



**Penny Jackson**  
ESS Director

# Penny's Lucky Stars Newsletter



February 2024 Newsletter January 2024 Results



**Queen of Wholesale**  
Rebekah Wagenschultz



**YTD Sales Queen**  
Gretchen Saunders



**Monthly Queen of Sharing**  
Veronica Perez



**YTD Sharing Queen**  
Ruth Ann Allison

## January Soaring Achievers!

**soar like never before**  
MARY KAY

MARY KAY

January 2024

Rebekah

Jennifer

Cindy

Penny

**soar like never before**  
MARY KAY

ORDER A CUMULATIVE \$600 WHOLESALE IN FEBRUARY AND EARN THESE BEAUTIFUL SILVER DANGLE EARRINGS!

# Message from Penny

Lucky Stars!

Welcome to February - the month of LOVE!!!! What a better way to show your love of MK than to pass it on. Pass on our amazing MK products and our incredible business opportunity. Where else in the world can you:

- Save money on your cosmetics & skin care
- Make money by sharing your favorite things with your friends & family
- Grow your financial future by developing a customer base that loves you and our products
- Have tons of fun with your MK friends & customers at our incredible events
- Develop personal & business skills
- Earn cars that you drive for Free

Aren't you glad that someone asked you to join our team???? Then lets pass it on!!!! We have a 29 Days of Love series that will help you get excited, develop confidence and start telling everyone you know about Mary Kay. It's 29 short videos from the top Nationals & Directors on Sharing the Love tips. I hope you watch all of them. What a great way to get your day started.

Check out the amazing new products - especially our new Mineral Facial Sunscreen!!!! It's amazing and good even for children. What a great addition to our line - just in time for Spring Break.

I am so proud of our Unit!!! Each of you are a critical part of our record breaking team. I appreciate all you do - every time you stretch out of your comfort zone to ask one more person to try our products. We are a powerful TEAM - Together Everyone Achieves More.

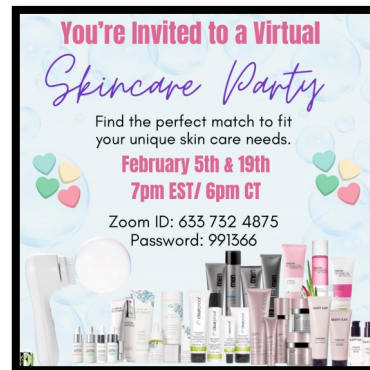
Thanks so much for all you do. I appreciate you! ~Penny



**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 a Virtual Skincare Party**

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

**February 5th & 19th**  
**7pm EST/ 6pm CT**

Zoom ID: 633 732 4875  
Password: 991366



*Galentine's Makeovers*

JOIN US FOR MAKEOVERS.  
NEW PRODUCT PREVIEW  
PANEL & PRIZES!

*Thursday Feb. 8th*  
*6:30pm*

Panera Bardmoor  
10801 Starkey Rd Largo  
RSVP TO YOUR CONSULTANT



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









# 6 MOST IMPORTANT THINGS

*Penny Jackson*  
and the  
**Lucky Stars Unit**

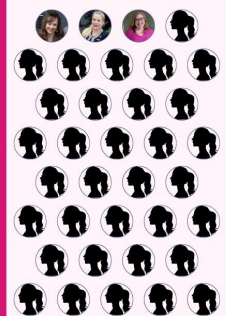
### Unit Great Start-Qualified Beauty Consultants JANUARY 1 - JUNE 30, 2024

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
name	name	name

DIQ:  1-3 month plan  
 4-6 month plan  
 Active Team Member

DIQ:  1-3 month plan  
 4-6 month plan  
 Active Team Member

OFFSPRING DIRECTOR *name*

### 10% Unit Growth FOR JUNE 2024 MONTHEND



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



# February

## Winners Celebration!

**Saturday March 16th**  
**1pm**

**Sarasota Area Location TBA**



*Guest Speaker*  
*NSBT Kendra Cross*

**3 Ways to Win!**

- February New Consultant
- Recruit a Feb. New Consultant
- \$600 whs order & 10 New Faces in Feb.

## PRICE INCREASE ON FEBRUARY 16, 2024

	Current Retail Price	Suggested Retail as of 2/16/24		Current Retail Price	Suggested Retail as of 2/16/24
<b>Skin Care</b>			<b>Satin Hands Pampering Sets</b>		
Moisture Renewing Gel Mask	24.00	26.00	Fragrance Free	36.00	38.00
3-in-1 Cleansing Bar	24.00	26.00	White Tea & Citrus	36.00	38.00
ClearProof Acne System	50.00	56.00	<b>Body Care</b>		
Blemish Control Toner	16.00	18.00	2-in-1 Body Wash & Shave	16.00	18.00
Acne Treatment Gel	12.00	14.00	Hydrating Lotion	16.00	18.00
Clarifying Cleansing Gel	18.00	20.00	<b>White Tea &amp; Citrus</b>		
Oil Free Moisturizer	20.00	22.00	Revitalizing Shea Scrub	20.00	22.00
Clear Proof Go Set	24.00	26.00	Indulgent Shea Wash	20.00	22.00
Deep Cleansing Charcoal Mask	25.00	26.00	Silkening Shea Lotion	20.00	22.00
<b>Customized Skin Care</b>			Whipped Shea Cream	24.00	26.00
Instant Puffiness Reducer	35.00	38.00	<b>Apple &amp; Almond</b>		
Extra Emollient Night Cream	16.00	18.00	Shower Gel	14.00	16.00
Intense Moisturizing Cream	34.00	36.00	Body Lotion	14.00	16.00
Oil-Free Hydrating Gel	34.00	36.00	<b>Berry &amp; Vanilla</b>		
<b>Color Cosmetics</b>			Shower Gel	14.00	16.00
Supreme Hydrating Lipsticks	18.00	20.00	Body Lotion	14.00	16.00
Gel Semi-Shine Lipsticks	18.00	20.00	<b>Beauty Tools</b>		
Gel Semi-Matte Lipsticks	18.00	20.00	Pro Palette	25.00	28.00
Unlimited Lip Gloss	16.00	18.00	Perfect Palette	18.00	20.00

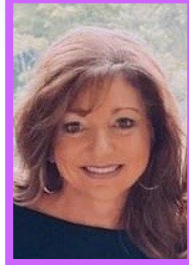
# Soaring Like Never Before Top 5 "Monthly" Wholesale



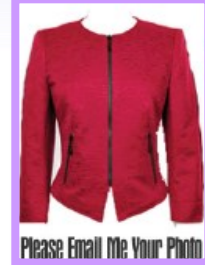
**Rebekah  
Wagenschutz**



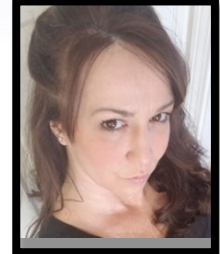
**Jennifer  
Martin**



**Annette  
Sisk**



**Samantha  
Wallace**



**Bethany  
Duntley**

*Look who Invested in their Business in January*

Name	Unit Wholesale
<b>Rebekah Wagenschutz</b>	<b>\$658.00</b>
<b>Jennifer Martin</b>	<b>\$650.00</b>
<b>Annette Sisk</b>	<b>\$377.00</b>
<b>Samantha Wallace</b>	<b>\$358.00</b>
<b>Bethany Duntley</b>	<b>\$341.00</b>
Barbara Tsagaris	\$334.50
Karen Blunk	\$320.00
Heidi Crock	\$310.50
Hannah Boivin	\$303.00
Shawn Fand	\$285.50
Loren Goldman	\$281.00
Kathleen Prichard	\$260.00
Ruth Ann Allison	\$254.00
Angela Ducos	\$252.50
Andrea Couture	\$252.00
Susan McGuigan	\$247.00
Karen Hillstead	\$244.00
Jennie Jordan	\$242.50
Evelyn Cooper	\$240.00
Helene Newsome	\$238.50
Julie Dulac	\$238.00
Sabrina Mosiello	\$236.50
Crystal Feyerabend	\$234.00
Katherine Foster	\$232.00

Edeline Joseph-Theophile	\$232.00
Monique Papia	\$230.00
Deanna Barbin	\$229.50
Miranda Moses	\$229.00
Connie Huggett	\$227.00
Jodi Lishinski	\$227.00
Brigitte Pelrine	\$226.00
Karrie Welch	\$226.00
Teresa Whelan	\$226.00
Marylyn Cantrell	\$225.00
Jana Spanier	\$217.00
Sarah Hillstead	\$197.50
Gabriella D'Elia	\$134.00
Phyllis Wilson	\$96.00
Reva Henderson	\$94.00
Andria Stark	\$91.00
Dorne Tzoucalis	\$85.00
Veronica Perez	\$76.00
Suzanne Kelliher	\$64.00
Dawn Durocher	\$52.00
Rhonda Ricohermoso	\$38.00
Gretchen Saunders	\$31.50
Maureen Smith	\$31.00
Karen Coultas	\$28.00
Robin Rowe	\$25.00
Deborah Grindinger	\$12.50
Penny Jackson	\$600.00

# 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
Carolyn Jones	0	\$600 whs	2/29/24
Andria Stark	1	\$473.10 whs	2/29/24
Ana Montalvo	0	\$600 whs	4/30/24
Kimberly Prouix	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



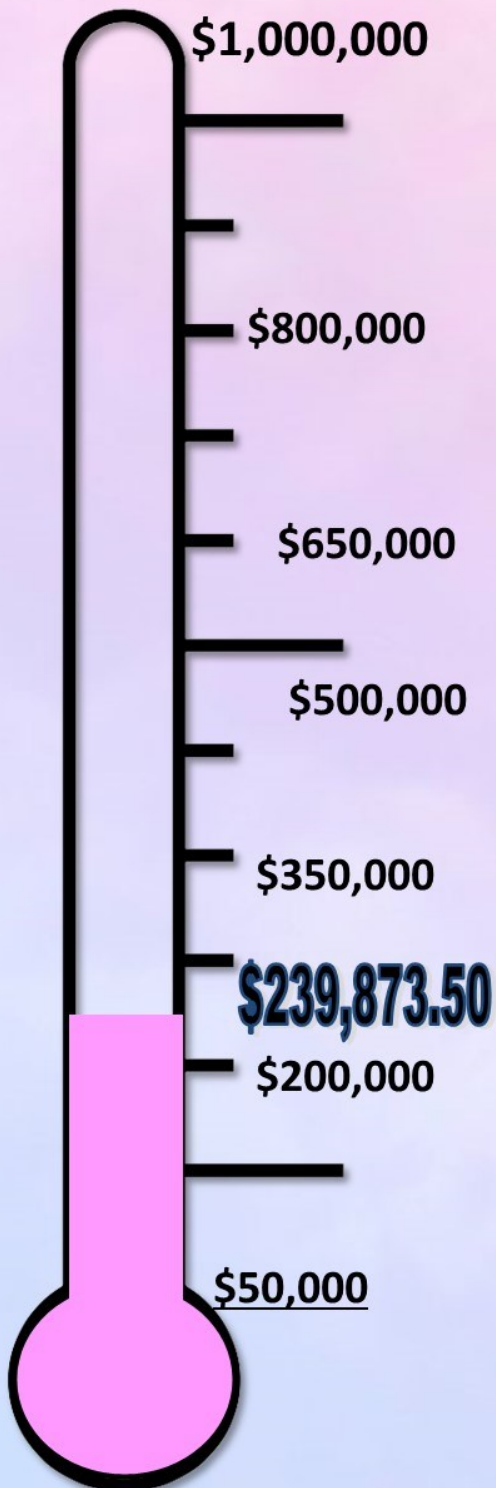
This startup option can help empower your sales with retail-sized products and additional business resources!

- 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: \$760,126.50



*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**



**Shawn  
Fand**

### YTD Retail Court

Rank	Conslt Name	YTD Total
1	Gretchen Saunders	\$12,967.00
2	Jennifer Martin	\$9,063.00
3	Ruth Ann Allison	\$7,841.00
4	Barbara Tsagaris	\$6,695.00
5	Shawn Fand	\$5,200.00
6	Veronica Perez	\$5,058.00
7	Deborah Grindinger	\$4,990.00
8	Robin Rowe	\$4,888.00
9	Rhonda Ricohermoso	\$4,070.00
10	Karen Hillstead	\$3,763.00
11	Rebekah Wagenschutz	\$3,733.00
12	JoAnn Nestor	\$3,346.00
13	Jeanne Bordelon	\$3,040.00
14	Bethany Duntley	\$3,008.00
15	Marylyn Cantrell	\$2,944.00
16	Phyllis Wilson	\$2,817.00
17	Tina Nelson	\$2,644.00
18	Toni Kelley	\$2,561.00
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 1/31/24

### #1



Red Jacket

Debi Frock-Lyons

\$2,118.75

Karen Coale  
Jeanne Cox  
Anita Dudek  
Johanna Federwisch  
Vickie Foster  
Debbie Hoffmann  
Suzanne Kiddy

Irene McCoubrey  
Wendy Messersmith  
Angelita Ortiz  
Bonnie Orzechowski  
Jennifer Rakowski  
Deniece Strudwick  
Christy Whaley  
Gayle Williams

### #2



Red Jacket

Stephanie Narron

\$1,510

Heidi L. Crock  
Stephanie Mitas  
Stacy R. Narron  
Sandra Narron  
Christine Hedges

Faith V. Sajdak  
Leslie J. Tennyson  
Paula K. Ifft  
Carna Barnes

### #3



Sr. Consultant

Tonya Sorrell

\$1,362.50

Susan Brule  
Linda Horne  
Catherine McKellar

### #4



Elie Team Leader

Karen Hillstead

\$1,108.50

Deborah Brock  
Sue Fritschmann  
Kara Hillstead  
Samantha Hillstead  
Sarah Hillstead  
Karen Komatz  
Jodi Lishinski

Traci MacDonald  
Tina Nelson  
Rhonda Ricohermoso  
Robin Rowe  
Annette Sisk  
Izumi Sodetz  
Jo Todd  
Laura Voght  
Kaitlyn Wells

### #5



Red Jacket

Catina Kridler

\$936.50

Laura Brzoska  
Christina Callon  
Angelia Dillon  
Maria Israel  
Judith Lade  
Deirdre Dimmitt

Calli Mora-Higgins  
Cassie Larson  
Tomacita Luna  
Trina Maguire  
Nathan Namolik  
Stephanie Nigro  
Jennifer Peacock  
Kelly Stoupe  
Christal Stovall

Rebekah Phillips  
Carol Sirianni  
Linda Taylor  
Monica Townkey  
Lauren Weber  
Ryein Weber

### #6



Sr. Consultant

Jennifer Martin

\$884

Crystal Feyerabend

### #7



Brigette Pelrine

Red Jacket

\$767

Hannah Boivin  
Julie Dulac  
Emily Lemoine  
Tamra Nutile-Curran

### #8



Sr. Consultant

Lynn Smith

\$653

Heather Colgrove  
Melinda Duncan

### #9



Sr. Consultant

Brenda Leak

\$650

Jennifer Martin

### #10



Consultant

Christine Renzi

\$636

Carolyn Deshaies  
Holly Deshaies



# Soar Like Never Before! Senior Consultants and Up



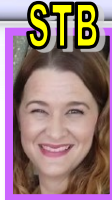
**Karen Hillstead**



**Victoria Peasley**



**Barbara Bloom**



**Stephanie Narron**



**Brigitte Pelrine**



**Gretchen Saunders**

First Name	Last Name	Career Level
Karen	Hillstead	ETL
Victoria	Peasley	TL
Barbara	Bloom	STB
Stephanie	Narron	STB
Brigitte	Pelrine	STB
Gretchen	Saunders	STB
Ruth Ann	Allison	SC
Jeanne	Bordelon	SC
Marylyn	Cantrell	SC
Gabriella	D'Elia	SC

First Name	Last Name	Career Level
Bethany	Duntley	SC
Brenda	Leak	SC
Susan	McGuigan	SC
Jennifer	Martin	SC
Veronica	Perez	SC
Rhonda	Ricohermoso	SC
Tonya	Sorrell	SC
Barbie	Tsagaris	SC
Phyllis	Wilson	SC



## On-Target 3rd Quarter Stars

12/16/23-3/15/24



Name	Contest Credit Needed				
	Sapphire	Ruby	Diamond	Emerald	Pearl
Penny Jackson	\$ 519.00	\$ 1,119.00	\$ 1,719.00	\$ 2,319.00	\$ 3,519.00
Gretchen Saunders	\$ 931.50	\$ 1,531.50	\$ 2,131.50	\$ 2,731.50	\$ 3,931.50
Robin Rowe	\$ 1,125.00	\$ 1,725.00	\$ 2,325.00	\$ 2,925.00	\$ 4,125.00
Deborah Grindinger	\$ 1,128.00	\$ 1,728.00	\$ 2,328.00	\$ 2,928.00	\$ 4,128.00
Rebekah Wagenschutz	\$ 1,142.00	\$ 1,742.00	\$ 2,342.00	\$ 2,942.00	\$ 4,142.00
Jennifer Martin	\$ 1,150.00	\$ 1,750.00	\$ 2,350.00	\$ 2,950.00	\$ 4,150.00
Latrechia Sisk	\$ 1,423.00	\$ 2,023.00	\$ 2,623.00	\$ 3,223.00	\$ 4,423.00
Jeanne Bordelon	\$ 1,426.50	\$ 2,026.50	\$ 2,626.50	\$ 3,226.50	\$ 4,426.50
Samantha Wallace	\$ 1,442.00	\$ 2,042.00	\$ 2,642.00	\$ 3,242.00	\$ 4,442.00
Bethany Duntley	\$ 1,459.00	\$ 2,059.00	\$ 2,659.00	\$ 3,259.00	\$ 4,459.00
Rhonda Ricohermoso	\$ 1,464.00	\$ 2,064.00	\$ 2,664.00	\$ 3,264.00	\$ 4,464.00
Barbara Tsagaris	\$ 1,465.50	\$ 2,065.50	\$ 2,665.50	\$ 3,265.50	\$ 4,465.50

# Welcome New Consultants

New Consultant	Recruiter
Ana Montalvo	Veronica Perez
Kimberly Proulx	Katie Vitale

**Welcome!**  
**Send us your picture**  
**& friend us on Facebook!**

# Team Commissions

Name	Team Production	Team Commission	%
Karen Hillstead	\$864.50	\$77.81	9
Brigitte Pelrine	\$541.00	\$21.64	4
Rhonda Ricohermoso	\$285.50	\$11.42	4
Gretchen Saunders	\$254.00	\$10.16	4
Gabriella D'Elia	\$236.50	\$9.46	4
Jennifer Martin	\$234.00	\$9.36	4
Ruth Ann Allison	\$232.00	\$9.28	4
Susan McGuigan	\$85.00	\$3.40	4
Barbara Bloom	\$31.00	\$1.24	4
Penny Jackson	\$2,421.50	\$314.80	13

# Happy Anniversary March

## MARCH

Name	Years
Penny Jackson	35
Karen Hillstead	32
Karen Komatz	26
Tonya Sorrell	22
Maribeth Putzel	21
Fejzija Seferi	20
Tina Hull	19
Maurisa Bussy	17
Kimberly Stimson	17
Susan Brule	17
Marylyn Cantrell	15
Stephanie Narron	15
Jennifer Baralt	14
Theresa Cutrara	14
Sandra Narron	14
Stacy Narron	14
Barbara Tsagaris	11
Karen Coultas	10
Jean Rowe	5
Kayla Hampe	3
Carole Tyrell	3
Robin Rowe	3
Emily Lemoine	3
Laura Voght	3
Connie Kolosey	1
Phyllis Wilson	1
Evelyn Cooper	1
Cimmone Ferry	1
Cyndi Olmstead	1
Susan Schoonover	1
Kimber Duncan	1
Tracy King	1
Leisa Everhart	1
Gwendolyn Watson	1

# Happy Birthday March



## MARCH

Name	Birthday
Lidieth Segura	4
Jazmine Gonzalez	6
Carie Cutting	11
Donna Bryant	12
Jennifer Baralt	14
Karen Blunk	14
Tracy King	15
Joan Diamond-Rego	16
Rhonda Ricohermoso	17
Ana Montalvo	20
Kathleen Prichard	21
Barbara Tsagaris	23
Jodi Lishinski	24
Maureen Smith	25
Virginia Spencer	25
Diane Humphery	26
Fejzija Seferi	27
Karen Coultas	29
Lori Ford	30



# February 2024

Lucky Stars Unit

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
<p>Launch to Leadership Call &gt;&gt;&gt; Mon-Sat 8:30-8:45 AM! 605-313-4819 909544# Playback 605-313-4896 909544#. Then # again.</p>						
<p>4 Career Conf Registration Opens</p>	<p>5 7pm EST Jackson Success Zoom 633 732 4875 PW 991366 &amp; Guest Makeovers</p>	<p>6 6:30pm-LaQuinta 21338 US HWY19 N Clwtr Success &amp; Guest Makeovers</p>	<p>7 7pm EST BEAUTY BINGO Zoom 443 974 8520 No PW Invite Guests!</p>	<p>8 6:30pm Galentine's Makeovers &amp; New Product Preview Panera Bardmoor 10801 Starkey Rd Largo</p>	<p>9</p>	<p>10 Spring early ordering for Stars &amp; PCPI</p>
<p>11</p>	<p>12 7pm EST Jackson Success Zoom 633 732 4875 PW 991366</p>	<p>13 6:30pm-Galentine's Guest Makeovers LaQuinta 21338 US HWY19 N Clwtr Success &amp; Guest Makeovers</p>	<p>14 Valentine's Day </p>	<p>15 Everyone can order the new Spring Products!</p>	<p>16</p>	<p>17</p>
<p>18</p>	<p> Presidents Day 19 7pm EST Jackson Success Zoom 633 732 4875 PW 991366 &amp; Guest Makeovers</p>	<p>20 6:30pm-LaQuinta 21338 US HWY19 N Clwtr Success &amp; Guest Makeovers</p>	<p>21</p>	<p>22</p>	<p>23</p>	<p>24</p>
<p>25</p>	<p>26 7pm EST Jackson Success Zoom 633 732 4875 PW 991366</p>	<p>27 6:30pm-LaQuinta 21338 US HWY19 N Clwtr Success &amp; Guest Makeovers</p>	<p>28</p>	<p>29 Last day of the month to place online orders.</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