

Independent Sales Director
June Christoff

Unit Goal: Fabulous 50 Club



Joyful Champions Unit

Newsletter April 2026

Results - March 2026



#1 YTD Retail Sales

Jurmin
Francis-Ross



#1 March Recruiter

Mary Bullock



#1 March Wholesale

Mary Bullock

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*

Hello, Wonderful Mary Kay Team!

Dearest Team,

I hope this newsletter finds you thriving and shining! This month is brimming with opportunities to grow, connect, and achieve new heights in our Mary Kay journey.

Let's make it unforgettable!

Monthly Motivation

"Believe in yourself and all that you are. Know that there is something inside you that is greater than any obstacle." – Christian D. Larson

Top Performers

Let's give a huge round of applause to our top performers this month: [Names]! Your hard work and dedication are truly inspiring. Keep shining!

Here's to a fantastic month ahead! Remember, I'm here to support you every step of the way. Don't hesitate to reach out with any questions or ideas.

Warmly,
June Christoff
Mary Kay Director

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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.



Hop to the Top 10 My Shop Challenge
APRIL 1-30, 2026

The Top 10 Ind. Beauty Consultants and Top 10 Ind. Sales Directors per Seminar affiliation—a total of 60 achievers—who are active and achieve the highest retail sales through their online Shop during the challenge time frame can earn a fashionable and blinged-out Mary Kay-branded denim jacket!

Sales force members who achieve this challenge will also receive onstage recognition to celebrate their incredible accomplishment!

**If you achieved the *March to the Top 10 My Shop Challenge* in March 2026, you are ineligible to earn the jacket again in the *Hop to the Top 10 My Shop Challenge* in April 2026.

STAR CONSULTANT ON TARGET

Consultant Name

Sapphire

Ruby

Diamond

Emerald

Pearl

- Needed for next star -

Jurmin Francis-Ross

\$759.00

\$1041

\$1641

\$2241

\$2841

\$4041

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.

WELCOME TO OUR TEAM!

New Consultant

From

Recruited by

Mary Bullock	\$1297
Audrelynn Ellis	\$823
Jurmin Francis-Ross	\$759
Deborah Ester	\$638
Gloria Essien	\$363
Desrehea Terrell	\$255
Holly Harrison	\$235
John Maxwell IV	\$227
Tequita Liban	\$133
Susan Roberts	\$47

Diane Jackson
Nyshaunte Randall
Cassandra Bush
Angela Alexander
Darlene Alexander
Zacchaeus Williams
Tobisha Bullock
Debbie Brown
Roslind Batiste
Janet Clemens
Liliam Orellana
Brenda Hatfield
Cora Barry
Keidra Ponson

Mesquite, TX
Harvey, LA
LA Place, LA
New Iberia, LA
Shreveport, LA
Haughton, LA
Kenner, LA
Slidell, LA
Ponchatoula, LA
Dallas, GA
Metairie, LA
Bossier City, LA
Terrytown, LA
Gretna, LA

Mary Bullock
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June Christoff
Audrelynn Ellis
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PINK DOING GREEN
MARY KAY

Worldwide Recycling Program: Our global manufacturing facilities demonstrate sustainable processes every day through robust recycling programs.

One Million Trees Planted: We've planted more than 1 million trees around the world.

Sustainable Product Packaging: We offer innovative and environmentally friendly products and packaging.

Zero Landfill Sites: Our global manufacturing facilities have achieved zero landfill status.

100% Biodegradable Packing Materials: Packing peanuts (biopeanuts), made from renewable corn and potato starch, are used to ship millions of products each year.

100% Renewable Energy: Our world headquarters and global manufacturing facilities are powered by 100% renewable energy.

BEAUTY IS WHAT WE SELL

AND HOPE IS WHAT WE GIVE BACK

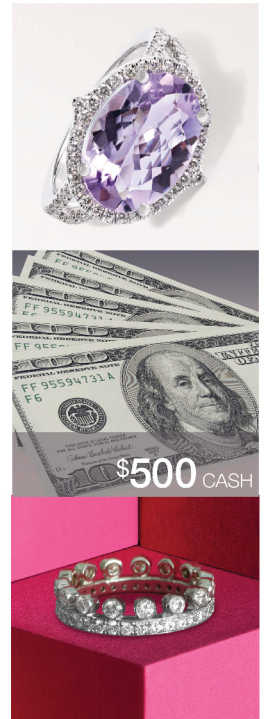


MARY KAY COURT OF SALES SEMINAR 2026

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



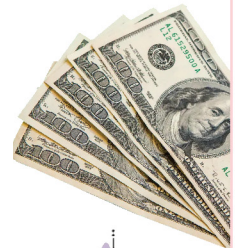
Consultant Name	YTD Total
1. Jurmin Francis-Ross	\$22488.00
2. Mary Bullock	\$15052.00
3. Deborah Ester	\$9994.00
4. Susan Roberts	\$8327.00
5. Audrelynn Ellis	\$5993.00
6. Tequita Liban	\$4758.00
7. Holly Harrison	\$4701.00
8. Jarvia Haynes	\$2629.00
9. Desrehea Terrell	\$2054.00
10. Brigitte Daffin	\$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. Janel Platt	\$532.00
19. Camry Smith	\$496.00
20. Charlymane McCray	\$472.00



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	\$75.08



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

MONTREUX 2026
TOP SALES DIRECTOR TRIP ZURICH



TEAM BUILDING

SENIOR CONSULTANTS



Jurmin Francis-Ross



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

CONGRATULATIONS *to our* **STARS** of the 3rd Quarter

PEARL



June Christoff

DIAMOND

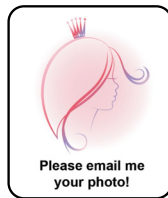


Mary Bullock

SAPPHIRE



Jurmin Francis-Ross



Audrelynn Ellis



What does it take to be an *All-Star*?

In a word, consistency. Independent Beauty Consultants must achieve Star Consultant status all four quarters of a Seminar year.



SAPPHIRE
\$1,800
(Sell \$300
each week)



RUBY
\$2,400
(Sell \$400
each week)



DIAMOND
\$3,000
(Sell \$500
each week)



EMERALD
\$3,600
(Sell \$600
each week)



PEARL
\$4,800
(Sell \$800
each week)

spring CLEAN!



Not sure where to start? Here's a guide to help you spring into action and get organized. The No.1 rule is to HAVE FUN as you declutter!

CLEAN OUT YOUR CLOSET.

- Use the first-in, first-out method to help minimize expiring products.
- Be sure to properly dispose of your expired products. Remember, expired products can't be sold, donated or returned to the Company.
- Most *Mary Kay*® products have a shelf life of three years. A day code is listed to help you keep track.
- Research what can be recycled.
- Talk with your local tax expert about deducting the cost of expired products.
- Refresh your party supplies with updated materials like the Skin Care Place Mat and Second Appointment Place Mat.

OUT WITH THE OLD, IN WITH THE NEW!

Once a product is opened, its shelf life changes as it has been introduced to oxygen and human contact. These are suggested guidelines for replacing opened products.

- Liquid (foundation, concealer) - 1 year
- Powder (foundation, cheek color, eye color) - 2 years
- Lipstick/lip gloss - 1 year
- Mascara - 3 months
- Lip liner/eyeliner - 1 year
-



fun tips!

MAKE YOUR OWN TIME-TO-CLEAN PLAYLIST!
Music makes everything better!

TAKE SELFIES, AND SHARE YOUR CLEANING SHENANIGANS!

Your customers might get motivated, kick off a spring-cleaning spree of their own and realize they need some product updates from you!

**THROW A SPRING-CLEANING PARTY!
VIRTUAL, IN-PERSON OR HYBRID!**

You can offer an incentive on products that are near their expiration dates or are discontinued, or an exchange of product from another brand for a *Mary Kay*® product. Your guests can have a great time sampling products and finding their new *Mary Kay*® favorites.

RISING *Star*

Are you seeing stars?

Well, Mary Kay Ash was! That is why she created the original Star Consultant program in 1975. She believed that by consistently focusing on achieving Star Consultant status each quarter, that you would have what it takes to earn a career car, wear a director's suit or stand on stage as a member of the Queen's Courts at Seminar!

More than 50 years have gone by, but the idea has not changed. What the star contest offers you is a vehicle to your dreams! A vehicle that is conveniently broken down into small, "quarter-sized" building blocks. Each quarter you achieve Star Consultant status, you are building on previous quarters... you are adding another step to reaching your aspirations. Remember, consistency wins the race!

What do you get?

☑ere are many advantages to being a Star Consultant. Here are just a few...

1. Earn incredible prizes from the company.
2. Receive potential customer referrals.
3. Move up the career path, earn the use of a Career Car or become a Sales Director faster!
4. Built a strong reorder business.
5. Meet new potential team members with every class you hold. Jump up the star ladder with each new Qualified team member.
6. Most of all... earn CASH! \$1,440 profit each quarter to be exact!
7. What would you do with an extra \$1,440 profit each quarter? And that is just at the Sapphire Star level! Imagine if you reach for Diamond or Pearl!!!

What does it takes? *Let's break it down.*

Classes...

How many classes do you need to hold each week to achieve Sapphire Star status? Sapphire requires \$1,800 wholesale which equals \$3,600 retail. If each class you hold has two guests and \$200 in retail sales... it would take 18 classes per quarter. 18 classes per quarter breaks down to 6 classes per month or less than 2 classes per week!

Reorders...

Don't underestimate your reorder business! Each class you hold generates an immediate profit of 40% after business reinvestments but it also gives you a future income stream. It is like making an investment in your financial future. Each skin care customer will spend an average of \$40 per month. So how many skin care customers do you need to achieve Sapphire Star status each quarter? If each skin care customer spends \$40 retail per month... it would only require 30 customers!

How many classes do you need to hold to find 30 skin care customers? Well, if you are meeting two new people at each skin care class and one of them decides to become a skin care customer, you could have a Star status reorder business after only 30 classes! This is a very conservative estimate... think about when you have more than 2 new guests at each class!

Skin Care Classes are the KEY...

Classes give you immediate profits which can boost you to a Star status at the same time that they are building your customer base and reorder business which will keep you walking among the stars in the future!

6 Most Important Things

The reasons we do a 6 Most Important List:

1. Done the day before so it enables us to plan our workday.
2. We get up for our Mary Kay day with a focus for accomplishment.
3. The satisfaction of getting the list completed.
4. Discipline daily, success is one day at a time.
5. Setting work standards for ourselves to follow.

When working at a "job" we know exactly what needs to be done for that day. For example: A person working must accomplish their duties in the time allotted. In all areas of life, a doctor must book his operating time, he knows when he's going to get there, what patient, the patient is prepped and waiting, they have booked the necessary staff and he knows roughly how long the operation will take. There is very little left up to chance. (Aren't we glad!!!)

If you start the day without a plan, most of your day is wasted!

"Mouse Vision" - choose the most important thing and put it in front of you, clear all other things so you can FOCUS on that one important thing! All Things you are doing must be do get that one thing done!!

AN EXAMPLE OF PRODUCTIVE 6 MOST IMPORTANT THINGS LIST:

1. Book 3 virtual classes
2. Follow Up on guest from a virtual Success Meeting
3. Call ____ for interview
4. Make 5 customer service calls
5. Prepare Hostess packets for virtual classes booked
6. Set goals for this quarter (Star Consultant, Medal, etc.)

-OR-

1. Book 3 virtual classes to complete Perfect Start
2. Call 5 customers
3. Prepare Recruiting packets for virtual classes
4. Ask a guest for virtual Success Meeting
5. Send out 5 business cards/samples/look books, etc.
6. Call a women's group and arrange to do a virtual class for them

Can you see that the 6 Most Important List is more productive when we include growth items? Doing paper work is really not a 6 most important thing, or chatting with a sister consultant or reading motivational books. These are things that may be important, but not the 6 most important.

IS WHAT I'M DOING RIGHT NOW TAKING ME WHERE I WANT TO GO? If not, then it doesn't belong on your 6 most important things. Hopefully this helps us to continue to grow and to make the **MOST USE** of the 6 most important things.



the six most important things I must do tomorrow.

- 1 _____
- 2 _____
- 3 _____
- 4 _____
- 5 _____
- 6 _____

Preferred Customer ProgramSM

The Preferred Customer ProgramSM is a great way to keep your customers in the know about the latest Mary Kay[®] products – and to keep YOU top of mind! When you enroll your customers each quarter, they'll receive *The Look*, featuring an exclusive free product sample.



GET READY!

Enroll your customers to receive the Summer 2026 issue of *The Look*:

ENROLLMENT DATES:

MARCH 16 – APRIL 17

MAILING BEGINS: MAY 7

Perk! By participating in the Preferred Customer ProgramSM, you earn early ordering privileges for the designated quarter.

SUMMER 2026

- Early Ordering Privilege: May 10–15
- Early Online Ordering for all Ind. Beauty Consultants: May 15
- Quarter Op. Sale Dates: May 16

Tip: It's all about the follow-up! Contact your customers 7 to 10 business days after *The Look* begins mailing. You can share your enthusiasm about all the new products. Combined with your customers' excitement, it could mean increased sales and more success for you!



Make a true-to-you fashion statement while exuding your Mary Kay pride with a new Perfectly Pink Sales Director Jacket. Choose the classically chic and proud-to-be-pink style you love most, and make it your own!

The Perfectly Pink short jacket is a rosy vision crafted from a luxurious soft pink bouclé fabric. And ooh la la, the details are magnifique! Soft ivory and silver braided trim and pearlized pink buttons make this a look that's sure to showcase your personal style as well as your leadership status.

The Perfectly Pink classic jacket can take you anywhere you want to go! And you can add your own pieces to create a look that's perfectly tailored to you! Crafted from a luxurious soft pink tweed fabric, you'll find beauty in the details of soft ivory and silver braided trim and pearlized pink buttons.

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



“ Be a go-getter. Give the world the best you have, and the best will come back to you. ”