

# Honey B Achievers

God first . Family Second . Career Third !

OCTOBER NEWSLETTER WITH SEPTEMBER RESULTS



## Queen of Wholesale



Katherine  
Batzler

## Proud Reds



Dawn  
Roth



Terri  
Muskevitsch



## Powered By Pink SEPTEMBER Winners



Katherine  
Batzler



Karin  
Gagner



Marge  
Tennie



Shirley  
"Honey"



Who will be  
next?



Watch this special interview with Future Executive Sr Sales Director Beth Austin as she discusses combining virtual and in person selling for a hybrid approach.



## Quarter 1 Star Winners



Dawn  
Roth  
Sapphire



Karin  
Gagner  
Sapphire



Shirley  
"Honey"  
Sapphire



# Shooting for the STARS!

Top in Sales  
Company Court of Sales



**Karin  
Gagner**



**Katherine  
Batzler**



**Dawn  
Roth**

## Consultant

- 1 Karin Gagner
- 2 Katherine Batzler
- 3 Dawn Roth
- 4 Marge Tennie
- 5 Kim Karls
- 6 Alyssa Lemke
- 7 Lisa Otto
- 8 Rosemary Kempen
- 9 Mindy Bell
- 10 Susan Walbrun

## YTD Retail

\$5,301  
\$3,114  
\$3,043  
\$2,574  
\$2,380  
\$1,748  
\$1,628  
\$1,437  
\$1,372  
\$1,192

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

Share this Career Opportunity with everyone you facial!

## 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

Grab your Girlfriends!

**NEW CONSULTANTS!**

**INITIAL ORDER CREDIT PROMOTION!**

Working on your Seminar 2022 goals? When you develop new team members in October 2021, they can kick-start their new Mary Kay businesses and maximize their initial orders. They can earn up to a \$50 payment credit on their single initial order with the **Initial Order Credit Promotion!**

[Click here for Details](#)





## Happy Birthday!

Jeanne Rueckert	4 November
Lori Forbes	14 November
Kim Karls	14 November
Carol Keough	15 November
Beth Bender	18 November
Noelle Kachinsky	18 November
Zale Palmer	20 November
Erica Rohrer	20 November
Stephanie Humblet	21 November
Sandra Melroy	23 November
Alyssa Lemke	26 November
Kathryn Morris	30 November

## Happy Anniversary!

Phyllis Callaway	46
Julie Zimmer	27
Noelle Kachinsky	24
Debra Rewalt	18
Amy Rottier	17



## Look Who Invested

Katherine Batzler	\$781.00	Rosemary Kempen	\$364.25	Joyce Schroeder	\$232.50
🎉 Karin Gagner	\$692.50	Mindy Bell	\$343.00	Beth Rustick	\$229.00
Marge Tennie	\$643.50	Susan Walbrun	\$298.00	Dawn Deltour	\$226.50
Kim Karls	\$466.00	Jan VanDeKreeke	\$293.50	Donna Wegner	\$ 49.50
Alyssa Lemke	\$437.00	Carol Keough	\$292.00	🎉 Shirley Allen	\$731.00
Lisa Otto	\$407.00	Debbie Scaffidi	\$235.50		



On-Target Fall Consistency Challenge Earrings

## You are a Champion – Go for the Gold



You can earn an exclusive invitation to a virtual class with Independent Elite Executive National Sales Director Emeritus Kathy Helou in November about Gold Medaling and the importance of making it a habit.

To be eligible you must add five or more new personal team member Agreements in October 2021.

[Click here for Details](#)





# steppin' up the Ladder



## Senior

### Consultant

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

*Beth Bender*  
*Shawn Christenson*  
*Karin Gagner*  
*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



### 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*  
*Terri Muskevitsch*

### 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"*

## 2021 Holiday Training at Your Finger Tips

It's beginning to look a lot like Christmas! We're all starting to think about our Holiday strategies, options, selling opportunities- where do we begin?? Start at The Holiday Shoppe! Here you will find business ideas, resources, and strategies to help you conquer the holiday selling season, and have your best year ever!



[CLICK HERE](#)

THE KEY TO  
SUCCESS IS  
TO FOCUS  
ON GOALS,  
NOT  
OBSTACLES.

-unknown

Winter PCP



October 17  
Deadline

Winter PCP enrollment deadline is October 17. Give your business a boost. See your sales increase when you enroll your customers. Plus, you have the privilege of ordering winter products before everyone else.

Enroll Now

# a note from Shirley "Honey"

Dear Honey B Achievers ,

I'm so excited for an Outstanding October! Can you believe we are into such a beautiful season of change . Beautiful colors of yellow, orange, gold, rust, red and brown . I love this time of year as I reflect on the beauty and love of family and friends This year, everyone will be shopping early as we all continue to deal with supply delays. This means a longer holiday season and extra sales for you! Also, because everything takes longer to get delivered, quality last-minute gifts are going to be harder to find - you can fill that need!

Here are some options . Now is the time to plan your holiday goals . When you're planning out your next three months, consider what your goals are. Are you going to hold an open house this year? In person, on zoom or on your FB group? Put that in your calendar, and also when plan to send out invites and follow ups. When do you have time to book zoom parties, facials, holiday makeovers, or coffee dates? Highlight all of those spots in pink on your calendar. In addition, take time to make customer service calls to help your customers with their holiday shopping. We have great products to offer, so be sure to share with everyone your gift giving and gift wrapping services. Even if our seasonal selections are limited this year, you can make amazing bundles out of our regular-line products at a variety of price points! Pro tip: keeping gift bundles under \$30 will encourage your customers to buy . Order early if you are wanting the limited edition products . They will sell out fast .

People are always looking for great customer service and convenience - and you can offer both! Explain how you can take something off their plate and make their lives a little bit easier! Show them that you care! Your customer doesn't care how much you know until they know how much you care. ~ Damon Richards

Live a best life ever . Believe in the possibilities, dreams are made for chasing . I believe in you . Thank you for helping our unit grow . If I can support you in anyway you can count on me . Each day comes bearing gifts , untie the ribbon and experience Gods greatest Blessings . Watch for text messages , newsletter , website will be launching soon . See our unit Facebook page . Honey B Achievers . Zoom meeting Sunday night 7pm Holiday gift giving ideas . Watch for email . See info on unit Facebook page .

I care you count . Who are makes a difference . You are loved , prayed for , cherished and honored.

God bless you . I can do all things through Christ who strengthens me.  
Philippians 4:13

With gratitude and blessings

Oh the blessings of the holiday season

Hugs , Shirley Honey , Ind Mary Kay Sr Sales Director

Shirley "Honey"



# IMPORTANT STRATEGY

## *Set up for Success*

THANKSGIVING DAY AND THE PINK WEEKEND  
CAN BE YOUR BIGGEST DAYS IN SALES!

**GAME PLAN:** After dinner—the men all either go hunting or go to the den to watch TV! Let's give the women something really FUN to do...a FUN TREAT! After dinner—why not gather the women around the computer or zoom call - have them do a Virtual Make Over... let them shop 'til they drop!

- Take it a step farther—why not contact every single client of yours (and potential client) BEFORE Thursday - just imagine your clients and their family visiting your website and shopping!!! Why not let them HOST the event, and give her hostess credit?!
- Do a drawing on Saturday from both Thur/Fri sales and give away a \$50 Gift Certificate from sales made those 2 days.
- Offer the TOP HOSTESS a \$100 MK Shopping Spree!

**WEEKLY PLAN:** Make that weekly Plan Sheet—Set your Sales Goal and Plan your phone time, quick makeovers, deliveries, interviews! Make a list of friends/family you'll be seeing this week who could use your services (that would be everyone!) Plan the grocery list & decide what cooking you'll need to do and WHEN you'll do it! Enter all these time issues on your plan sheet!

**MONDAY/ TUESDAY:** Attend MK Event! Get the enthusiasm and knowledge you'll need to make this week GREAT! Let's all focus on ways to SELL for the Holidays! Turn your good Mary Kay business into GREAT!

Call your clients & offer the option of being a web hostess on Thursday or Friday .. OR ... have a Telephone Lottery! Call 25 clients and say: "This is \_\_\_\_\_ with Mary Kay! I hope you have a quick minute! The reason I'm calling tonight is because I'm having a Thanksgiving Day Lottery! And, no, I'm not giving away a million dollars or a Pink Caddy... but, if you place an order tonight, you can pick your lucky number between 1-25 and on Thanksgiving night I will draw one lucky number—if it's yours—you'll get your order HALF OFF. Is there anything you'd like to order? Holiday Gifts?" after she orders, have her select her lucky number and keep track of numbers selected... if she chooses one already taken, have her pick another!

**WEDNESDAY:** Make deliveries—take a basket of extras & samples with you. Give her a sample of an eye shadow/blush or hand cream to try (Place your last day of month w/s order TODAY).

**THURSDAY:** Enjoy Thanksgiving Day with your family! After dinner—try to offer facials/ quick hand facials or show your Holiday items to your guests or a LIVE FB Thanksgiving Event. Remember to offer Gift Certificates! Have at least 20 website Hostesses going for this day!!! (20 x \$100 = \$2,000) Do your own web party with the ladies!! Are you beginning to get EXCITED?!?!?!?

**FRIDAY:** This is traditionally the biggest shopping day of the retail season! Work your business the same! This is the day you can either BUY or SELL...I suggest you SELL! Connect with close friends/relatives and give quick make-overs and interviews!! Maybe have a Pink Friday Sale!

**SATURDAY:** Check inventory and see what products you'll need to order either for Christmas business or to replenish what you've sold. FINISH STAR! Today is Small Business Saturday!

**MONDAY & TUESDAY:** Hold holiday make-overs/interviews and continue building your business—BOOK for the first 10 Days of DECEMBER—Spa Experiences, Holiday Coffees or Holiday Previews; Set up several in your home...You will ROCK your Sales in December as well! JUST HOW MUCH \$\$\$\$ WILL YOU BRING HOME THIS WEEK?



# this Thanksgiving

## STUFF A ROLL-UP BAG

NOVEMBER  
ONLY

Hurry, my  
FREE  
ROLL-UPS  
go fast!

When you have 4 or more girlfriends join you for a party & \$200 or more in sales (before your order) you will receive a FREE ROLL-UP BAG and **40% OFF** everything you can STUFF into it.



Your guests must be 18 years of age or older and cannot currently have a Mary Kay Consultant.

# important dates

- Oct 11** - Columbus Day, Postal Holiday
- Oct 17** - Last day to enroll for the Winter PCP
- Oct 29** - Last day to place telephone orders for October
- Oct 31** - Last day to place October on-line orders
- Nov 11** - Veterans Day - Postal Holiday
- November 25** - Happy Thanksgiving - All Company Offices Closed
- Nov 26** - Company Holiday - All Company Offices Closed
- Nov 29** - Last day to place telephone orders for November
- Nov 30** - Last day to place on-line orders for November

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



**Shirley "Honey"**  
2523 Kavanaugh Rd  
Kaukauna, WI 54130  
920.540.2794



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



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