

Independent Sales Director
June Christoff

Unit Goal: Fabulous 50 Club



Joyful Champions Unit

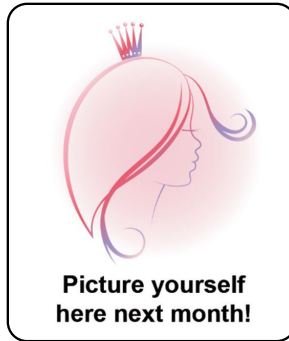
Newsletter March 2026

Results - February 2026



#1 YTD Retail Sales

Jurmin
Francis-Ross



#1 February Recruiter

Who will it be next month?



#1 February Wholesale

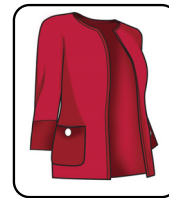
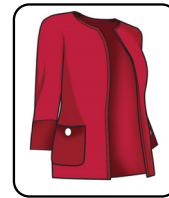
Jurmin
Francis-Ross

Come along for the
ride of your life!



STEPPING UP ROCK IT IN RED!

Who is our next red jacket?



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.



March to the Top 10 My Shop Challenge

MARCH 1-31, 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!

STAR CONSULTANT ON TARGET

Consultant Name

Sapphire

Ruby

Diamond

Emerald

Pearl

- Needed for next star -

Jurmin Francis-Ross	\$2141.00	STAR	\$259	\$859	\$1459	\$2659
Mary Bullock	\$1589.00	\$211	\$811	\$1411	\$2011	\$3211
Audrelynn Ellis	\$1053.50	\$746	\$1346	\$1946	\$2546	\$3746
Holly Harrison	\$835.50	\$964	\$1564	\$2164	\$2764	\$3964
Deborah Ester	\$655.50	\$1144	\$1744	\$2344	\$2944	\$4144
Jarvia Haynes	\$450.50	\$1350	\$1950	\$2550	\$3150	\$4350

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	\$675
Mary Bullock	\$636
Audrelynn Ellis	\$352
Holly Harrison	\$307
Janel Platt	\$266
Deborah Ester	\$250
Patricia Parker	\$239
Gloria Essien	\$238
Brigitte Daffin	\$230
Kathleen Lee	\$228
Jarvia Haynes	\$225
Tequita Liban	\$68



MOVING UP **A FEW GOOD TIPS TO HELP YOU ALONG YOUR JOURNEY!**

RELEASE YOUR FEARS. LET THEM GO. KEEP IN MIND THAT THE MARY KAY OPPORTUNITY OFFERS YOU A BUSINESS MODEL. YOU MUST WORK IT.

IF YOU WORK FOR THE BENEFIT OF OTHERS, YOUR REWARDS WILL FOLLOW. THINK ABOUT HOW TO HELP OTHERS SATISFY THEIR NEEDS.

ESTABLISH A WORK PLAN TO FOLLOW. DEFINE YOUR GOALS. YOU MUST SET A DEADLINE TO GET THERE. IT'S ESSENTIAL THAT YOU DO NOT DEVIATE FROM YOUR PLAN.

DO NOT PUT ANY LIMITS ON YOUR DREAMS. SHARE YOUR WINGS SO SOMEONE ELSE CAN SOAR.

Each and
every day,
ask yourself:
Why not?

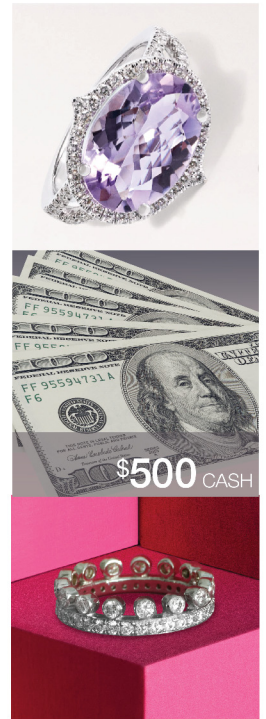


MARY KAY COURT OF SALES SEMINAR 2026

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



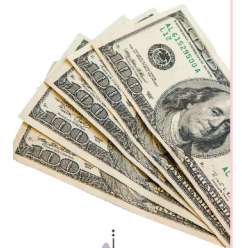
Consultant Name	YTD Total
1. Jurmin Francis-Ross	\$20970.00
2. Mary Bullock	\$10458.00
3. Susan Roberts	\$8139.00
4. Deborah Ester	\$8074.00
5. Tequita Liban	\$4378.00
6. Holly Harrison	\$4231.00
7. Jarvia Haynes	\$2629.00
8. Audrelynn Ellis	\$2323.00
9. Brigitte Daffin	\$1911.00
10. Wylea Winfrey	\$1779.00
11. Desrehea Terrell	\$1450.00
12. Deborah Bunting	\$942.00
13. Michele Scott	\$930.00
14. Patricia Parker	\$929.00
15. John Maxwell IV	\$920.00
16. Kathleen Lee	\$920.00
17. Janel Platt	\$532.00
18. Camry Smith	\$496.00
19. Gloria Essien	\$477.00
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	\$42.14



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



TEAM BUILDING

SENIOR CONSULTANTS



Brigitte Daffin



Jurmin Francis-Ross



Mary Bullock



Deborah Ester



TEAM BUILDING TIP OF THE MONTH

Proven Script for 5 New Recruits:

- List 30 names of women—start with customer profiles, etc.
- 15 will agree to listen.
- 5 should join!

Use the following script to set up interviews and share the marketing plan!

Hi this is ___ with Mary Kay Cosmetics. Do you have a minute? I'm really excited because I've been challenged to share Mary Kay career information with ___ sharp women in the next ___ weeks. I thought of you! I don't know if this is anything that you would ever think about for yourself, but I will give you a \$10 Gift Certificate good for any of our fabulous products. All I need from you is 30 minutes to get your thoughts on the information. We can do it over the phone or we can meet for coffee. Will you help me meet my challenge? Let's set up a time to get together. I appreciate your time.

TRIED & TRUE

Start fresh with these tips collected from top Ind. Sales Directors who know what it takes to step it up.

1. Attend unit meetings and set a goal with your Independent Sales Director.
2. Find a power partner and hold each other accountable.
3. Create a goal poster and show your "why" and how you can achieve your goals. You may create mini reminders to tuck in a drawer or tape to your refrigerator.
4. Brush up on technology. Start a Facebook® page and subscribe to the Mary Kay® Personal Web Site program to help broaden your circle of influence and enter more customer information into the myCustomers program.



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



March

DOUBLE CREDIT COURT OF SHARING MARCH 1 - 31, 2026

HOW IT WORKS:

For Independent Sales Directors and Beauty Consultants:

Queens' Courts of Sharing. Earn double credit for up to six **Great Start-qualified new personal team members** whose Ind. Beauty Consultant Agreements are received and accepted by the Company in March. Do the math: **13 Great Start-qualified** monthly cap + **six Great Start-qualified** = **max of 19 Great-Start-qualified new personal team members.**

DOUBLE CREDIT COURT OF SALES MARCH 1 - 15, 2026



HOW IT WORKS:

For Independent Sales Directors and Beauty Consultants:

Queens' Courts of Personal Sales. Earn \$1 in Seminar bonus credit for each \$1 in estimated personal retail production March 1-15 up to **\$4,000 Seminar bonus credit.** Do the math: \$13,000 monthly estimated retail max + **\$4,000 bonus** = **max of \$17,000.**

For Independent Sales Directors:

Circles of Achievement and Excellence. Earn \$1 in unit Seminar bonus credit for each \$1 in estimated unit retail production received and accepted March 1-15 **up to \$40,000 in unit retail Seminar double credit.**



Hello, GO-GETTERS!

START YOUR MARY KAY BUSINESS FOR

\$1



To all the go-getters, future trendsetters and self-starters, Mary Kay offers a flexible, digital-first way to earn extra income – backed by a brand that’s been supporting women for more than 60 years.

For just \$10* this March, you can ...

- Start your own Mary Kay beauty business (YAY)!
- Earn 30% profit* on all retail sales through your online personalized shop (My Shop), or unlock an exclusive 50% discount when you become an active** Independent Beauty Consultant.
- Share when you want, learn as you go, or simply see what fits. Prioritize what matters most, while running your Mary Kay business.

THIS ISN'T JUST
A SIDE HUSTLE;
IT'S ABOUT OPTIONS.
AND IT ALL STARTS
WITH \$10 MARY KAY®
eSTART (~~\$35~~)!

YOUR BUSINESS. YOUR WAY.

*Prices are as shown plus applicable sales tax. Mary Kay® eStart cannot be combined with any other discounts or promotions. Mary Kay Inc. reserves the right to extend, modify, eliminate or reduce this offer at any time. Mary Kay® eStart product samples are not intended to be purchased from the Company for resale and are for demonstration purposes only. Mary Kay® products contained in the Mary Kay® Pro Start are not intended to be purchased from the Company for resale and are for demonstration purposes only.

**An Independent Beauty Consultant is considered active with personal retail sales of \$450 in one month and will remain active for two months following any month with qualifying active order(s).

*The 30% profit is based on gross figures. These do not reflect expenses such as taxes, shipping or applicable fees. Net earnings may vary.

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MARY KAY

Earn

\$100 Cash

In just 7 days!!!

It's simple!

Pass this page around and have people order Mary Kay products from you. When each line below is completed with sales order forms and payment, you earn your choice of **\$100 in ACTUAL CASH** or **\$200 in FREE Mary Kay products**.

How it works:

With each person that orders, complete a sales order form with payment, then write down her name and her info on the tracker below 1x for every \$20 in suggested retail. For example, if Jill Brown orders \$44 (catalog price before sales tax) and Kim Smith orders \$63 (catalog price before sales tax), you would write in the tracker as follows:

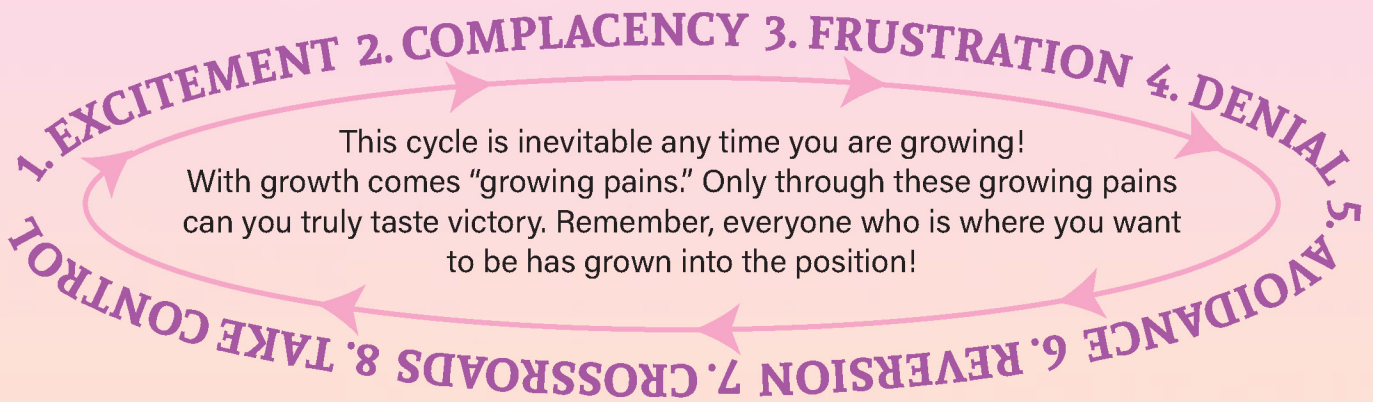
	First & Last Name	Phone #	Relationship	If applicable, name of current Mary Kay Beauty Consultant. Leave BLANK if none.
1	Jill Brown	123-555-9947	Neighbor	
2	Jill Brown	123-555-9947	Neighbor	
3	Kim Smith	123-103-6224	Co-worker	
4	Kim Smith	123-103-6224	Co-worker	
5	Kim Smith	123-103-6224	Co-worker	

Each line represent a \$20 suggested retail value. Once you have filled in all 20 lines (\$400 suggested retail total) with sales order form and payment, then we schedule a quick get together where you can choose \$100 in ACTUAL CASH or \$200 in FREE Mary Kay products.

\$100 CASH Tracker *Have fun & share the Mary Kay you love, one beautiful smile at a time!*

	First & Last Name	Phone #	Relationship	If applicable, name of current Mary Kay Beauty Consultant. Leave BLANK if none.
1				
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Mary Kay Emotional Cycle



This cycle is inevitable any time you are growing!
 With growth comes "growing pains." Only through these growing pains can you truly taste victory. Remember, everyone who is where you want to be has grown into the position!

STAGE 1 EXCITEMENT

At this stage a consultant is excited about the future and possibilities of her Mary Kay career! This is where we always want to be!

STAGE 2 COMPLACENCY

Postponements
Obstacles.
"Why won't my friends & family book with me?"

STAGE 3 FRUSTRATION

"They said it would be SO EASY!"

STAGE 4 DENIAL

You decide to withdraw. You avoid your meetings. You cook every recipe you can from Pinterest & start to craft on the weekends. Your attitude really starts to go south.

STAGE 5 AVOIDANCE

I can't do this. Maybe this isn't for me?
They didn't tell me it would be like THIS!
You start to blame everyone else but yourself... your recruiter, your kids, your husband...you name it it's their fault, not yours.

STAGE 6 REVERSION

You get angry at yourself... you admit & recognize that your feelings are not positive. You realize you are responsible for your own successes or failures!

STAGE 7 CROSSROAD

I never wanted my own business anyways. I actually love my other job because it's pretty fulfilling. The hours aren't even that bad, I mean eventually someday we will have that down payment for a home. So you decide to QUIT & walk away from your dreams.

STAGE 8 TAKE CONTROL

You realize it's not like me to give up on my goals OR get discouraged. You decide to get excited again! You send positive messages to the brain & become realistic with your expectations! You get back to your success meetings & open your mind to the possibility of success again!

When you go through the "transition" stage, re-commit and take control again...
YOU ARE DIRECTOR MATERIAL!

"Some women think it's acceptable to sacrifice their own growth for their family's sake. What they don't realize is that their growth excites the whole family and gives its members permission to grow, too. Never turn down an opportunity to grow."

~ Mary Kay Ash

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 40 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?

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

1. Earn incredible prizes from the company.
2. Move up the career path, become a Sales Director faster and earn the use of a Career Car!
3. Built a strong reorder business.
4. Meet new potential team members with every class you hold. Jump up the star ladder with each new Qualified team member.
5. Most of all... earn CASH! \$1,440 profit each quarter to be exact!
6. 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!

CLASSIC CONFIDENCE

What makeup makes you feel the most confident? For Ann, it is an iconic red lipstick. And we have the tips you need to re-create her look or make your own confidence-inspiring look.

GET THE LOOK:

-  **Mary Kay Chromafusion® Eye Shadow** in **Rose Gold** (base), **Hazelnut** (crease and enhance) and **Crystalline** (highlight)
- Mary Kay® Waterproof Eyeliner** in **Brown**
Lash Love Fanorama® Mascara in **Black**
-  **Mary Kay Chromafusion® Blush** in **Shy Blush**
-  **Mary Kay® Waterproof Lip Liner** in **Red**
Mary Kay® Gel Semi-Matte Lipstick in **Red Stiletto**

ENHANCE YOUR FAVORITE FEATURE.

EYES: Enhance your eye shape with **Mary Kay® Waterproof Eyeliner**.

CHEEKS: Bring out your bone structure with **Chromafusion® Contour** and **Highlight**.

LIPS: Wear a bold lip color such as **Red Stiletto**, **Crushed Berry** or **Powerful Pink**.



March Celebrations!



Birthdays	Day	Anniversaries	Year
Andrea Fritz	12	June Christoff	38
		Holly Harrison	2
		Kathleen Lee	2



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



“I want you to remember that ‘I will’ beats ‘IQ’ anytime. It’s not necessary that you be born a genius. You’ll make it okay. IQ is not the answer. It’s ‘I will’ and determination.”