

Independent Sales Director
June Christoff

Unit Goal: Fabulous 50 Club



Joyful Champions Unit

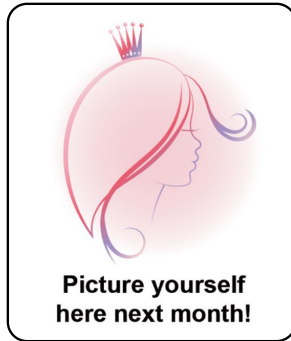
Newsletter May 2026

Results - April 2026



#1 YTD Retail Sales

Jurmin
Francis-Ross



#1 April Recruiter

Who will it be next month?



#1 April Wholesale

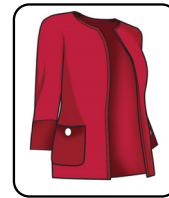
Jurmin
Francis-Ross

Come along for the
ride of your life!



STEPPING UP ROCK IT IN RED!

Who is our next red jacket?





From the *Director's Desk*

Monthly Newsletter

Hello Team!

I hope this newsletter finds you well and thriving! This month, let's focus on building strong customer relationships and expanding our networks. Remember, every interaction is an opportunity to share the Mary Kay magic.

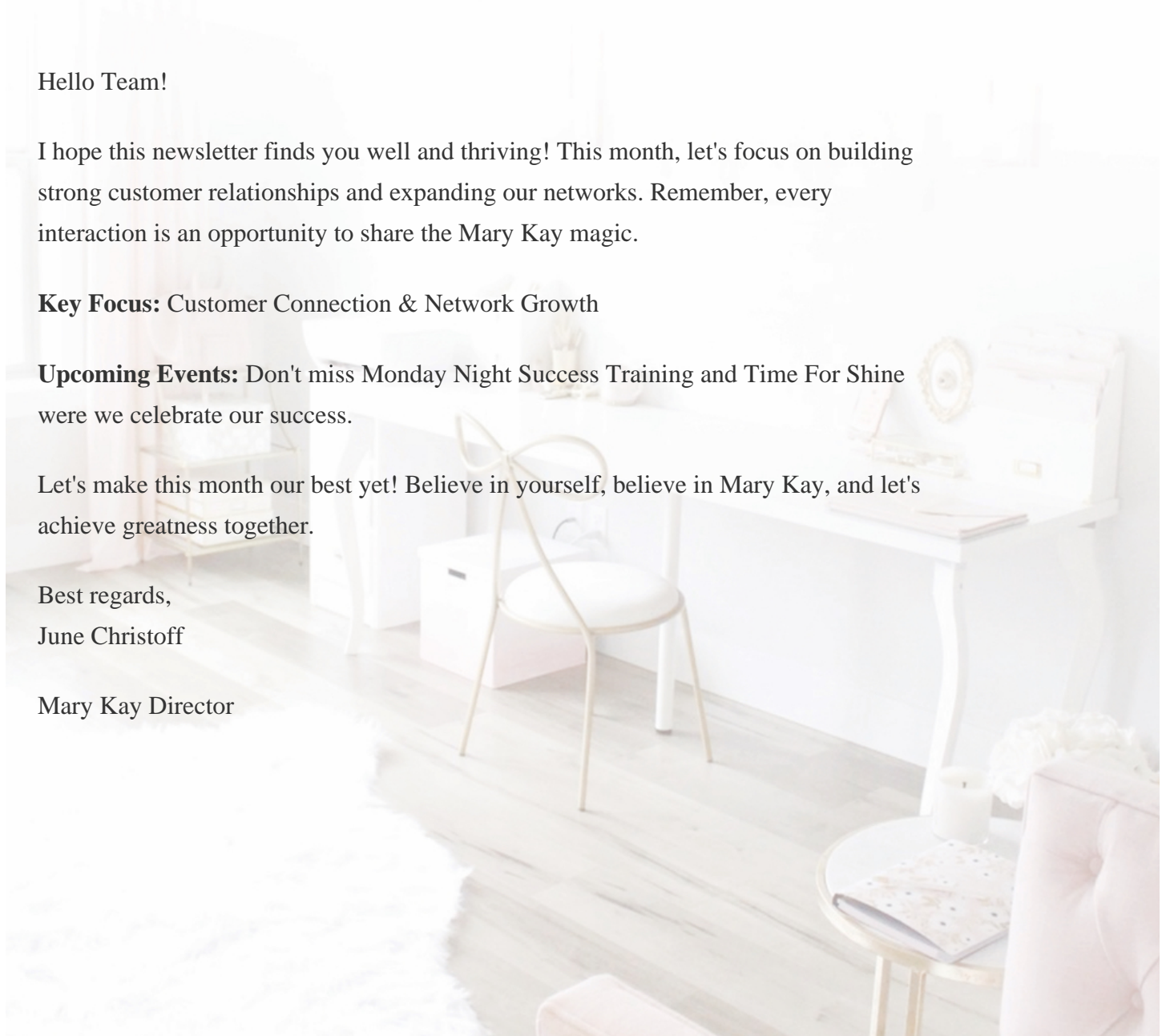
Key Focus: Customer Connection & Network Growth

Upcoming Events: Don't miss Monday Night Success Training and Time For Shine where we celebrate our success.

Let's make this month our best yet! Believe in yourself, believe in Mary Kay, and let's achieve greatness together.

Best regards,
June Christoff

Mary Kay Director



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.



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

STAR CONSULTANT ON TARGET

Consultant Name

Sapphire

Ruby

Diamond

Emerald

Pearl

- Needed for next star -

Jurmin Francis-Ross	\$1426.00	\$374	\$974	\$1574	\$2174	\$3374
Deborah Ester	\$927.50	\$872	\$1472	\$2072	\$2672	\$3872
Mary Bullock	\$613.50	\$1186	\$1786	\$2386	\$2986	\$4186
Holly Harrison	\$572.00	\$1228	\$1828	\$2428	\$3028	\$4228

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.

Jurmin Francis-Ross	\$667
Mary Bullock	\$613
Deborah Ester	\$610
Holly Harrison	\$337
Monife Stout	\$322
Jarvia Haynes	\$233
Diane Jackson	\$233
Audrelynn Ellis	\$51



turn  a **no**  into a **YES!**

Objections are a part of developing a team, but you can overcome them by showing you C-A-R-E!

CHECK: Make sure you understand the objection. Ask a question to clarify your understanding.

ACKNOWLEDGE: Let her know you get what she is saying. Use your own words to describe what was said (empathize).

RESPOND: Address the objection with a realistic and honest response.

EXPECTANTLY: Wait for a response.



“I ENVISIONED A COMPANY IN WHICH ANY WOMAN COULD BECOME AS SUCCESSFUL AS SHE WANTED TO BE.”

Mary Kay

MARY KAY

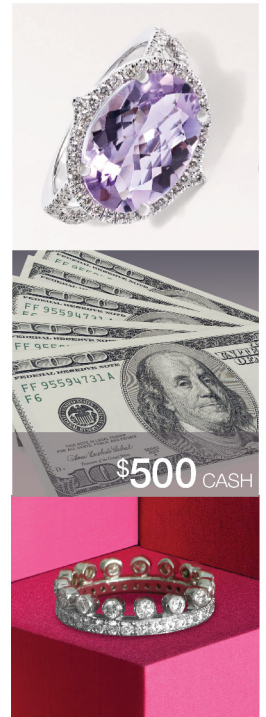


MARY KAY COURT OF SALES SEMINAR 2026

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



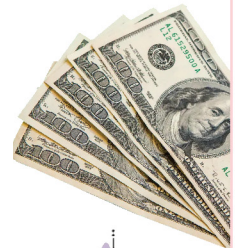
Consultant Name	YTD Total
1. Jurmin Francis-Ross	\$23822.00
2. Mary Bullock	\$16279.00
3. Deborah Ester	\$11215.00
4. Susan Roberts	\$8327.00
5. Audrelynn Ellis	\$6095.00
6. Holly Harrison	\$5375.00
7. Tequita Liban	\$4758.00
8. Jarvia Haynes	\$3096.00
9. Desrehea Terrell	\$2054.00
10. Brigitte Daffin	\$1911.00
11. Wylea Winfrey	\$1779.00
12. John Maxwell IV	\$1374.00
13. Gloria Essien	\$1319.00
14. Deborah Bunting	\$942.00
15. Michele Scott	\$930.00
16. Patricia Parker	\$929.00
17. Kathleen Lee	\$920.00
18. Monife Stout	\$733.00
19. Janel Platt	\$532.00
20. Camry Smith	\$496.00



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	1	\$77.12



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



MONTREUX 2026
TOP SALES DIRECTOR TRIP ZURICH

TEAM BUILDING

SENIOR CONSULTANTS



Brigitte Daffin



Mary Bullock



Deborah Ester



TEAM BUILDING TIP OF THE MONTH

Start Building Your Team Now!

Widen your focus and look at those around you. Who do you know that:



- ◆ needs extra income?
- ◆ could benefit from a social outlet?
- ◆ could benefit from building her self-confidence?
- ◆ just moved to the area and needs to meet people?
- ◆ is trapped by her current job, needs money, but needs to be home with her children too?
- ◆ is single, credit cards to the limit and needs to get out of debt?
- ◆ is looking for personal recognition and self-fulfillment?

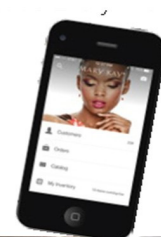
THE TIME IS RIGHT— NOW! POTENTIAL TEAM MEMBERS ARE EVERYWHERE.

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

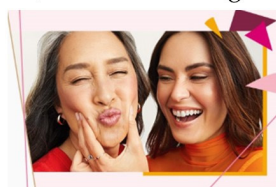
- 8+ Active Team Members

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

true to you^{lo}

This summer, unleash your self-expression with an array of new products to help you create your best looks yet.



SKIN-SMART COVERAGE

Introducing the new TimeWise 3D® Foundation — designed to give skin a natural, even-looking finish. Available in matte or luminous, the formula provides comfortable coverage and helps your skin look smooth and healthy.

NEW! TimeWise 3D® Foundation, \$28 each

ONE SWIPE. FAN FOR LIFE.

Your fave mascara for panoramic lashes just got a glow-up. Say hello to Lash Love Fanorama® Define+Lift Mascara — still starring that famous fanned-out flutter you love, now featuring clump-free definition and an eye-opening lift for even more to adore.

NEW! Lash Love Fanorama® Define+Lift Mascara, \$18



FOR THE TRUE OPTIMIST

A new scent for the man who just goes for it. Take on life at every turn with a fresh take on men's fragrance that thrives in any adventure.

NEW! Mary Kay® True Optimism™ Eau de Parfum, \$55



MARY KAY



ONE SPONGE THAT DOES IT ALL

The Mary Kay® Complexion Sponge is a versatile makeup tool from every angle. Perfect for multiple formulas and techniques, this sponge takes makeup application to the next level.

NEW! Mary Kay® Complexion Sponge, \$14

BLUSH FOR GOOD.

Meet your new blush bestie! From your cheeks to your communities in need, the NEW special-edition* Mary Kay® Blush Stick gives back — making a beautiful impact.

NEW! Special-Edition* Mary Kay® Blush Stick, \$20 each

Join Mary Kay's global Pink Changing Lives® cause empowerment program and help women and their families thrive worldwide. In the United States from April 26 through Nov. 15, 2026, Mary Kay Inc. will donate \$1 from each sale of the special-edition* Mary Kay® Blush Stick to the Mary Kay Ash Foundation*. For 30 years, Mary Kay has proudly supported the Foundation in furthering its mission of eliminating women's cancers and ending domestic violence in the U.S.

Available in two shades:



AFTERCARE FOR AFTER SUN

Back by popular demand! Treat your skin to its favorite post-sun pick-me-up. This fast-absorbing gel feels soothing on skin with a cooling sensation.

Special-Edition* Mary Kay® After-Sun Replenishing Gel, \$20



EXPLORE ALL THE FRESHEST FINDS this season by contacting me, your Independent Beauty Consultant.

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HOW TO GET 100 LEADS IN A WEEK!

1) Take a gallon zip lock bag (the kind with the zipper so the stuff won't fall out). In it put:

- a) 10 skin care surveys.
- b) an ink pen with a curly ribbon tied on it (so it won't get lost)
- c) a Look Book - make sure your contact info is on it.

2) Make 10 of these bags.

3) Call 10 women you know and ask them to help you. These should be "Chatty Cathies"... women who know a lot of women, work in an office around women, women who head up committees and like to talk. This is what you say:

Hi _____, I need your help! I've been challenged to get 100 skin care surveys filled out this week but I don't know 100 women. However, I do know 10 women who know 10 women! Would you take 10 of these surveys to work and ask 9 other women at work to fill one out? For helping me out, you can select any item you want from my catalog at 1/2 price! (Or offer her a gift, a hand cream, a Deluxe Mini gift or some of our discontinued glamour colors.)

4) Deliver the bags to your 10 helpers and set a DEFINITE TIME to pick the bag up - within 48-72 hours. Let her see you write the appointment in your datebook.

5) When you pick them up, you'll call those who want facials and say this:

Hi _____! My name is _____ and last week, you filled out a skin care survey for Betty at work. I was calling to thank you for filling it out. (pause and see if she has any comments) I see that you marked that you'd like to have a makeover and so I was calling to schedule the appointment. Which is better for you..this week or next? (Book the appointment) I also see that you checked that you'd like to have a few friends join you. Let me tell you about my hostess credit. (Explain whatever hostess credit you are using.)

Here are the averages after doing this for about 10 years... If you give out and get back all 10 bags, you'll have about 65-75 names. Not every one will get all 10 done. Out of those, about 20-25 will check that they aren't interested or else have a consultant. Out of the 40-45 that are left, if you call all of them, you'll book about 25 and about 1/2 of those will hold. You'll end up holding about 12-15 classes. If they average \$300 a party, that is almost \$5000 in sales!! So...is it worth it to give out those 10 bags you think? Of course, YES!!!

KEYS TO SUCCESS!!

- 1) Choose women who will do this for you!!
- 2) Pick up the completed bags within 2-3 days after you give them out.
- 3) Start calling within 24 hours and call everyone within 3-5 days after you get the names.
- 4) COACH, COACH, COACH your hostesses!!
- 5) Carry extra bags to those classes to give out to the new customers to get more leads!

Avoiding Postponements

DEAL with the postponements in ADVANCE... don't wait for them to happen! Here's some tips:

LEARN TO BOOK FOR THE NEXT 2 WEEKS ONLY! Do not ask a hostess when she would like to have her Skin Care Class because it is a natural tendency to put things off for as long as possible. If you allow it, your hostess will book 3 or 4 weeks away. There is a way to avoid this. First, have your Datebook FULL. If you are not at that point yet (you will be then enter EVERYTHING that's going on in your life in your Datebook. All your appointments - doctor, lawyer, hair, nails, birthdays, soft ball games, dinner dates, etc. Whatever you're doing - put it in your Datebook - soon enough it will be filled with Class and Facial dates/appointments!

ASK YOUR HOSTESS "Which will work best for you - the first of the week or the later part?" Then ask, "afternoon or evening?" Give her choices! While looking over your Datebook say, "Let's see when I can do your Class." Make her feel like you're working her into your schedule. Say, "Let's see, I have an opening on Tuesday evening, will that work for you?" Note: A specific date has not yet been mentioned. Write her name in on that Tuesday and say, "OK, that will be Tuesday, the date, at 7:30" which is next week but you have never said anything about her class being next week. When you coach her, you can then say, "OK, I'll see you next Tuesday at 7:30!" Believe me, this works. And remember. just how long does anyone need to plan for a Class. The problem is that we sometimes give people TOO long and then they worry about it and it becomes a chore instead of a pleasure. Use some "YOU ARE INVITED" Class Invitations. Get the names, addresses, and phone numbers for the guests from your Hostess and personally mail the Invitations.

OVERBOOK! If you want 5 Skin Care Classes for next week and you have exactly 5 on your books, your first thought on Monday morning will be, "Oh, I hope none of my Classes postpone!" However, if you have 10 Classes, and you need only 5, the thought of postponements never enters your mind because you can afford to lose a few, and still have plenty! How many times have you thought, "I just know that Class is going to postpone", and then shortly afterwards the phone rings and sure enough, it's your Hostess doing exactly what you expected her to do!
IF YOU DO NOT EXPECT POSTPONEMENTS, THEY WILL BE MINIMAL!

THANK YOUR HOSTESS IN ADVANCE! Something I have learned to do is to thank my Hostess before the Skin Care Class. Write her a brief note the day after you booked the Class with her, saying something like, "Thank you for booking your Skin Care Class during my Special Contest! I am really looking forward to knowing you better and to sharing some new Skin Care products with you! See you Tuesday!"

PROPER COACHING! Tell your Hostess, "Now, this is my Career, and I will be reserving the time especially for you! I'll be there rain or shine. You can count on me and I know I can count on you - right?" Anyone who is having continuous postponement problems should try this approach with her hostess. Say it with a smile and look your Hostess in the right eye, while nodding your head "yes!"

NEVER, NEVER LET A SKIN CARE CLASS GET OFF YOUR BOOKS! In the event a Hostess does call to postpone, and her reasons are legitimate, say to her immediately, "Let's see which time you think will work for you next week. Will the first part of the week or the latter part work best for you?"

HANDLING POSTPONEMENTS AND CANCELLATIONS When a Hostess calls to postpone a Class, gives you the reason why, and then says, "I'll call you when I can have it", remember to be gracious and sympathetic about her reasons for postponing, but also BE SURE TO TELL HER, "Why don't we go ahead and pick a tentative date, so I can get you on my calendar. How about... "



five tips^{to} spring into beautiful skin!

1 GET THAT NATURAL GLOW.

2 PLUS UP YOUR SKIN CARE WITH THE POWER OF VITAMINS C AND E.

3 RECLAIM YOUR TRIANGLE OF YOUTH - FULL CHEEKS, DEFINED JAWLINE, TAUT NECK.

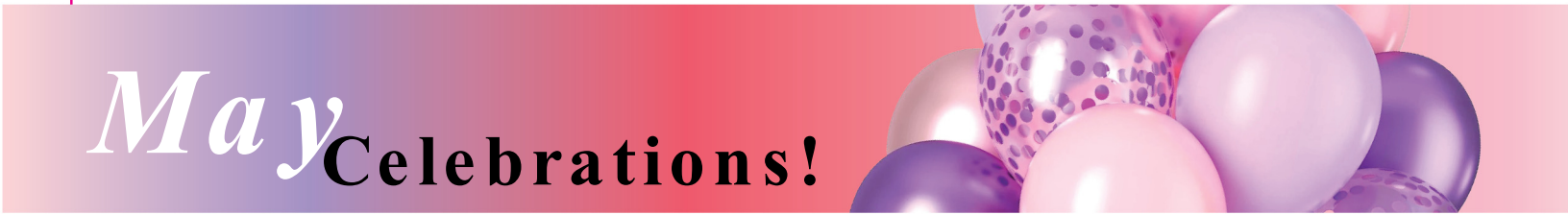
4 GO LIGHTWEIGHT.

5 REFINE + MINIMIZE.

BEAUTIFUL-LOOKING, MOISTURIZED SKIN IS ALWAYS IN!

SPREAD THE WORD:

Send your customers an e-card or an SMS to generate excitement about these fabulous products. Learn, and share with your customers to educate them on the benefits of these..



May Celebrations!

Birthdays	Day	Anniversaries	Year
Raishelle Ross	15	Jarvia Haynes	3
Michele Scott	20		



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



“ Start to build your dream in your mind, and write that goal down on paper. You must make your goals realistic, yet aim high enough that you will have to stretch to reach them. Whatever your goals are, plan how you are going to do that. Don't limit yourself to just one route. Plan several ways to reach the destination that you want. ”