



Penny Jackson
ESS Director

Penny's Lucky Stars Newsletter



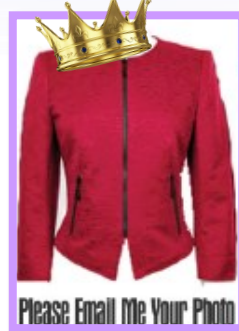
January 2024 Newsletter December 2023 Results



Queen of Wholesale
Veronica Perez



YTD Sales Queen
Gretchen Saunders



Monthly Queen of Sharing
This Can Be You!



YTD Sharing Queen
Ruth Ann Allison

December Soaring Achievers!

soar
like never
before
MARY KAY



December 2023



Penny



Veronica



Jeanne



Jennifer

Message from Penny

Lucky Stars!!!

Happy 2024!!!! I hope you are Dreaming of more in 2024!!!! More fun! More freedom!!! More money!!!! More friends! More joy!!!!

We have the most amazing company and culture to create More of Everything!!!!

To the right is a New Years poem written by my friend Sales Director Linda Rowsey. Mary Kay read this poem from the stage one year.

Dream Huge! You can do it!
Penny

THE YEAR OF THE DREAM

*This, my good friends, is The Year Of The Dream
So reach into your mind to whatever may seem
Impossible – unreachable to others – but you
You know you will do what you set out to do.*

*Don't stop to consider those numerous times
When you set up the rhythm, then Life changed the rhymes.
And you can achieve, while others may seem
To dabble and dawdle with no personal dream
Yes, this, my good friends, is The Year Of The Dream.*

*Now remember to reach deep within mind and heart
For you must know the heading before you can start
Then tell all around you and make them a part
A part of The Year Of The Dream!*

*Conditions are perfect to climb up the Ladder
And if there's a stumble, well what does that matter
You know where you're going, with purpose you steam
For this, absolutely is The Year Of The Dream.*

*The timing is right to take the next step
As you see in your eyes such a gleam
With God's help from above
And our circle of Love
You are blessed in The Year Of The Dream.*

By Linda Britt-Rowsey



You're Invited!
Mary Kay Pampering Session!

TUESDAY 6:30PM
LA QUINTA
21338 US HWY 19 N
CLEARWATER
RSVP TO YOUR CONSULTANT!

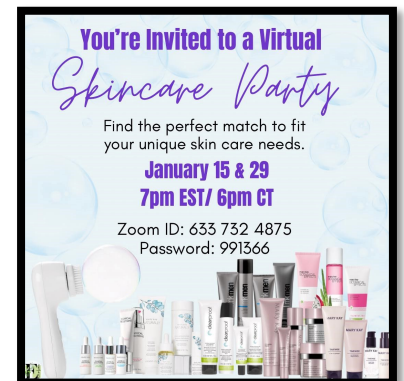
Fun, Prizes & Networking



You're Invited to
MARY KAY BEAUTY
BINGO
Weds January 10th
7pm EST

Winter Hydration, Skincare,
Fun & Prizes!

ZOOM ID: 443 974 8520
No Password



You're Invited to a Virtual
Skincare Party

Find the perfect match to fit
your unique skin care needs.

January 15 & 29
7pm EST/ 6pm CT

Zoom ID: 633 732 4875
Password: 991366



Join us for a girl's night with:
Skincare Color Fun,
Networking & Prizes!

Galentine's Makeovers
Feb 13th @ 6:30pm

La Quinta
21338 US HWY 19 N
Clearwater
RSVP

6 MOST IMPORTANT THINGS

As we reach our goals-I will be holding drawings for these fabulous prizes!

1 12 Unit *Great Start* -Qualified Consultants
January 1 - June 30, 2024

Kendra Scott
Necklace



2 12 Unit Star Consultants
January 1 - June 30, 2024

Lululemon
Belt Bag



3 36 Unit Soar Like Never Before Achievers
January 1 - June 30, 2024

Stanley Cup



4 First-Line Offspring Sales Director
January 1 - June 30, 2024

Director Jacket



5 10% Unit Growth
FOR JUNE 2024 MONTH END

MK Cartigan



6 Beat Prior Unit Sales Volume
by 10%
January 1 - June 30, 2024

\$50 Giftcard of
your choice!



*Styles & Colors may vary based on availability



Earn New Spring Products this month!

SPRING 2024
Buzz Kit

Spring products are coming soon! Earn top secret goodies based on your cumulative wholesale orders placed January 1-31!
***MUST LET PENNY KNOW YOUR ORDER AMOUNT BY 2/1!**

 \$450 WS Stack of Winter Look Books	 \$650 WS Look Books + 1 Full-Sized Product!
 \$850 WS Look Books + 2 Full-Sized Products!	 \$1,200 WS Look Books + 3 Full-Sized Products!
 \$1,800 WS Look Books + 4 Full-Sized Products!	

Lucky Stars Unit

soar
like never
before
MARY KAY



ORDER A CUMULATIVE \$600 WHOLESALE IN JANUARY AND EARN THIS SIX MOST IMPORTANT THINGS ACRYLIC MEMO BOARD!

Dreaming IN THE Clouds
Team Building Consistency Challenge

Lucky Stars Unit
Build your team and build your keychain!
Earn a charm each month by having 10 Career Chats or 1 New Active Team Member!



July
August
September
October
November
December

January
February
March
April
May
June

Become a Red Jacket & earn this cute charm!

Dreaming IN THE Clouds
Team Building Consistency Challenge

JAN

Shoot for the moon & you'll land among the stars
Earn your monthly charm when add an Active Team Member in January!




Holiday Party!



6 MOST IMPORTANT THINGS

Penny Jackson
and the
Lucky Stars Unit

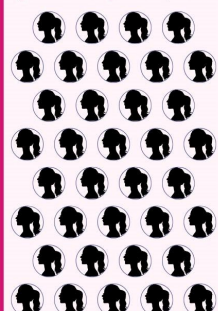
Unit Great Start-Qualified Beauty Consultants JANUARY 1 - JUNE 30, 2024

1.	name	qualified date
2.	name	qualified date
3.	name	qualified date
4.	name	qualified date
5.	name	qualified date
6.	name	qualified date
7.	name	qualified date
8.	name	qualified date
9.	name	qualified date
10.	name	qualified date
11.	name	qualified date
12.	name	qualified date

Unit Star Consultants BY JUNE 15, 2024



Unit Soar Like Never Before Challenge Achievers JANUARY 1 - JUNE 30, 2024



First-Line Offspring Sales Director JANUARY 1 - JUNE 30, 2024

REDS:

name	name	name
name	name	name
name	name	name
name	name	name

DIQ: 1-3 month plan 4 month plan

DIQ: 1-3 month plan 4 month plan

OFFSPRING DIRECTOR *name*

10% Unit Growth FOR JUNE 2024 MONTH END



Beat Prior Unit Sales Volume by 10% JANUARY 1 - JUNE 30, 2024



SPRING

Preferred Customer ProgramSM

ENROLLMENT DATES
Dec. 19th - Jan. 17th



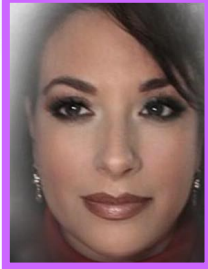
Begins Mailing Feb. 8, 2024

EARLY ORDERING PRIVILEGES: FEB 10-15
ONLY 90¢ PER CUSTOMER

Soaring Like Never Before Top 5 "Monthly" Wholesale



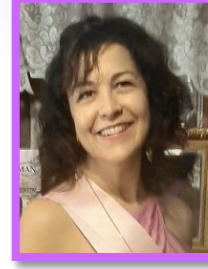
**Veronica
Perez**



**Jeanne
Bordelon**



**Jennifer
Martin**



**Deborah
Grindinger**



**Angeline
Janetakos**

Look who Invested in their Business in December

Name	Unit Wholesale
Veronica Perez	\$630.00
Jeanne Bordelon	\$614.10
Jennifer Martin	\$608.50
Deborah Grindinger	\$533.00
Angeline Janetakos	\$379.00
Tammy Stantz	\$360.00
Gina Sternfels	\$326.00
Leslie Tennyson	\$315.00
Rhonda Ricohermoso	\$298.00
Karen Hillstead	\$285.50
Laurie Bolin	\$276.00
Donna Black	\$266.00
Tammy MacMillan	\$266.00
Gloria Grassick	\$265.00
Rebekah Wagenschutz	\$264.00
Glenda Johnson	\$254.00
Lidieth Segura	\$249.00
Amy LaRavia	\$247.00
Sheila Lunsway	\$245.50
Kely Keller	\$245.00

Dawn Durocher	\$243.40
Judy Stone	\$237.50
Emily Worsham	\$237.00
Jacquilyn Koski	\$235.50
Kathleen Gibson	\$232.00
Dory Haas	\$232.00
Carla Prescott	\$232.00
Virginia Spencer	\$230.00
Sandra Bennett	\$229.50
Kim Knaebel	\$228.00
Tina Nelson	\$226.50
Karen Coultas	\$225.50
Danielle Manning	\$225.00
Jo Todd	\$225.00
Cynthia Aguilar	\$205.00
Hannah Boivin	\$117.50
Tina Hull	\$107.00
Connie Kolosey	\$99.00
Barbara Kessler	\$97.00
Donna Bryant	\$81.00
Ruth Lawrence	\$54.00
Katie Vitale	\$45.00
Barbara Bloom	\$25.00
Penny Jackson	\$1,439.00

GREAT START

Don't miss out on
Bonus Bundles of \$110
 retail or more!

Name	# of Product Bundles earned	Amount to Earn next Free Product Bundle	Last Day to Redeem
Carole Arrowood	0	\$600 whs	1/31/24
Jennifer DeCroes	0	\$600 whs	1/31/24
Mattie Gibson	0	\$600 whs	1/31/24
Sheila Love	0	\$600 whs	1/31/24
Carolyn Jones	0	\$600 whs	2/29/24
Andria Stark	1	\$564.10 whs	2/29/24
Ana Montalvo	0	\$600 whs	4/30/24



START SOMETHING Beautiful!

eSTART \$35



The first step in starting a Mary Kay business is with Mary Kay eStart!

- Includes:
- Welcome Brochure
 - Great Start Brochure
 - The Look catalog
 - TimeWise Miracle Set Sample Set in Normal/Dry AND Combination/Oily
 - TimeWise Eye Cream Samples
- PLUS a beautifully branded website for one year and apps, education, digital tools, and digital marketing resources to help you manage your business!

OPTIONAL ADD-ONS

Build your ideal Mary Kay business with one or both of these options!
 Customize your Startup Experience anytime within your first 15 Days!

eSTART Plus +45



This startup option includes essential business resources and product samples to share with your first customers!

- Includes:
- Skin care and color product samples
 - Sales Tickets
 - Beauty Profile Cards
 - The Look catalogs

eSTART Pro +90

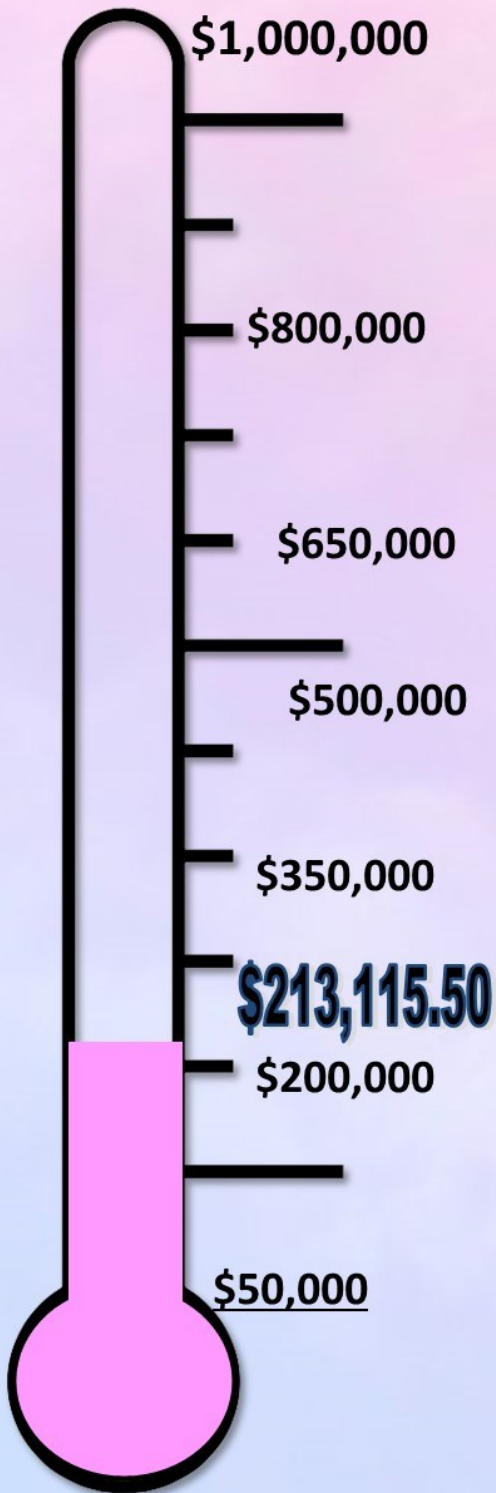


This startup option can help empower your sales with retail-sized products and additional business resources!

- Includes:
- Retail-sized products to sample
 - Product samples
 - Essential party supplies
 - Mary Kay Pro Start Tote
 - Flip Chart Binder With Pages
 - Sales Tickets
 - Beauty Profile Cards
 - The Look catalogs

Seminar 2024 Goal Tracking our way to Million \$ Circle of Excellence Prestige!

Goal: 1,000,000 Retail, Remaining: \$786,884.50



Hawaii
MAUI
Pink in Paradise
KONA
2024 TOP SALES DIRECTOR TRIP

Kayak • Snorkel • Catamaran • Cooking Class • Golf • UTV • Ku'ia Estate Chocolate Tour • Spa • Zipline • Tours

TOP SALES DIRECTOR TRIP
Maui, Hawaii
Sept 5-11, 2024

TOP SALES PRESTIGE TRIP
Kona, Hawaii
Sept 11-14, 2024



Seminar 2024 YTD Court of Sales & Sharing



Top 5 YTD Personal Retail Court



**Gretchen
Saunders**



**Jennifer
Martin**



**Ruth Ann
Allison**



**Barbie
Tsagaris**



**Deborah
Grindinger**

YTD Retail Court

Rank	Conslt Name	YTD Total
1	Gretchen Saunders	\$12,904.00
2	Jennifer Martin	\$7,763.00
3	Ruth Ann Allison	\$7,333.00
4	Barbara Tsagaris	\$6,026.00
5	Deborah Grindinger	\$4,965.00
6	Veronica Perez	\$4,906.00
7	Robin Rowe	\$4,838.00
8	Shawn Fand	\$4,629.00
9	Rhonda Ricohermoso	\$3,994.00
10	JoAnn Nestor	\$3,346.00
11	Karen Hillstead	\$3,275.00
12	Jeanne Bordelon	\$3,040.00
13	Phyllis Wilson	\$2,721.00
14	Tina Nelson	\$2,644.00
15	Toni Kelley	\$2,561.00
16	Marylyn Cantrell	\$2,494.00
17	Rebekah Wagenschutz	\$2,417.00
18	Bethany Duntley	\$2,326.00
19	Ludivina Bernal	\$2,300.00
20	Tina Hull	\$2,235.00

YTD Sharing Court



Name	Sem Qual Team Member
Ruth Ann Allison	1
Penny Jackson	3



Top 10 Teams

Team & Personal Wholesale Production

Results as of 12/31/23

#1



Red Jacket
Stephanie Narron
\$2,604.50

Heidi L. Crock	Faith V. Sajdak
Stephanie Mitas	Leslie J. Tennyson
Stacy R. Narron	Paula K. Ifft
Sandra Narron	Carna Barnes
Christine Hedges	

#2



Red Jacket
Debi Frock-Lyons
\$1,429

Karen Coale	Priyanka Marek
Jeanne Cox	Irene McCoubrey
Anita Dudek	Wendy Messersmith
Johanna Federwisch	Angelita Ortiz
Vickie Foster	Bonnie Orzechowski
Debbie Hoffmann	Jennifer Rakowski
Suzanne Kiddy	Deniece Strudwick
	Christy Whaley
	Gayle Williams


#3



Team Leader
Catina Kridler
\$1,388.25

Cynthia Bobkoskie	Calli Mora-Higgins	Rebekah Phillips
Laura Brzoska	Cassie Larson	Carol Sirianni
Christina Callon	Tomacita Luna	Linda Taylor
Angela Dillon	Trina Maguire	Monica Townley
Maria Israel	Nathan Namolik	Lauren Weber
Judith Lade	Stephanie Nigro	Ryein Weber
Deirdre Dimmitt	Jennifer Peacock	
	Kelly Stoupe	
	Christal Stovall	

#4



Red Jacket
Veronica Perez
\$1,145

Donna Black
Jazmine Gonzalez
Lidieth Segura
Mayra Sierra

#5



Elite Team Leader
Karen Hillstead
\$1,035

Deborah Brock	Traci MacDonald
Karen Buckner	Tina Nelson
Sue Fritschmann	Rhonda Ricohermoso
Kara Hillstead	Robin Rowe
Samantha Hillstead	Annette Sisk
Sarah Hillstead	Izumi Sodetz
Karen Komatz	Jo Todd
Jodi Lishinski	Laura Voght
	Kaitlyn Wells

#6



Sr. Consultant
Jeanne Bordelon
\$940.10

Gina Sternfels

#7



Sr. Consultant
Angelita Ortiz
\$839

Bienvenida Brito
Josefina Lapaix
Jasmine Ortiz-Hebert


#8



Red Jacket
Robin Nellis
\$775.50

Amy Christensen	Selena Semanco
Barbara Frisco	Melody Linqvist
Jo-Ann Renaud	Joyce Giesler
	Terre Jeeffcoat
	Susan Lahue
	Anaka Hudson
	Dorie Shaddock

#9



Sr. Consultant
Lynn Smith
\$619.60

Heather Colgrove
Melinda Duncan

#10



Sr. Consultant
Barbie Tsagaris
\$616

Barbara Ahrndt	Emily Worsham
Angeline Janetacos	Carol Arrowood
Anna Tripodis	Mattie Gibson
Jean Tsagaris	

Soar Like Never Before! Senior Consultants and Up



Karen Hillstead



Barbara Bloom



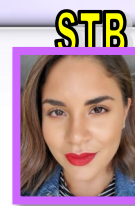
Victoria Peasley



Evelyn Cooper



Stephanie Narron



Victoria Perez



Gretchen Saunders

First Name	Last Name	Career Level
Karen	Hillstead	ETL
Barbara	Bloom	TL
Victoria	Peasley	TL
Evelyn	Cooper	STB
Stephanie	Narron	STB
Veronica	Perez	STB
Gretchen	Saunders	STB
Jeanne	Bordelon	SC
Marylyn	Cantrell	SC
Bethany	Duntley	SC

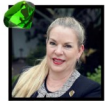
First Name	Last Name	Career Level
Dawn	Durocher	SC
Brenda	Leak	SC
Susan	McGuigan	SC
JoAnn	Nestor	SC
Brigittee	Pelrine	SC
Rhonda	Ricohermoso	SC
Robin	Rowe	SC
Tonya	Sorrell	SC
Barbie	Tsagaris	SC

On-Target 2nd Quarter Stars

12/16/23-3/15/24

Congratulations!

Congratulations 2nd Quarter Stars Lucky Stars



Penny Jackson
Emerald Star



Gretchen Saunders
Ruby Star



Barbie Tsagaris
Sapphire Star



Jennifer Martin
Sapphire Star



Veronica Perez
Sapphire Star



Cindy Durant
Emerald Star



Danielle Fortin
Sapphire Star

Contest Credit Needed

Name	Sapphire	Ruby	Diamond	Emerald	Pearl
Jeanne Bordelon	\$ 1,426.50	\$ 2,026.50	\$ 2,626.50	\$ 3,226.50	\$ 4,426.50
Gina Sternfels	\$ 1,474.00	\$ 2,074.00	\$ 2,674.00	\$ 3,274.00	\$ 4,474.00
Karen Blunk	\$ 1,480.00	\$ 2,080.00	\$ 2,680.00	\$ 3,280.00	\$ 4,480.00
Deborah Grindinger	\$ 1,485.00	\$ 2,085.00	\$ 2,685.00	\$ 3,285.00	\$ 4,485.00
Rhonda Ricohermoso	\$ 1,502.00	\$ 2,102.00	\$ 2,702.00	\$ 3,302.00	\$ 4,502.00
Tammy MacMillan	\$ 1,534.00	\$ 2,134.00	\$ 2,734.00	\$ 3,334.00	\$ 4,534.00
Glenda Johnson	\$ 1,546.00	\$ 2,146.00	\$ 2,746.00	\$ 3,346.00	\$ 4,546.00
Lidieth Segura	\$ 1,551.00	\$ 2,151.00	\$ 2,751.00	\$ 3,351.00	\$ 4,551.00
Amy LaRavia	\$ 1,553.00	\$ 2,153.00	\$ 2,753.00	\$ 3,353.00	\$ 4,553.00
Sheila Lunsway	\$ 1,554.50	\$ 2,154.50	\$ 2,754.50	\$ 3,354.50	\$ 4,554.50

Welcome New Consultants

*Who will you
Recruit this month?*



Team Commissions

Name	Team Commission	%
Stephanie Narron	208.36	8
Karen Hillstead	67.46	9
Barbara Bloom	50.45	9
Veronica Perez	30.90	6
Barbara Tsagaris	24.64	4
Tonya Sorrell	24.56	4
Jeanne Bordelon	13.04	4
Marylyn Cantrell	9.28	4
Gretchen Saunders	9.28	4
Brigitte Pelrine	4.70	4
Bethany Duntley	1.80	4
Penny Jackson	701.35	13

Happy Anniversary February




FEBRUARY	
Name	Years
JoAnn Nestor	28
Karrie Welch	25
Loren Goldman	25
Candy Roy	24
Jodi Hardcastle	20
Samantha Wallace	20
Susan Gates	20
Jana Spanier	18
Gabriella D'Elia	17
Yvonne Palmer	16
Michele Ruffridge	16
Donna Bryant	15
Amber Johnson	14
Karen Blunk	14
Joan Sigal	13
Melissa Wohlberg	13
Teresa Whelan	9
May Jean Aldas	8
Anne Goodman	8
Tanya Ouellette	8
Tamra Nutile-Curran	5
Angela Green-Izzo	4
Beth Rhoton	3
Judy Stone	2
Letizia DiCarlo	2

Happy Birthday February

FEBRUARY	
Name	Birthday
Barbara Greitzer	5
Andria Stark	6
Carole Arrowood	7
Tina Nelson	7
Connor Baxter	8
Tammy Stantz	10
Anna Tripodis	15
Bethany Duntley	16
Tina Sly	17
Carol Cherapan	21
Anne Goodman	22
Jennifer DeCroes	24
Andrea Couture	25
Dawn Durocher	26
Tiffany Linstad	26
Kimber Duncan	27
Amber Johnson	27
Jana Spanier	27
Gina Sternfels	28

January 2024

Lucky Stars Unit

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
<p>Launch to Leadership Call >>> Mon-Sat 8:30-8:45 AM! 605-313-4819 909544# Playback 605-313-4896 909544#. Then # again.</p>	<p><i>Happy New Year</i></p> <p>1</p>	<p>6:30pm-LaQuinta 21338 US HWY19 N Clwtr Success & Guest Makeovers</p> <p>2</p>	<p>3</p>	<p>4</p>	<p>5</p>	<p>6</p>
<p>7</p>	<p>7pm EST Jackson Celebration & InTouch Training 633 732 4875 PW 991366 **Fill out Google form by Noon for recognition</p> <p>8</p>	<p>6:30pm-LaQuinta 21338 US HWY19 N Clwtr Success & Guest Makeovers</p> <p>9</p>	<p>7pm EST BEAUTY BINGO Zoom 443 974 8520 No PW Invite Guests!</p> <p>10</p>	<p>11</p>	<p>12</p>	<p>8am-Sunshine Superstart Daytona</p> <p>13</p>
<p>14</p>	<p> 7pm EST Jackson Success Mtg & Guest Makeovers Zoom 633 732 4875 PW 991366</p> <p>15</p>	<p>6:30pm-LaQuinta 21338 US HWY19 N Clwtr Success & Guest Makeovers</p> <p>16</p>	<p> Spring PCP Deadline</p> <p>17</p>	<p>18</p>	<p>19</p>	<p>20</p>
<p>Diamond & Sapphire  21</p>	<p>Diamond & Sapphire  22</p>	<p>Diamond & Sapphire  23</p>	<p>Diamond & Sapphire  24</p>	<p>25</p>	<p>26</p>	<p>27</p>
<p>28</p>	<p>7pm EST Jackson Success Mtg & Guest Makeovers Zoom 633 732 4875 PW 991366</p> <p>29</p>	<p>6:30pm-LaQuinta 21338 US HWY19 N Clwtr Success & Guest Makeovers</p> <p>30</p>	<p>Last day of the month to place online orders.</p> <p>31</p>			





ESSD Penny Jackson
544 Wexford Dr. E
Palm Harbor, FL 34683
727-459-9360

To the Amazing:

soar Jackson Area
like never Success
before Meeting
MARY KAY

Monday's
7-8pm EST/6-7pm CT

Zoom
633 732 4875
PW 991366

Launch-Leadership Call



Mon-Fri 8:30am
605-313-4819
Access code- 909544#

Playback
605-313-4896
Access code- 909544#,# again

PIC•COLLAGE