

Honey B Achievers

God first . Family Second . Career Third !

SEPTEMBER NEWSLETTER WITH AUGUST RESULTS



Queen of Wholesale



Dawn Roth

Proud Reds



Dawn Roth



Terri Muskevitch



Powered By Pink AUGUST Winners



Dawn Roth



Karin Gagner



Shirley "Honey"



Who will be next?



Who will be next?



Who will be next?



Who will be next?



Who will be next?



Quarter 1 On-Target Stars



Name	Total Credit	Sapphire	Ruby	Diamond	Emerald	Pearl
Dawn Roth	\$2,205.00	\$ 0.00	\$ 195.00	\$ 795.00	\$1,395.00	\$2,595.00
Karin Gagner	\$1,578.50	\$ 221.50	\$ 821.50	\$1,421.50	\$2,021.50	\$3,221.50
Katherine Batzler	\$ 781.00	\$1,019.00	\$1,619.00	\$2,219.00	\$2,819.00	\$4,019.00
Phyllis Callaway	\$ 761.50	\$1,038.50	\$1,638.50	\$2,238.50	\$2,838.50	\$4,038.50
Kim Karls	\$ 724.00	\$1,076.00	\$1,676.00	\$2,276.00	\$2,876.00	\$4,076.00
Kelly Nicole	\$ 645.90	\$1,154.10	\$1,754.10	\$2,354.10	\$2,954.10	\$4,154.10
Shari Mason	\$ 500.00	\$1,300.00	\$1,900.00	\$2,500.00	\$3,100.00	\$4,300.00
Joyce Schroeder	\$ 478.50	\$1,321.50	\$1,921.50	\$2,521.50	\$3,121.50	\$4,321.50
Nancy VanEpern	\$ 432.00	\$1,368.00	\$1,968.00	\$2,568.00	\$3,168.00	\$4,368.00
BryAnn Roth	\$ 421.50	\$1,378.50	\$1,978.50	\$2,578.50	\$3,178.50	\$4,378.50
Shirley "Honey"	\$1,246.00	\$ 554.00	\$1,154.00	\$1,754.00	\$2,354.00	\$3,554.00

Shooting for the STARS!

Top in Sales
Company Court of Sales



Dawn Roth

Consultant

- 1 Dawn Roth
- 2 Karin Gagner
- 3 Phyllis Callaway
- 4 BryAnn Roth
- 5 Stacy Van Handel
- 6 Julie Rogers
- 7 Karen Ford
- 8 Donna Wegner
- 9 Kathleen Kothbauer
- 10 Terri Muskevitsch



Karin Gagner



Phyllis Callaway

YTD Retail

- \$3,043
- \$2,531
- \$1,102
- \$843
- \$749
- \$684
- \$642
- \$603
- \$600
- \$566

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

Share this Career Opportunity with everyone you facial!

Initial Order Credit Promotion

Grab your girlfriends! Mary Kay has a fabulous new promotion for your new team members this month! As part of our Power Up Your Sisterhood this month, new consultants can earn a product credit when they place their first order! Check out the details on InTouch, but this is ANOTHER reason why this is the

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



October Celebrations



Happy Birthday!

Nancy VanEpern	10 October
Jan VanDeKreeke	21 October
Mary Pfeiffer	26 October
Kelly Ufi	28 October
Julie Rogers	30 October



Happy Anniversary!

Jane Peebles	34
Lori Lynch	31
Jeanette Newhouse	28
Lisa Otto	18
Lona Kempen	17
Nancy Weber	14
Stephanie Humblet	12
Tricia Lopas	11
Karen Ford	10

Look Who Invested

Dawn Roth	\$1,521.50	Stacey Foley	\$254.50	Vicki Harkonen	\$230.50
Karin Gagner	\$ 661.50	Julie Zimmer	\$245.50	Kathy Toonen	\$228.00
Phyllis Callaway	\$ 551.00	Lori Forbes	\$243.50	Karla Hauser	\$227.50
BryAnn Roth	\$ 421.50	Vicki Boor	\$240.50	Zale Palmer	\$227.50
Julie Rogers	\$ 342.25	Addie Ebert	\$240.50	Beth Bender	\$225.25
Karen Ford	\$ 321.00	Vicky Moon	\$239.50	Jane Peebles	\$133.00
Kathleen Kothbauer	\$ 305.00	AmyJo Christianson	\$237.50	Shawn Christenson	\$ 79.00
Terri Muskevitsch	\$ 288.00	Nancy VanEpern	\$234.50	Joyce Schroeder	\$ 72.00
Kelly Ufi	\$ 259.00	Fran Seidl	\$234.00	Shirley "Honey"	\$624.50
Jeanette Newhouse	\$ 256.00	Anne Ledwith	\$232.00		



On-Target Fall Consistency Challenge Earrings

Experience Suite 13

Have you checked out Suite 13 yet?? This amazing new option for virtual shopping is going live on Wednesday, so make sure you take a few minutes to explore and familiarize yourself with it, so you can share it with your customers! Log in to InTouch and you can find it right on the main page.



Star Consultant Program

Our Star Program just got better!!! Did you see this?! With roll-over credits, more prize choices, and 4-quarter star improvements, being a Star Consultant just got a LOT better! Check out all the details on InTouch!

[Click here for Details](#)





steppin' up the Ladder



Senior

Consultant

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

Beth Bender
Phyllis Callaway
Shawn Christenson
Karin Gagner
Lori Lynch
Shari Mason
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



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
Dawn Roth

Team Leader
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"



Do Business on the Double

It's DOUBLE CREDIT MONTH! This is so exciting because it means that for all of your efforts this month - every sale, every party, every interview you do- the results count TWICE for our year end National Queens Courts! Every new Qualified Team Member you have this month counts as two, and every dollar of wholesale you order counts as two! This is a GREAT month to make BIG things happen!

[Click here for Details](#)

Double Your Success

a note from *Shirley "Honey"*

“
ABILITY IS WHAT
YOU'RE CAPABLE
OF DOING.
MOTIVATION
DETERMINES
WHAT YOU DO.
ATTITUDE
DETERMINES
HOW WELL YOU
DO IT.

LOU HOLTZ

Look who Participated in the

Holiday PCP



Karin Gagner
Stacy Van Handel
Karla Hauser
Kathleen Kothbauer
Shirley "Honey"

Dear Honey B Achievers ,

Thank you for making a difference , for reaching out and servicing others and using the products yourself . Every woman needs a great skin care line and we have it . What a blessing and privilege to be part of a company where you can get your own products at a discount.

Fall is near ! Now is the time when everyone gets a little more into the swing of things. Kids have a school routine, family vacations are finished up, and your customers are ready for a pick me up for fall.

We have a couple of AMAZING Mary Kay promotions this month - including DOUBLE CREDIT!!! Everything you do, all of the effort you put in, every face you see counts twice in your results! ALSO - for all of your new team members you'll be adding this month (who will count as 2 when they're qualified) - we have a new consultant initial order product credit! This means that your new team members will get a discount on their first order! What a fantastic month for team building- Power up your Sisterhood!

Don't forget to check out Suite 13, and share it with your customers for a new, interactive, and VERY cool way to experience a Mary Kay boutique; and keep an eye out for the new consumer shopping app that is coming soon!

Our first and most important Star Quarter is ending on the 15th, so now is a good time to take advantage of all the resources you have at your disposal.

And we haven't even BEGUN to talk about the Holiday selling season! It is time to start planning your strategy. Take some time this week to look at your schedule and plan when you're going to be available to run your business, so you maximize your efforts during the busiest shopping months of the year! You can begin to order the Holiday products on September 15th . See Mary Kay Intouch . See Holiday Hub on Our unit Honey B Achievers Facebook page .

This is going to be an AMAZING month! I can feel our momentum increasing already. I am so excited for the BIG things to come! Each day comes bearing gifts, untie the ribbon and experience Gods riches blessings . Live a best life ever . I am here for you . See our Facebook page Honey B Achievers . New Unit Website coming soon . Zoom meetings posted on Facebook .

With Love and Belief , Proud to be your mentor and friend . Thank you for helping our unit grow . I can do all things through Christ who strengthens me . Philippians 4:13

You are a blessing ,

Shirley "Honey"



Initial Order Credit Promotion details followed by Executive Senior Sales Director Brittany Jenks sharing her tips and suggestions for how she's building her team, and helping new beauty consultants get off to a Great Start.



Click here to
WATCH

HOLIDAY BUSINESS PLANNING

Get excited about this holiday season and make a BIG plan for what to accomplish. It will require a plan and a goal to work towards. This is the time to get ahead on your goals; pay off debt; work for something you want for you or your family. The sky is the limit! THINK BIG! GO TO WORK!

My 2021 Holiday Game Plan

SEPT

- Plan your sales & personal calendar for the next 4 months
- Book skincare, supplements & fall look parties for Sept. and get wish lists from everyone
- Hold QVC style event in your customer FB Group for Fall colors - have your customers invite friends to build your group
- Order Holiday products & gift wrapping supplies - anticipate sell-outs!
- Finish your STAR
- Contact Businesses for employee gifting/gift cards
- Contact Senior Centers for updated rules for Adopt-A-Grandparent
- Plan your Open House if you will be doing in-person
- Book Holiday Preview coffees w/ your customers
- book them to be holiday hostesses for you
- Add a new team member as a "Holiday Consultant"
- Follow up with PCP customers once Holiday Look Books arrive

OCT

- Create a Grab-and-Go gift basket with gift ready products and keep with you at all times
- Hold 5 Holiday Coffees
- Contact your customers' "Santas" about 12 days of Christmas
- Add team members so they can take advantage of Holiday Sales
- Follow up with businesses about employee gifts
- Launch your Adopt-A-Grandparent program
- Hold QVC style FB Group event for Holiday products
- Send invites for in person Open House/ plan virtual Open House
- Hold skincare & mask parties - get wish lists and Santas from everyone
- Hold a product preview panel to get opinions on holiday products and book them to be a hostess
- Reverse Trick-or-Treat your neighbors - leave goody bags at their door with samples & info about gift wrapping services

NOV

- Hold 5 Holiday Coffees
- Hold updated QVC style Holiday product FB event
- Make a Holiday Glam Look video for your FB Group and book glam parties
- Order your own gifts for friends and Family
- Send invites for open houses & follow up!
- Finish Adopt-A-Grandparent
- Get wish lists, invite guests to virtual events
- Call Santas, husbands, etc. for wish lists & 12 Days of Christmas
- Pink Friday / Small Business Saturday / Cyber Monday Sales
- Post in your customer group about stocking stuffers, gift sets, and gifts at different price points
- Hold Virtual Open House featuring Gift-Ready products in cute packaging
- Be sure inventory is ready for last-minute shoppers

DEC

- Hold a "Last Minute Gifts" virtual open house - don't forget scents, bundles, men's products, stocking stuffers
- Deliver gifts
- Bring your Grab-and-Go basket EVERYWHERE with gifts at different price points
- Post in your FB Group about your gift wrapping services
- Book "New Year, New You" skincare parties
- Hold virtual "Men Only" open house for gifting ideas
- Follow up with wish lists
- Finish your STAR
- Hold a 12 Days of Christmas Sale in your FB Customer Group
- Call your customers for their PERSONAL needs - it's easy to forget yourself when you're shopping for others
- Sell New Year's Day "Morning After" Bundles with Indulge Soothing Eye Gel, Mint Bliss, and maybe a Charcoal Mask.



PLAN FOR SUCCESS

Highlighting Stick

**\$14
EACH**



in Rose Gold Glow

Fanorama® Mascara

\$16



\$12

Eyelash Curler

Metallic Liquid

**\$12
EACH**



Eyeliner

Holiday Products 2021

Cozy gift w/ purchase of
Mint Bliss™ Energizing
Lotion Feet & Legs



Fragrance Gift Set

\$36 EACH



Matte + Shine Lip Set

**\$28
EACH
SET**



Two versatile shades!

important dates

Sep 10 - Early Ordering Begins

Sep 13 - Mary Kay Inc. 58th Anniversary

Sep 15 - Quarter 1 Star Contest Ends AND
Holiday Prod avail. to all

Sep 16 - Quarter 2 Star Begins & Winter
PCP Enrollment begins

Sept 21 - Last day to watch Seminar
Classes

Sep 29 - Last day to place phone orders for
September

Sep 30 - Last day to place on-line orders
for September

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

Honey B Achievers

God first , Family Second , Career Third !



Shirley "Honey"

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920.540.2794



POWER UP YOUR

sisterhood!



When you order \$600+ whsl in
September, you will receive this beautiful

NECKLACE

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.