



Penny Jackson
FESS Director

Penny's Lucky Stars Newsletter



April 2024 Newsletter March 2024 Results



Queen of Wholesale
Gretchen Saunders



YTD Sales Queen
Gretchen Saunders



Monthly Queen of Sharing
Jennifer Martin



YTD Sharing Queen
Ruth Ann Allison

March Soaring Achievers!

 Gretchen	 Nancy W	 Penny	 Sharon
 Sheila	 Robin	 Jennifer	 Cathy L
 Mary			

Message from Penny

Lucky Stars!

Congratulations on a Miracle March!!!! We maxed out our Double Credit putting us totally on target for the \$500,000 Unit Circle of Achievement - & stretching for the \$650,000 Unit Circle of Excellence (trip to Hawaii).

I'm so impressed with the grit & determination our unit!!!!

Mary Kay - the company has launched some amazing contests this month. Have you seen the consultant Six Most Important Things contest????? You can earn a Free Red Jacket & ON STAGE recognition at Seminar !!!! I't super simple - achieve the Soar contest each month (\$600 whsl) - April, May & June & add 3 new qualified (\$600 whsl) team members!!!!

I know we are going to have a long line of winners on the Seminar Stage!!!!

I hope you are Dreaming Huge! Women are looking for our high quality products at affordable prices. They are also looking for extra income to help make ends meet. We have so much to offer. Let's make sure every woman knows that she has choices and Mary Kay is the BEST!

Thanks for being a part of our amazing unit!!!! 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

GLAM & GLOW

**THURS 4/25
6PM**

Join us for a Fun Makeover night!
RSVP to your Consultant

Panera Bardmoor
10801 Starkey Rd
Largo



You're Invited to
*Penny's 35th Anniversary
Celebration!*

Tuesday April 9th
6:45 pm
La Quinta 21338 US HWY 19 N
Clearwater
Guests Welcome!
RSVP to Penny
727-459-9360

Fun, Friends & Prizes!

LUCKY STARS UNIT

Summer BUZZ KIT

Summer products are coming soon! Earn pieces of the NEW Mary Kay Skin Care Line based on your cumulative wholesale orders placed April 1-30!



\$450 WS

**Mary Kay Skin Care
Samples pk/3**



\$650 WS

**Samples & Hydrating
Cleanser**



\$850 WS

**Samples, Cleanser,
& Exfoliating Scrub**



\$1,200 WS

**Samples, Cleanser,
Scrub, & Balancing Toner**



\$1,800 WS

**Samples & The entire NEW
Mary Kay Skin Care Line!**



***MUST LET PENNY KNOW BY MAY 3RD!**



April Company Promotions

6 MOST IMPORTANT THINGS GAME Name: _____

1st Great Start Qualified Team Member
Name: _____
Date Joined: _____
 Great Start Qualified

2nd Great Start Qualified Team Member
Name: _____
Date Joined: _____
 Great Start Qualified

3rd Great Start Qualified Team Member
Name: _____
Date Joined: _____
 Great Start Qualified

APRIL
Soar Like Never Before Achiever
9 x \$100 retail

MAY
Soar Like Never Before Achiever
9 x \$100 retail

JUNE
Soar Like Never Before Achiever
9 x \$100 retail

Earn a **Red Jacket** when you complete all 6 squares by June 30th!



6 MOST IMPORTANT THINGS GAME

APRIL BOOST

GSQ Unit Members count DOUBLE in April!

For the Month of April, Independent Sales Director's Great Start qualified unit members count **DOUBLE**, up to two, toward their Great Start 6 Most Important Things goal!

April Great Start Qualified	Great Start Qualified Double Credit	Total Great Start Qualified for April
1	1	2
2	2	4
3	2 (max is 2)	5



Packaging Update!

In the next few months, you will see the packaging for the Mary Kay Ultimate Mascara change to a new look and feel.

Same great formula & wand!

soar like never before
MARY KAY



ORDER A CUMULATIVE \$600 WHOLESALE IN APRIL AND EARN THIS WHITE CROCODILE-PRINTED MINI PURSE!

soar Jackson Area
like never Success
before Meeting
 MARY KAY

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

Zoom
633 732 4875
PW 991366

You're Invited to
Beauty Bingo!

Wed April 10th
7pm EST

ZOOM
443 974 8520
NO PASSWORD

Fun & Prizes

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

APRIL

Shine like the Star you are!
 Earn your monthly charm when add an
 Active Team Member in April!

Career Conference Attendees!



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

- Kimberly Proulx 2/2024
- Cathy Large 3/2024
- Care Jackson 3/2024
- Mary Piper 3/2024
- name qualified date
- name qualified date
- name qualified date
- name qualified date
- name qualified date
- name qualified date
- name qualified date
- 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:

Stephanie Korman, FL	Barbara Brown
name	name
name	name
name	name
name	name

DIQ: 1-3 month plan
Date Submitted: 4 month plan

DIQ: 1-3 month plan
Date Submitted: 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



Soaring Like Never Before Top 5 "Monthly" Wholesale



**Gretchen
Saunders**



**Nancy
Walker**



**Sharon
Shulman**



**Sheila
Love**



**Robin
Rowe**

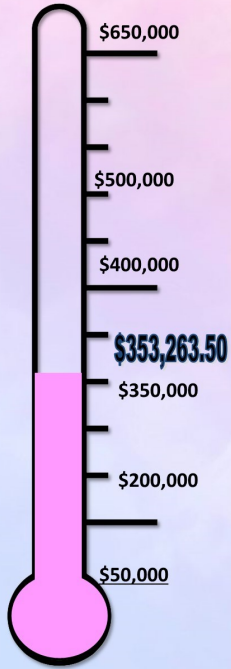
Look who Invested in their Business in March

Name	Unit Wholesale
Gretchen Saunders	\$1,008.50
Nancy Walker	\$754.00
Sharon Shulman	\$655.50
Sheila Love	\$612.00
Robin Rowe	\$607.00
Jennifer Martin	\$604.00
Cathy Lange	\$603.00
Carie Jackson	\$601.00
Mary Piper	\$600.50
Alison Giesen	\$561.25
Susan Brule	\$494.00
Karen Hillstead	\$448.00
Tina Hull	\$438.00
Donna Bryant	\$393.50
Bethany Duntley	\$381.00
Jacquilyn Koski	\$380.00
Deborah Hartzel-Wolfe	\$369.00
Kelly Heon	\$365.00
Rhonda Ricohermoso	\$354.00
Katie Vitale	\$334.00
Ellen Stantz	\$318.50
Tonya Sorrell	\$295.00
Gloria Grassick	\$291.50
Susan Coley	\$291.00
Denice Piller	\$288.00
Joan Diamond-Rego	\$275.00
Brenda Bernt	\$272.00
Daniel Mayorga	\$270.00
Deborah Grindinger	\$262.50
Patricia Russell	\$262.00

Paula Ifft	\$261.00
Tamra Nutile-Curran	\$254.00
Ruth Ann Allison	\$253.50
Katherine Foster	\$252.00
Jeanne Bordelon	\$250.00
Tracey Grassick	\$250.00
Faith Sajdak	\$250.00
Carla Prescott	\$247.00
Barbara Tsagaris	\$245.00
Jean Tsagaris	\$242.75
Sandra Narron	\$238.00
Toni Diaco	\$237.50
Lisa Kalman	\$237.50
Dawn Durocher	\$236.00
Karen Camp	\$234.00
Marie Whelan	\$233.50
Theresa Cutrara	\$233.00
Tina Nelson	\$233.00
Jillian Shimko	\$231.00
Karen Coultas	\$230.50
Jana Spanier	\$229.00
Romona Soppe	\$228.00
Sarah Byars	\$226.50
Celia Valenzuela	\$225.75
Jean Rowe	\$225.50
Bunny Trent	\$225.50
Teresa Whelan	\$97.00
Deanna Barbin	\$35.50
Barbara Bloom	\$20.00
Melissa Smith	\$18.00
Julie Dulac	\$10.00
Penny Jackson	\$711.00

Seminar 2024 Goal Tracking our way to Circle of Excellence!

**Goal: \$650,000 Retail,
Remaining: \$296,736.50**



Introducing a *Mary Kay-Branded* Star Consultant Reward!

When you become a Quarter 4 Star, you'll earn priority access to select this Picnic at Ascot Cheese Board with a Mary Kay logo! This board is composed of organically grown bamboo and is perfect for entertaining guests or leveling-up your next party!

What's even better? We're introducing one Mary Kay-branded reward over the next several Star Consultant quarters!



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
Ana Montalvo	0	\$363.50 whs	4/30/24
Kimberly Prouix	1	\$594 whs	4/30/24
Heather Hintz	0	\$600 whs	5/31/24
Stephanie Kurlleman	0	\$600 whs	5/31/24
Slyvester Jackson	0	\$600 whs	6/30/24
Denice Piller	0	\$312 whs	6/30/24
Lea Richard	0	\$600 whs	6/30/24
Kathleen Griffin	0	\$600 whs	6/30/24
Cathy Lange	1	\$597 whs	6/30/24
Mary Piper	1	\$599.50 whs	6/30/24



MARY KAY® SEMINAR 2024

Emerald

Thursday, July 25- Sunday July 28

Diamond

Monday, July 29 - Thursday, August 1

Ruby

Friday, August 2 - Monday, August 5

★ *Sapphire* ★

Tuesday, August 6 - Friday, August 9



Seminar 2024 YTD Court of Sales & Sharing



Top 5 YTD Personal Retail Court



**Gretchen
Saunders**



**Jennifer
Martin**



**Ruth Ann
Allison**



**Robin
Rowe**



**Barbie
Tsagaris**

YTD Retail Court

Rank	Conslt Name	YTD Total
1	Gretchen Saunders	\$18,675.00
2	Jennifer Martin	\$12,733.00
3	Ruth Ann Allison	\$9,064.00
4	Robin Rowe	\$9,022.00
5	Barbara Tsagaris	\$8,107.00
6	Deborah Grindinger	\$7,253.00
7	Shawn Fand	\$6,395.00
8	Rhonda Ricohermoso	\$5,982.00
9	Karen Hillstead	\$5,633.00
10	Veronica Perez	\$5,338.00
11	Jeanne Bordelon	\$4,637.00
12	Bethany Duntley	\$4,624.00
13	JoAnn Nestor	\$4,310.00
14	Tina Nelson	\$4,076.00
15	Tina Hull	\$3,987.00
16	Rebekah Wagenschutz	\$3,733.00
17	Sharon Shulman	\$3,592.00
18	Marylyn Cantrell	\$3,468.00
19	Marie Whelan	\$3,466.00
20	Phyllis Wilson	\$3,285.00

YTD Sharing Court



Name	Sem Qual Team Member
Ruth Ann Allison	1
Katie Vitale	1
Penny Jackson	10

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

Pro Start +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

Top 10 Teams

Team & Personal Wholesale Production

Results as of 4/2/24

#1



Team Leader

Stephanie Narron

\$2,890.50

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

#2



Consultant

Heather Holland

\$2,000

#3



Gretche Saunders

Red Jacket

\$1,970

Carla Prescott
Romona Soppe
Marie Whelan
Ruth Ann Allison

#4



Team Leader

Debi Frock-Lyons

\$1,938

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

#5



Sr. Consultant

Tonya Sorrell

\$1,805.50

Susan Brule
Linda Horne
Catherine McKellar

#6



Team Leader

Catina Kridler

\$1,710

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

#7



Karen Hillstead

Team Leader

\$1,642

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

#8



Red Jacket

Barbara Bloom

\$1,486.75

Jacquilyn Koski	Alison Giesen
Sandra Lazar	Lynn Goldman
Pamela Skyrme	Lisa Kalman
Maureen Smith	Barbara Kessler
Denise Pillar	Kim Knaebel

#9



Sr. Consultant

Edina Halliday

\$1,277.50

Paula Edgar
Heather Burch

#10



Sr. Consultant

Valerie Marshall

\$1,190

Shannon Chambers
Karen Halverson
Megan Saltzgaver
Tiffany Byrd
Joanna Touchton

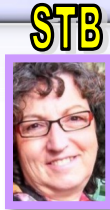
Soar Like Never Before! Senior Consultants and Up



Karen Hillstead



Stephanie Narron



Barbara Bloom



Brigitte Pelrine



Gretchen Saunders

First Name	Last Name	Career Level
Karen	Hillstead	TL
Stephanie	Narron	TL
Barbara	Bloom	STB
Brigitte	Pelrine	STB
Gretchen	Saunders	STB
Ruth Ann	Allison	SC
Marylyn	Cantrell	SC
Gabriella	D'Elia	SC
Joan	Diamond-Rego	SC
Bethany	Duntley	SC
Dawn	Durocher	SC

First Name	Last Name	Career Level
Gloria	Grassick	SC
Brenda	Leak	SC
Jennifer	Martin	SC
JoAnn	Nestor	SC
Victoria	Peasley	SC
Veronica	Perez	SC
Rhonda	Ricohermoso	SC
Tonya	Sorrell	SC
Barbie	Tsagaris	SC
Phyllis	Wilson	SC

On-Target 4th Quarter Stars

3/16/24 – 6/15/24

Congratulations to
our 3rd Qtr Stars!



Name	Contest Credit Needed				
	Sapphire	Ruby	Diamond	Emerald	Pearl
Shawn Fand	\$ 1,099.00	\$ 1,699.00	\$ 2,299.00	\$ 2,899.00	\$ 4,099.00
Sheila Love	\$ 1,188.00	\$ 1,788.00	\$ 2,388.00	\$ 2,988.00	\$ 4,188.00
Cathy Lange	\$ 1,197.00	\$ 1,797.00	\$ 2,397.00	\$ 2,997.00	\$ 4,197.00
Carie Jackson	\$ 1,199.00	\$ 1,799.00	\$ 2,399.00	\$ 2,999.00	\$ 4,199.00
Mary Piper	\$ 1,199.50	\$ 1,799.50	\$ 2,399.50	\$ 2,999.50	\$ 4,199.50
Alison Giesen	\$ 1,238.75	\$ 1,838.75	\$ 2,438.75	\$ 3,038.75	\$ 4,238.75
Gretchen Saunders	\$ 1,268.00	\$ 1,868.00	\$ 2,468.00	\$ 3,068.00	\$ 4,268.00
Tina Hull	\$ 1,362.00	\$ 1,962.00	\$ 2,562.00	\$ 3,162.00	\$ 4,362.00
Donna Bryant	\$ 1,406.50	\$ 2,006.50	\$ 2,606.50	\$ 3,206.50	\$ 4,406.50
Bethany Duntley	\$ 1,419.00	\$ 2,019.00	\$ 2,619.00	\$ 3,219.00	\$ 4,419.00
Jacquilyn Koski	\$ 1,420.00	\$ 2,020.00	\$ 2,620.00	\$ 3,220.00	\$ 4,420.00
Deborah Hartzel-Wolfe	\$ 1,431.00	\$ 2,031.00	\$ 2,631.00	\$ 3,231.00	\$ 4,431.00

Welcome New Consultants

New Consultant	Recruiter
Denice Piller	Barbara Bloom
Toni Carter	Jennifer Martin
Kathleen Griffin	Jennifer Martin
Alicia Reed	Jennifer Martin
Carie Jackson	Penny Jackson
Sylvester Jackson	Penny Jackson
Cathy Lange	Penny Jackson
Mary Piper	Penny Jackson
Lea Richmond	Penny Jackson

Welcome!

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

Happy Anniversary
May

MAY	
Name	Years
Kathleen Prichard	31
Carol Cherapan	29
Traci MacDonald	27
Barbara Bloom	26
Kely Keller	23
Maureen Smith	22
Kim Knaebel	21
Jennie Jordan	19
Ellen Stantz	19
Dory Haas	16
Sarah Hillstead	16
Sabrina Mosiello	15
Pamela Skyrme	11
Edeline Joseph-Theophile	8
Tracey Grassick	5
Rhonda Ricohermoso	3
Ruth Ann Allison	1
Latoya Jenkins	1
Lori Kostevich	1

Team Commissions


Name	Team Commission	%	Team Bonus
Stephanie Narron	\$260.15	9	\$0.00
Karen Hillstead	\$107.46	9	\$0.00
Barbara Bloom	\$88.01	6	\$0.00
Gretchen Saunders	\$76.96	8	\$0.00
Tonya Sorrell	\$60.42	4	\$0.00
Bethany Duntley	\$13.36	4	\$0.00
Brigitte Pelrine	\$10.56	4	\$0.00
Ruth Ann Allison	\$10.08	4	\$0.00
Gloria Grassick	\$10.00	4	\$0.00
Barbara Tsagaris	\$9.71	4	\$0.00
Marylyn Cantrell	\$9.24	4	\$0.00
Penny Jackson	\$998.40	13	\$400.00

Happy Birthday
May

MAY	
Name	Birthday
Patricia Muenzner	2
Tracey Grassick	3
Carolyn Jones	4
Shawn Fand	7
Susan Voutsinas	12
Sarah Hillstead	14
Karen Komatz	16
Rebekah Wagenschutz	16
Kim Palmer	17
Letizia DiCarlo	18
Susan Hickman	18
Romona Soppe	21
Judy Stone	21
Karrie Welch	23
Toni Carter	24
May Jean Aldas	25
Donna Maupin	25
Marcie Brown	30
Dory Haas	30
Elizabeth Padilla	30

April 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>1 7pm EST Jackson Success Zoom 633 732 4875 PW 991366</p>	<p>2 6:30pm-LaQuinta 21338 US HWY19 N Clwtr Success & Guest Makeovers</p>			<p>5 9:15am- Director/RJ Meeting w/ NSD Ruth Everhart Lakewood Ranch</p>	6
7	<p>8 7pm EST Jackson Success Zoom 633 732 4875 PW 991366</p>	<p>9 6pm-Royalty Reception Achievers & guests 6:45pm-Celebration for All & guests! LaQuinta 21338 US HWY19 N Clwtr</p>	<p>10 7pm EST BEAUTY BINGO Zoom 443 974 8520 No PW Invite Guests!</p>	11	12	13
14	<p>15 7pm EST Jackson Success Zoom 633 732 4875 PW 991366</p>	<p>16 6:30pm-LaQuinta 21338 US HWY19 N Clwtr Success & Guest Makeovers</p>	<p>17  Summer PCP Deadline</p>	18	19	20
21	<p>22 7pm EST Jackson Success Zoom 633 732 4875 PW 991366</p>	<p>23 6:30pm-LaQuinta 21338 US HWY19 N Clwtr Success & Guest Makeovers</p>	24	25	26	27
28	<p>29 7pm EST Jackson Success Zoom 633 732 4875 PW 991366</p>	<p>30 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