

Independent Sales Director
June Christoff

Unit Goal: Fabulous 50 Club



Joyful Champions Unit

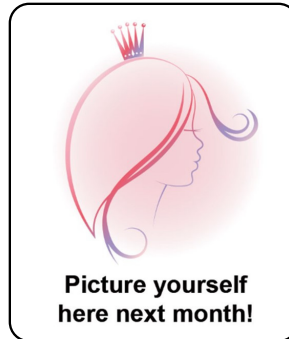
Newsletter August 2026

Results - July 2026



#1 YTD Retail Sales

Jurmin
Francis-Ross



Picture yourself
here next month!

#1 July Recruiter

Who will it be next month?



#1 July Wholesale

Jurmin
Francis-Ross

Come along for the
ride of your life!



STEPPING UP ROCK IT IN RED!

Who is our next red jacket?



Jurmin Francis-
Ross



Mary Bullock





From the *Director's Desk*

WOW, What A Year we have had. I'm so proud of you all in making this year so exciting. We experience Seminar 2026 in Fort Worth Texas. Those who were able to attend I hope it was one to remember. Those who couldn't attend I pray that this year you will set your eyes on winning and attending. Weather you come to any of our Fall Events or plan to attend our Unit Events. Whatever you choose, I am here for you.

Thank you for your loyalty and winning spirit. I'm only a phone call away. The Best Is Yet To Come.

Love
June Christoff



Points to Paradise Ind. Beauty Consultant Challenge!

MAY 1 – OCT. 31, 2026

With every level of reward achieved, you'll be one step closer to paradise! Ind. Beauty Consultants must earn a minimum of 25,000 points to earn the first level of reward — a pair of Gucci sunglasses. From there, they can continue to add on to their previously earned reward in 25,000-point increments, with a minimum of 75,000 points to earn all rewards available for this challenge — a pair of Gucci sunglasses, a Ferragamo crossbody bag and a \$2,000 Royal Caribbean cruise voucher.

POINTS TO PARADISE

INDEPENDENT BEAUTY CONSULTANT CHALLENGE



**Check out Intouch for details*



All-Star Star Consultant Program

JULY 1, 2026 – JUNE 30, 2027

To participate in the All-Star Star Consultant Program and to achieve amazing rewards, Independent Beauty Consultants must achieve Star Consultant status all four quarters of a Seminar year. See the FAQs to learn how a new Independent Beauty Consultant can achieve All-Star status.

When you achieve All-Star status for the 2026–2027 Seminar year, you can earn one of the fabulous rewards below. To receive your reward, you must be in attendance at Seminar 2027.

**Check out Intouch for details*

STAR CONSULTANT ON TARGET

Consultant Name

Sapphire

Ruby

Diamond

Emerald

Pearl

- Needed for next star -

Jurmin Francis-Ross

\$2087.20

STAR

\$313

\$913

\$1513

\$2713

Mary Bullock

\$1066.40

\$734

\$1334

\$1934

\$2534

\$3734

Deborah Ester

\$964.90

\$835

\$1435

\$2035

\$2635

\$3835

Jarvia Haynes

\$442.80

\$1357

\$1957

\$2557

\$3157

\$4357

STAR CONSULTANT PROGRAM

ACHIEVE OUT-OF-THIS-WORLD REWARDS

You can earn exciting prizes in the Star Consultant Program while building your Mary Kay business. And the achievement you enjoy through the Star Consultant Program can help you earn rewards in other Mary Kay® programs! To participate in the Star Consultant Program, an Ind. Beauty Consultant must have personal retail sales of \$1,800 in wholesale Section 1 products that are received and processed by the Company during the program quarter.



CONGRATULATIONS

on investing in your business last month!

*\$600+ wholesale orders are bolded

Jurmin Francis-Ross	\$1004
Deborah Ester	\$606
Mary Bullock	\$606
Holly Harrison	\$259
Charlymane McCray	\$230
Jarvia Haynes	\$225
Desrehea Terrell	\$44
Deborah Bunting	\$28
Audrelynn Ellis	\$19
Tequita Liban	\$14



Preferred Customer Program

Contacting your customers 7 to 10 business days after The Look begins mailing is always a great way to share your enthusiasm about new products. Combined with your customers' excitement, it could mean increased sales and more success for you!

Follow-Up Dialogue

Hi, [Customer's Name]. It's [Your Name]. I wanted to make sure you've received the _____ issue of The Look. It's full of multiuse must-haves to amplify and maximize your beauty routine. You'll also find samples of fabulous products to try!

Why don't we schedule an in-person or virtual party so you and your friends can have fun learning about new and exciting fall products. Are you available on [Date] at [Time]?

Referrals

You can earn hostess perks too, when you hold a party and invite a few friends. Are you available to host a party in person or virtually? How's [Date] at [Time]?

“You are a woman.
You can do anything
in this world that
you want to do.”

—Mary Kay



MARY KAY COURT OF SALES SEMINAR 2027

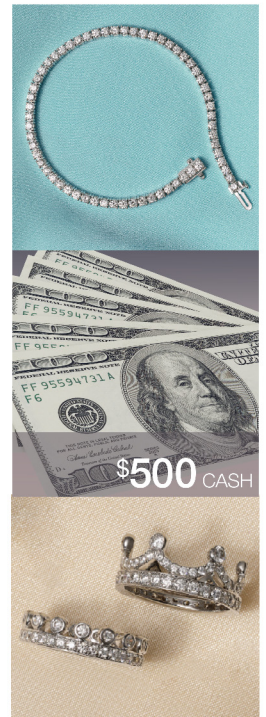
Achieve at least \$45,000 in Retail production during the contest year 7/01/2026 - 6/30/2027 & earn your Diamonds



Consultant Name

YTD Total

- | | |
|------------------------|-----------|
| 1. Jurmin Francis-Ross | \$2009.00 |
| 2. Mary Bullock | \$1212.00 |
| 3. Deborah Ester | \$1212.00 |
| 4. Holly Harrison | \$518.00 |
| 5. Charlymane McCray | \$461.00 |
| 6. Jarvia Haynes | \$450.00 |
| 7. Desrehea Terrell | \$88.00 |
| 8. Deborah Bunting | \$56.00 |
| 9. Audrelynn Ellis | \$38.00 |
| 10. Tequita Liban | \$28.00 |



MARY KAY COURT OF SHARING SEMINAR 2027

Qualify for your Diamond Bumble Bee from Mary Kay Inc. by reaching 24 Qualified New Recruits 7/01/2026 - 6/30/2027

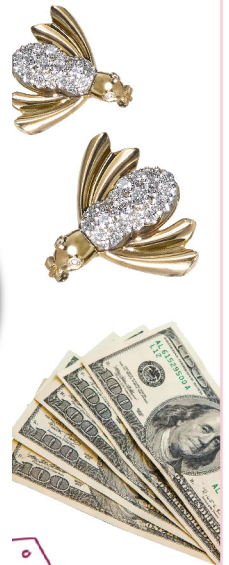
Who will be first?

**Royal Recognition and Fabulous Prizes
Can Be Yours at Seminar 2027!**

Seminar Awards celebrate YOU and your boundless perseverance and stunning success! Mary Kay Ash believed in rewarding great achievements with exquisite jewelry fit for a queen and luxurious trips that surpass the imagination. As you sparkle in the spotlight, take pride in knowing that you are a shining example to all. You have shown what it means to reach for greatness, to shoot for the moon and land among the stars.

The Sky Is the Limit.

May your successes be sky-high as you strive
toward your Seminar 2027 goals.



Always shoot for the moon... you'll land among the stars!



TEAM BUILDING

TEAM LEADER



Jurmin
Francis- Ross



Mary Bullock



SENIOR CONSULTANTS



Brigitte Daffin



Deborah Ester



THE TIME IS RIGHT– NOW! POTENTIAL TEAM MEMBERS ARE EVERYWHERE.

Customers. When you book parties, sell products, rebook and share the Mary Kay opportunity, your customers see you having fun and working your Mary Kay business full circle. Plus, they're already brand lovers!

Working women. You may think they're too busy, but inflexible work hours or limited opportunities may be a great reason for Mary Kay entrepreneurship.

Stay-at-home moms. The fact that they can stay home, work their Mary Kay businesses around their kids' schedules and earn extra money for family expenses may be a deciding factor!

Family. They may be your first customers, so why not your first team members too?



DIQ

- 8+ Active Team Members

ELITE TEAM LEADER

- 8+ Active Team Members
- 9-13% Team Commission
- \$50 Team Building Bonus

TEAM LEADER

- 5-7 Active Team Members
- 9-13% Team Commission
- \$50 Team Building Bonus



STAR TEAM BUILDER

- 3-4 Active Team Members
- 4-8% Team Commission
- \$50 Team Building Bonus
- Eligible to wear Red Jacket

SENIOR CONSULTANT

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

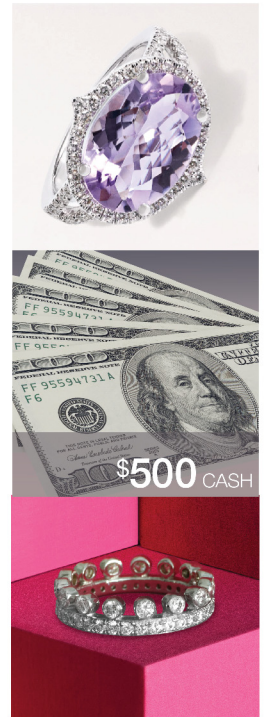


MARY KAY COURT OF SALES SEMINAR 2026

Achieve at least \$45,000 in Retail production during the contest year 7/01/2025 - 6/30/2026 & earn your Diamonds



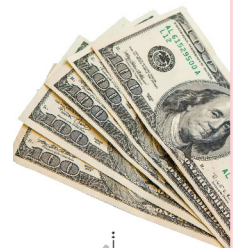
Consultant Name	YTD Total
1. Jurmin Francis-Ross	\$31222.00
2. Mary Bullock	\$22794.00
3. Deborah Ester	\$13778.00
4. Susan Roberts	\$9057.00
5. Audrelynn Ellis	\$6771.00
6. Holly Harrison	\$6015.00
7. Tequita Liban	\$5652.00
8. Jarvia Haynes	\$3558.00
9. Janet Clemens	\$3350.00
10. Desrehea Terrell	\$2516.00
11. Brigitte Daffin	\$1911.00
12. Wylea Winfrey	\$1891.00
13. John Maxwell IV	\$1840.00
14. Patricia Parker	\$1599.00
15. Deborah Bunting	\$1414.00
16. Kathleen Lee	\$1378.00
17. Gloria Essien	\$1319.00
18. Janel Platt	\$1024.00
19. Janene Baham	\$1008.00
20. Ethelene Ross	\$932.00



MARY KAY COURT OF SHARING SEMINAR 2026

Qualify for your Diamond Bumble Bee from Mary Kay Inc. by reaching 24 Qualified New Recruits 7/01/2025 - 6/30/2026

Consultant Name	Seminar Qualified Recruits	Earned Commissions
Mary Bullock	3	\$236.22



Always shoot for the moon... you'll land among the stars!



MONTREUX 2026
TOP SALES DIRECTOR TRIP ZURICH

Track your way to the *Seminar* Stage

Queen's COURT OF SALES

\$45,000 YTD Retail (\$22,500 Wholesale)

- Choice of prize from Seminar brochure
- Invitation to Seminar Royalty Reception
- On Stage Recognition at Seminar

JULY

AUGUST

SEPTEMBER

OCTOBER

NOVEMBER

DECEMBER

JANUARY

FEBRUARY

MARCH

APRIL

MAY

JUNE

(\$1,875 wholesale per month will make you a WINNER!)

Queen's COURT OF SHARING

24 Qualified* New Personal Team Members

- Choice of prize from Seminar brochure
- Invitation to Seminar Royalty Reception
- On Stage Recognition at Seminar

*A qualified new personal team member is someone who submits an Independent Beauty Consultant Agreement and a minimum of \$600 in wholesale Section 1 orders in same or following three calendar months their Independent Beauty Consultant Agreement is received and accepted by the Company. Or when Independent Beauty Consultant Agreement is received and accepted by the Company during the contest period (July 1, 2026 to June 30, 2027), and they achieve at least one quarter of Star Consultant status by June 15, 2027.

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24

23

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18

16

22

20

19

(2 qualified new personal team members per month will make you a WINNER!)

Be the *Star* that you are

Reasons to become a Star Consultant!

1. It's a Good Business Decision: The best reason to be a Star Consultant is because it is a good business decision. When you have enough product on your shelf to provide a Roll Up for every guest at your skin care class you will sell more Roll Ups!
2. It builds Self-Confidence: As the president of your company, you have started your business smart, you have chosen to have products to sell from the beginning, giving you confidence in yourself. By keeping your shelves stocked you always have product availability. This gives your customers confidence in you as a professional, not an order taker when they can take their products home with them. This gives you a selling edge!
3. Credit and credibility: Inventory is proof of your investment in your career. If you need a loan to finance your initial inventory, you can establish credit in your own name and the interest becomes a business expense. It is possible for the revenue you make from one skin care class to more than cover the monthly loan payment. Avoid unnecessary interest expenses, by paying off any loans or credit charges a top priority.
4. It Shows You are Committed: Having a Star Consultant order on your shelf helps to make you committed. This becomes a business instead of a hobby. Remember, when you treat it like a business it will pay you like a business, if you treat your business like a hobby it will pay you like a hobby!
5. Recognition: This is strictly a right brain reason to be a Star Consultant, but it is the most fun reason. When you are a STAR you get recognized at every sales meeting by sitting up front. This is important for you, but more important for your recruits and prospective recruits, because it gives you credibility. Star Consultants also get special recognition at Seminar, and become celebrities by climbing the ladder of success.
6. It makes you a Winner: You win the prize of your choice at PEARL, EMERALD, DIAMOND, RUBY OR SAPPHIRE STAR level which gives you tangible evidence of your commitment to your career. People want to do business with a winner, and it makes you personally feel GREAT!
7. It Shows Success: Success attracts success. You will attract other sharp women who want to be successful. When you work your business smart by being a Star Consultant it gives you the believability that your recruits can do it also. You will realize how it builds self-confidence and that it is the best advantage your new recruits can give their business.

Be the **STAR**
that you **ARE!**

POINTS TO PARADISE

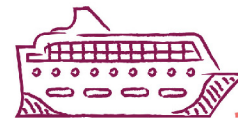
INDEPENDENT BEAUTY CONSULTANT CHALLENGE

MAY 1 – OCT. 31, 2026

All aboard, Beauty Consultants! **The Points to Paradise Independent Beauty Consultant Challenge** is your chance to turn ambition into adventure. Stay consistent, stay committed, and you could earn extraordinary rewards — from chic designer accessories to a **Royal Caribbean cruise voucher**.

Don't wait! The sooner you start, the sooner you can chart your course to success.

Ready to set sail? Discover the full challenge details on Mary Kay InTouch®.



MARY KAY

POINTS TO PARADISE

INDEPENDENT BEAUTY CONSULTANT CHALLENGE

HOW TO EARN POINTS

There are three ways Independent Beauty Consultants can earn points:

- 1. Personal Retail Sales Volume:**
\$1 retail sales volume = 1 point.
 - Independent Beauty Consultants **must have a minimum of 10,000 points** from personal retail sales to achieve the challenge. There is no maximum.
- 2. Personal Team Retail Sales Volume:**
\$1 retail sales volume = 1 point.
 - Independent Beauty Consultants can have a **maximum of 10,000 points** from each team member to achieve the challenge. There is no minimum per team member.
- 3. Debut as an Independent Sales Director:**
5,000 points

POINTS	REWARD
Level 1: 25,000 points	 Gucci Sunglasses
Level 2: 50,000 points	 Gucci Sunglasses AND Ferragamo Crossbody Bag
Level 3: 75,000 points	  Gucci Sunglasses, Ferragamo Crossbody Bag AND a \$2,000 Royal Caribbean Cruise Voucher



TEAM BUILDING

Remember to share the BEAUTY found
in the Mary Kay Opportunity:

tips



Be your own boss. Becoming part of Mary Kay gives her the freedom to dictate her income and her hours. A Beauty Consultant essentially works for herself.

Earn more income. Discuss the various avenues of income with a potential recruit. Whether she's looking to earn an extra \$5,000 a month or seeking to put her children through school, her earning potential is all up to her.

Adancement. Mention that through Mary Kay, she can advance at her own pace. She can control how far and how fast she climbs the Career Path.

Unity. Becoming a Beauty Consultant and being part of your team means she's never alone in her business. She's got friends and mentors who share the same passion for beauty and who will be there for her every step of the way.

Trustworthy. Let her know that Mary Kay is a company she can trust. Mary Kay's Satisfaction Guarantee pledge and Golden Rule customer service has won the loyalty of millions of women worldwide.

YES! After everything she's heard how can she not say yes? Wrap up the appointment by saying something like this: "(Prospect's name), what did you like best about everything that we have talked about? What other questions do you have? (wait for response) Then, our next step is to read and complete the Independent Beauty Consultant Agreement. And finally, our last step is to decide how you want to take care of the cost of the Starter Kit and what particular Kit you will choose."

August Celebrations!



Birthdays	Day	Anniversaries	Year
Gloria Essien	5	Mary Bullock	13
Kathleen Lee	7	Ebonie Robinson	4
Monife Stout	9	Monife Stout	3
LAURA STEWART	21	LAURA STEWART	1
Jarvia Haynes	21		
Cora Barry	23		
Jurmin Francis-Ross	23		

Independent Sales Director



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Applause® Magazine

Applause® magazine monthly digital edition. Read about a new product, watch a video tutorial then click to order! Plus, get selling and team-building tips straight from the lips of savvy sales force leaders.

Find it by the 10th of each month under **Mary Kay InTouch® > Business Tools > Digital Applause®**

SPECIAL DELIVERY FOR

Words of Wisdom



“As the personal chemist of your own future, are you putting enough of the fine, raw materials of faith, confidence, effort, study and the Golden Rule into your mix of life?”