



Penny Jackson
ESS Director

Penny's Lucky Stars Newsletter



Jul 2023 Newsletter August 2023 Results



Queen of Wholesale
Ruth Ann Allison



YTD Sales Queen
Ruth Ann Allison



**Monthly Queens of
Sharing**
**Ruth Ann Allison &
Marylyn Cantrell**

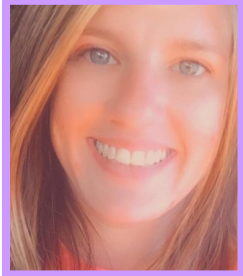


YTD Sharing Queen
Ruth Ann Allison

July Soaring Achievers!



**Ruth Ann
Allison**



**Toni
Kelley**



**Barbie
Tsagaris**



**Jennifer
Martin**



**Penny
Jackson**

**soar
like never
before**
MARY KAY

ORDER A CUMULATIVE
\$600 WHOLESALE IN
AUGUST AND EARN THIS
FUN MARY KAY WAX KIT!

Message from Penny

Lucky Stars!

WOW! What an amazing Seminar!!!! I wish each of you could have been there to celebrate our unit victory in the \$450,000 Unit Circle of Achievement!!! You are the Best of the BEST!!!! I'm so honored to lead women that love our products, love our company and that love chasing down their dreams!!!!

We are already in our 2nd month of the New Year!!!! This year we are racing faster and higher than ever before!!!! The \$1,000,000 Unit Circle of Excellence is our Big Audacious Goal!!!! We will be the first unit ever based in Pinellas County to hit this Ultimate level of EXCELLENCE!!!

This will take each of us pushing to higher goals & making more money than ever before. What is the dream in your heart that you want to make come true? Call me today and we will make a plan so you can live the year and life of your dreams!!!!

The Top Sales Director Trip (\$650,000 Unit Circle of Excellence) is to Maui Hawaii this year with the extended 4 days Prestige Trip to Kona Hawaii!!! Mike is already tasting the famous Kona coffee. Achieving this level puts me in a position to spend more time with top MK corporate staff bringing them your ideas, thoughts and suggestions. I also get to spend time with Top MK Directors and learn their ideas about building highly profitable, stable, long term businesses.

We have a super packed calendar full of events to support your business & success. Tune into everything so you can develop your confidence, skills and success thinking. Make sure you are a part of our Jackson Area FB group and my Penny's VIP customer group.

Mary Kay is just weeks away from our 60th anniversary. We are more focused and stronger than ever!!! Dream Huge because the Best is Yet to Come!!!!

Penny



**You're Invited to
15 Minute Beauty
Faves!**
Monday
8pm EST
Zoom 633 732 4875
PW 991366
RSVP to your consultant



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

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

AUGUST

Life is Sweet!
Earn your monthly charm when you hold 10 Career Chats or Add 1 Active New Team Member!

HOLIDAY
Buzz Kit

Holiday products are coming soon! Earn top secret goodies based on your cumulative wholesale orders placed August 1-31!

\$450 WS
Stack of Holiday 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!

*Must let Penny-know you're a winner by 9/3

LUCKY STARS UNIT

EXPECT THE EXCEPTIONAL!
Fall 2023

Coming Soon!
Date TBD

NEW! Mary Kay Oil-Free Eye Makeup Remover \$20

Special-Edition Mary Kay Makeup Remover Rounds \$5 pk/5

NEW! Mary Kay Waterproof Lip Liner \$14 each

NEW! Mary Kay Waterproof Eyeliner \$14 each

Free sample inside!

HOLIDAY PCP
90¢

Enrollment Dates
July 19-Aug. 17

Now Enrolling!

Give your customers a VIP experience and show off the new goodies coming to the Mary Kay world! Mails-Sept. 2nd

Muffins & Makeovers

Saturday August 12

9:30am

Panera

1908 4th St. N

St. Pete

RSVP to your consultant

Muffins & Makeovers

Saturday August 19

9:30am

Penny's Home

544 Wexford Dr. E

Palm Harbor 34683

RSVP to your consultant

Star Tea Party

Be a Star by Sept. 15th
to be invited!

Saturday September 16th
2pm

Joseph's Tea House

25028 US HWY 19

Clearwater 33763

\$38++

★ Emerald Stars & Up will
be treated FREE from your
director!

Star Recognition &
Prize for Best Tea Attire!



Holiday NEW PRODUCT PREVIEW GUEST EVENT!

Tuesday September 12
6:30pm

La Qunita
21338 US HWY 19 N
Clearwater

2 GRAND PRIZE DRAWINGS!
\$100 CASH &
KATE SPADE BAG!

PRIZES
NETWORKING &
FUN!



Yearlong Consistency Challenge

July 1, 2023 - June 30th, 2024

soar
like never
before
MARY KAY



Soar for the next 12
months as you work
your Mary Kay
Business and
complete the
Monthly Challenges.

Shari's Office

Seminar 2023 Highlights!



Jackson Area Awards Night!



Seminar 2023 Awards Night!



Seminar 2023 Results

YTD Court of Sales & Sharing

Top 5 YTD Personal Retail Court

Congratulations our Top 5!



**Robin
Rowe**
Princess Ct



**Gretchen
Saunders**



**Karen
Hillstead**



**Jennifer
Martin**



**Ruth Ann
Allison**

YTD Retail Court

Rank	Conslt Name	YTD Total
1	Robin Rowe-Princess Ct	\$24,668.00
2	Gretchen Saunders	\$18,022.00
3	Karen Hillstead	\$15,869.00
4	Jennifer Martin	\$15,231.00
5	Ruth Ann Allison	\$13,040.00
6	Veronica Perez	\$12,929.00
7	Amy Maltinos	\$12,229.00
8	Deborah Grindinger	\$12,016.00
9	Barbara Tsagaris	\$11,610.00
10	Rhonda Ricohermoso	\$10,632.00
11	Bethany Duntley	\$7,402.00
12	Tina Nelson	\$6,101.00
13	Marylyn Cantrell	\$5,882.00
14	Evelyn Cooper	\$5,723.00
15	Phyllis Wilson	\$5,196.00
16	Rebekah Wagenschutz	\$5,102.00
17	Shawn Fand	\$4,970.00
18	Brigitte Pelrine	\$4,778.00
19	Karen Coultas	\$4,729.00
20	Melissa Smith	\$4,458.00

YTD Sharing Court

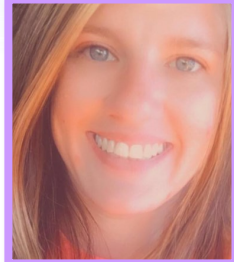
Name	Sem Qual Team Member
Karen Hillstead	3
Robin Rowe	2
Gretchen Saunders	1
Phyllis Wilson	1
Rhonda Ricohermoso	1

LUCKY STARS
SEMINAR 2024 GOAL
CIRCLE OF EXCELLENCE
PRESTIGE!
TRACKING
OUR WAY
TO MILLION!
Thank you for your order!

Soaring Like Never Before Top 5 "Monthly" Wholesale



**Ruth Ann
Allison**



**Toni
Kelley**



**Barbie
Tsagaris**



**Jennifer
Martin**



**Tina
Hull**

Look who Invested in their Business in July

Name	Unit Wholesale		
Ruth Ann Allison	\$1,211.50	Annette Ahrens	\$230.00
Toni Kelley	\$617.00	Susan Coley	\$230.00
Barbara Tsagaris	\$608.50	Janice Szablewski	\$230.00
Jennifer Martin	\$604.00	Beth Rhoton	\$227.00
Tina Hull	\$488.00	Letizia DiCarlo	\$226.00
Rhonda Ricohermoso	\$447.75	Tonya Sorrell	\$226.00
Traci MacDonald	\$359.00	Erica Woodward	\$226.00
Connie Huggett	\$315.50	Jeanne Bordelon	\$225.00
Deborah Grindinger	\$305.00	Kim Palmer	\$225.00
Melissa Wohlberg	\$298.00	Jo-Anne Robinson	\$225.00
Lynn Goldman	\$280.00	Phyllis Wilson	\$215.50
Dawn Durocher	\$259.00	Tina Nelson	\$193.00
Tiffany Linstad	\$257.00	Evelyn Cooper	\$180.50
Tammy MacMillan	\$255.00	Robin Janetos	\$166.00
Hannah Boivin	\$253.00	Veronica Perez	\$162.50
Emily Worsham	\$246.00	Marie Whelan	\$145.00
Brigitte Pelrine	\$243.00	Donna Bryant	\$124.00
Jo Todd	\$242.50	Barbara Bloom	\$115.50
Joan Diamond-Rego	\$238.00	Lisa Kalman	\$98.00
Kathleen Gibson	\$238.00	Karen Coultas	\$62.00
Yvonne Palmer	\$235.00	Patricia Muenzner	\$56.00
Karen Lloyd	\$233.50	Stacey Graves	\$28.00
Deborah Flurnoy	\$232.00	Gloria Grassick	\$20.00
		Katie Vitale	\$20.00
		Penny Jackson	\$1,028.50

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
Ruth Ann Allison	12	MAXED OUT	08/31/23
Latoya Jenkins	0	\$369.50 whs	08/31/23
Lori Kostevich	0	\$600 whs	08/31/23
Samiya Watson	0	\$364 whs	09/30/23
Joselyn Johnson	0	\$374 whs	09/30/23
Meryl Lussan	0	\$600 whs	09/30/23
Jo-Ann Robinson	0	\$375 whs	10/31/23
Tammy MacMillan	0	\$345 whs	10/31/23
Nicole Carroll	0	\$600 whs	10/31/23
Katherine Foster	0	\$600 whs	10/31/23
Diane Humphery	0	\$600 whs	10/31/23
Toni Kelley	1	\$583 whs	10/31/23





Seminar 2024

YTD Court of Sales & Sharing



Top 5 YTD Personal Retail Court



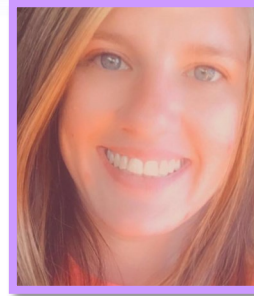
Ruth Ann Allison



Barbie Tsagaris



Jennifer Martin



Toni Kelley



Tina Hull

YTD Retail Court

YTD Sharing Court

Rank	Conslt Name	YTD Total
1	Ruth Ann Allison	\$2,664.00
2	Barbara Tsagaris	\$1,217.00
3	Jennifer Martin	\$1,208.00
4	Toni Kelley	\$1,183.00
5	Tina Hull	\$976.00
6	Rhonda Ricohermoso	\$895.00
7	Traci MacDonald	\$718.00
8	Connie Huggett	\$631.00
9	Deborah Grindinger	\$610.00
10	Melissa Wohlberg	\$596.00
11	Lynn Goldman	\$560.00
12	Dawn Durocher	\$518.00
13	Tiffany Linstad	\$514.00
14	Tammy MacMillan	\$510.00
15	Hannah Boivin	\$506.00
16	Emily Worsham	\$492.00
17	Brigitte Pelrine	\$486.00
18	Jo Todd	\$485.00
19	Joan Diamond-Rego	\$476.00
20	Kathleen Gibson	\$476.00



Name	Sem Qual Team Member
Ruth Ann Allison	1

Holiday 2023

ON-SALE DATES

NEW TimeWise Miracle Set

Available to all Consultants:	Available on MK website:	Available to PCP Participants & Stars:	Available to all Consultants:	Available on MK website:
26 Aug	13 Sept	8 Sept	12 Sept	13 Sept

Holiday 2023 Products


CONFIDENTIAL

Top 10 Teams

Team & Personal Wholesale Production

Results as of 07/31/23

#1



Red Jacket
Gretchen Saunders
\$1,973.50

Carla Prescott
Romona Soppe
Marie Whelan
Ruth Ann Allison
Katherine Foster
Toni Kelley

#2



Sr. Consultant
Ruth Ann Allison
\$1,828.50

Katherine Foster
Toni Kelley

#3



Team Leader
Debbie Sitkowski
\$1,703.75

Jan Cunningham	Beth Lossner
Patti Rowles	Kristen Hughes
Darla Strong	Tereza Cavalcanti
Jill Villarreal	
Pam Sanchez	


#4

Team Leader
Karen Hillstead
\$1,469.25

Karen Komatz	Shawn Fand
Jodi Lishinski	Cathy Rider
Traci MacDonald	Amanda Sims
Sandra McKain	
Tina Nelson	
Rhonda Ricohermoso	
Robin Rowe	
Latrecia Sisk	
Izumi Sodetz	
Jo Todd	
Laura Voght	
Kaitlyn Wells	




#5



Sr. Consultant
Dara Strong
\$1,230.75

Danisha Kelley
John Erickson

#6



Elite Team Leader
Victoria Peasley
\$1,012

Jennifer Baralt	Letizia DiCarlo
Gabriella D'Elia	Angela Green-Izzo
Tina Hull	Sabrina Mosiello
Ellen Stantz	Michele Ruffridge
Tammy Stantz	
Katherine White	
Melissa Wohlberg	

#7



Sr. Consultant
Tonya Sorrell
\$903

Susan Brule
Linda Horne
Catherine McKellar


#8

Team Leader
Robin Nellis
\$886

Amy Christensen	Kay Church
Barbara Frisco	Terre Jeeffcoat
Jo-Ann Renaud	Megan Hall
Selena Semanco	Kayla O'Hara
Melody Linquist	Sheri Lyons
Joyce Giesler	Susan Lahue
	Anaka Hudson
	Dorie Shaddock




#9



Red Jacket
Barbie Tsagaris
\$854.50

Barbara Ahrndt
Angeline Janetakos
Anna Tripodis
Jean Tsagaris
Christa Vivolo
Patricia Werynski
Emily Worsham

#10



Elite Team Leader
Catina Kridler
\$759.50

Cynthia Bobkoskie	Cassie Larson	Linda Taylor
Laura Brzoska	Tomacita Luna	Monica Townley
Christina Callon	Trina Maguire	Lauren Weber
Angelia Dillon	Nathan Namolik	Ryein Weber
Maria Israel	Stephanie Nigro	Jasmyn Bone
Judith Lade	Jennifer Peacock	Elizabeth Conrad
	Kelly Stoupe	Christine Delara
	Christal Stovall	Marilyn Shuman

Soar Like Never Before! Senior Consultants and Up



Victoria Peasley



Karen Hillstead



Barbara Bloom



Marylyn Cantrell



Evelyn Oliver



Gabriella D'Elia



Dawn Durocher



Stephanie Narron



Brigitte Pelrine



Gretchen Saunders



Barbie Tsagaris



Phyllis Wilson

First Name	Last Name	Career Level
Victoria	Peasley	ETL
Karen	Hillstead	TL
Barbara	Bloom	STB
Marylyn	Cantrell	STB
Evelyn	Cooper	STB
Gabriella	D'Elia	STB
Dawn	Durocher	STB
Stephanie	Narron	STB
Brigitte	Pelrine	STB
Gretchen	Saunders	STB
Barbie	Tsagaris	STB
Phyllis	Wilson	STB

First Name	Last Name	Career Level
Ruth Ann	Allison	SC
Bethany	Duntley	SC
Gloria	Grassick	SC
Brenda	Leak	SC
Jennifer	Martin	SC
Rhonda	Ricohermoso	SC
Jean	Rowe	SC
Annette	Sisk	SC
Tonya	Sorrell	SC

On-Target 1st Quarter Stars

6/16/23-9/15/23



Name	Contest Credit Needed				
	Sapphire	Ruby	Diamond	Emerald	Pearl
Penny Jackson	\$ 0.00	\$ 0.00	\$ 0.00	\$ 494.20	\$ 1,694.20
Ruth Ann Allison	\$ 0.00	\$ 0.00	\$ 89.00	\$ 689.00	\$ 1,889.00
Rhonda Ricohermoso	\$ 580.75	\$ 1,180.75	\$ 1,780.75	\$ 2,380.75	\$ 3,580.75
Barbara Tsagaris	\$ 1,172.50	\$ 1,772.50	\$ 2,372.50	\$ 2,972.50	\$ 4,172.50
Toni Kelley	\$ 1,183.00	\$ 1,783.00	\$ 2,383.00	\$ 2,983.00	\$ 4,183.00
Jennifer Martin	\$ 1,196.00	\$ 1,796.00	\$ 2,396.00	\$ 2,996.00	\$ 4,196.00
Karen Hillstead	\$ 1,198.00	\$ 1,798.00	\$ 2,398.00	\$ 2,998.00	\$ 4,198.00
Amy Maltinos	\$ 1,198.80	\$ 1,798.80	\$ 2,398.80	\$ 2,998.80	\$ 4,198.80
Deborah Grindinger	\$ 1,306.00	\$ 1,906.00	\$ 2,506.00	\$ 3,106.00	\$ 4,306.00
Tina Hull	\$ 1,312.00	\$ 1,912.00	\$ 2,512.00	\$ 3,112.00	\$ 4,312.00
Donna Bryant	\$ 1,362.00	\$ 1,962.00	\$ 2,562.00	\$ 3,162.00	\$ 4,362.00
Gloria Grassick	\$ 1,382.00	\$ 1,982.00	\$ 2,582.00	\$ 3,182.00	\$ 4,382.00
Gretchen Saunders	\$ 1,385.00	\$ 1,985.00	\$ 2,585.00	\$ 3,185.00	\$ 4,385.00

Welcome New Consultants

New Consultant	Recruiter
Nicole Carroll	Marylyn Cantrell
Jo-Anne Robinson	Marylyn Cantrell
Tammy MacMillan	Penny Jackson
Diane Humphery	Phyllis Wilson
Katherine Foster	Ruth Ann Allison
Toni Kelley	Ruth Ann Allison

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

Team Commissions

Name	Team Commission	%	Team Bonus
Karen Hillstead	\$111.80	9	\$0.00
Gretchen Saunders	\$81.39	6	\$0.00
Tonya Sorrell	\$27.08	4	\$0.00
Stephanie Narron	\$24.86	4	\$0.00
Ruth Ann Allison	\$24.68	4	\$50.00
Dawn Durocher	\$19.32	4	\$0.00
Marylyn Cantrell	\$18.52	4	\$0.00
Barbara Bloom	\$15.12	4	\$0.00
Brigitte Pelrine	\$10.12	4	\$0.00
Barbara Tsagaris	\$9.84	4	\$0.00
Gabriella D'Elia	\$9.04	4	\$0.00
Phyllis Wilson	\$7.22	4	\$0.00
Bethany Duntley	\$0.80	4	\$0.00
Penny Jackson	\$425.69	13	\$0.00

Happy Anniversary September

SEPTEMBER	
Name	Years
Suzanne Emerson	21
Jennifer St. George	20
Glenda Johnson	18
Erica Woodward	12
Brenda Horchler	12
Kimberly Zaleski	12
Catherine McKellar	12
Gloria Grassick	9
Elizabeth Padilla	8
Latarsha Shepherd	8
Mayra Sierra	5
Amanda Sims	2

Happy Birthday September

SEPTEMBER	
Name	Birthday
Stacey Graves	2
Sue Fritschmann	6
Donna Black	7
Connie Kolosey	9
Sarah Byars	10
Patricia Bizier	12
Melissa Wohlberg	12
Yvonne Palmer	14
Edeline Joseph-Theophile	17
Denise Rainey	18
Barbara Bloom	20
Gloria Grassick	20
Samiya Watson	20
Karen Buckner	22
Ruth Ann Allison	25
Christine Hubbell	26
Jennifer Martin	26
Monique Papia	27
Cynthia Aguilar	30
Veronica Perez	30
Michele Ruffridge	30



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

To the Amazing:

soar
like never
before
 MARY KAY

**Jackson Area
 Success Meeting**


**MONDAY'S
 7-8 PM EST
 SUCCESS EVENT
 &
 8PM EST
 15 MINUTE BEAUTY FAVES!**

**(INVITE YOUR GUESTS TO JOIN & LEARN
 ABOUT SOME MK FAVES)**

**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