

Independent Sales Director
June Christoff

Unit Goal: Fabulous 50 Club



Joyful Champions Unit

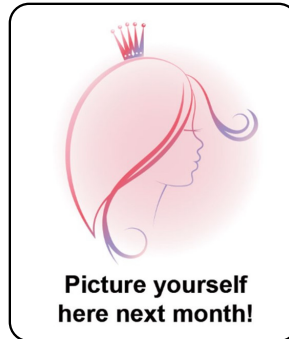
Newsletter October 2026

Results - September 2026



#1 YTD Retail Sales

Jurmin
Francis-Ross



#1 September Recruiter

Who will it be next month?



#1 September 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*

Hi Joyful Champions!

I can't believe we are in October already! Where did September go? This month brings crisp air, beautiful colors, and new opportunities for us to shine even brighter.

Let's make October a month of incredible growth and success! Remember, every conversation is a chance to share the gift of Mary Kay. Whether it's a new customer, a booking, or sharing the business opportunity, your efforts make a difference.

I'm so proud of each and every one of you. Your dedication, passion, and commitment to empowering women are truly inspiring. Let's continue to uplift each other and reach for our goals with enthusiasm.

Wishing you a fantastic and prosperous October!

With love and excitement,

June Christoff (Director of the Joyful Champions)



K-BEAUTY TEXTURE EDIT PRODUCTS SPECIAL EDITION

Meet the K-Beauty Texture Edit. A curated, not complicated trio of addictive textures pulled straight from Korea's iconic skin care scene. These special-edition add-ins are made to fit into your existing routine for an extra dose of fun on the daily.

Special-Edition Mary Kay® Melt-In Cleansing Balm, \$26

Special-Edition Mary Kay® Collagen Moisturizing Gel, \$28

Special-Edition Mary Kay® Snail Gel Face Patches, \$32



Points to Paradise Ind. Beauty Consultant Challenge!

MAY 1 – OCT. 31, 2026 - FINAL MONTH!

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.



MARY KAY® eSTART



MARY KAY® PRO START

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

WELCOME TO OUR TEAM!

New Consultant

From

Recruited by

Mary Bullock **\$1097**

Jurmin Francis-Ross **\$1076**

Holly Harrison \$306

Deborah Ester \$303

Diane Jackson \$250

Desrehea Terrell \$109

Monife Stout \$75

Susan Roberts \$22

Janet Clemens \$15

Tequita Liban \$15

Joan Garrett \$14

Charlymane McCray \$11

Charlotte Grace

Reserve, LA

June Christoff



MAKE IT A
GREAT START!

READY, SET, SELL!

To achieve economic, environmental and social sustainability over the coming decade, Mary Kay will focus on five developmental pillars:

-  BUSINESS EXCELLENCE
-  PRODUCT STEWARDSHIP
-  RESPONSIBLE MANUFACTURING
-  WOMEN'S EMPOWERMENT
-  SOCIAL IMPACT





MARY KAY COURT OF SALES SEMINAR 2027

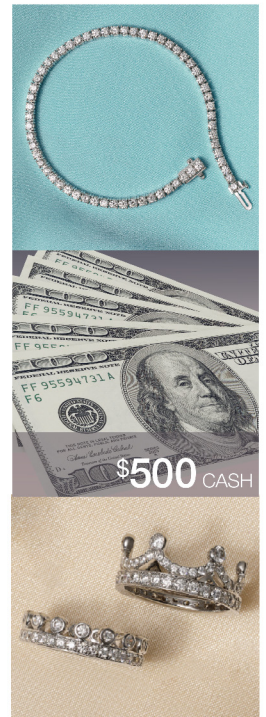
Achieve at least \$45,000 in Retail production during the contest year 7/01/2026 - 6/30/2027 & earn your Diamonds



Consultant Name

YTD Total

1. Jurmin Francis-Ross	\$6291.00
2. Mary Bullock	\$4730.00
3. Deborah Ester	\$2446.00
4. Holly Harrison	\$1844.00
5. Susan Roberts	\$1368.00
6. Charlymane McCray	\$621.00
7. Janel Platt	\$604.00
8. Diane Jackson	\$500.00
9. Wylea Winfrey	\$476.00
10. Debbie Brown	\$454.00
11. Roslind Batiste	\$452.00
12. Jarvia Haynes	\$450.00
13. Desrehea Terrell	\$244.00
14. Monife Stout	\$108.00
15. Janet Clemens	\$60.00
16. Deborah Bunting	\$56.00
17. Tequita Liban	\$50.00
18. Audrelynn Ellis	\$38.00
19. Joan Garrett	\$20.00



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

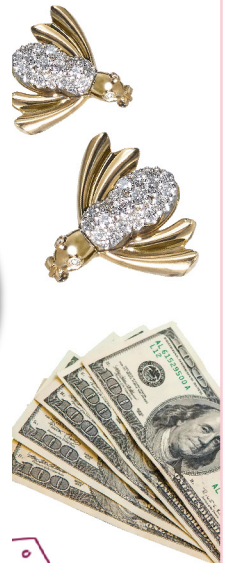
Who will be first?

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

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 goals.



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



TEAM BUILDING

SENIOR CONSULTANTS



Jurmin Francis-Ross



Mary Bullock



Deborah Ester



TEAM BUILDING TIP OF THE MONTH

What you can say at an interview . . .

- Try to keep your introduction short.
- Tell her a little about yourself, including why you started your Mary Kay business. But, remember not to share your whole life story.
- Then ask about her - what she does and what is important in her life. People would much rather talk about themselves than listen to others talk about themselves. Let her talk!
- Next, explain the marketing plan and describe the products.

IDEAS & MORE!

Here are some great team building tips that you will want to remember and take note of. When you build your team, remember, that you are enriching lives and helping other women; keep that your focus solely.

1. It has been said that you need to call someone back **TEN times** before you give up on them, calling TEN times does not mean that you need to call them every day. It just means keep their name for a while and make a record of when you call them. When you are leaving a message, give them a time and day that you will retry them. So they can expect your call.
2. When you are sharing the opportunity, try sharing a video of a successful Director or NSD that has **similar qualities** as your prospective recruit. If she is a teacher, share a video from a former teacher. If she is a non-makeup girl, share a video from a Top Director that wasn't a "make-up girl."
3. **Time is of the essence**, try to get a decision within 24 hours. After 24 hours, your prospective recruit, may start to let the "head rumblings" start or she may have someone telling her she is CRAZY for trying Mary Kay. She may also get busy in her life and just give up on starting something new. So time is of the essence!

DIQ

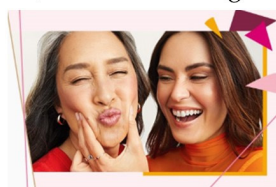
- 8+ Active Team Members

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 1st Quarter

PEARL



June Christoff

EMERALD



Jurmin Francis-Ross

RUBY



Mary Bullock

Be a rising Star!

You can earn exciting prizes and experiences in the Star Consultant Program while building your Mary Kay business. And don't forget: The achievements you enjoy through the Star Consultant Program can help you earn rewards in other Mary Kay® programs, so keep reaching for the stars!



MARY KAY
star
consultant
Program



HOLIDAY STRATEGY

TO-DO LIST

OCTOBER

- See more faces and increase your customer base by continuing to hold virtual or in-person beauty experiences, skin care parties and second appointments.
- Provide holiday wish lists to everyone you meet to generate future sales in the coming months. Create and hand out a **holiday wish list** to your customers!
- Prepare your inventory, and be sure to create your own giftable items. Check out some **holiday products merchandising video** online for fun ideas on wrapping and bundling your own giftables.
- Send save-the-dates for your *Mary Kay Pink Weekend™*, including your Turn Friday Pink, Shop Small on Saturday. Consider sharing a special product offer on Cyber Monday.



MARY KAY PINK WEEKEND™

(Turn Friday Pink, Shop Small on Saturday and Cyber Monday)

- This is the perfect weekend to book new appointments and generate referrals.
- Post about your sale or event on your social media business pages.
- Send your customers, family and friends a customized save-the-date email to build anticipation of your sale!
- Consider changing the cover of your social media business pages to reflect your save-the-date.
- Build anticipation on your VIP customer page with product videos or images available to you on Mary Kay InTouch®.
- Individual follow-up with your customers, family and friends is helpful for great results!

Sure-Fire Ways to Achieve this Year's *All-Star* Star Consultant Program!

MARY KAY
star
consultant
Program

Mary Kay once said that in order to reach your potential, "you need an intelligent plan of action with challenging, but always realistic, goals." When you have a goal in mind, you're bound to stay on track and see it to the finish line - plus, it's good practice to (successfully) end what you started, right?

What does it take to be an All Star? In a word, consistency. Consistently booking and holding parties. Consistently treating your customers with Golden Rule customer service. Consistently tracking your goals and working your plan.

Setting goals will also help you stay consistent in your Mary Kay business - having something to strive for all the time helps your work ethic improve! Your commitment to consistent Star Consultant status during the Seminar year can show that you're determined to make your Mary Kay business shine. So turn up the voltage on your star power, and strive to achieve amazing rewards and prizes by becoming an *All-Star*!

To participate in the All-Star Star Consultant Program, Independent Beauty Consultants must achieve Star Consultant status all four quarters of a Seminar year. The number of program credits Independent Beauty Consultants receive at year-end will be determined by the total amount of the wholesale Section 1 product they submit in all four quarters (June 16 through June 15 of the following year) plus team-building, which will be added together and converted to credits. This means Independent Beauty Consultants can earn more credits to reward their consistency from quarter to quarter!

1

Throw a set number of virtual parties a month: you're bound to get amazing traction, and face-to-face interaction with your customers never gets old! You can show confidence through your pitch and sell your belief in your favorite skincare and makeup products directly to your customers!

2

Get yourself an accountability partner: it can be anyone from your sister sales force or your personal circle of friends and family! But, share your goals with them at the beginning of each month and ask them to help you drive your ambition home! They can help keep you on track. The advantage of having your accountability partner be someone from the Mary Kay sales force is that they'll share similar goals to you!

3

Break your end goal down into activities: you want to place a minimum of \$600 wholesale Section 1 orders in this month, right? So, what actions will get you there? Virtual parties and new recruits? You've got it - let's add those to your plan for the month!

Take advantage of some of the invaluable resources and education at your fingertips by using the Intouch site to assist you in reaching your goals!

Now you know how to get consistent in your Mary Kay business - you're just three steps away from being a consistent All-Star and enjoying the perks of it all!

Don't forget to visit *InTouch*® for full details on the *All-Star* Star Consultant Program!



MEET THE K-BEAUTY TEXTURE EDIT.

Straight from Korea's iconic beauty scene, the K-Beauty Texture Edit is all about skin care you can't get enough of.

This special-edition trio combines addictive textures with K-Beauty ingredient staples for a fresh take on familiar steps. Curated to fit within existing routines, each product is designed to elevate your everyday. So dig in — and get ready to stay soft, cool and bouncy.

Special-Edition[†]
Mary Kay[®] Melt-In
Cleansing Balm, \$26



STAY SOFT with a twist-to-dispense transformative cleansing balm that takes it all off while helping skin feel soft and clean.



Ingredient Spotlight:

PDRN (Salmon DNA) Infusion
Popular in Korean skin care for skin regeneration and conditioning



Special-Edition[†]
Mary Kay[®]
Snail Gel Face
Patches, \$32

STAY COOL with skin-hugging jelly face patches designed to deliver a hydrating and brightening boost.



Ingredient Spotlight:

Snail Mucin
Popular in Korean skin care for lasting hydration



Special-Edition[†]
Mary Kay[®] Collagen
Moisturizing Gel, \$28

STAY BOUNCY with an addictive jelly moisturizer designed to deliver hydration-driven plumpness and that enviable glass skin glow.



Ingredient Spotlight:

Collagen Peptides
Known to support skin hydration and bounce

CONTACT ME, YOUR INDEPENDENT BEAUTY CONSULTANT, TO GET YOUR NEXT K-BEAUTY FAVE.

POWER OF **YES!**

TOP 10 REASONS TO DEVELOP A TEAM

- It's more fun!
- You can create your own inviting culture.
- You have a chance to build deeper relationships.
- There is potential to earn commissions.
- Always fun to make new friends and share ideas.
- You can potentially change the trajectory of someone's life.
- Great chance to build leadership skills, mentor and lead others.
- Can help you achieve your goals.
- You're fulfilling Mary Kay Ash's wishes when she asked us to pass it on.
- When you encourage and coach others to realize their dreams, your dreams can come true!



HOW IT WORKS

IND. BEAUTY CONSULTANT TEAM-BUILDING CASH BONUS

As an active Ind. Beauty Consultant, Senior Beauty Consultant, Star Team Builder, Team Leader or Elite Team Leader, **you can earn a \$50 Team Building Cash Bonus** for each Great Start™-qualified new personal team member. You will receive the cash bonus in the month the new personal team member becomes Great Start™-qualified. There's no limit to your potential! Plus, your new team member gets a Great Start™ too.

October Celebrations!



Birthdays

Day

Anniversaries

Year

Angela Alexander

1

Deborah Bunting

4

Charlotte Grace

3

Wylea Winfrey

1

Diane Jackson

6

Brigitte Daffin

9

Deborah Bunting

23

Janel Platt

23

Ethelene Ross

26

Wylea Winfrey

26

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



“It is important for you to have a goal. You simply can't get there if you don't know where you are going! Begin to build in your mind a dream. Then write it down and make your goal realistic. Aim high enough that you will have to stretch your ability and your potential to reach it.”