

# Honey B Achievers

God first . Family Second . Career Third !

MARCH NEWSLETTER WITH FEBRUARY RESULTS



## Queen of Wholesale



Dawn Roth



## Powered By Pink FEBRUARY Winners



Dawn Roth



Shirley  
"Honey"



Who will be  
next?



Who will be  
next?

## Proud Reds



Terri  
Muskevitsch



Dawn  
Roth

## #MYMKLIFE SOCIAL CHALLENGE

**#MyMKLife Social Media Challenge is extended through June 30!** We are loving your posts, and the Mary Kay U.S. followers want to keep seeing how this amazing Mary Kay opportunity fits your life!

From Jan. 3 – June 30, you can enter in the **#MyMKLife Social Media Challenge** by sharing how your Mary Kay business "just fits" in your life!

[Click here for Details](#)

## RED is for You!

Wearing **RED** means several things:

**SELF CONFIDENCE** My **Red Jacket** shows trust, belief, boldness & assurance. It gives me confidence, it tells me I have reached a certain level of achievement. I have set a goal, attained it, and am **making a success out of it.**

**DETERMINATION** My **Red Jacket** shows that my work is purposeful and worthwhile and that what I am doing is a credit to those represented by this jacket and to myself. It gives me determination to keep going forward and to let nothing hinder me from becoming successful.

**PERSISTENCE** My **Red Jacket** shows that I can hurdle obstacles that appear in my path and keep my mind shut against negativity. It means "stick-to-it-iveness" and refusing to let people or projects sidetrack me from my objective.



# Shooting for the STARS!

Top in Sales  
Company Court of Sales



**Karin  
Gagner**



**Dawn  
Roth**



**Kim  
Karls**

## Consultant

- 1 Karin Gagner
- 2 Dawn Roth
- 3 Kim Karls
- 4 Noelle Kachinsky
- 5 Katherine Batzler
- 6 Stacy Van Handel
- 7 Terri Muskevitsch
- 8 Marge Tennie
- 9 Joyce Schroeder
- 10 Alyssa Lemke

## YTD Retail

- \$9,979
- \$9,555
- \$3,962
- \$3,737
- \$3,114
- \$2,632
- \$2,577
- \$2,574
- \$2,564
- \$2,204

We are looking for women to be in the  
Unit Court of Sharing.

Share this Career Opportunity with everyone  
you facial!

## Spring Cleaning Bundle



Swipe up this Spring Cleaning Bundle before it's gone. Receive a FREE\* pack of five reusable limited-edition\* Mary Kay® Makeup Remover Rounds with a washable mesh bag when you purchase this limited-edition\* bundle that includes two bottles of Mary Kay® Micellar Water.

Order Now

## National Court of Sales



### National

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

### Area

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

### Unit

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

## National Court of Sharing



### National

24 Team Members

### Area

12 Team Members

### Unit

6 Team Members

# April Celebrations

## Happy Birthday!

Patricia Berg	6 April
Genene Bunders	7 April
Diane Richards	7 April
Pat Verbrick	10 April
Lisa Norwick	14 April
Alicia Romnek	16 April

## Happy Anniversary!

Dawn Roth	34
Tracy VanGroll	24
Kim Holzschuh	24
Anne Ledwith	23
Joyce Schroeder	9
Cheryl Julian	8
Vicky Moon	2

## Look Who Invested

Dawn Roth	\$1,437.00
Karin Gagner	\$ 433.50
Terri Muskevitsch	\$ 375.50
Julie Rogers	\$ 375.00
Debbie Scaffidi	\$ 364.50
Lynn Boughton	\$ 288.75
Kelly Ufi	\$ 288.50

Jeanette Newhouse	\$261.50
Addie Ebert	\$244.00
Stevie Reich	\$233.50
Carol Keough	\$229.00
Julie Zimmer	\$229.00
Trisha Baker-Nguyen	\$227.50
Stacy Van Handel	\$227.00

## On-Target for Spring Consistency Challenge

Dawn Deltour	\$225.25
AmyJo Christianson	\$ 80.00
Pat Verbrick	\$ 78.50
Joyce Schroeder	\$ 45.00
Vicky Moon	\$ 43.00
Beth Bender	\$ 27.00
Shirley Allen	\$643.50



## \*\*\* Quarter 3 On-Target Stars \*\*\*

Name	Whsl \$ + TB*	Sapphire	Ruby	Diamond	Emerald	Pearl
Dawn Roth	\$2,037.50	\$ 0.00	\$ 362.50	\$ 962.50	\$1,562.50	\$2,762.50
Karin Gagner	\$ 816.00	\$ 984.00	\$1,584.00	\$2,184.00	\$2,784.00	\$3,984.00
Noelle Kachinsky	\$ 692.50	\$1,107.50	\$1,707.50	\$2,307.50	\$2,907.50	\$4,107.50
Shawn Christenson	\$ 610.00	\$1,190.00	\$1,790.00	\$2,390.00	\$2,990.00	\$4,190.00
Diane Richards	\$ 597.50	\$1,202.50	\$1,802.50	\$2,402.50	\$3,002.50	\$4,202.50
Stacy Van Handel	\$ 478.50	\$1,321.50	\$1,921.50	\$2,521.50	\$3,121.50	\$4,321.50
Nancy VanEpern	\$ 423.50	\$1,376.50	\$1,976.50	\$2,576.50	\$3,176.50	\$4,376.50
Terri Muskevitsch	\$ 420.00	\$1,380.00	\$1,980.00	\$2,580.00	\$3,180.00	\$4,380.00
Shirley "Honey"	\$1,452.50	\$ 347.50	\$ 947.50	\$1,547.50	\$2,147.50	\$3,347.50





# steppin' up the Ladder



## Senior Consultant

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

*Beth Bender*  
*Shawn Christenson*  
*Dawn Deltour*  
*Lori Lynch*  
*Ellen Schabow*  
*Pat Verbrick*



## Star Team Builder

3-4 Active Team Members  
4, 6 or 8% Commissions  
50% Discount on Red Jacket  
\$50 Team Building Bonuses

*Shari Mason*



## Team Leader/ Elite Team Leader/ DIQ

5+ Active Team Members  
9 or 13% Commissions  
\$50 Team Building Bonuses  
Earn use of Career Car/ Cash Compensation



**Elite Team Leader**  
*Terri Muskevitsch*

**Team Leader**  
*Dawn Roth*

## Director

9 or 13% Unit Commissions  
9, 13 or 23% Personal Commissions  
\$100 Team Building Bonuses  
Unit Bonuses  
Earn use of Career Car/  
Cash Compensation



*Shirley "Honey"*

March  
is  
Double Credit  
Month!



No luck needed!

Earn double credit toward the Seminar Awards  
2022 Queens' Courts of Personal Sales!

Sales Directors and Beauty Consultants can earn  
\$1 in Seminar double credit for each \$1 in  
personal retail sales on orders received and  
accepted by the Company March 1-31, 2022.

Focus on building sales from March 1-31



The moment you put a  
**Deadline** on a  
**DREAM**, it becomes  
a **GOAL**.

- Stephen Kellogg -



# a note from *Shirley "Honey"*

**To my amazing Team,  
We are in the Final 4.** It's MARCH MADNESS!

To my Amazing Team  
Dear Honey B Achievers, My Friends

We are marching into Spring...it is time to spring forth. Many of us prepare before Easter. We may celebrate those days in different ways. This year in March begins Lent which is the annual Christian holiday that precedes Easter. Lent is a period to spring forth. A special period of reflection, fasting and prayer. The time of the year where people wear the color green and shamrocks to symbolize St Patrick's Day celebrating in parades, festivities, Irish traditional music, and Irish food.

The time of the year - The FINAL FOUR months of the Mary Kay year. In Mary Kay we know that setting goals, planning, and taking action steps is the best way to turn dreams into reality. Play all out, Finish 3rd Quarter strong by March 15th and keep Goaling into 4th!

Here are some tips for goal setting:

- M** – Make a decision –  
Decide specific goals and rewards you are working towards.
- A** – Accountability –  
Share your goals with someone that believes in your dream.
- R** – Reach up –  
Look for success strategies and ideas from leaders.
- C** – Challenge yourself –  
What is one thing you can do TODAY to jump start your goal?
- H** – Hop to it –  
Put your plan into action.

You can have all you desire and want in Mary Kay when you help others get what they want.

March Forth and **CREATE** your own journey and destiny. Live life to the fullest and live a best life ever. Behind you are all your memories, Before you all your dreams, Around you all who love you, Within you all you need. Wisdom is to recognize the opportunity to turn chance into opportunity and success.

I pray peace, love and joy be your gift and blessing all year. Each day comes bearing gifts, untie the gifts and experience God's rich blessings. You are loved, prayed for, valued, honored, and appreciated. Thanking God for the gift of you.

TEAM -Together Everyone Achieves More  
Zoom: Thursday nights at 7pm (watch for Email)  
Facebook Unit: Honey B Achievers  
Facebook Private: Honey Allen  
Website: [www.honeybachievers](http://www.honeybachievers)  
Password: ibelieve  
Calling all consultant: please text me a photo of you  
Text or call: 920-540-2794  
Email: [honeyallen@new.rr.com](mailto:honeyallen@new.rr.com)

Wishing you a pot o' gold that all the joy your heart ❤️ can hold. You can count on me.

With Love and Belief,

*Shirley "Honey"*

Independent Sr Sales Director





# Host a party

PICK A PRIZE



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 below what you can earn at your party.



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**

CATALOGUE SALES OF \$100 OR  
AT-PARTY SALES OF \$200+

**\$10 MARY KAY**

KEEP ORIGINAL APPT AND GIVE  
ME YOUR GUEST LIST

**\$10 MARY KAY**

YOU +3 FRIENDS OVER 18 YEARS  
OLD AT YOUR APPT

**\$10 MARY KAY**



*Totally* **FLEXIBLE.**  
**TOTALLY Fun!**

—  
MARY KAY

# 1 *FITS your life*

- **Flexible** opportunity that works for you.
- **Make a little extra money** on the side while working your business as much or as little as you want.

- At the heart of every Mary Kay opportunity are **fun, freedom and flexibility.**
- You can **balance** the important things in your life and put them first while still running your own successful Mary Kay business.
- You choose how much time to put in and how involved you want to be.
- You can **earn up to 50% profit\*** on everything you sell at suggested retail.

# 2 *HELPS YOU be who you want to be*

- Mary Kay Independent Beauty Consultants care about one another, their customers and **helping other women.**
- Nothing beats the **encouragement and empowerment you receive** from other women like you.
- Mary Kay offers opportunities for **education and personal development** that can help you build your sales skills.



# 3 *LETS YOU SELL PRODUCTS you can believe in*

- Mary Kay® products are made with the **highest quality ingredients** and are extensively researched. Hundreds of thousands of product tests are conducted each year.
- Finding products that deliver real results and are **right for you and for your customers.**

# 4 *THE HEART of Mary Kay*

- **Started by a woman for women.**
- For more than 58 years, Mary Kay has been **empowering women** to be their own bosses, to be self-starters and to be who they truly want to be.
- Core value of faith first, family second, career third.
- Mary Kay Inc. and the *Mary Kay Ash Foundation™* have donated **\$57 million** to help end domestic violence.
- The *Mary Kay Ash Foundation™* has donated **\$27 million** in grants to cancer research.



# IS THIS OPPORTUNITY for you?

- ☐ **A** means **Absolutely!** I am interested, *and with your help, I'm willing to try.*
- ☐ **B** means **Book Me** for a second appointment. *I have questions, and I would love to talk more.*
- ☐ **C** means **Could Be** for me down the road. *Until then, I would love to be your customer.*

\* The 50% gross profit calculation is based on a minimum \$225 wholesale Section 1 product order.



# THE CHOICE is yours!

## THE MARY KAY OPPORTUNITY IS all about flexibility.

It fits your life, so you can balance the important things in your life and put them first while still running a successful Mary Kay business. Even **HOW** you start your Mary Kay business is flexible. Whether you decide to go all in with the *Mary Kay*® Starter Kit\* or start your business digitally with the *Mary Kay*® eStart†, you can **earn up to 50% profit\* on the *Mary Kay*® products you sell** at suggested retail. And know, you are in business for yourself, but never by yourself! Mary Kay continually develops resources to help you along the way.

**MARY KAY®**  
**starter kit,† \$130**

Perfect for connecting with your first hostesses and customers, this Starter Kit† (an over \$400\*\* value) includes **retail-sized products, business resources, tips and selling techniques** designed to help increase your confidence and empower your sales. There's even a gorgeous bag for you to carry it all in!



**MARY KAY®**  
**eStart,† \$30**

The *Mary Kay*® eStart† is a great way to **work your business from the comforts of home** and still have the opportunity to connect virtually with your customers on a personal level. And at only \$30, it's an opportunity worth considering!

**NEW BEAUTY CONSULTANT**  
**sample pack, \$45**

The New Beauty Consultant Sample Pack is a strong way to maximize how you start your Mary Kay business. It includes enough *Mary Kay*® product samples for 30 faces (a \$100\*\* value) as well as literature that's both educational and inspirational.

Only available to purchase as an optional add-on to either the *Mary Kay*® eStart† or the *Mary Kay*® Starter Kit† while completing your online Independent Beauty Consultant Agreement.



## AN OPTIONAL add-on

For either the *Mary Kay*® eStart† or the Starter Kit†, this powerful sample pack is **ONLY AVAILABLE while choosing your startup options.**

**MARY KAY**

The New Beauty Consultant Sample Pack is only available for purchase with the purchase of either the *Mary Kay*® eStart or *Mary Kay*® Starter Kit option. Price is as shown plus applicable tax. Offer cannot be combined with any other discounts or promotions including, but not limited to, the Bring Your Besties Starter Kit Discount (this only applies to new Independent Beauty Consultants that submitted an Independent Beauty Consultant Agreement until December 31, 2021). Mary Kay Inc. reserves the right to extend, modify, eliminate or reduce this offer at any time.

\*The 50% gross profit calculation is based on a minimum \$225 wholesale Section 1 product order.

†Prices are as shown plus applicable sales tax. *Mary Kay*® eStart offer cannot be combined with any other discounts or promotions including, but not limited to, Bring Your Besties Starter Kit Discount (this only applies to new Independent Beauty Consultants that submitted an Independent Beauty Consultant Agreement until December 31, 2021). Mary Kay Inc. reserves the right to extend, modify, eliminate or reduce this offer at any time. In addition to the terms, conditions, rights and/or restrictions set forth in the Independent Beauty Consultant Agreement with Mary Kay Inc. (*Mary Kay*), your use of and access to all products and services contained in the *Mary Kay*® Starter Kit and *Mary Kay*® eStart include access to certain resources that are not provided by Mary Kay; rather, they are provided by third-party providers. You agree to comply with all applicable third-party provider terms and fees including, but not limited to, providing your Social Security number or Taxpayer Identification Number, when necessary, and paying a \$1 account setup fee with a valid credit card or debit card to verify your account and identity. Depending on the identity verification information provided, the third-party provider may request additional information to substantiate your identity; however, providing any verification information is not a guarantee the third-party will grant you access. Those terms may be supplied to you within the *Mary Kay*® Starter Kit and *Mary Kay*® eStart service or directly by the third-party provider, if you are unwilling or unable to comply with third-party providers' terms, conditions and fees. Mary Kay is relieved from guaranteeing access to such third-party services. Third-party terms, conditions, fees and obligations are not considered when Mary Kay calculates its obligations under the Company's 90% Repurchase Policy.

\*\**Mary Kay*® products contained in the *Mary Kay*® Starter Kit and New Beauty Consultant Sample Pack are not intended to be purchased from the Company for resale and are for demonstration purposes only. All terms, conditions, rights and/or restrictions set forth in the Independent Beauty Consultant Agreement with Mary Kay Inc., including the Company's 90% Repurchase Policy, apply.



Honey B Achievers  
**God first , Family Second ,  
Career Third !**



Shirley "Honey"

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Kaukauna, WI 54130  
920.540.2794

♥  
important dates

- Mar 13** - Daylight Savings Time
- Mar 15** - Quarter 3 Star Consultant Ends
- Mar 16** - Quarter 4 Star Consultant Begins
- Mar 16** - Summer PCP Enrollment Begins
- Mar 18** - Week One of CAREER CONF.
- Mar 25** - Week Two of CAREER CONF.
- 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 28** - Last day to place telephone orders
- Apr 30** - Last day to place on-line orders



POWER UP YOUR

*Parties!*



When you order \$600+ whsl in  
March, you will receive these beautiful  
**EARRINGS**  
from the *Powered by Pink* Collection.

POWER UP YOUR

*enthusiasm!*



Earn the Spring Consistency Challenge  
**BRACELET**  
when you achieve the *Powered by  
Pink* Challenge each month,  
January through June 2022.