

Independent Sales Director
June Christoff

Unit Goal: Fabulous 50 Club



Joyful Champions Unit

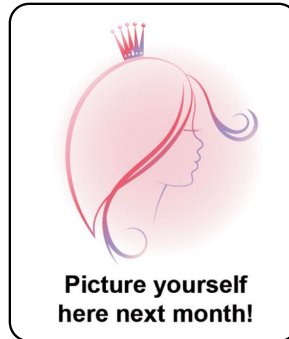
Newsletter June 2026

Results - May 2026



#1 YTD Retail Sales

Jurmin
Francis-Ross



#1 May Recruiter

Who will it be next month?



#1 May Wholesale

Mary Bullock

Come along for the
ride of your life!



STEPPING UP ROCK IT IN RED!

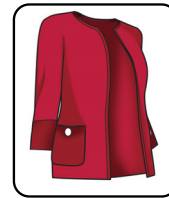
Who is our next red jacket?



Jurmin Francis-Ross



Mary Bullock





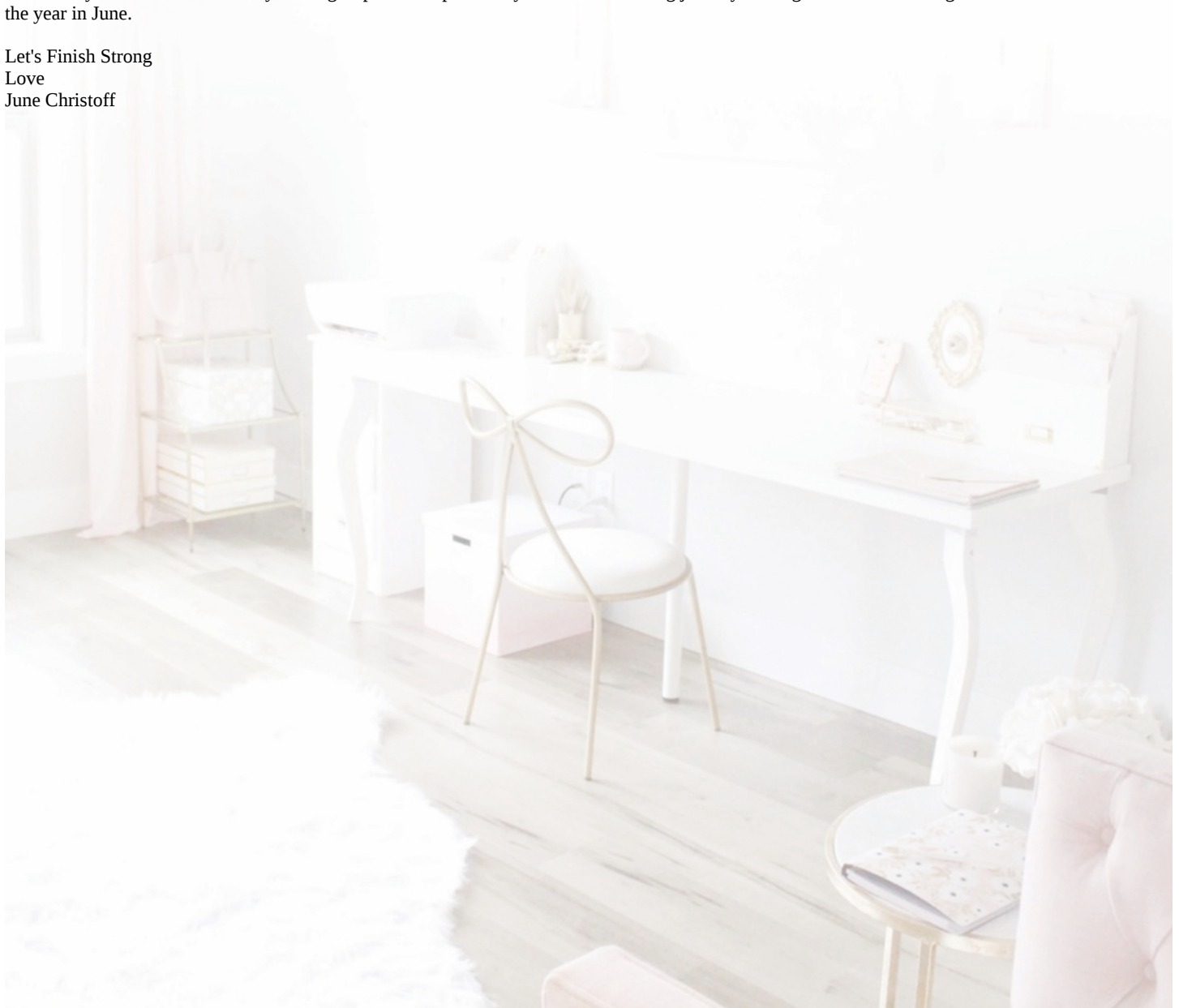
From the *Director's Desk*

Joyful Champions, month of May was a Miracle Making Month. Many Winners and More to come.

Who's on target for Star Consultant? who's on target for Senior Consultant , who wants to move to Red Jacket and beyond?

Whatever your hearts desire is at your fingertips. I'm so proud of you on this amazing journey. Let's give them something to talk about as we finish the year in June.

Let's Finish Strong
Love
June Christoff



Rise + Radiate Challenge!

JAN. 1 – JUNE 30, 2026

Goal: Achieve personal retail sales of \$600 or more in wholesale Section 1 products each month for four, five or six months during the January – June 2026 time frame. The orders to support the monthly \$600 or more amount do not need to be consecutive to be an achiever.

Reward and Recognition:

Four Months Achieved: Standing recognition at Seminar 2026.

Five Months Achieved: Earn a *Rise + Radiate* sash + Standing recognition at Seminar 2026.

Six Months Achieved: Earn a Mary Kay-branded quilted crossbody + Earn a *Rise + Radiate* sash + Standing recognition at Seminar 2026.



Mary Kay® True-to-Me Challenge

MAY 16 – JUNE 30, 2026

Every Ind. Beauty Consultant who sells 10 or more TimeWise 3D® Foundations during the challenge can earn:

- True-to-Me Bling Button at Seminar 2026
- Standing recognition at Seminar 2026

Plus, the Top 12 units with the highest foundation sales can earn:

- An invitation to an exclusive virtual class on Flawless Face education for the Sales Director and her unit members.
- A letter of congratulations signed by Ryan Rogers!
- Standing recognition with the Independent Sales Director's name displayed at Seminar 2026.

STAR CONSULTANT ON TARGET

Consultant Name

Sapphire

Ruby

Diamond

Emerald

Pearl

- Needed for next star -

Jurmin Francis-Ross	\$2446.50	*****	STAR	\$554	\$1154	\$2354
Mary Bullock	\$1746.50	\$54	\$654	\$1254	\$1854	\$3054
Deborah Ester	\$1533.50	\$266	\$866	\$1466	\$2066	\$3266
Holly Harrison	\$892.00	\$908	\$1508	\$2108	\$2708	\$3908
Janet Clemens	\$817.50	\$982	\$1582	\$2182	\$2782	\$3982
John Maxwell IV	\$460.00	\$1340	\$1940	\$2540	\$3140	\$4340

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

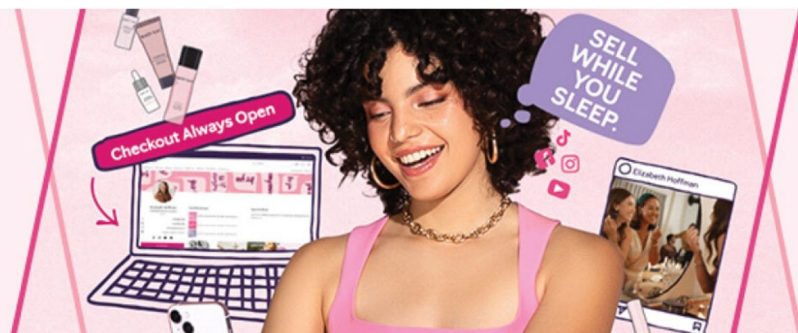
on investing in your business last month!

*\$600+ wholesale orders are bolded - *Rise and Radiate* challenge, must place min. of \$600 wholesale each month for 4, 5 or 6 months to receive a prize from Mary Kay.

Mary Bullock	\$1074
Jurmin Francis-Ross	\$1020
Janet Clemens	\$807
Deborah Ester	\$606
Tequita Liban	\$389
Holly Harrison	\$320
Tobisha Bullock	\$306
Deborah Bunting	\$293
Janene Baham	\$272
Susan Roberts	\$271
John Maxwell IV	\$233
Ethelene Ross	\$231
Darlene Alexander	\$230
Ebonie Robinson	\$228
Audrelynn Ellis	\$7



MY SHOP Seamless Shopping Experience



- Easy product navigation helps customers quickly discover products.
- Customers can shop, pay online, and receive direct shipping.
- Personalize your Shop with photos, featured products, and promotions.
- Manage your Shop, orders, and customers from any device.
- Stripe offers convenient payment options, including Apple Pay and Google Pay, with direct deposits to your bank account.
- Add a "Join My Team" button to attract potential team members.

OPPORTUNITY

IS WHAT WE CREATE

BEAUTY

IS WHAT WE SELL

HOPE

IS WHAT WE GIVE BACK

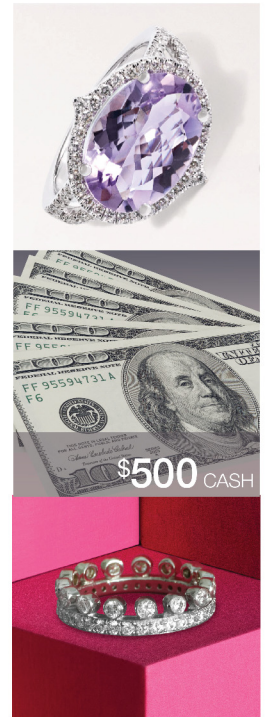


MARY KAY COURT OF SALES SEMINAR 2026

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



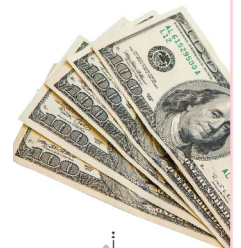
Consultant Name	YTD Total
1. Jurmin Francis-Ross	\$25863.00
2. Mary Bullock	\$18545.00
3. Deborah Ester	\$12427.00
4. Susan Roberts	\$8869.00
5. Audrelynn Ellis	\$6109.00
6. Holly Harrison	\$6015.00
7. Tequita Liban	\$5536.00
8. Jarvia Haynes	\$3096.00
9. Desrehea Terrell	\$2054.00
10. Brigitte Daffin	\$1911.00
11. John Maxwell IV	\$1840.00
12. Wylea Winfrey	\$1779.00
13. Janet Clemens	\$1763.00
14. Deborah Bunting	\$1414.00
15. Gloria Essien	\$1319.00
16. Janene Baham	\$1008.00
17. Ethelene Ross	\$932.00
18. Michele Scott	\$930.00
19. Patricia Parker	\$929.00
20. Kathleen Lee	\$920.00



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	\$150.83



MONTREUX 2026
TOP SALES DIRECTOR TRIP ZURICH

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



SUMMER PRODUCT TIPS

During the hot summer months, you'll want to remember that certain products are sensitive to high temperatures. You may want to avoid storing Mary Kay products in the trunk of your car where temperatures can become extreme. You could experience some product reactions to the heat — such as slight “sweating” or beading on some lipsticks — that will return to normal once removed from the heat. However, once products have been exposed to extreme heat for a prolonged period, product and package deterioration can occur. To ensure that you always deliver the finest quality products to your customers, store your products in the optimum storage conditions. The company recommends storing products at a temperature between 59-86 degrees Fahrenheit.



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

GLOWING SKIN, GROWING SALES

June Skin Care Product Promotion

60% off*

suggested retail price on
qualifying skin care routine
enhancers June 1–30, while
supplies last!

Set yourself up for strong sales (and rewards)
ahead of Seminar. Quantities are limited, so snag
your discounted products while you can!



Three Easy Ways to Earn More in June!

My Shop (NEW!)

Now it's easier than ever to boost earnings with My Shop! While your customers shop at the suggested retail prices, as an active Independent Beauty Consultant, you'll automatically receive a 60% discount on qualifying skin care routine enhancers, earning you an additional 10% profit. To help maximize sales, we suggest asking your customers about their skin care concerns and recommending a qualifying skin care routine enhancer as a solution.

Online Ordering

Replenish products, or personalize orders with a few clicks.

Customer Delivery Service (CDS)

Ship qualifying products directly to your customers.

Additional Rewards

- Participate in the June Skin Care Product Promotion and earn a **Seminar 2026 Bling Button**.
- When you order \$500 or more in qualifying June Skin Care Product Promotion items during the promotional time frame, earn an additional **500 points** toward the **Points to Paradise Independent Beauty Consultant Challenge**.
- Purchase 13 or more qualifying promotion products to **unlock early ordering access** to a new special-edition **skin care device**.

MARY KAY



10 Steps to your **RED** Jacket!

1. Attend all Mary Kay functions. Weekly unit meetings are a MUST. By attending, you show support for your Director and sister Consultants. Plus, a guest is bound to be more impressed when she sees a room FULL of people.

2. Have a daily, weekly, monthly and yearly goal. Where do you want your business to be in a month (on-target for Star Consultant, three new team members or five appointments each week)?

3. Say daily affirmations. "I am a booking machine, my datebook is always full. I am healthy. I am enthusiastic!" "Everyone I meet is a prospect for my products and services."

4. Have goal posters in your car, office, mirrors, etc. This will remind you of your goals and what you want to achieve. Don't forget to put one on the refrigerator!

5. Evaluate your appearance. Which areas would you like to improve? Start walking or doing some exercise. Get a new hairstyle; try a new hair color. Start paying more attention to your wardrobe. Dress professionally more often and let your makeup reflect your career.

6. Organize your family. Make them realize you are serious about your Mary Kay career by disciplining yourself. Be willing to give up a TV show to service customers and book classes. Let them know what your goals are for the family, like vacations and how the money you earn from this career will pay for it.

7. Complete weekly plan sheets and weekly accomplishment sheets. Determine how much you earn from classes, facials and reorders so you know when you are improving.

8. Read your Start Something Beautiful Guide and/or training on the MK Mobile Learning App. They are wonderful sources of inspiration, education and motivation.

9. Organize your office. Shoeboxes are fine for skin care profiles. Use a customized voicemail, and make your message short and business-like.

10. Go to work! Talk to people you meet daily. The more you practice, the simpler it gets! Connect with 5 people per day minimum and send them a virtual link to [The Look](#).
ALWAYS HAVE A POSITIVE ATTITUDE!

Focus on Goals

"DON'T LIMIT YOURSELF. MANY PEOPLE LIMIT THEMSELVES TO WHAT THEY THINK THEY CAN DO. YOU CAN GO AS FAR AS YOUR MIND LETS YOU. WHAT YOU BELIEVE. REMEMBER. YOU CAN ACHIEVE." - MARY KAY ASH

Why set goals?

- When goals are set, things happen!
- Goals make you feel good about yourself and provide attitude adjustments.
- Goals establish self-discipline, motivation, good habits and patterns to follow.
- Goals give you direction and purpose, and take you where you want to go.
- A goal will stop others from controlling your life.

Setting a goal:

1. Decide exactly what you want - be very specific.
2. Aim high - you should have "butterflies." Stretch your limits.
3. Create visuals. The subconscious mind accepts all information as fact & cannot distinguish between what is real and what is imagined & believed.
4. Involve family members. Find out what's in it for them.
5. Pick someone to emulate.
6. Define where you are and where you need to be.
7. Determine what you are capable of in a day, a week, a month & a year.
8. Write your goals in detail & talk about them with appropriate people.
9. Focus on your goal daily. If a goal is not focused on for three days, it's as if it never existed.
10. See goals as if they had already happened.
11. Keep your FOCUS. (Follow One Course Until Successful)
12. Quitting is NOT an option.
13. Set another goal immediately upon reaching a goal.

Goals can be negative if:

1. They are too big.
2. They are out of your sphere of interest.
3. You believe luck is necessary to achieve it.
4. You set your goal by comparing yourself with others' accomplishments.
5. You are doing it for someone else.

Reasons most people do not set goals:

1. They are NOT sold on the benefits.
2. They feel it's safer not to.
3. They fear commitment, failure or success.
4. They have a poor attitude or focus.
5. They don't want to work.

The goal cycle...

1. WOW: Excitement of a goal.
2. HOW: Plan to achieve a goal.
3. NOW: Just do it.
4. OUCH: Do it anyway.
5. VOW: Commitment to reach goal.
6. POW: The VICTORY!!!



LET'S GIVE EVERYONE A
GREAT START
TO THEIR MARY KAY BUSINESS

“Be a team player. Remember that being a success doesn't always depend on you alone, but also on the work and achievement of your teammates. Your potential is limited if you try to accomplish everything by yourself.”

- Mary Kay Ash

The words above mean so much when it comes to your Mary Kay business – no wonder Mary Kay Ash always emphasized the importance of working as a team and team building. The stronger the foundation of your team, the easier you'll find that you're able to achieve your goals.

Building your team and setting those goals is all up to you – you know best the direction in which you want to take your business. But as always, we're here to provide you with incentives to help you along the way! What incentives you may ask? Well, let's talk about the one that's all the rage right now – the team-building bonus!

The Great Start Team-Building bonus encourages you to strengthen your unit size base and get those New Independent Beauty Consultants off to a flying start! As you build your team, one Consultant at a time, you're not only sharing the wonderful Mary Kay opportunity with others, but you're also earning a little bonus for yourself!

Here's how it works: An ACTIVE Ind. Beauty Consultant will earn a \$50 Team-Building bonus for each *Great Start* qualified new personal team member during the *Great Start* Promotion period. They will receive the bonus in the month the new personal team member's *Great Start*-qualifying order is received.

TOP TIPS ON CONTINUED SUCCESS
IN TEAM BUILDING!

1 Keep team building a focus of your business.

2 Do not take "no" as a personal rejection. Remember "no" is not permanent!

3 Follow up from time to time with people you would like to have on your team.

4 Don't forget about past team members as possible future team members! Re-share the opportunity.

5 Ask your virtual hostesses, "Who did you invite to your virtual party that you think would benefit from doing what I do?" Then ask them if they have ever thought about it?

6 Learn ways to overcome objections.

7 Ask for referrals. Offer a gift for this.

8 Keep a file of potential team members to reference when the company has a signing bonus.

9 Project a feeling of pride in being part of the greatest community on the globe, whose mission is to enrich the lives of other women by sharing the love of the company.

10 Boast about our corporate staff who are always there for us by going the extra mile to help us in our business.

11 Remember that Mary Kay is not about profit and loss; it is about people and love.



BUILDABLE COVERAGE. *two smooth finishes.*



MATTE:

- Mattifies skin to eliminate shine.
- All-day shine control.
- Formulated with microspheres that act like sponges to absorb oil.
- Provides a no-drying feel.



LUMINOUS:

- Skin looks instantly brighter.
- All-day moisturization.
- Formulated with jojoba and skin-conditioning esters for a natural-looking, healthy glow.
- Provides a natural radiance.

TIP: It's possible your customers will find an even better match than they wore before. A great reason to reach out and remind them!

PERFECT FOR THESE CUSTOMERS!

- Any current TimeWise® Matte 3D or Luminous 3D Foundation users.
- Those looking for their perfect skin tone match.
- Those who want both matte and luminous finishes in their foundation shades.
- Those who want a foundation with buildable, medium to full, customizable coverage with a wider variety of shades in a matte or luminous finish.

FIND HER UNDERTONE.

To help determine your customer's foundation undertone, ask how her skin responds to the sun. And if you're unsure, start with a neutral shade.

She's most likely:

Cool: Hue of pink, red or blush

- Silver/platinum jewelry complements her best.
- In the sun, skin burns or turns red.

Neutral: Hue of pink/golden yellow or olive

- Both silver/platinum and gold jewelry look equally good on her.
- In the sun, skin turns pink initially and/or turns bronze.

Warm: Hue of yellow, golden or peach

- Gold jewelry complements her best.
- In the sun, skin turns a deeper tone.



June Celebrations!



Birthdays

Camry Smith
Desrehea Terrell
Brenda Hatfield
Janet Clemens

Day

1
4
18
27

Anniversaries

Charlymane McCray
Deborah Ester
Joan Garrett
Ethelene Ross
Tequita Liban

Year

4
4
4
2
1

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



“ Bear in mind that beauty is individual and personal, that the look and feeling you’re after is one with which you can be comfortable each and every day of your life. ”