



Penny Jackson
ESS Director

Penny's Lucky Stars Newsletter



May 2022 Newsletter April 2022 Results



Queen of Wholesale
Gretchen Saunders



Queens of Sharing
Brigitte Pelrine &
Joan Diamond-Rego



YTD Sales Queen
Gretchen Saunders



YTD Sharing Queen
Brigitte Pelrine

April Powered By Pink Achievers



Gretchen Saunders



Myrnalee Decola



Jennifer Martin

Seminar Attendees

May Challenge

MARY KAY®

SEMINAR

2022

Complete 30 Faces & 10 interviews (with your director)

Receive \$100 Cash at Seminar



Carla Cribb



Penny Jackson

Message from Penny & Upcoming Events!

Lucky Stars!

Way to go!!!! You had another powerful month in April!!!! I'm so proud of you.

We are now in the final two months of our Seminar year. We are solidly on target for the \$500,000 Unit Circle of Achievement but we are racing to hit the \$650,000 Circle of Excellence!!!! I know we can still make it happen!!!! I love representing you as one of the very best Units in all of Mary Kay!!!

Seminar is right around the corner. I hope you are already registered. Remember - Seminar is not for the people at the top - Seminar is for everyone that wants to get more from their MK business!!!! It's the best investment you can ever make in yourself. I believe every woman should join MK and attend Seminar at least once. It's the greatest celebration of women in the world. Let me know if you are looking for roommates.

What is your goal for May???? Are you winning your Red Jacket so you can go across stage at Seminar and get your Free Red Jacket??? Are you racing for the Princess or National court of sales??? Are you ready for your Free MK Car and directorship???? Let's create a plan and make it happen!!!!

I believe in you!

Penny

Monday zoom meetings
6:30 pm eastern

April 25- 5 faves in 15 minutes
May 2-Success Event-Guest

makeover at 7 pm

May 9 - 3D Skin Care party

May 16- Success Event

May 23-color party

May 30 Success Event

June 6-Success Event

June 13-3D Skin Care

June 20-Success Event

June 27-Color Party

PIC-COLLAGES

you're invited

**MARY KAY
PAMPERING SESSION**

Tuesday's 6:30pm

La Quinta Hotel
21338 US HWY 19N
Clearwater

RSVP to your Consultant
GUEST PRIZES EVERY WEEK!



MARY KAY
**SEMINAR
2022**

BACK IN DALLAS!
Sapphire Seminar
July 25-28, 2022

\$250 REGISTRATION FEE
\$225 if you registered for Career
Conference

REGISTRATION
OPENS
APRIL 22



**Summer
Beauty Bash!**

\$500 Cash Drawing

Tuesday June 7 6PM

**LaQuinta
21338 US 19 N
Clearwater**

Get entered to win April 16-June 6

- 1 entry Try MK products at an appointment (virtual or in person)**
- 1 entry- listen to fun facts about MK business (with director)**
- 5 entries- start a MK business**
- 5 entries for coming June 7th**



May

Name: _____
of Completed Squares: _____
WAS Completed & Turned in: _____
Monthly Sales Goal: \$ _____

ATTEND
ALL YOUR
UNIT MEETINGS
THIS MONTH

LISTEN TO THE
MILLION \$\$ MESSAGE
EVERY DAY THIS
MONTH!

PRINT THIS AND
POST IT ON YOUR
FRIDGE OR OFFICE
WALL!

SELL A
SKINCARE
SET

SUBMIT YOUR
W.A.S.
EVERY WEEK

HAVE A
\$100
DAY!

SELL/ORDER
30
MICELLAR
WATER

EARN A
TEAM BUILDING
MEDAL

CONTACT
MAY
BIRTHDAYS
& ANNIVERSARIES

HOLD
5
VIRTUAL APPTS

FOLLOW THE
SOCIAL MEDIA
PLAYBOOK
ALL MONTH

CALL CUSTOMERS
FOR RE-ORDERS

PLACE A
\$250
W/S ORDER

COMPLETE A
PERFECT
START
15 FACES

GO ON-TARGET
FOR YOUR STAR
WITH A
\$1200
W/S ORDER

ADD A
TEAM
MEMBER

GET 5 SKIN CARE
ANALYSIS RESULTS
FROM
CUSTOMERS

GO ON
TARGET FOR
YOUR CAR!

WEAR YOUR
MK PIN FOR AT
LEAST
15 DAYS

MOVE UP
THE CAREER
PATH!

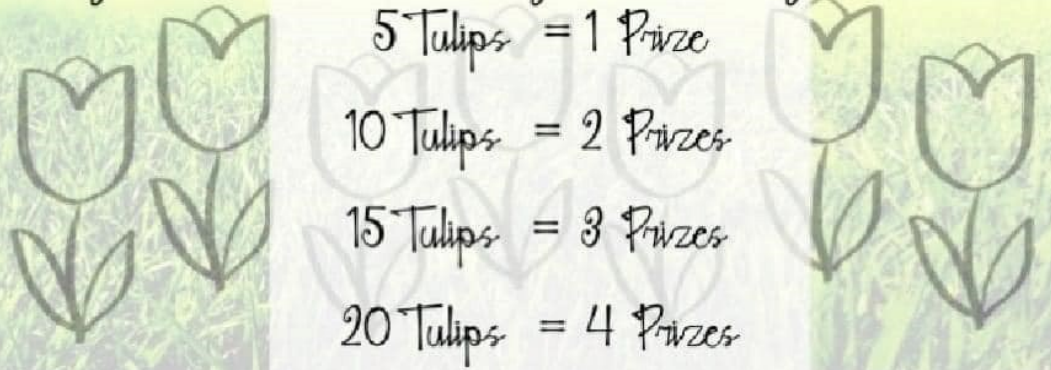
May flowers bring blessings to all

5 Tulips = 1 Prize

10 Tulips = 2 Prizes

15 Tulips = 3 Prizes

20 Tulips = 4 Prizes



Winners Lunch with NSDE Kendra Cross



New Summer Products available for everyone to order 5/15.
Early ordering privilege 5/10

MAKE EVERY MOMENT beautiful.

Mary Kay Instant Puffiness Reducer
 HA + Ceramide Hydrator
 C + Resveratrol Line-Reducer

\$35

Heart-Shaped Lipstick
 Available in 2 shades
 PUT PURPOSE IN YOUR POUT!

\$18

Gel Cream Blush
 Available in 4 shades

\$18

Fresh Waterlily Satin Body Whipped Shea Creme & Scrub

\$24

After-Sun Replenishing Gel

\$15

It's a Star Party

MAGIC DANCE CLUB
 LARGO, FLORIDA

Be a Star Consultant by June 15th & Dance the Night Away with your Fellow Stars!

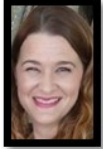









Thursday June 16
7:30pm
Magic Dance Club
2100 East Bay Dr Largo

Free dancing, snacks & dessert!

Top 10 Teams

Team & Personal Wholesale Production

Results as of 4/30/22

<p>#1</p>  <p>Team Leader Stephanie Narron \$2,357.50</p> <table border="1"> <tr><td>Carna Barnes</td><td>Faith V. Sajdak</td></tr> <tr><td>Heidi L. Crock</td><td>Latarsha R. Atwater -Ahmad</td></tr> <tr><td>Pat D. Hazell</td><td>Sandra L. Narron</td></tr> <tr><td>Christina M. Hedges</td><td>Leslie J. Tennyson</td></tr> <tr><td>Stephanie Mitas</td><td>Peggy Coleman</td></tr> <tr><td>Stacy R. Narron</td><td>Paula K. Ifft</td></tr> </table>	Carna Barnes	Faith V. Sajdak	Heidi L. Crock	Latarsha R. Atwater -Ahmad	Pat D. Hazell	Sandra L. Narron	Christina M. Hedges	Leslie J. Tennyson	Stephanie Mitas	Peggy Coleman	Stacy R. Narron	Paula K. Ifft	<p>#2</p>  <p>Red Jacket Gretchen Saunders \$2,075.50</p> <table border="1"> <tr><td>Aleda Budd</td></tr> <tr><td>Carla Prescott</td></tr> <tr><td>Romona Soppe</td></tr> <tr><td>Marie Whelan</td></tr> </table>	Aleda Budd	Carla Prescott	Romona Soppe	Marie Whelan	<p>#3</p>  <p>Red Jacket Debbie Sitlowski \$1,462</p> <table border="1"> <tr><td>Jan Cunningham</td></tr> <tr><td>Patti Rowles</td></tr> <tr><td>Melissa Sandoval</td></tr> <tr><td>Darla Strong</td></tr> <tr><td>Jill Villarreal</td></tr> <tr><td>Alisha Peck</td></tr> <tr><td>Pam Sanchez</td></tr> </table>	Jan Cunningham	Patti Rowles	Melissa Sandoval	Darla Strong	Jill Villarreal	Alisha Peck	Pam Sanchez	<p>#4</p>  <p>Sr. Consultant Brenda Leak \$1,217.50</p> <table border="1"> <tr><td>Jennifer Martin</td></tr> <tr><td>Crystal Feyerabend</td></tr> <tr><td>Brenda Suttle</td></tr> <tr><td>Teresa Kistner-Greenlaw</td></tr> </table>	Jennifer Martin	Crystal Feyerabend	Brenda Suttle	Teresa Kistner-Greenlaw													
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New Consultants Making it Happen

GREAT Start



Sheila Love

1 Bundle earned!!



Letizia DiCarlo

1 Bundle earned!!



Shannon Turner

1 Bundle earned!!



Carla Cribb

1 Bundle earned!!



Myrnalee Decola

1 Bundle earned!!

New Consultants		Great Start Quali- fication	Ready, Set, Keep Selling*	
Name	End Date	Total Adjusted Personal Production	Total Bundles Earned	Amount Needed For Next Bundle
Sheila Love	05/31/2022	\$ 606.50	1	\$ 593.50
Judy Stone	05/31/2022	\$ 398.50	0	\$ 201.50
Letizia DiCarlo	05/31/2022	\$ 601.50	1	\$ 598.50
Shannon Turner	05/31/2022	\$ 613.50	1	\$ 586.50
Molly Harris	05/31/2022	\$ 0.00	0	\$ 600.00
Theresa Kistner-Greenlaw	06/30/2022	\$ 0.00	0	\$ 600.00
Kristin Austin	06/30/2022	\$ 225.50	0	\$ 374.50
Holly White-Foye	06/30/2022	\$ 227.00	0	\$ 373.00
Myrnalee Decola	07/31/2022	\$ 678.50	1	\$ 521.50
Carla Cribb	07/31/2022	\$ 601.00	1	\$ 599.00
Kim Palmer	07/31/2022	\$ 0.00	0	\$ 600.00

Earn Bonus Bundles of Products with cumulative orders of \$600 whs in your 1st 4 months of business! Max it out with 6 totaling more than \$1,161 in FREE Products!

ALL NEW
Pearls of Sharing

Ask me how you can earn yours!

PINK

Be a Pearl Girl

- ~Complete 3 opportunity chats with your Sales Director and get a pair of pearl earrings
- ~Complete 3 more opportunity chats with your Sales Director and get a pearl bracelet.
- ~Add your first team member and get the pearl necklace

Powered by Pink

Top 5 "Monthly" Wholesale



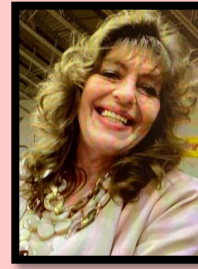
**Gretchen
Saunders**



**Myrnalee
Decola**



**Jennifer
Martin**



**Carla
Cribb**



**Susan
Gates**

Look who Invested in their Business in April

Name	Unit
Gretchen Saunders	\$1,809.50
Myrnalee Decola	\$678.50
Jennifer Martin	\$656.00
Carla Cribb	\$601.00
Susan Gates	\$449.50
Samantha Wallace	\$329.00
Donna Bryant	\$328.50
Bethany Duntley	\$327.00
Brenda Horchler	\$325.00
Jana Spanier	\$322.50
Jacquilyn Koski	\$309.00
JoAnn Nestor	\$308.50
Maurisa Bussy	\$302.50
Candy Roy	\$301.50
Barbara Tsagaris	\$291.50
Crystal Feyerabend	\$290.50
Brenda Leak	\$271.00
Kristen Watkins	\$265.50
Jennifer St. George	\$261.00
Latarsha Shepherd	\$259.50
Robin Janetos	\$247.50
Gloria Grassick	\$244.00
Deanna Barbin	\$243.50
Dorne Tzoucalis	\$238.00
Barbara Ahrndt	\$234.50
Amber Johnson	\$233.00
Katie Vitale	\$232.50
Lenore Coombs	\$232.25
Marylyn Cantrell	\$230.50
Kathleen Prichard	\$230.00
Kelley Brownlee	\$229.50

Laurie Bolin	\$228.50
Carol Cherapan	\$228.00
Maureen Smith	\$228.00
Kathleen Gibson	\$227.25
Karen Camp	\$227.00
Sarah Byars	\$226.50
Annette Ahrens	\$226.00
Deborah Grindinger	\$226.00
Pam Mirville	\$226.00
Angela Ducos	\$225.00
Lori Ford	\$225.00
Marie Whelan	\$225.00
Veronica Perez	\$173.50
Catherine McKellar	\$135.00
Hannah Boivin	\$113.00
Karen Coultas	\$113.00
Ana Montalvo	\$107.00
Patricia Bizier	\$99.50
Brigitte Pelrine	\$96.00
Rebekah	\$68.00
Danielle Manning	\$52.00
Tina Hull	\$47.00
Darcy Lefebvre	\$46.00
Romona Soppe	\$41.00
Emily Lemoine	\$28.00
Barbara Bloom	\$25.00
Patricia Russell	\$16.00
Cathy Lange	\$13.00
Susan McGuigan	\$13.00
Toni Diaco	\$9.00
Penny Jackson	\$663.50

Congratulations!
New Red Jacket!



*Joan
Diamond-Rego*



Joan joined MK in October of 2000 with the Fabulous Donna Doyle - who she loved dearly and came to Florida every year to see her.

She worked her MK business for the first few years and became a Red Jacket once before for a short period of time. She pursued a career in the accounting

field and now works from home in New Hampshire. She has a 25 year old son - Alex and a 27 year old daughter - Jenny who is the mother of her granddaughter. She credits Mary Kay for helping her become more positive and "getting out of her

shell" so now she can talk to anyone. Currently she has a small MK business and is so excited that her team members have stayed with her for so long. She still gets excited when she gets her MK orders in. Like a kid in a candy store.

Let's all congratulate new Star Team Builder -
Joan Diamond-Rego.

Powered by Pink!

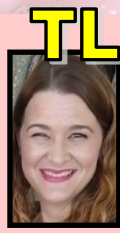
Senior Consultants and Up



Brigitte Pelrine



Barbara Bloom



Stephanie Narron



Joan Diamond-Rego



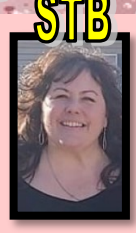
Victoria Peasley



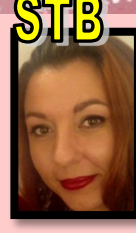
Gretchen Saunders



Gabriella D'Elia



Tonya Sorrell



Katie Vitale

First Name	Last Name	Career Level
Brigitte	Dulac-Pelrine	ETL
Barbara	Bloom	TL
Stephanie	Narron	TL
Joan	Diamond-Rego	STB
Victoria	Peasley	STB
Gretchen	Saunders	STB
Gabriella	D'Elia	STB
Tonya	Sorrell	STB
Katie	Vitale	STB
Marilyn	Cantrell	SC
Gabriella	D'Elia	SC

First Name	Last Name	Career Level
Bethany	Duntley	SC
Dawn	Durocher	SC
Lori	Ford	SC
Brenda	Leak	SC
Jennifer	Martin	SC
Susan	McGuigan	SC
JoAnn	Nestor	SC
Veronica	Perez	SC
Jean	Rowe	SC
Barbie	Tsagaris	SC
Nancy	Walker	SC

MARY KAY star consultant Program
 march 16 - june 15, 2022

Be a rising star! You can earn exciting prizes and experiences in the Star Consultant Program while building your Mary Kay business. Here's a selection of hot prizes to help motivate you and don't forget, the achievements you enjoy through the Star Consultant Program can help you earn rewards in other Mary Kay programs, so keep reaching for the stars!

pearl

- Bestidge 6P Repair Kit and Concealer Board
- Mic Jacobs The Leather Small Tool Bag - Cosmos
- Bonus Crystal Watch and Heart Necklace Gift Set
- Colgate Extreme Clean Toothbrush & Power Tooth

pearl

- Galison 6-in-1 Soft Serve Ice Cream Maker
- American Tourister 40-Quart Spinner - Silver/Gold
- Charmex Cherry Towel Kit
- Charmex 2-in-1 Hairbrush & Blow Dryer

emerald

- Hamilton Beach 4-Slice Toaster
- Cookson 50-Quart 40-Cup Maker Cooler

diamond

- Cookson 18-Port Grill Tool Set with Bamboo Handle
- Karla Professional 4-Piece Makeup Case - Pink

ruby

- Phone Weather Tough Bluetooth Speaker
- KitchenAid Stone Coffee Grinder - Empire Red
- Shokah 6-in-1 Crossbody - Pink

sapphire

- Lily Padster Set of 4 Fans - Totally Blissful
- Elly You-go 3-in-1 Shaver - Avana Officer
- Black-Duckler Citrus Juicer

On-Target 4th Quarter Stars

3/16/22-6/15/22



Jennifer Martin
Ruby Star



Penny Jackson
Ruby Star



Gretchen Saunders
Sapphire Star

Name	Sapphire	Ruby	Diamond	Emerald	Pearl
Penny Jackson	\$ 0.00	\$ 0.00	\$ 26.50	\$ 626.50	\$ 1,826.50
Jennifer Martin	\$ 0.00	\$ 0.00	\$ 344.00	\$ 944.00	\$ 2,144.00
Gretchen Saunders	\$ 0.00	\$ 590.50	\$ 1,190.50	\$ 1,790.50	\$ 2,990.50
Myrnalee Decola	\$ 1,121.50	\$ 1,721.50	\$ 2,321.50	\$ 2,921.50	\$ 4,121.50
Tina Hull	\$ 1,184.00	\$ 1,784.00	\$ 2,384.00	\$ 2,984.00	\$ 4,184.00
Carla Cribb	\$ 1,199.00	\$ 1,799.00	\$ 2,399.00	\$ 2,999.00	\$ 4,199.00
Bethany Duntley	\$ 1,244.00	\$ 1,844.00	\$ 2,444.00	\$ 3,044.00	\$ 4,244.00
Veronica Perez	\$ 1,278.00	\$ 1,878.00	\$ 2,478.00	\$ 3,078.00	\$ 4,278.00
Brigitte Pelrine	\$ 1,306.00	\$ 1,906.00	\$ 2,506.00	\$ 3,106.00	\$ 4,306.00
Susan Gates	\$ 1,350.50	\$ 1,950.50	\$ 2,550.50	\$ 3,150.50	\$ 4,350.50
Deborah Grindinger	\$ 1,380.00	\$ 1,980.00	\$ 2,580.00	\$ 3,180.00	\$ 4,380.00

2021-2022 YTD Court of Sales & Sharing

Top 5 YTD Retail



**Gretchen
Saunders**



**Jennifer
Martin**



**Dawn
Durocher**



**Brigitte
Pelrine**



**Barbie
Tsagaris**

YTD Retail Court

Rank	Conslt Name	YTD Total
1	Gretchen Saunders	\$30,465.00
2	Jennifer Martin	\$27,001.00
3	Dawn Durocher	\$15,068.00
4	Brigitte Pelrine	\$14,152.00
5	Barbara Tsagaris	\$12,464.00
6	Stacey Graves	\$8,844.00
7	Katie Vitale	\$7,886.00
8	Deborah Grindinger	\$7,629.00
9	Veronica Perez	\$6,576.00
10	Julie Dulac	\$6,264.00
11	Bethany Duntley	\$5,950.00
12	Hannah Boivin	\$5,036.00
13	Crystal Feyerabend	\$5,017.00
14	JoAnn Nestor	\$4,514.00
15	Gloria Grassick	\$4,416.00
16	Marie Whelan	\$4,367.00
17	Rebekah Wagenschutz	\$4,315.00
18	Marylyn Cantrell	\$4,282.00
19	Tina Hull	\$4,257.00
20	Robin Janetos	\$4,019.00

YTD Court of Sharing



**Brigitte
Pelrine**



**Jennifer
Martin**



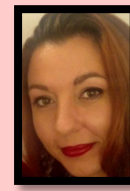
**Marylyn
Cantrell**



**Gabriella
D'Elia**



Joan Diamond-Rego



Katie Vitale

Name	Sem Qual Team Member
Brigitte Dulac-Pelrine	2
Jennifer Martin	1
Marylyn Cantrell	1
Gabrielle D'Elia	1
Joan Diamond Rego	1
Katie Vitale	1

Welcome New Consultants

New Consultant	Recruiter
Carla Cribb	Brigitte Pelrine
Myrnalee Decola	Joan Diamond-Rego
Kim Palmer	Penny Jackson

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

Team Commissions

Name	Team Commission	%	Team Bonus
Stephanie Narron	\$212.18	9	\$0.00
Brigitte Pelrine	\$91.82	9	\$50.00
Barbara Bloom	\$48.33	9	\$0.00
Brenda Leak	\$26.24	4	\$0.00
Gretchen Saunders	\$21.28	8	\$0.00
Jennifer Martin	\$11.62	4	\$0.00
Susan McGuigan	\$9.52	4	\$0.00
Barbara Tsagaris	\$9.38	4	\$0.00
Bethany Duntley	\$9.30	4	\$0.00
Marylyn Cantrell	\$9.09	4	\$0.00
JoAnn Nestor	\$9.00	4	\$0.00
Veronica Perez	\$4.28	4	\$0.00
Dawn Durocher	\$3.98	4	\$0.00
Penny Jackson	\$279.05	13	\$0.00

Happy Anniversary
June

Happy Birthday
June

JUNE	
Name	Years
Sarah Byars	22
Karen Camp	22
Denise Rainey	19
Patti Ramsey	19
Dawn Durocher	18
Angela Ducos	18
Tammy Stantz	17
Janice Szablewski	16
Marie Whelan	14
Carna Barnes	10
Sandra Lazar	9
Emily Worsham	9
Veronica Perez	8
Cynthia Aguilar	7
Leslie Tennyson	6
Katie Vitale	4
Donna Black	4
Miranda Moses	3
Lisa Wilhelmi	3
Lynn Goldman	3
Irene DeLosRios	2
Sylvie Cotnoir	2
Jo Conroy	2
Lidieth Segura	2
Carolyn Wolfe	2
Brianna Cullen	1
Laurie Miller	1
Kelley Brownlee	1
Carole Burke	1
Carie Cutting	1
Sylvia Downing	1

JUNE	
Name	Birthday
Barbara Kessler	1
Ellen Stantz	1
Kimberly Stimson	2
Alison Giesen	3
Penny Jackson	3
Heather Kuhlman	4
Teresa Whelan	4
Lori Dutcher	6
Hannah Boivin	7
Angeline Janetakos	10
Patricia Russell	11
Cathy Lange	13
Brittanie Upthegrove	15
Aleda Budd	18
Emilie Davis	18
Paula Ifft	19
Michelle Sprague	20
Karen Hasler	21
Janice Szablewski	21
Joselyn Alway	22
Melissa Smith	22
Christa Vivolo	24
Suzanne Emerson	25
Dorne Tzoucalis	25
Gretchen Saunders	26
Jean Tsagaris	26
Susan Brule	28
Mayra Sierra	28
Kathleen Gibson	30
Jodi Hardcastle	30



May

twenty twenty-two

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
1 ALL Zoom EVENTS SAME CODE ID 633 732 4875 PW-991366	2	3	4	5	6	7 9:30am EST Jackson Area Celebration Zoom 633 732 4875 PW 991366
8 Zoom Meeting 6:30pm EST Mtg 7pm EST Makeovers 8:30pm EST Career Chats	9 Zoom Meeting 6:30pm EST Makeovers 8:30pm EST Career Chats	10 In Person Success Event 6:30pm LaQunita Hotel Clwtr	11	12	13	14
15 Zoom Meeting 6:30 pm EST Makeovers 8:30pm EST Career Chats	16 Zoom Meeting 6:30pm EST Makeovers 8:30pm EST Career Chats	17 Spring Makeovers 6:30pm LaQunita Hotel Clwtr	18	19	20	21
22 Zoom Meeting 6:30pm EST Mtg 7pm EST Makeovers 8:30pm EST Career Chats	23 Zoom Meeting 6:30pm EST Mtg 7pm EST Makeovers 8:30pm EST Career Chats	24 In Person Success Event 6:30pm LaQunita Hotel	25	26	27	28
29 Zoom Meeting 6:30pm EST Mtg 7pm EST Makeovers 8:30pm EST Career Chats	30 Zoom Meeting 6:30pm EST Mtg 7pm EST Makeovers 8:30pm EST Career Chats	31 In Person Success Event 6:30pm LaQunita Hotel Clwtr				

Watch Jackson Area Facebook for events added
* See Zoom Details on last page for unit meetings



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

To the Amazing:

MONDAY SUCCESS EVENTS

6:30PM EST SUCCESS MEETING

7 PM SKIN CARE PARTY

8:30PM CAREER CHATS

ZOOM 633 732 4875
PASSWORD 991366

Launch-Leadership Call



Mon-Fri 8:30am

605-313-4819

Access code- 909544#

Playback

605-313-4896

Access code- 909544#,# again

PIC•COLLAGE