

Penny Jackson ESS Director

Penny's Lucky Stars Newsletter



September 2023 Newsletter August 2023 Results



Queen of Wholesale Gretchen Saunders



YTD Sales Queen Gretchen Saunders



Monthly Queens of Sharing Phyllis Wilson & Robin Rowe



YTD Sharing Queen Ruth Ann Allison

August Soaring Achievers!



Gretchen Saunders



Ruth Ann Allison



JoAnn Nestor



Shawn Fand



Jennifer Martin



Robin Rowe



Susan McGuigan



Karen Hillstead



Penny Jackson

Message from Penny

Lucky Stars!

Tomorrow - Wednesday September 13 is the 60th anniversary of Mary Kay Cosmetics! Can you imagine what Mary Kay was doing? thinking? She had to be excited!!!! Scared!!!! I'm sure a million thoughts were racing through her head. Her Dream was so much bigger than her obstacles that she risked it all - her money - her future. She had no choice but to make it work. How did she find the courage? She always said it was her faith and her belief in women that gave her the courage to build her Dream Company.

Look at what one woman created. From what most people thought would be a complete failure, Mary Kay built a company that 60 years later is in over 35 countries around the world with 3,000,000 MK Beauty Consultants! The business model was perfect for women in 1963 and is even more perfect for women today!

I hope you stretch yourself this month to reach out to more women and offer them a chance to try our products and our opportunity. Like a Thank You to Mary Kay for creating this company for us. Just think - if each of us talks to just 1 more person - we can make a difference just like Mary Kay did!

The holiday products have arrived. The new Starter Kit is on Sale! So many reasons to celebrate!

I hope you pick a stretch goal this month and help our Unit paint the world Pink!

Penny



















JOIN MARY KAY your Way!

AVAILABLE DURING SEPTEMBER 2023

The Mary Kay opportunity has always been flexible and fun, but now it's better than ever. **CUSTOMIZE YOUR EXPERIENCE** from the start with UNBELIEVABLE OPTIONS for every go-getter - designed with instant wins and long-term gains in mind.

Get started with MARYKAY eSTART.

The first step in starting a Mary Kay business is with Mary Kay* eStart!

It includes business essentials to help you get started. You'll receive a few key Mary Kay* product samples along with informational materials that are fun and functional.

INCLUDES: Welcome Brochure, Great Start™ Brochure, The Look catalog, TimeWise* Miracle Set * Sample Set in Normal/Dry. TimeWise "Miracle Set "Sample Set in Combination/Oily and TimeWise* Eye Cream Samples, pk./6.

- · Access to a beautifully branded Mary Kay* Personal Web Site for one year.
- · Free apps to help you sell Mary Kay* products anytime, anywhere.
- · Online step-by-step education to help you grow as you go!
- · Digital tools and marketing resources for managing your business.
- Customer support.



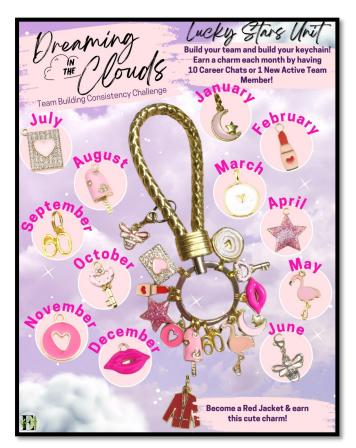
CUSTOMIZE YOUR STARTUP EXPERIENCE!

Build your ideal Mary Kay business with one or both of these options:



Customize your Mary Kay startup experience NOW, or select your options within 15 DAYS from your start date. See the back for more info.













CELEBRATE. AMAZE. SPARKLE.

-Holiday Launch 2023—



NEW! Limited-Edition Mandarin Blooms

Body Wash

NEW! Limited-Edition Shimmer Liquid Eye Shadow

- Champagne
- Sparkling
- Rosé

NEW! Limited-Edition Fuzzy Socks

\$18

NEW! Limited-Edition MKMen Citrus





Soaring Like Never Before Top 5 "Monthly" Wholesale



Gretchen Saunders



Ruth Ann Allison



JoAnn Nestor



Shawn Fand



Jennifer Martin

Look who Invested in their Business in August

Name	Unit Wholesale
Gretchen Saunders	\$3,533.00
Ruth Ann Allison	\$1,365.25
JoAnn Nestor	\$770.00
Shawn Fand	\$716.00
Jennifer Martin	\$712.00
Robin Rowe	\$659.00
Susan McGuigan	\$600.25
Karen Hillstead	\$600.00
Ludivina Bernal	\$567.00
Jeanne Bordelon	\$440.00
Marylyn Cantrell	\$404.00
Rhonda Ricohermoso	\$394.50
Tina Nelson	\$384.00
Deborah Grindinger	\$372.50
Nicole Carroll	\$303.75
Alison Giesen	\$289.50
Jacquilyn Koski	\$268.50
Gabriella D'Elia	\$250.50
Monique Papia	\$249.00
Kim Knaebel	\$244.00
Carla Prescott	\$240.00

Becky Cowan	\$237.00
Evelyn Cooper	\$236.00
Susan Gates	\$235.00
Amy Maltinos	\$234.00
Donna Black	\$231.00
Barbara Greitzer	\$230.00
Sarah Hillstead	\$227.00
Loren Goldman	\$226.00
Stephanie Narron	\$226.00
Melissa Smith	\$226.00
Deanna Barbin	\$225.50
Patricia Muenzner	\$180.00
Susan Coley	\$174.50
Karen Coultas	\$158.00
Toni Kelley	\$157.00
Jennie Jordan	\$156.00
Toni Diaco	\$152.00
Veronica Perez	\$77.00
Andrea Couture	\$69.00
Melissa Wohlberg	\$63.00
Brigitte Pelrine	\$33.00
Tina Hull	\$27.00
Barbara Tsagaris	\$25.00
Penny Jackson	\$719.00

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
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 Robinsor	0	\$375 whs	10/31/23
Tammy MacMillaı	n 0	\$345 whs	10/31/23
Nicole Carroll	0	\$296.25 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
Sharon Williams	0	\$600 whs	11/30/23
Kasey Fletcher	Ο	\$600 whs	11/30/23

















Seminar 2024 YTD Court of Sales & Sharing



Top 5 YTD Personal Retail Court







Ruth Ann Allison



Jennifer Martin



Rhonda Ricohermoso



JoAnn Nestor

YTD Retail Court

Rank	ConsIt Name	YTD Total
1	Gretchen Saunders	\$7,066.00
2	Ruth Ann Allison	\$5,706.00
3	Jennifer Martin	\$2,632.00
4	Rhonda Ricohermoso	\$1,684.00
5	JoAnn Nestor	\$1,540.00
6	Toni Kelley	\$1,497.00
7	Shawn Fand	\$1,432.00
8	Deborah Grindinger	\$1,355.00
9	Jeanne Bordelon	\$1,330.00
10	Robin Rowe	\$1,318.00
11	Barbara Tsagaris	\$1,267.00
12	Susan McGuigan	\$1,200.00
13	Karen Hillstead	\$1,200.00
14	Tina Nelson	\$1,154.00
15	Ludivina Bernal	\$1,134.00
16	Tina Hull	\$1,030.00
17	Evelyn Cooper	\$833.00
18	Susan Coley	\$809.00
19	Marylyn Cantrell	\$808.00
20	Melissa Wohlberg	\$722.00

YTD Sharing Court



Name Sem Qual Team Member

Ruth Ann Allison 1



Team & Personal Wholesale Production

Results as of 08/31/23

Sr. Consultant Gretchen Saunders

\$5,298.25

Carla Prescott Romona Soppe Marie Whelan

Ruth Ann Allison

Katherine Foster

Toni Kelley

Sr. Consultant Stephanie Narron \$3,640.50

Heidi L. Crock Stephanie Mitas Stacy R. Narron

Sandra Narron

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

Team Leader Karen Hillstead

\$2,980.50 Kathy Bennett

Deborah Brock Karen Buckner

Sue Fritschmann Kara Hillstead

Samantha Hillstead Sarah Hillstead

Karen Komatz Jodi Lishinski

> Traci MacDonald Sandra McKain

Tina Nelson

Rhonda Ricohermoso

Robin Rowe

Latrecia Sisk

Izumi Sodetz

Jo Todd Laura Voght

Dawn King Kaitlyn Wells

Kasey Fletcher Shawn Fand Cathy Rider Amanda Sims



Sr. Consultant **Tonya Sorrell** \$2,068

> Susan Brule Linda Horne

Catherine McKellar



Sr. Consultant **Ruth Ann Allison** \$1,522.25

> Katherine Foster Toni Kelley



Team Leader Catina Kridler \$1,296.50

> Cynthia Bobkoskie Laura Brzoska

Christina Callon Angelia Dillon

Maria Israel Judith Lade

Deirdre Dimmitt

Cassie Larson Tomacita Luna Trina Maguire

Nathan Namolik Stephanie Nigro

Jennifer Peacock

Kelly Stouppe Christal Stovall

Linda Taylor Monica Townley Lauren Weber Ryein Weber

Jasmyn Bone Elizabeth Conrad Christine Delara

Marilyn Shuman



Sr. Consultant Rhonda Ricohermoso \$1,110,50

Shawn Fand



Team Leader **Robin Nellis**

\$990.75

Amy Christensen Barbara Frisco Jo-Ann Renaud

Selena Semanco Melody Linquist Joyce Giesler

Kay Church

Terre Jeeffcoat Megan Hall Kayla O'Hara Sheri Lyons Susan Lahue Anaka Hudson Dorie Shaddock



Sr. Consultant Valerie Marshall \$923

> Shannon Chambers Karen Halverson Karen Whelan Morgan Williamson Megan Saltzgaver Tiffany Byrd Katie Satlzgaver

Sharon Focht



Sr. Consult\ant Angelita Ortiz \$885

> Josefina Lapaix Candida Lugo Nancy Morgan



Soar Like Never Before! Senior Consultants and Up















Victoria Peasley

Barbara Bloom

Karen Hillstead

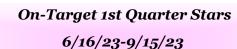
Marylyn Cantrell

Gabriella D'Elia

Phyllis Wilson

First Name	Last Name	Career Level
Victoria	Peasley	ETL
Barbara	Bloom	TL
Karen	Hillstead	TL
Marylyn	Cantrell	STB
Gabriella	D'Elia	STB
Phyllis	Wilson	STB
Ruth Ann	Allison	SC
Evelyn	Cooper	SC
Bethany	Duntley	SC
Dawn	Durocher	SC

First Name	Last Name	Career Level
Gloria	Grassick	SC
Brenda	Leak	SC
Jennifer	Martin	SC
Stephanie	Narron	SC
Brigitte	Pelrine	SC
Veronica	Perez	SC
Rhonda	Ricohermoso	SC
Jean	Rowe	SC
Gretchen	Saunders	SC
Barbie	Tsagaris	SC











Contest Credit Needed					
Name	Sapphire	Ruby	Diamond	Emerald	Pearl
Penny Jackson	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 567.20
Gretchen Saunders	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 852.00
Ruth Ann Allison	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 930.25
Rhonda Ricohermoso	\$ 242.75	\$ 842.75	\$ 1,442.75	\$ 2,042.75	\$ 3,242.75
Jennifer Martin	\$ 484.00	\$ 1,084.00	\$ 1,684.00	\$ 2,284.00	\$ 3,484.00
Karen Hillstead	\$ 598.00	\$ 1,198.00	\$ 1,798.00	\$ 2,398.00	\$ 3,598.00
JoAnn Nestor	\$ 714.50	\$ 1,314.50	\$ 1,914.50	\$ 2,514.50	\$ 3,714.50
Robin Rowe	\$ 847.80	\$ 1,447.80	\$ 2,047.80	\$ 2,647.80	\$ 3,847.80
Deborah Grindinger	\$ 933.50	\$ 1,533.50	\$ 2,133.50	\$ 2,733.50	\$ 3,933.50
Amy Maltinos	\$ 964.80	\$ 1,564.80	\$ 2,164.80	\$ 2,764.80	\$ 3,964.80
Toni Kelley	\$ 1,026.00	\$ 1,626.00	\$ 2,226.00	\$ 2,826.00	\$ 4,026.00
Shawn Fand	\$ 1,084.00	\$ 1,684.00	\$ 2,284.00	\$ 2,884.00	\$ 4,084.00
Jeanne Bordelon	\$ 1,135.00	\$ 1,735.00	\$ 2,335.00	\$ 2,935.00	\$ 4,135.00
Barbara Tsagaris	\$ 1,147.50	\$ 1,747.50	\$ 2,347.50	\$ 2,947.50	\$ 4,147.50
Susan McGuigan	\$ 1,174.75	\$ 1,774.75	\$ 2,374.75	\$ 2,974.75	\$ 4,174.75
Veronica Perez	\$ 1,183.00	\$ 1,783.00	\$ 2,383.00	\$ 2,983.00	\$ 4,183.00

Welcome New Consultants

New Consultant	Recruiter
Kasey Fletcher	Robin Rowe
Sharon Williams	Phyllis Wilson

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

Team Commissions

Name	Team Commission	%
Karen Hillstead	\$149.81	9
Stephanie Narron	\$136.58	4
Tonya Sorrell	\$82.72	4
Gretchen Saunders	\$64.21	4
Rhonda Ricohermoso	\$28.64	4
Marylyn Cantrell	\$12.15	4
Phyllis Wilson	\$9.44	4
Veronica Perez	\$9.24	4
Ruth Ann Allison	\$6.28	4
Penny Jackson	\$450.78	13

OCTOBER	
Name	Years
Ruth Lawrence	24
Joan Diamond-Rego	23
Bunny Trent	22
Jeanne Bordelon	22
Katherine Atherton	18
Susan Hickman	18
Gretchen Saunders	17
Carla Prescott	17
Katherine White	14
Bethany Duntley	12
Susan Leonard	10
Tami Parker	9
Brigitte Pelrine	8
Michelle Sprague	6
Patricia Bizier	6
Angeline Janetakos	5
Kaitlyn Wells	3
Jazmine Gonzalez	3
Latrecia Sisk	3
Crystal Feyerabend	2
Samantha Hillstead	1
Stacey Taylor	1
Carie Cutting	1
Cindy Blessing	1
Monique Papia	1
Connor Baxter	1
Cathy Rider	1
Deborah Flurnoy	1
Kathy Bennett	1
Tina Nelson	1
Wayne Rowe	1

Kappy Anniversary Kappy Birthday October October

OCTOBER Name Birthday Celia Valenzuela Karen Lloyd 3 Laura Voght 4 Jillian Shimko 5 Toni Diaco 6 Cyndi Olmstead 6 Susan McGuigan **Emily Worsham** 8 Tammy MacMillan 10 Leslie Tennyson 10 Beth Rhoton 11 Sharon Shulman 13 Sandra McKain 18

19

20

20

22

22

23

24

24

29

31

Jean Rowe

Jennie Jordan

Kara Hillstead

Glenda Johnson

Patty Reinhold

JoAnn Nestor

Bunny Trent

Pamela Skyrme

Julie Dulac

Suzanne Kelliher

SEPTEMBER 2023

Lucky Stars Unit

24 88	17 88	10	C X	7pm EST Jackson Success Zoom 633 732 4875 PW 991366	SUNDAY
7pm EST Jackson Success Zoom 633 732 4875 PW 991366 8pm EST-NC Training must RSVP	7pm EST Jackson Success Zoom 633 732 4875 PW 991366 8pm EST- NC Training must RSVP	7pm EST Jackson Success Zoom 633 732 4875 PW 991366 8pm EST- NC Training must	Company ABOR Company Offices closed Opm EST Jackson Success Zoom 633 732 4875 PW 991366 8pm EST- NC Training must RSVP	SAVE Sept. 16th-Sta Oct 2 Jackso Oct. 18th-S Oct. 2	MONDAY
26 6:30pm-LaQuinta 21338 US HWY19 N Clwtr Success & Guest Makeovers	6:30pm-LaQuinta 21338 US HWY19 N Clwtr Success & Guest Makeovers	the new Products! 12 6:30pm-LaQuinta 21338 US HWY19 N Clwtr NEW Product Preview Guest Event	5 6:30pm-LaQuinta 21338 US HWY19 N Clwtr Success & Guest Makeovers	SAVE THE DATES Sept. 16th-Star Tea Party-RSVP by 9/13 Oct 2 Jackson Area Celebration zoom Oct. 18th-Special Event Clwtr-TBA Oct. 28th-Fall Retreat	TUESDAY
7:30pm EST/6:30pm CT New TW Miracle Set Party Zoom 633 732 4875 PW 991366 8:30pm EST/7:30pm CT Winning Wednesday Recruiting Event *Zoom Details TBA	20	Mary Kay Inc. 13 60th Anniversary! 13 8pm EST/7pm CT 60th Annivarsary FB Live 8:30pm EST/7:30pm CT Winning Wednesday Recruiting Event *Zoom Details TBA	6		WEDNESDAY
28	21	14	7		THURSDAY
29	22	1st Quarter Star 15 Deadline	Early ordering for Stars & PCP!		FRIDAY
Last day of the month to place online orders.	9:30am 9:30am Muffins & Makeovers Panera Largo 10801 Starkey Rd RSVP	9:30am 9:30am Penny's Makeovers 6 544 Wexford Dr. E Palm Harbor RSVP 2pm Star Party Joseph's Tea House RSVP by 9/13	9:30am 9:30am Muffins & Makeovers Panera St Pete 1908 4th St N RSVP	2	SATURDAY





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To the Amazing:



