NEW AND REORDER) _____ \$ _____ Sharing Appts _____	Bookings _____ Coached Appts. _____ Sales (NEW AND REORDER) _____ \$ _____ Sharing Appts _____

### My Week Includes:

Quiet/Faith/Exercise Time

Family Time

Date Night

Other Job

### Booking Appts Calls

Facial(s)/Party/Shows

Coaching (HOSTESS, GUEST, UPCOMING APPTS)

Sharing Appts (BOOKING & SHARING TIME)

Success Meeting (GLOBAL MEETING OR VIA ZOOM)

### My Star:

Orders Placed This Week:

\$ \_\_\_\_\_ Wholesale Order

Date Placed: \_\_\_\_\_

\$ \_\_\_\_\_ Wholesale Order

Date Placed: \_\_\_\_\_

Star Total to Date: \$ \_\_\_\_\_

### Weekly Sales:

Sales Goal: \$ \_\_\_\_\_

Total Sales: \$ \_\_\_\_\_

### Team Building:

Sharing Appts Held: \_\_\_\_\_

New Team Members: \_\_\_\_\_

# of bookings scheduled for next week: \_\_\_\_\_

Color in your weekly plan sheet with the coordinating colors to plan your week!

Pinck





## TRACY NORRIS

3001 Velden Dr  
Louisville, Kentucky 40220  
(502)314-8696

### Important dates

- Feb 2** - Reg opens for 1st week of CC
- Feb 3** - Reg opens for 2nd week of CC
- Feb 8** - Spring Look Book begins mailing
- Feb 14** - Valentine's Day
- Feb 28** - Last day to place telephone orders
- Feb 29** - Last day to place on-line orders
- Mar 15** - Quarter 3 Star Contest Ends
- Mar 16** - Quarter 4 Star Contest Begins
- Mar 30** - Last day to place telephone orders
- Mar 31** - Last day to place on-line orders

To the Amazing

ascend  
WITH AMBITION!

soar  
like never  
before  
MARY KAY



When you order \$600+ whsl in  
FEBRUARY, you will receive these  
**WING-INSPIRED EARRINGS**  
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.