

# Honey B Achievers

God first . Family Second . Career Third !

DECEMBER NEWSLETTER WITH NOVEMBER RESULTS



## Queen of Wholesale



Karin  
Gagner

## Proud Reds



Dawn  
Roth



Terri  
Muskevitsch



## Powered By Pink NOVEMBER Winners



Karin  
Gagner



Dawn  
Roth



Shirley  
"Honey"



Who will be  
next?



Who will be  
next?



Future Executive Senior Sales Director Lauren Bloomer provides tips and suggestions to continue developing your team strong for long term success.



Click here to  
**WATCH**

## Citrus Rose SATIN HANDS



WHILE SUPPLIES LAST!

## Citrus Rose Satin Hands

A much-loved and easy-to-gift set is now available in a NEW luxurious scent! Give your hands a moment of bliss with a twist of citrus and a splash of rose. Who would you gift this scent-sational set to?

(Available while supplies last)

# \*\*\* Quarter 2 On-Target Stars \*\*\*



Name	Total Credit	Sapphire	Ruby	Diamond	Emerald	Pearl
Karin Gagner	\$1,542.00	\$ 258.00	\$ 858.00	\$1,458.00	\$2,058.00	\$3,258.00
Dawn Roth	\$1,200.50	\$ 599.50	\$1,199.50	\$1,799.50	\$2,399.50	\$3,599.50
Noelle Kachinsky	\$ 911.00	\$ 889.00	\$1,489.00	\$2,089.00	\$2,689.00	\$3,889.00
Tracy VanGroll	\$ 849.38	\$ 950.62	\$1,550.62	\$2,150.62	\$2,750.62	\$3,950.62
Marge Tennie	\$ 643.50	\$1,156.50	\$1,756.50	\$2,356.50	\$2,956.50	\$4,156.50
Mandy Rottier	\$ 519.50	\$1,280.50	\$1,880.50	\$2,480.50	\$3,080.50	\$4,280.50
Tricia Lopas	\$ 514.00	\$1,286.00	\$1,886.00	\$2,486.00	\$3,086.00	\$4,286.00
Terri Muskevitch	\$ 457.50	\$1,342.50	\$1,942.50	\$2,542.50	\$3,142.50	\$4,342.50
Stacy Van Handel	\$ 454.00	\$1,346.00	\$1,946.00	\$2,546.00	\$3,146.00	\$4,346.00
Stacy Jenson	\$ 445.25	\$1,354.75	\$1,954.75	\$2,554.75	\$3,154.75	\$4,354.75
Cheryl Julian	\$ 409.00	\$1,391.00	\$1,991.00	\$2,591.00	\$3,191.00	\$4,391.00
Bonnie Landreman	\$ 407.25	\$1,392.75	\$1,992.75	\$2,592.75	\$3,192.75	\$4,392.75
Nicole Van De Hey	\$ 406.00	\$1,394.00	\$1,994.00	\$2,594.00	\$3,194.00	\$4,394.00
Kim Karls	\$ 405.00	\$1,395.00	\$1,995.00	\$2,595.00	\$3,195.00	\$4,395.00
Shirley "Honey"	\$1,461.00	\$ 339.00	\$ 939.00	\$1,539.00	\$2,139.00	\$3,339.00

To succeed you need the qualities that are essential in any worthwhile endeavor: desire amounting to enthusiasm, persistence to wear away mountains, and the self-assurance to believe that you can succeed. ~ Mary Kay Ash



## ♥ Choices we Make will Define our Lives ♥

By Pamela Waldrop Shaw

What have I learned from my past that I can carry into the success of my future? REMEMBER. We all make mistakes. We are blessed when we have the opportunity to learn from them. Support and love from family and friends, the input from professionals and wise counselors, a fresh start to move forward. But when we ignore all of that and repeat doing what we just want to do, what we "feel" like doing, life will offer up a price tag. Often the consequence becomes heavier and with a greater price when repeated.

- What lesson have I learned from my past that I do not want to repeat the consequences from?
- What choice or choices can I make today to safeguard that I am moving forward?
- What accountability or relationship or group will be beneficial to my honesty and support healthy decisions?
- What action steps can I take today to remind myself I am moving in the right direction?

I can lash out, I can point a finger, I can get mad, I can tell myself the same old story, I can blame someone else, but at the end of the day, if I'm wrong I am only kidding myself. Although my choices do affect other people – in beneficial and detrimental ways, my choices ultimately most affect me. It's the small choice – the seemingly insignificant choice that accumulates day after day and week after week. It's not the one big thing. It's the private Choice, made in a split second. That choice would take somewhere between one minute and one hour to complete – but the accumulation effect of that choice (those choices) will define my life. Choose well today.

# Shooting for the STARS!

Top in Sales  
Company Court of Sales



**Karin  
Gagner**

## Consultant

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



**Dawn  
Roth**

## YTD Retail

- \$7,769
- \$5,444
- \$3,190
- \$3,114
- \$2,574
- \$2,352
- \$1,748
- \$1,717
- \$1,657
- \$1,628



**Kim  
Karls**

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

Share this Career Opportunity with everyone you facial!

Double Team-Building Credit

EXTENDED



Dec. 1-15 2021, the Star Consultant will be awarded an *additional* 600 program credits for each qualified\* new personal team member they add during this time. This gives each Star Consultant the opportunity to earn 1,200 program credits for each qualified\* new personal team member added during this time.



[Click here for Details](#)

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





## Happy Birthday!

Debra Rewalt	1 January
Lisa Schmitz	4 January
Dawn Deltour	16 January
Shari Mason	20 January
Jane Peebles	22 January
Shawn Christenson	31 January

## Happy Anniversary!

Rosemary Kempen	26
Lynn Christenson	18
Diane Richards	17
Dawn OBrien	8
Mindy Bell	5
Addie Ebert	2

## Look Who Invested

🎁 Karin Gagner	\$628.00	Dawn Deltour	\$354.25	Kathleen Kothbauer	\$231.50
Dawn Roth	\$600.50	Lynn Boughton	\$328.00	Anne Ledwith	\$230.00
Mandy Rottier	\$519.50	Keli Westphal	\$315.50	Stacy Van Handel	\$226.50
Noelle Kachinsky	\$484.00	Terri Muskevitsch	\$313.00	Joyce Schroeder	\$112.00
Bonnie Landreman	\$407.25	Addie Ebert	\$266.00	Cheryl Julian	\$ 59.00
Nicole Van De Hey	\$406.00	Lynn Christenson	\$245.00	Susan Walbrun	\$ 32.00
Kim Karls	\$405.00	Kelly Ufi	\$240.50	Carol Keough	\$ 26.00
Tracy VanGroll	\$372.50	Jeanette Newhouse	\$233.00	🎁 Shirley "Honey"	\$618.00
Amy Rottier	\$357.50	Chrystal Reichard	\$232.75		

## PCP Spring Enrollment

### Enrollment Information:

- Enroll Dec. 16 - Jan. 17, 2022
- Mails Feb. 9 - **arrives in 7 to 10 business days**
- Only 70¢ per name

The Look Book is a great tool to keep in touch with your customers, increase sales, and simplify your life. PCP is cheaper than sending them out on your own, and it only takes a minute!



Enroll Now

**DON'T DELAY! MAKE SURE YOUR GIFTS ARE ON SANTA'S SLEIGH!**



*Holiday Delivery Deadline*  
**December 10th**



# steppin' up the Ladder



## Senior

### Consultant

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

*Phyllis Callaway*  
*Shawn Christenson*  
*Diane Kohl*  
*Kathleen Kothbauer*  
*Lori Lynch*  
*Shari Mason*  
*Ellen Schabow*



## Star

### Team Builder

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

*Terri Muskevitch*



### 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



**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"*

Contact me today to schedule a consultation.  
Learn new beauty trends and techniques.

*New Year*  
**NEW YOU**  
**2022**

Give your skin the attention it deserves. Add more color to your look. I can help you achieve all of your skin care resolutions in 2022!

Thank you for your business in 2021!

Here is a gift from me to you, to show how much your business means to me. Please redeem this gift certificate by January 31, 2022.

*New Year*  
**2022**  
**NEW YOU**

Bring this coupon and at least 2 friends for a 'New Year New You' makeover and receive an additional \$50 FREE in hostess credit!

**\$10 OFF YOUR  
FIRST ORDER OF  
THE NEW YEAR!**

No Coupon Included

*New Year, New You*

Click each picture to upload.

\$10 Coupon Included



SUCCESS IS A  
JOURNEY NOT A  
DESTINATION.

**THE DOING**  
IS OFTEN MORE  
IMPORTANT THAN  
**THE OUTCOME.**

- Arthur Ashe



# a note from *Shirley "Honey"*

Dear Honey B Achievers,

Merry December! The most wonderful time of the year. The Christmas season filled with love, laughter, and blessings. A time to reflect on the greatest gift, as we await in anticipation the coming of the Christ Child. The time of giving and reflecting on the blessings and love ❤️ with family and friends.

We can spread that love and blessings by providing personal customer service. If this is your first or thirty-first Mary Kay Holiday season, your customers will appreciate the personal shopping experience you provide. Below are some ideas to make you stand out:

- Add your favorite "must have" samples to your orders.
- Include a cute ornament for a festive package topper or keep it simple with bows or tissue paper.
- Offer to write gift tags for your customers or include blank tags with gift orders.
- Gift Certificates can be sold as stand-alone gifts or as add-ons.
- Keep "Ready & Wrapped" gifts on hand for those last-minute shoppers.

Whether your Holidays are filled with frills, or you like to keep it simple, these are just a few ideas to add a personal touch that will set you apart from the rest.

As always, LOOK AHEAD by BOOKING AHEAD. Set a "Race the Clock" GOAL and see how many new appointments you can add to your calendar before the end of the year.

Above all, remember to take time for yourself and enjoy the magic of the season. A heartfelt thank you to each of you. I look forward to a super charged and power-filled new year! Wishing you and your family a blessed Christmas season. May each day bring you peace, joy, and love ❤️. Each day comes bearing gifts 📦 untie the ribbon and discover Gods greatest blessings. Who you are makes a difference.

Proud to be your Friend and Sales Director. Philippians 4:13 I can do all things through Christ who strengthens me.

See our Facebook page Honey B Achievers

See our unit Website Honey B Achievers password I believe

Please let me know how I can support you. I believe in you. You are loved, prayed for, cherished, valued, and honored.

Hugs. Shirley Honey

Mary Kay Ind Sr Sales Director

*Shirley "Honey"*





# Scripts for 12 Days of Christmas



Hi \_\_\_\_\_! This is \_\_\_\_\_ with Mary Kay.  
I'm your wife \_\_\_\_\_ Mary Kay Beauty Consultant.  
Do you have a minute? Great! You know Christmas is just  
around the corner, and I'm calling to save your life! No  
malls and no decisions; does that sound good to you?

I have a great gift option for \_\_\_\_\_. She will go crazy over this; and, well, you will look  
terrific.

It's a 12 Days Christmas basket. Each day, for the 12 Days prior to Christmas, she will receive a  
gift out of her basket and open it. Each Day she will open a special gift hand picked for her.  
There are 3 options to choose from: 199, 249, or 299. Would you like to go with the 299, or is  
the 199 more of what you had in mind? (Then let him speak first)

Great! Your wife is taken care of; how about your \_\_\_\_\_? (Insert daughter, mother,  
secretary, etc.)

Now, how would you like me to deliver these? (Schedule a delivery time)

I take all major credit cards, checks, or cash... which would you prefer to use?  
Thanks so much for your business!!!



Money that can be made from  
12 days baskets just using the  
\$199 package as an example:

**Sell 5**  
12 Day Baskets @ \$199 =  
\$995 in Sales =  
profit of \$497.50

**Sell 10**  
12 Day Baskets @ \$199 =  
\$1,990 in Sales =  
profit of \$995.00

**Sell 15**  
12 Day Baskets @ \$199 =  
\$2,985 in Sales =  
profit of \$1,492.50

# 9 Great Reasons

to start a MK Business  
This Holiday Season



Get your gifts  
for friends and family  
(and yourself!)  
at 50% off.



Earn extra spending  
money for your  
holiday shopping -  
debt free holiday!



You could earn prizes  
just for running your  
business - who doesn't  
love extra presents?



MK products are  
consumable, meaning  
with every holiday sale,  
you are building a  
reorder business for the  
rest of the year!



You can sell in a variety  
of ways - online,  
in person, with Look  
Books, on social media,  
and via text.



You can have a  
temporary holiday  
business, or continue  
on through the year -  
it's up to you!



MK has products for  
everyone - skincare,  
cosmetics, fragrance,  
& men's products, so  
you can sell to anyone!

**Pink**  
SUCCESS



You make your own  
schedule,  
fit it in where you can  
and balance with  
family!



You're in business for  
yourself - but not by  
yourself. Your sales  
director can help you  
build a holiday sales  
plan to meet your  
goals!



# Honey B Achievers

## God first , Family Second , Career Third !



Shirley "Honey"

2523 Kavanaugh Rd  
Kaukauna, WI 54130  
920.540.2794

## ♥ important dates

**Dec 15** - Quarter 2 Star Contest Ends

**Dec 16** - Quarter 3 Star Contest Begins

**Dec 16** - Spring PCP Enrollment Begins

**Dec 25** - Merry Christmas

**Dec 29** - Last day to place telephone orders

**Jan 1** - New Year's Day - Postal Holiday

**Jan 17** - Spring PCP Enrollment Ends

**Jan 30** - Last day to place telephone orders for January

**Jan 31** - Last day to place on-line orders



POWER UP THE

*Holidays!*



When you order \$600+ whsl in December, you will receive these beautiful

**EARRINGS**

from the *Powered by Pink* Collection.

POWER UP YOUR

*connections!*



Earn the Fall Consistency Challenge

**EARRINGS**

when you achieve the *Powered by Pink* Challenge each month, July through December 2021.