



Penny Jackson

ESS Director

Penny's Lucky Stars Newsletter



November 2023 Newsletter October 2023 Results



Please Email Me Your Photo

Queen of Wholesale
Gretchen Saunders



Please Email Me Your Photo

YTD Sales Queen
Gretchen Saunders



Monthly Queen of Sharing
Barbie Tsagaris



YTD Sharing Queen
Ruth Ann Allison

October Soaring Achievers!



Gretchen



Veronica



Barbie



Penny



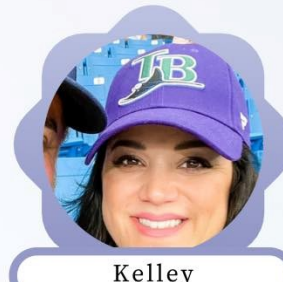
Phyllis



Candy



Jennifer



Kelley

Message from Penny

Happy November!!!!

WOW! The holidays are really here!!!! I hope you are dreaming huge and ready to create an abundant holiday for you and your family!!!! The winter products are available to everyone on November 15!!!! These are perfect for gift giving!!!! The BOGO free Mini Masks make the perfect stocking stuffers for you and the perfect small gift for friends, family members, teachers, hair stylist - really everyone on your list!!!!

I hope you have visions of fabulous sales in the next 6 weeks. People are spending money for gifts and usually more money on themselves. Lets make sure that we are staying in front of our potential buyers. Are you doing a Pink Friday sale? Holiday makeovers? Open house? What is your strategy to create massive success for you and your family? I'm always here to bounce around ideas.

We are packed out with opportunities to invite guests virtually and in person. Virtual MK Bingo is next Wednesday. Debi Frock is leading Bingo and last month it was totally fun. Wear something "turkey" if you can. I have no idea what that is going to be but I'm going to find something.

Dream Huge!!!! There is still time to promote yourself to Elite Team Leader and go to Leadership conference in Ft. Worth in January. It just takes 8 active team members. The holidays are the best time to find those team members who will love purchasing their holiday gifts at 1/2 price. Then they will be ready to make \$\$\$ in the New Year!!!! MANY people are already thinking of how to make 2024 prosperous. Make sure they hear the facts about MK from you.

I'm so proud and honored to represent you - a top unit for over 30 years. Thanks for your loyalty, friendship, support, and love over all these years. I am truly the luckiest person alive.

Have a fabulous November!!!!

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

MK Guest Event & New Pink Cadillac Celebration!

Let's Flood This Event with REDS+



Delia Villasana-Silva
MK Corp

Thursday Nov. 9th
6:30pm
La Quinta
21338 US HWY 19 N
Clearwater
Guests Welcomed!

Special Guest
MK Corp
Sales Force Development
Senior Assoc Manager to
the MK National
Area!



You're Invited to
MARY KAY BEAUTY
BINGO

WEDS. NOV. 15TH
 7PM EST
 ZOOM ID: 443 974 8520

No Password
Fun & Prizes!



YOU'RE INVITED

MARY KAY
LEADERSHIP
 2024

DIQs are invited to attend Leadership!

Join us for a Texas-sized celebration at the Fort Worth Convention Center!

Jan. 17-20: Emerald, Ruby, & Canada
 Jan. 21-24: Diamond & Sapphire

 TAKE ADVANTAGE OF THE 8 OUT OF THE GATE PROMOTION AND STEP INTO DIQ WITH 8 ACTIVE TEAM MEMBERS!



MUFFINS & MAKEOVERS

Saturday, Nov. 18
 9:30am
 Panera Largo
 10801 Starkey Rd
 Largo
 RSVP to your consultant



Early registration is \$55 through Oct. 31st
 \$70 after Nov 1st

You are invited to
SUNSHINE SUPERSTART
 2024

SNSDE
VIVIAN DIAZ
 Special Guest Speaker



January 13th, 2024

#SSS2024
 Hilton Daytona
 Oceanfront
 Resort

SAVE THE DATE!
 Register: Beez.Pink/SSS2024
 Hosted by, Linda Rowsey & Christi Rossi

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!

January
February
March
April
May
June
July
August
September
October
November
December

Become a Red Jacket & earn this cute charm!

Dreaming IN THE Clouds
Team Building Consistency Challenge

NOV

Share the Love!
Earn your monthly charm when add an
Active Team Member in November!

Lucky Stars

Holiday Ordering Deadline!

To help ensure delivery of your orders before the holidays, your product orders must be received and processed by **Sunday, Dec. 10**

MARY KAY

MARY KAY

MARY KAY

*Alaska, Hawaii, Guam, Dominican Republic, U.S. Virgin Islands and Puerto Rico orders must be received and processed by Thursday, Dec. 7.

soar
like never
before

MARY KAY

ORDER A CUMULATIVE \$600 WHOLESALE IN NOVEMBER AND EARN THIS TWO-LAYERED, WING-INSPIRED NECKLACE!

PCP participants & Stars Can order 11/10 & everyone on 11/15!

Winter 2023 Launch

BRIGHTEN YOUR EVERYDAY.



\$36

New! Limited-Edition Orchard Peach Satin Hands Pampering Set



\$12

New! Limited-Edition Orchard Peach Satin Hands Nourishing Shea Cream



\$30

New! Limited-Edition Mary Kay Lavender Magnolia Body Care Set

60th Anniversary Trend Collection



\$32

New! Limited-Edition Mary Kay 60th Anniversary Eye Shadow Palette

- 1 Pink Diamonds
- 2 Iconic Pink
- 3 Legacy Lilac
- 4 Burgundy Crown

\$10 each

New! Limited-Edition Mary Kay Nail Polish

- Visionary Pink
- Legacy Lilac

\$18 each

New! Limited-Edition Mary Kay Velvet Lip Crayon

- Visionary Pink
- Pink Rose

\$5

New! Limited-Edition Mary Kay 60th Anniversary Collection Bag

With the purchase of \$50 or more in products from the limited-edition Mary Kay 60th Anniversary Trend Collection

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

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

eSTART Pro +90
Over \$400 SRP value!



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

Soaring Like Never Before Top 5 "Monthly" Wholesale



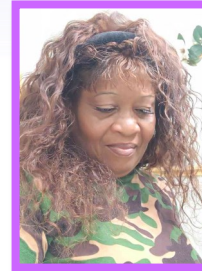
**Gretchen
Saunders**



**Veronica
Perez**



**Barbie
Tsagaris**



**Phyllis
Wilson**



**Candy
Roy**

Look who Invested in their Business in October

Name	Unit Wholesale
Gretchen Saunders	\$2,173.00
Veronica Perez	\$1,087.00
Barbara Tsagaris	\$839.00
Phyllis Wilson	\$619.00
Candy Roy	\$616.50
Jennifer Martin	\$615.00
Kelley Brownlee	\$604.00
Ruth Ann Allison	\$549.50
Sharon Shulman	\$485.00
Karen Komatz	\$484.00
Bethany Duntley	\$469.00
Catherine McKellar	\$414.50
Helene Newsome	\$373.50
Toni Diaco	\$364.00
Celia Valenzuela	\$352.50
Tammy MacMillan	\$345.00
Karen Coultas	\$340.00
Gloria Grassick	\$320.00
Susan Gates	\$311.50
Robin Rowe	\$300.50
Katie Vitale	\$299.00
Tina Nelson	\$293.00
Marcie Brown	\$292.00
Deborah Brock	\$283.00
Joan Diamond-Rego	\$282.00
Susan Hickman	\$281.00
Christine Hubbell	\$274.00
Terri Mackey	\$272.00
Susan Leonard	\$271.00
Tonya Sorrell	\$269.00
Judith Mattea	\$259.50
Shawn Fand	\$254.00

Sarah Byars	\$251.00
Carla Prescott	\$244.00
Katherine Atherton	\$238.50
Jeanne Bordelon	\$237.00
Sandra Lazar	\$236.50
Kasey Fletcher	\$234.50
Connie Kolosey	\$233.00
Susan Voutsinas	\$233.00
Joselyn Johnson	\$232.00
Gabriella D'Elia	\$231.50
Sue Fritschmann	\$230.00
Barbara Kessler	\$228.50
Patricia Bizier	\$228.00
Kara Hillstead	\$228.00
Ruth Lawrence	\$228.00
Stephanie Narron	\$228.00
Pamela Skyrme	\$228.00
Annette Ahrens	\$227.00
Lori Ford	\$226.00
Samantha Hillstead	\$226.00
Stacy Narron	\$226.00
Samiya Watson	\$226.00
Gwendolyn Watson	\$225.75
Suzanne Kelliher	\$225.50
Pam Mirville	\$225.00
Mayra Sierra	\$225.00
Toni Kelley	\$213.00
Jillian Shimko	\$182.75
Monique Papia	\$97.00
Deidra Langridge	\$91.00
Deanna Barbin	\$67.50
Julie Dulac	\$51.00
Brigitte Pelrine	\$44.00
Barbara Delgado	\$36.00
Rhonda Ricohermoso	\$19.00
Penny Jackson	\$654.50

GREAT START

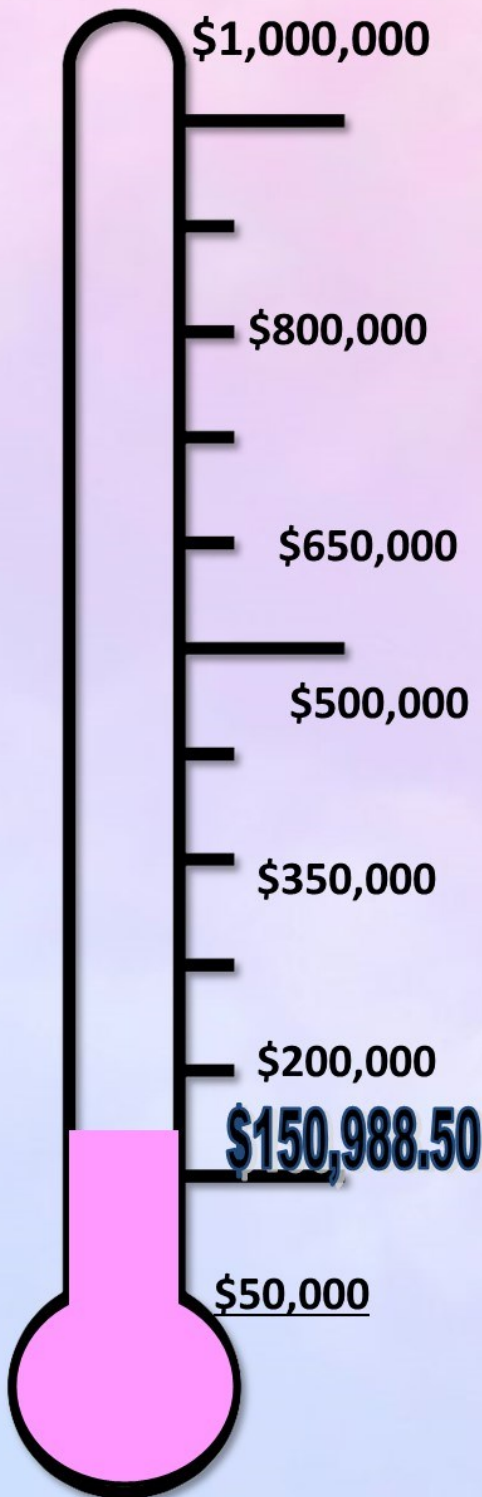
Don't miss out on
Bonus Bundles of \$110
 retail or more!

Name	# of Product Bundles earned	Amount to Earn next Free Product Bundle	Last Day to Redeem
Sharon Williams	0	\$600 whs	11/30/23
Kasey Fletcher	0	\$365.50 whs	11/30/23
Kelley Brownlee	1	\$596 whs	12/31/23
Jeanie Tyson	0	\$600 whs	12/31/23
Christina Hedges	0	\$201 whs	12/31/23
Irving Sanchez III	0	\$600 whs	12/31/23
Margie Green	0	\$600 whs	12/31/23
Carole Arrowood	0	\$600 whs	1/31/24
Jennifer DeCroes	0	\$600 whs	1/31/24
Mattie Gibson	0	\$600 whs	1/31/24
Sheila Love	0	\$600 whs	1/31/24



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

Goal: 1,000,000 Retail, Remaining: \$849,011.50



Hawaii
MAUI KONA
2024 TOP SALES DIRECTOR TRIP
Pink in Paradise
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



Please Email Me Your Photo

**Gretchen
Saunders**



**Ruth Ann
Allison**



**Jennifer
Martin**



**Barbie
Tsagaris**



**Robin
Rowe**

YTD Retail Court

YTD Sharing Court

Rank	Conslt Name	YTD Total
1	Gretchen Saunders	\$11,362.00
2	Ruth Ann Allison	\$6,805.00
3	Jennifer Martin	\$5,256.00
4	Barbara Tsagaris	\$4,922.00
5	Robin Rowe	\$3,616.00
6	Shawn Fand	\$3,375.00
7	Veronica Perez	\$3,215.00
8	Rhonda Ricohermoso	\$3,057.00
9	Phyllis Wilson	\$2,721.00
10	Toni Kelley	\$2,515.00
11	JoAnn Nestor	\$2,316.00
12	Ludivina Bernal	\$2,300.00
13	Tina Nelson	\$2,191.00
14	Deborah Grindinger	\$2,041.00
15	Marylyn Cantrell	\$2,030.00
16	Karen Hillstead	\$1,818.00
17	Jeanne Bordelon	\$1,799.00
18	Melissa Smith	\$1,712.00
19	Bethany Duntley	\$1,656.00
20	Kelley Brownlee	\$1,631.00



Name	Sem Qual Team Member
Ruth Ann Allison	1
Penny Jackson	2



Top 10 Teams

Team & Personal Wholesale Production

Results as of 10/31/23

#1



Sr. Consultant

Kathy Gauvin

\$3,243.50

Mary Allenspach
Mary Ann Taranto

#2



Red Jacket

Gretchen Saunders

\$3,179.50

Carla Prescott
Romona Soppe
Marie Whelan
Ruth Ann Allison

#3



Elite Team Leader

Karen Hillstead

\$2,552

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

#4



Red Jacket

Stephanie Narron

\$2,290.50

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

#5



Sr. Consultant

Mary Allenspach

\$2,163.50

Laura Ebbers

#6



Tonya Sorrell

Red Jacket

\$1,714

Susan Brule
Linda Horne
Catherine McKellar

#7



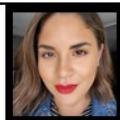
Team Leader

Robin Nellis

\$1,668

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

#8



Sr. Consultant

Veronica Perez

\$1,312

Donna Black
Irene DeLosRios
Jazmine Gonzalez
Ana Montalvo
Lidieth Segura
Mayra Sierra

#9



Sr. Consultant

Phyllis Wilson

\$1,302.75

Evelyn Cooper
Santiana Williams
Latoya Jenkins
Diane Humphery
Samiya Watson
Sharon Williams

#10



Sr. Consultant

Valerie Marshall

\$1,183

Shannon Chambers
Karen Halverson
Karen Whelan
Morgan Williamson
Megan Saltzgaver
Tiffany Byrd

Soar Like Never Before! Senior Consultants and Up



Karen Hillstead



Barbara Bloom



Evelyn Cooper



Stephanie Narron



Gretchen Saunders



Tonya Sorrell

First Name	Last Name	Career Level
Karen	Hillstead	ETL
Barbara	Bloom	TL
Evelyn	Cooper	STB
Stephanie	Narron	STB
Gretchen	Saunders	STB
Tonya	Sorrell	STB
Ruth Ann	Allison	SC
Deborah	Brock	SC
Marylyn	Cantrell	SC
Bethany	Duntley	SC
Dawn	Durocher	SC

First Name	Last Name	Career Level
Stacey	Graves	SC
Brenda	Leak	SC
JoAnn	Nestor	SC
Victoria	Peasley	SC
Brigitte	Pelrine	SC
Veronica	Perez	SC
Rhonda	Ricohermoso	SC
Jean	Rowe	SC
Robin	Rowe	SC
Barbie	Tsagaris	SC
Phyllis	Wilson	SC

Congratulations!



On-Target 2nd Quarter Stars

9/16/23-12/15/23

Contest Credit Needed

Name	Sapphire	Ruby	Diamond	Emerald	Pearl
Gretchen Saunders	\$ 0.00	\$ 227.00	\$ 827.00	\$ 1,427.00	\$ 2,627.00
Penny Jackson	\$ 0.00	\$ 555.50	\$ 1,155.50	\$ 1,755.50	\$ 2,955.50
Barbara Tsagaris	\$ 0.00	\$ 572.50	\$ 1,172.50	\$ 1,772.50	\$ 2,972.50
Veronica Perez	\$ 686.50	\$ 1,286.50	\$ 1,886.50	\$ 2,486.50	\$ 3,686.50
Phyllis Wilson	\$ 920.00	\$ 1,520.00	\$ 2,120.00	\$ 2,720.00	\$ 3,920.00
Deidra Langridge	\$ 1,126.50	\$ 1,726.50	\$ 2,326.50	\$ 2,926.50	\$ 4,126.50
Melissa Smith	\$ 1,170.00	\$ 1,770.00	\$ 2,370.00	\$ 2,970.00	\$ 4,170.00
Candy Roy	\$ 1,183.50	\$ 1,783.50	\$ 2,383.50	\$ 2,983.50	\$ 4,183.50
Jennifer Martin	\$ 1,185.00	\$ 1,785.00	\$ 2,385.00	\$ 2,985.00	\$ 4,185.00
Marylyn Cantrell	\$ 1,188.75	\$ 1,788.75	\$ 2,388.75	\$ 2,988.75	\$ 4,188.75
Patti Ramsey	\$ 1,189.00	\$ 1,789.00	\$ 2,389.00	\$ 2,989.00	\$ 4,189.00
Kelley Brownlee	\$ 1,196.00	\$ 1,796.00	\$ 2,396.00	\$ 2,996.00	\$ 4,196.00
Ludivina Bernal	\$ 1,217.00	\$ 1,817.00	\$ 2,417.00	\$ 3,017.00	\$ 4,217.00
Ruth Ann Allison	\$ 1,250.50	\$ 1,850.50	\$ 2,450.50	\$ 3,050.50	\$ 4,250.50

Welcome New Consultants

New Consultant	Recruiter
Carole Arrowood	Barbara Tsagaris
Jennifer DeCroes	Penny Jackson
Mattie Gibson	Barbara Tsagaris
Sheila Love	Penny Jackson

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

Team Commissions

Name	Team Commission	%	Team Bonus
Karen Hillstead	\$185.72	9	\$0.00
Stephanie Narron	\$165.00	8	\$0.00
Tonya Sorrell	\$86.70	6	\$0.00
Gretchen Saunders	\$63.48	8	\$0.00
Evelyn Cooper	\$27.35	4	\$0.00
Brenda Leak	\$24.60	4	\$0.00
Bethany Duntley	\$11.96	4	\$0.00
Rhonda Ricohermoso	\$10.16	4	\$0.00
Robin Rowe	\$9.38	4	\$0.00
JoAnn Nestor	\$9.04	4	\$0.00
Veronica Perez	\$9.00	4	\$0.00
Ruth Ann Allison	\$8.52	4	\$0.00
Marylyn Cantrell	\$7.31	4	\$0.00
Penny Jackson	\$508.69	13	\$200.00

Happy Anniversary December

DECEMBER	
Name	Years
Terri Mackey	27
Susan Voutsinas	13
Lisa Kalman	11
Jennifer Martin	8
Tiffany Linstad	6
Jillian Shimko	2
Shawn Fand	1

Happy Birthday December

DECEMBER	
Name	Birthday
Deborah Grindinger	1
Jo-Anne Robinson	1
Amanda Sims	1
Katherine Atherton	2
Samantha Hillstead	4
Erica Woodward	5
Jennifer St. George	8
Carole Tyrell	10
Susan Schoonover	12
Maribeth Putzel	13
Marie Whelan	14
Crystal Feyerabend	15
Theresa Cutrara	16
Angela Ducos	18
Pam Mirville	18
Jeanne Bordelon	21
Miranda Moses	24
Terri Mackey	27
Jeanie Tyson	30

NOVEMBER 2023

Lucky Stars Unit

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
5	6	7	8	9	10	11
7pm EST Jackson Success Zoom 633 732 4875 PW 991366	7pm EST Jackson Success Zoom 633 732 4875 PW 991366	No Meeting	MKNA Fall Advance 7pm CT / 8pm EST InTouch MKNA tab	6:30pm MK Corp Special Guest & Pink Caddy Celebration Guest Event La Quinita Clwtr	Early ordering for Stars & PCPI	
12	13	14	15	16	17	18
7pm EST Jackson Success Zoom 633 732 4875 PW 991366	7pm EST Jackson Success Zoom 633 732 4875 PW 991366	6:30pm-LaQuinta 21338 US HWY19 N Clwtr Success & Guest Makeovers	Everyone can order the new Products! 7pm EST BEAUTY BINGO Zoom 443 974 8520 No PW Invite Guests!			9:30am Muffins & Makeovers Panera Largo 10801 Starkey Rd RSVP
19	20	21	22	23	24	25
7pm EST Jackson Success Zoom 633 732 4875 PW 991366	7pm EST Jackson Success Zoom 633 732 4875 PW 991366	6:30pm-LaQuinta 21338 US HWY19 N Clwtr Success & Guest Makeovers			PINK FRIDAY! What are you offering your customers?	SMALL BUSINESS SATURDAY
26	27	28	29	30		
CYBER MONDAY 7pm EST Jackson Success Zoom 633 732 4875 PW 991366	7pm EST Jackson Success Zoom 633 732 4875 PW 991366	6:30pm-LaQuinta 21338 US HWY19 N Clwtr Success & Guest Makeovers	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