



Penny Jackson
ESS Director

Penny's Lucky Stars Newsletter



March 2024 Newsletter February 2024 Results



Queen of Wholesale
Robin Rowe



YTD Sales Queen
Gretchen Saunders



Monthly Queen of Sharing
This Can Be You!



YTD Sharing Queen
Ruth Ann Allison

February Soaring Achievers!

 Penny	 Robin	 Gretchen	 Deborah
 Kimberly	 Shawn	 Jennifer	 Cindy
 Rose	 Lexy	 ---	 ---

LUCKY STARS & A-TEAM




ORDER A CUMULATIVE \$600 WHOLESALE IN MARCH AND EARN THIS TURQUOISE AND IRIDESCENT COSMETIC BAG

Message from Penny

Lucky Stars!!!!

WOWWWWWWWWWW! Have you seen the news for Miracle March!!!!??? It's totally incredible!!!! First Mary Kay is offering Double Credit for Sales & Sharing!!!! What does this mean??? Everything counts twice for the year end contests. It could propel you into the top 10 of our Unit or the Princess court of the National courts of Sales & Sharing!!!!

This is the month to pull out all the stops and race to your MK victory!!!!

Could there be more??? Yes!!!! Mary Kay is offering a \$10 e-start for New Consultants!!!! Who do you know that has thought about having a business? Who do you know that used to be in MK and would love to have their 50% discount back???? Who do you know that has \$10 & would love to help you hit your goal??? I encourage you to passionately chat with them immediately!!!! If you don't share the great news - someone else will.

And there is even MORE!!!! It's my 35th Anniversary in Mary Kay so we have a fabulous contest & are doing prize drawings through the month. Make sure you complete the google form for every face & career chat you complete to get your name in the drawings right away. We will be celebrating April 9!!!! You definitely want to make sure you do what it takes to get to the Royalty Reception!!!!

This will be the month that people will talk about for years. Lives & Careers will be changed by those that grab this opportunity and run with everything they've got for 31 days!!!! I hope you decide to be that person.

Let's do this!!!!
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.

March 11th & 25th
7pm EST/ 6pm CT

Zoom ID: 633 732 4875
Password: 991366



You're Invited

For a Fun Makeover Night!

Weds. March 13th
6:30pm
Panera 10801 Starkey Rd Largo
RSVP



YOU'RE INVITED TO

**Mary Kay
Beauty Bingo**

Wed March 13th
7pm EST

Fun & Prizes!

Zoom ID
443 974 8520
NO PASSWORD



PENNY'S 35TH ANNIVERSARY MARCH CHALLENGE

**GOAL: 35 NEW AREA
MEMBERS!**

**APRIL CELEBRATION
TIME & DATE TBA**

**All participating consultants & guests will be
invited to the April Celebration!**

Royalty Reception for Consultants & Directors with:

- Units with 35 Career Chats
 - 35 March Faces
- Bronze, Silver or Gold Medal
- 10 Chats with your Director
 - \$1000 whs order

**REGISTER YOUR FACES & CHATS
IMMEDIATELY ON THE GOOGLE FORM TO
COUNT FOR RECOGNITION & WEEKLY
PRIZES!**

<https://forms.gle/qU2KT4eFyKLZGyD9A>

MARCH

double credit month



COURT OF SALES



Wholesale	Retail	Bonus	Total
\$225	\$450	\$450	\$900
\$400	\$800	\$800	\$1,600
\$600	\$1,200	\$1,200	\$2,400
\$1,000	\$2,000	\$2,000	\$4,000
\$2,000	\$4,000	\$4,000	\$8,000
\$3,000	\$6,000	\$4,000	\$10,000
\$4,000	\$8,000	\$4,000	\$12,000
\$5,000	\$10,000	\$4,000	\$14,000
\$6,500	\$13,000	\$4,000	\$17,000

Earn \$1 in Seminar bonus credit for each \$1 in estimated retail.
 (Max bonus: \$4,000 in addition to \$13,000 cap)

COURT OF SHARING

Great Start

Qualified	Bonus	Total
1	1	2
2	2	4
3	3	6
4	4	8
5	5	10
10	6	16
13	6	19



Earn double credit for up to 6 Great Start qualified new personal team members!



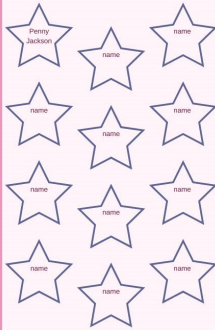
6 MOST IMPORTANT THINGS

Penny Jackson and the Lucky Stars Unit

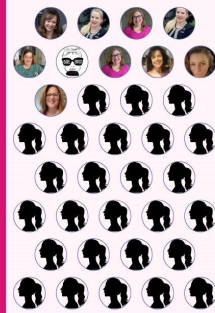
Unit Great Start-Qualified Beauty Consultants JANUARY 1 - JUNE 30, 2024

1.	Kimberly Proulx	2/2024
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:

Adrian Hernandez TL	Stephanie Harmon	Brightie Peltone
Vanessa Perez	Clayton Saunders	Barber Trappan
name	name	name
name	name	name
name	name	name

DIQ: 1-3 month plan

DIQ: 4-6 month plan

DIQ: 7-9 month plan

DIQ: 10-12 month plan

OFFSPRING DIRECTORS: name

10% Unit Growth FOR JUNE 2024 MONTH END



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



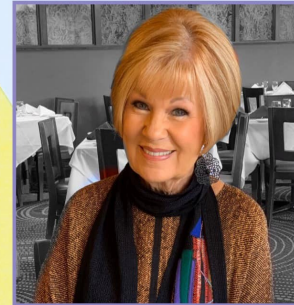
February

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 w/hs order & 10 New Faces in Feb.

6 MOST IMPORTANT THINGS

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

- 12 Unit Great Start -Qualified Consultants**
January 1 - June 30, 2024
Kendra Scott Necklace 
- 12 Unit Star Consultants**
January 1 - June 30, 2024
Lululemon Belt Bag 
- 36 Unit Soar Like Never Before Achievers**
January 1 - June 30, 2024
Stanley Cup 
- First-Line Offspring Sales Director**
January 1 - June 30, 2024
Director Jacket 
- 10% Unit Growth FOR JUNE 2024 MONTH END**
MK Cartigan 
- Beat Prior Unit Sales Volume by 10% January 1 - June 30, 2024**
\$50 Giftcard of your choice! 

*Styles & Colors may vary based on availability



Spring BEAUTY BASH

\$100 CASH DRAWING!

Tuesday March 19th
Doors Open 6pm
La Quinta
21338 US 19 N
Clearwater

Ways to be entered:
• Have a MK Beauty Experience
Feb. 1st-March 19th
• Attend the Beauty Bash
(Must be Present to Win)

FUN, SNACKS, NETWORKING & PRIZES!



Soaring Like Never Before Top 5 "Monthly" Wholesale



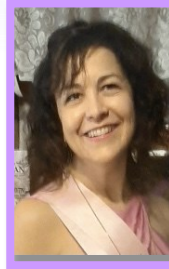
**Robin
Rowe**



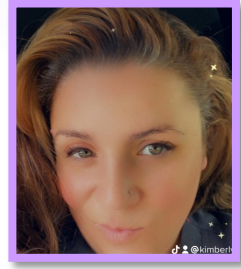
**Gretchen
Saunders**



**Jennifer
Martin**



**Deborah
Grindinger**



**Kimberly
Proulx**

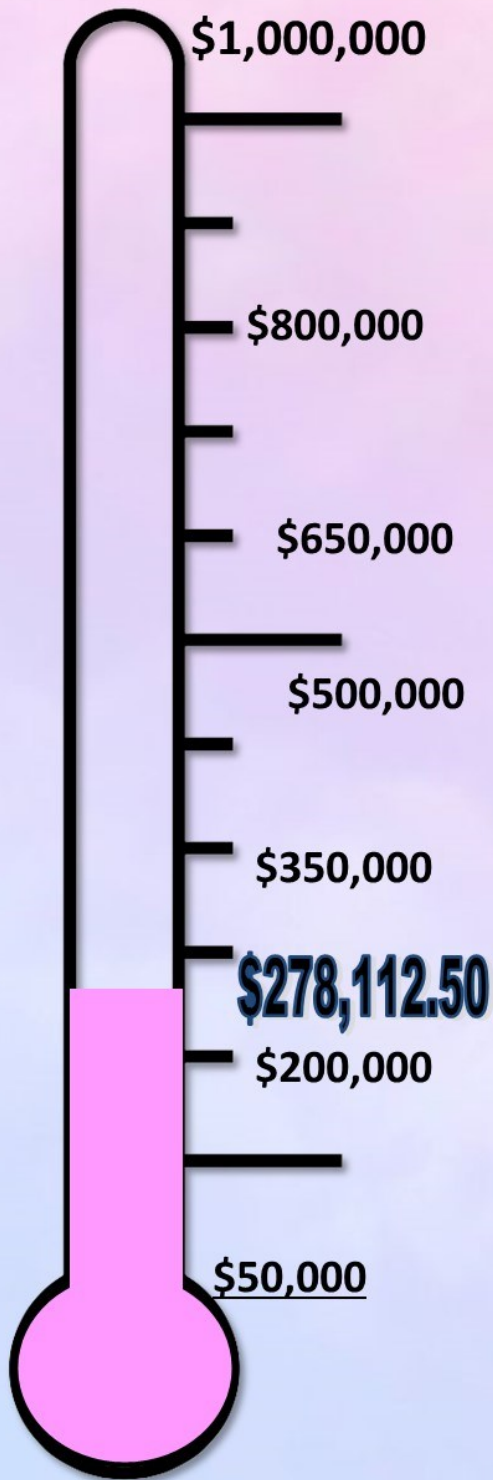
Look who Invested in their Business in February

Name	Unit Wholesale
Robin Rowe	\$853.00
Gretchen Saunders	\$837.00
Jennifer Martin	\$627.00
Deborah Grindinger	\$606.50
Kimberly Proulx	\$606.00
Shawn Fand	\$600.00
JoAnn Nestor	\$482.00
Candy Roy	\$420.00
Melissa Smith	\$388.50
Ludivina Bernal	\$371.00
Daniel Mayorga	\$346.00
Gloria Grassick	\$325.00
Toni Diaco	\$316.00
Jeanne Bordelon	\$298.50
Barbara Greitzer	\$289.00
Marie Whelan	\$289.00
Patty Reinhold	\$280.00
Tina Sly	\$280.00
Marylyn Cantrell	\$262.00
Barbara Ahrndt	\$260.50
Stacey Graves	\$256.00
Barbara Bloom	\$252.00
Karen Buckner	\$251.50
Tina Nelson	\$250.00
Susan Gates	\$248.00
Rhonda Ricohermoso	\$248.00
Laurie Bolin	\$240.00
Patricia Muenzner	\$240.00
Jenny Patterson	\$240.00
Stephanie Narron	\$238.00

Ana Montalvo	\$236.50
Elizabeth Reid	\$235.00
Cynthia Aguilar	\$234.00
Phyllis Wilson	\$234.00
Karen Hasler	\$232.00
Emily Lemoine	\$232.00
Elizabeth Padilla	\$230.50
Mayra Sierra	\$229.00
May Jean Aldas	\$228.50
Anne Goodman	\$228.00
Annette Ahrens	\$226.00
Tanya Ouellette	\$225.50
Ruth Lawrence	\$225.00
Jennifer St. George	\$225.00
Barbara Tsagaris	\$216.00
Kathleen Gibson	\$172.00
Brigitte Pelrine	\$155.00
Karen Coultas	\$151.50
Veronica Perez	\$140.00
Donna Black	\$139.00
Angeline Janetacos	\$122.00
Emily Worsham	\$114.00
Ruth Ann Allison	\$104.50
Susan McGuigan	\$88.00
Danielle Manning	\$82.00
Leslie Tennyson	\$56.00
Julie Dulac	\$46.00
Bethany Duntley	\$46.00
Judy Stone	\$40.00
Karen Hillstead	\$39.00
Dawn Durocher	\$26.00
Penny Jackson	\$1,238.50

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

Goal: 1,000,000 Retail, Remaining: \$721,887.50



Hawaii

MAUI 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**



**Robin
Rowe**

YTD Retail Court

Rank	Conslt Name	YTD Total
1	Gretchen Saunders	\$14,641.00
2	Jennifer Martin	\$10,317.00
3	Ruth Ann Allison	\$8,050.00
4	Barbara Tsagaris	\$7,127.00
5	Robin Rowe	\$6,594.00
6	Shawn Fand	\$6,395.00
7	Deborah Grindinger	\$6,203.00
8	Veronica Perez	\$5,338.00
9	Rhonda Ricohermoso	\$4,566.00
10	JoAnn Nestor	\$4,310.00
11	Karen Hillstead	\$3,841.00
12	Rebekah Wagenschutz	\$3,733.00
13	Jeanne Bordelon	\$3,637.00
14	Marylyn Cantrell	\$3,468.00
15	Phyllis Wilson	\$3,285.00
16	Tina Nelson	\$3,144.00
17	Bethany Duntley	\$3,100.00
18	Ludivina Bernal	\$3,042.00
19	Toni Kelley	\$2,561.00
20	Marie Whelan	\$2,532.00

YTD Sharing Court



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

JOIN MARY KAY *Your Way!*

GET STARTED WITH THE **ESTART \$10** | BUILD YOUR IDEAL BUSINESS WITH ONE OR BOTH OF THESE OPTIONS

<p>ESTART \$10</p> <ul style="list-style-type: none"> Literature & Education to get you started Samples of our award-winning skincare Personalized website for 1 year Access to your back office through Mary Kay InTouch Free apps to help you sell anytime, anywhere Digital tools & marketing resources Customer Support Online step-by-step education 	<p>ESTART PLUS ADD ON \$45</p> <p>Set yourself up for quick wins with a variety of Mary Kay® product samples! Mary Kay® eStart Plus is a great way to introduce your guests to products they're sure to love. Add this option to increase your selling potential!</p>	<p>PRO START ADD ON \$90</p> <p>With Mary Kay® Pro Start, you'll receive retail-sized products for guests to sample, party supplies, business resources and more!</p> <ul style="list-style-type: none"> Literature & Education Party Supplies Product Samples Retail-Size Product <p>Scan the code for more details and contents of each option</p>
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CONTACT ME TODAY TO GET STARTED!

CHOICE OF STARTER KIT OPTION CAN BE CHANGED WITHIN 15 DAYS OF SIGNING YOUR AGREEMENT

Top 10 Teams

Team & Personal Wholesale Production

Results as of 2/29/24


#1 Red Jacket



Debi Frock-Lyons
\$2,006.50

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

#2



Team Leader
Karen Hillstead
\$1,641.50

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

#3



Team Leader
Catina Kridler
\$1,520.75

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


#4



Red Jacket
Stephanie Narron
\$1,425

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


#5



Red Jacket
Gretchen Saunders
\$1,230.50

Carla Prescott
Romona Soppe
Marie Whelan
Ruth Ann Allison


#6



Consultant
Edina Halliday
\$1,085.50

Paula Edgar

#7



Elise Yacobellis
Sr. Consultant
\$915.50

Merri Brown	Corty Kesselring
Michele Deutsch	Robin Nellis
Pam Donahue	Marc Thompson
Deborah Hansen	Angela Tufts
Jessica Hardy	Richard Yacobellis
Steffanie Jameson Bishop	


#8



Consultant
Robin Rowe
\$853

Cathy Rider
Kasey Fletcher


#9



Sr. Consultant
Rhonda Ricohermoso
\$848

Shawn Fand

#10



Consultant
Heather Holland
\$842

Bridget Riesenbeck
Janice Slater
Christopher McCurdy
Tricia McLemore

Soar Like Never Before! Senior Consultants and Up

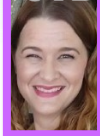


ETL



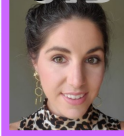
Karen Hillstead

STB



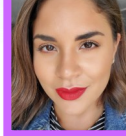
Stephanie Narron

STB



Brigitte Pelrine

STB



Veronica Perez

STB



Gretchen Saunders

STB



Barbie Tsagaris

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

First Name	Last Name	Career Level
Joan	Diamond-Rego	SC
Dawn	Durocher	SC
Brenda	Leak	SC
Jennifer	Martin	SC
Susan	McGuigan	SC
JoAnn	Nestor	SC
Victoria	Peasley	SC
Rhonda	Ricohermoso	SC
Tonya	Sorrell	SC
Phyllis	Wilson	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	\$ 0.00	\$ 0.00	\$ 428.00	\$ 1,028.00	\$ 2,228.00
Jennifer Martin	\$ 523.00	\$ 1,123.00	\$ 1,723.00	\$ 2,323.00	\$ 3,523.00
Deborah Grindinger	\$ 866.00	\$ 1,466.00	\$ 2,066.00	\$ 2,666.00	\$ 3,866.00
Shawn Fand	\$ 914.50	\$ 1,514.50	\$ 2,114.50	\$ 2,714.50	\$ 3,914.50
Robin Rowe	\$ 922.00	\$ 1,522.00	\$ 2,122.00	\$ 2,722.00	\$ 3,922.00
Gretchen Saunders	\$ 931.50	\$ 1,531.50	\$ 2,131.50	\$ 2,731.50	\$ 3,931.50
Nancy Walker	\$ 1,046.00	\$ 1,646.00	\$ 2,246.00	\$ 2,846.00	\$ 4,046.00
Jeanne Bordelon	\$ 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
Kimberly Proulx	\$ 1,194.00	\$ 1,794.00	\$ 2,394.00	\$ 2,994.00	\$ 4,194.00
Rhonda Ricohermoso	\$ 1,216.00	\$ 1,816.00	\$ 2,416.00	\$ 3,016.00	\$ 4,216.00
Barbara Tsagaris	\$ 1,249.50	\$ 1,849.50	\$ 2,449.50	\$ 3,049.50	\$ 4,249.50
Marylyn Cantrell	\$ 1,313.00	\$ 1,913.00	\$ 2,513.00	\$ 3,113.00	\$ 4,313.00

Welcome New Consultants

New Consultant	Recruiter
Heather Hintz	Penny Jackson
Stephanie Kurleman	Penny Jackson
Daniel Mayorga	Penny Jackson

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

Team Commissions

Name	Team Commission	%
Karen Hillstead	\$144.23	9
Stephanie Narron	\$71.22	6
Veronica Perez	\$24.18	4
Rhonda Ricohermoso	\$24.00	4
Gretchen Saunders	\$23.61	6
Barbara Tsagaris	\$19.86	4
Brigitte Pelrine	\$11.12	4
Dawn Durocher	\$9.40	4
JoAnn Nestor	\$9.28	4
Marylyn Cantrell	\$6.88	4
Penny Jackson	\$541.19	13

Happy Anniversary April

APRIL	
Name	Years
Donna Maupin	33
Lori Ford	27
Kristen Schram	18
Karen Buckner	18
Deborah Hartzel-Wolfe	17
Barbara Greitzer	15
Dorne Tzoucalis	15
Barbara Kessler	11
Deborah Grindinger	11
Robin Janetos	10
Marcie Brown	10
Deanna Parker	4
Tina Sly	3
Myrnalee Decola	2
Kim Palmer	2
Santania Williams	1

Happy Birthday April

APRIL	
Name	Birthday
Deanna Barbin	6
Tonya Sorrell	6
Joanne Lemelin	7
Jacquilyn Koski	9
Tanya Ouellette	9
Judith Mattea	16
Robin Janetos	17
Emily Lemoine	17
Joan Sigal	17
Lisa Kalman	20
Deborah Flurnoy	21
Katie Vitale	21
Helene Newsome	23
Phyllis Wilson	24
Kelley Brownlee	26
Loren Goldman	28
Latrechia Sisk	29

March 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>						
3	4	5	6	7	8	9
7pm EST Jackson Success Zoom 633 732 4875 PW 991366	New Location today 6:30pm Panera Clearwater 2679 Gulf to Bay				9:15am- Director/RJ Meeting w/ NSD Rtuth Everhart Lakewood Ranch	
10	11	12	13	14	15	16
7pm EST Jackson Success Zoom 633 732 4875 PW 991366 & Guest Makeovers	6:30pm-LaQuinta 21338 US HWY19 N Clwtr Success & Guest Makeovers	7pm EST BEAUTY BINGO Zoom 443 974 8520 No PW Invite Guests!		End of Quarter 3	Summer PCP Enrollment begins	3pm- Winners Celebration w/ NSDE Kendra Cross Panera University Town Center Sarasota
17	18	19	20	21	22	23
Happy St. Patrick's Day	7pm EST Jackson Success Zoom 633 732 4875 PW 991366	6:00pm-\$100 Guest Beauty bash -LaQuinta 21338 US HWY19 N Clwtr Success & Guest Makeovers			CAREER CONFERENCE 2024	CAREER CONFERENCE 2024
24	25	26	27	28	29	30
	7pm EST Jackson Success Zoom 633 732 4875 PW 991366 & Guest Makeovers	6:30pm-LaQuinta 21338 US HWY19 N Clwtr Success & Guest Makeovers			All Company offices closed. 	
31						

Last day of the month to place online orders.





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