

Independent Sales Director
June Christoff

Unit Goal: Fabulous 50 Club



Joyful Champions Unit

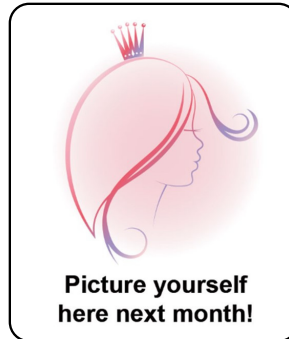
Newsletter September 2026

Results - August 2026



#1 YTD Retail Sales

Jurmin
Francis-Ross



#1 August Recruiter

Who will it be next month?



#1 August Wholesale

Jurmin
Francis-Ross

Come along for the
ride of your life!

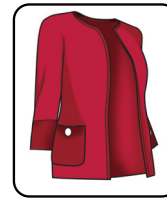


STEPPING UP ROCK IT IN RED!

Who is our next red jacket?



Mary Bullock





From the *Director's Desk*

Wow, can't believe we are in September already. This year is going by real fast. With that in mind, have you set your goals on the coming months? What would you do if you knew you couldn't fail? Have you asked yourself, In My Wildest Dream, If I could Have Anything? It's time to DREAM BIG!! Don't Let Fear Stop You!! Reach For The Moon and You will land among The Stars. Touch Your Business Everyday. I Believe In You. Thank You Joyful Champions.

Sincerely Yours
June Christoff
Your Sales Director



#BeautyShared Global Social Challenge

SEPT. 1 – OCT. 31, 2026

You can be an instrumental part of how we share this movement. Think of this as your first step into a community-driven campaign activation.

Receive a #BeautyShared Global Social Challenge Certificate for completing the challenge. Earn a chance to be shared or featured on the official Mary Kay global social media channels.

Join the movement in the My Mary Kay Facebook group. Beginning Sept. 4, visit the group and choose an option in the pinned poll to indicate your participation in the challenge!



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	\$3094.80	*****	*****	STAR	\$505	\$1705
Mary Bullock	\$1702.00	\$98	\$698	\$1298	\$1898	\$3098
Deborah Ester	\$1270.10	\$530	\$1130	\$1730	\$2330	\$3530
Susan Roberts	\$737.20	\$1063	\$1663	\$2263	\$2863	\$4063
Holly Harrison	\$614.40	\$1186	\$1786	\$2386	\$2986	\$4186
Janel Platt	\$530.00	\$1270	\$1870	\$2470	\$3070	\$4270
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	\$1007
Susan Roberts	\$662
Mary Bullock	\$635
Holly Harrison	\$355
Deborah Ester	\$305
Janel Platt	\$302
Wylea Winfrey	\$234
Debbie Brown	\$227
Roslind Batiste	\$215
Charlymane McCray	\$69
Janet Clemens	\$19



MYSHOP - Your online shopping space!

1. EARN WITHOUT INVENTORY

No products to store, pack or deliver. Mary Kay ships directly to your customers!

2. SELL 24/7

Your Shop is always open, even while you sleep!

3. MEET CUSTOMERS WHERE THEY SHOP

Give customers an easy and convenient way to shop online with you.

4. MAKE IT YOUR OWN

Add your photos, your story, favorite products and promotions.

5. GET FOUND & GROW

Customers can find you by name, phone number or postal code. Add a "Join My Team" button to attract future team members!

♥ **YOUR BUSINESS. YOUR SHOP. YOUR SUCCESS.**

Create your My Shop and be ready to sell 24/7!

OPPORTUNITY
IS WHAT WE CREATE

BEAUTY
IS WHAT WE SELL

HOPE
IS WHAT WE GIVE BACK



MARY KAY COURT OF SALES SEMINAR 2027

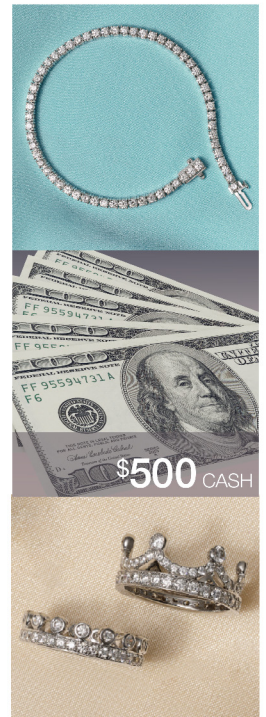
Achieve at least \$45,000 in Retail production during the contest year 7/01/2026 - 6/30/2027 & earn your Diamonds



Consultant Name

YTD Total

1. Jurmin Francis-Ross	\$4139.00
2. Mary Bullock	\$2536.00
3. Deborah Ester	\$1840.00
4. Susan Roberts	\$1324.00
5. Holly Harrison	\$1232.00
6. Janel Platt	\$604.00
7. Charlymane McCray	\$599.00
8. Wylea Winfrey	\$476.00
9. Debbie Brown	\$454.00
10. Roslind Batiste	\$452.00
11. Jarvia Haynes	\$450.00
12. Desrehea Terrell	\$88.00
13. Deborah Bunting	\$56.00
14. Audrelynn Ellis	\$38.00
15. Janet Clemens	\$38.00
16. 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

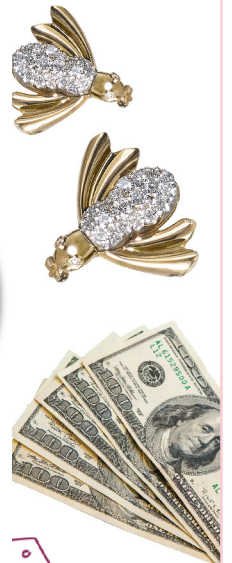
Who will be first?

**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

STAR TEAM BUILDER



Mary Bullock



SENIOR CONSULTANTS



Brigitte Daffin



Jurmin Francis-Ross



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

This holiday season,
share what you
love. These highly
giftable products
are sure to **wow!**



MAKE IT
merrier
WITH MARY KAY.



**MARY KAY® MATTE
EYE SHADOW STICK,
\$20 EACH**

A must-have for effortless, on-trend eye looks. This Matte Eye Shadow Stick glides on smoothly and wears beautifully, delivering bold color that stays put. From soft definition to sculpted dimension, it's professional-looking eye artistry made easy — perfect for everyday wear and elevated looks alike.



**LIMITED-EDITION†
MARY KAY IF YOU BELIEVE®
BODY SOUFFLÉ, \$28**

Here for a limited time perfect for gifting. With its rich, whipped texture and bright, citrus-forward scent, this decadent Body Soufflé invites indulgence. A standout Body Soufflé that's easy to recommend for pampering moments — whether for yourself or a friend.



**LIMITED-EDITION†
MARY KAY® BROW KIT,
\$28 EACH**

Brows, simplified. This all-in-one, four-step kit helps you shape, define and enhance brows of every style. Compact, customizable and go anywhere — available in Dark Brunette, Brunette and Blonde for confident, everyday results.

Limited-Edition†
Pink Frost
Bundle



Limited-Edition†
Cozy Glow
Bundle



Limited-Edition†
Holiday Glam
Bundle



**LIMITED-EDITION†
MKMEN® SCRUB &
SHAVE BUNDLE, \$40**

Two essentials, bundled for impact. The Invigorating Face Scrub and Moisturizing Shave Cream work together for a clean, smooth and comfortable shave. A straightforward, no-guesswork gift option that delivers results.



**LIMITED-EDITION*
GIFT WITH PURCHASE**

Receive a FREE* pair of fuzzy socks when you purchase Mint Bliss™ Energizing Lotion for Feet & Legs. The refreshing, cool mint-infused lotion revives tired feet and legs, while the fuzzy socks add an extra layer of cozy self-care.



**LIMITED-EDITION† MARY KAY®
EYE SHADOW STICK BUNDLES,
\$40 EACH**

Curated combinations of matte and shimmer shades make it easy to gift dimension, impact and versatility. These bundles take the guesswork out of your holiday eye shadow looks.



**SPECIAL-EDITION†
MARY KAY® BLUSH STICK,
\$20 EACH**

A favorite with purpose. This special-edition† Blush Stick delivers creamy, blendable color while supporting communities in need. Available in Kind Spirit and Spark Change, add this to your order to give with intention.

**LIMITED-EDITION† MKMEN®
INVIGORATING FACE SCRUB,
\$20**

An easy upgrade to his routine that leaves skin exfoliated and feeling revitalized. This Invigorating Face Scrub helps smooth skin and refresh his look, making it a smart introduction — or addition — to the MKMen® Regimen. Simple, effective and confidence-boosting.

*Available from participating Independent Beauty Consultants only and while supplies last.

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HOLIDAY STRATEGY

TO-DO LIST

SEPTEMBER

- Consider personal calendar commitments for the next four months. This can help you prioritize the things that are important to you, while still making time for your Mary Kay business.
- Set a specific holiday season goal and timeline. For example: What would you like to accomplish? When do you want to accomplish it? How are you going to make it a reality?
- Schedule your virtual or in-person holiday open houses, and send save-the-dates.
 Download and share the **open house invitation** with your customers!
- Hold beauty experiences, skin care parties and follow-up appointments throughout the holiday season to see as many faces as possible. Pop-up parties offer your customers and their guests a quick, fun, virtual party where they can learn about you and the Mary Kay opportunity and can hear exciting product information, all in less than 30 minutes!
- Keep your customers' list up to date to alleviate stress and allow you to be more strategic with your communications in the coming months.
- Encourage your customers to follow the link to your MyShop for quick and convenient 24/7 shopping from their phones.
- Share the Mary Kay opportunity! Who wouldn't want to get in on the FUN this holiday season and potentially earn extra income in the process?



Phrases to Help You Recruit & Build Your Team!

To use during warm chatter:

- You are so sharp... I would never forgive myself if I passed up the opportunity to give you my business card and tell you about what I do.
- I am looking for sharp women to teach skin care and I'd love the chance to tell you about how it works. Have you ever tried our wonderful products?
- Excuse me, my business is looking for faces like yours... I teach skin care for Mary Kay Cosmetics and I'd love to feature your face in my "Before & After portfolio."
- Would you consider hearing about what I do? I'd love to sit down over a cup of coffee and tell you why I love my business so much.

To use to open appointment:

- Are you happy doing what you're doing... Do you want to do it the rest of your life?
- What do you like about the job you currently have? What would you change?
- Do you feel like you need a change in your life? I believe Mary Kay comes into our lives when we need it the most.

Close or use during objections:

- You'll never know if you never try.
- Think how many times in life that we hear people say, "Oh how I wish I had," be an, "I'm so glad I did it!"
- If I taught you everything I knew, do you think you could learn?
- If you knew you would not fail, would you try Mary Kay? We've never had anyone we couldn't teach!
- We don't want sales people... just caring women to teach skin care.
- When faced with any objection, the "Magic Words" are... "That's exactly why you need Mary Kay" (For instance, "I don't have any money." You say, "That's exactly why you need Mary Kay!")
- The starting costs won't change your standard of living... but it could change your life.
- If something happened to your husband, could you take care of yourself and your family?
- How soon do you want to start making money? How long can you afford NOT to make money?

Challenge Yourself

Why not start building your team today? Hold team building appointments - set a goal to get to 100 NO's. You will be surprised at HOW MANY YES's that you get!

PRECISION BROW LINER



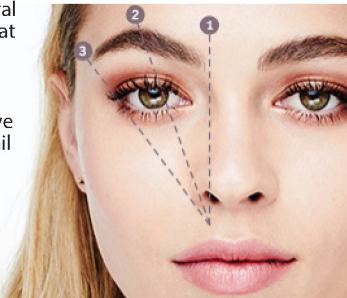
OUTLINES, DEFINES, FILLS

Blonde Dark Blonde Brunette Dark Brunette Black Brown



PERFECT BROWS TIP

- Hold the Mary Kay® Eyebrow/Eyeline Brush parallel to the side of your nose. Draw a light line with the Mary Kay® Precision Brow Liner to mark your brow starting point.
- Measure from the outer corner of your nose across the iris of your eye to find your natural arch, and draw a light line at this point.
- Measure from the outer corner of your nose across the outer corner of your eye to find where your brow tail should end. Draw a light line here. Then fill it in.
- Go one shade lighter than your actual brow hair for a more natural, softer look.



- Fills in brows with precision.
- Brows stay put all day.
- Won't smudge, smear or fade.



BRING ON THE BROWS.

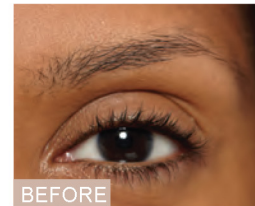


VOLUMIZING BROW TINT

Blonde Dark Blonde Brunette Dark Brunette



- Tinted gel with microfibers adheres to hair for fuller, lush-looking brows.
- Lifeproof formula with flexible hold helps brows stay put all day.
- Customizable application - use alone or layer with other brow products for added definition.



TINTS, VOLUMIZES, TAMES

September Celebrations!



Birthdays

Darlene Alexander
Vanessa Gueringer
Ebonie Robinson
Nyshaunte Randall

Day

21
23
24
28

Anniversaries

Desrehea Terrell

Year

3

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



“With all the energy and determination that you can muster, take our Mary Kay dream and make it your own. Know that you are not given the ability to dream without also being blessed with the ability to make your own dreams come true.”