

Becki's Blessings

MARCH NEWSLETTER WITH FEBRUARY RESULTS



Golden Rule February Achievers

Queen of Wholesale



Marchell Barkey



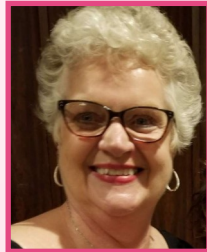
Marchell Barkey



Peggy Brechon



Marilyn Harris



Donna Bachert



Barbara O'Connell



Becki Hackett



Quarter 3 On-Target Stars

Name	Whls\$ & TB*	Sapphire	Ruby	Diamond	Emerald	Pearl
Peggy Brechon	\$ 2,626.40	\$ 0.00	\$ 0.00	\$ 373.60	\$ 973.60	\$ 2,173.60
Marchell Barkey	\$ 2,078.70	\$ 0.00	\$ 321.30	\$ 921.30	\$ 1,521.30	\$ 2,721.30
Marilyn Harris	\$ 1,414.50	\$ 385.50	\$ 985.50	\$ 1,585.50	\$ 2,185.50	\$ 3,385.50
Barbara O'Connell	\$ 1,030.20	\$ 769.80	\$ 1,369.80	\$ 1,969.80	\$ 2,569.80	\$ 3,769.80
Donna Bachert	\$ 980.00	\$ 820.00	\$ 1,420.00	\$ 2,020.00	\$ 2,620.00	\$ 3,820.00
Brenda Bulington	\$ 845.25	\$ 954.75	\$ 1,554.75	\$ 2,154.75	\$ 2,754.75	\$ 3,954.75
Jean Ann Welty	\$ 515.00	\$ 1,285.00	\$ 1,885.00	\$ 2,485.00	\$ 3,085.00	\$ 4,285.00
Nancy Dyon	\$ 491.50	\$ 1,308.50	\$ 1,908.50	\$ 2,508.50	\$ 3,108.50	\$ 4,308.50
Linda Bettenhausen	\$ 482.80	\$ 1,317.20	\$ 1,917.20	\$ 2,517.20	\$ 3,117.20	\$ 4,317.20
Katherine Stachura	\$ 462.50	\$ 1,337.50	\$ 1,937.50	\$ 2,537.50	\$ 3,137.50	\$ 4,337.50
Becki Hackett	\$ 3,191.50	\$ 0.00	\$ 0.00	\$ 0.00	\$ 408.50	\$ 1,608.50

Shooting for the STARS!

Top in Sales
Company Court of Sales



Peggy Brechon

Consultant

- 1 Peggy Brechon
- 2 Marchell Barkey
- 3 Marilyn Harris
- 4 Dee Jolly
- 5 Barbara O'Connell
- 6 Brenda Bulington
- 7 Donna Bachert
- 8 Sandra Colins
- 9 Jaime Manion
- 10 Nancy Dyon



Marchell Barkey

STARS!



Marilyn Harris

YTD Retail

- \$25,830
- \$24,223
- \$13,375
- \$10,636
- \$ 8,482
- \$ 8,463
- \$ 6,564
- \$ 5,423
- \$ 5,112
- \$ 4,734

We are looking for women to be in the Unit Court of Sharing!

Share our amazing Career Opportunity with everyone at your appointments!

Host a party PICK A PRIZE

123
456

There are 6 virtual 4-Leaf Clovers, each containing a FREE gift! Comment below with your clover number and preferred party date. I will private message you to reveal your special gift!
See what else you can earn at your party below.

Adults ages 18+ who do not currently have an Independent Beauty Consultant. Prizes will be awarded at your party.

WANT TO GET LUCKY WITH Mary Kay Madness IN MARCH?

L U C K Y

- LISTEN TO THE MK BUSINESS INFO ON VIDEO, LIVE, OR RECORDED CALL **\$10 MARY KAY**
- AT LEAST 2 GUESTS SCHEDULED THEIR OWN MAKEOVER OR PARTY **\$10 MARY KAY**
- PARTY SALES OF \$200+ **\$10 MARY KAY**
- KEEP ORIGINAL APPT TIME AND GIVE ME YOUR GUEST LIST **\$10 MARY KAY**
- YOU +3 FRIENDS OVER 18 YEARS OLD AT YOUR APPT **\$10 MARY KAY**

Host a Party... Pick a Prize

Fill your datebooks with this hostess incentive! Your hostess can pick a clover at the top of the page for a special deal that she will win at her party, and then earn additional hostess credit with the deals at the bottom of the page as well!

Click the button to download PRIZE images.

[Click for Prize Images](#)

National Court of Sales



National
\$40,000 rs/ \$20,000 whsl

Area
\$20,000 rs/ \$10,000 whsl

Unit
\$10,000 rs/ \$5,000 whsl

National Court of Sharing



National
24 Team Members

Area
12 Team Members

Unit
6 Team Members

April Celebrations

Happy Birthday!

Name	Birthday
Karen Latimer	10 April
Mary Mccaskey Thompson	11 April
Jennie Ozark	14 April
Annette Rice	22 April
Jackie Rotondi	22 April
Connie Weiss	25 April

Happy Anniversary!

Name	Years	Name	Years
Belinda Bosch	35	Karen Latimer	9
Lorea Farley	30	Angela Nowell	9
Laurie Farkas	30	Melissa Siska	9
Lucille Hobbs	24	Wendie Garlich	8
Louise Patterson	22	Mary Van	5
Jennie Ozark	18	Kelley Buckalew	3
Evelyn Robinson	17	Nikole Shafer	3
Katie Henry	14	Davita White	3
Ginger Durov	12	Annette Rice	3
Patricia Hackett	12	Christine Williams	1
Janice Licata	10	Cheryl De Werff	1
Judy Smith	10	Jen Monson	1
Brenda Bulington	9	Janell Tillger	1



Welcome New Consultant

New Consultant
Stephanie Walter

From
Oswego, IL

Recruiter
Becki Hackett

Look Who Invested

ON-TARGET for Year Long Consistency

Marchell Barkey	\$ 1,244.70	Dee Jolly	\$ 264.00	Lucille Hobbs	\$ 227.50
Peggy Brechon	\$ 1,017.90	Janine Leland	\$ 258.20	Cheryl De Werff	\$ 227.00
Marilyn Harris	\$ 751.00	Desiree Motley-Brim	\$ 250.80	Tracey Miller	\$ 226.50
Donna Bachert	\$ 630.00	Michelle Marsden	\$ 245.50	Belinda Bosch	\$ 226.00
Barbara O'Connell	\$ 614.20	Julia Barton	\$ 242.00	Mary Burns	\$ 226.00
Brenda Bulington	\$ 516.75	Christie Bernier	\$ 241.70	Sarah Jones	\$ 226.00
Vivian Panagopoulos	\$ 353.00	Marie Robinson	\$ 241.00	Karen Pastern	\$ 225.00
Nancy Dyon	\$ 327.50	Charlotte Fenk	\$ 236.90	Davita White	\$ 225.00
Angela Nowell	\$ 311.00	Mary Mccaskey Thompson	\$ 234.00	Rosemarie Smidt	\$ 159.50
Sherri Gehring	\$ 310.00	Christine Williams	\$ 233.50	Linda Bettenhausen	\$ 154.80
Jaime Manion	\$ 307.00	Jayne Bright	\$ 232.00	Christina Nigl	\$ 102.00
Louise Patterson	\$ 304.60	Gail Girard	\$ 230.00	Theresa Buell	\$ 87.40
Margie Keller	\$ 283.00	Allison Koch	\$ 229.00	Mari Newport	\$ 72.50
Tina Markley	\$ 266.50	Chris Shanahan	\$ 228.00	June McEldowney	\$ 47.00
Sandra Colins	\$ 265.50	Jayne Frew	\$ 227.50	Becki Hackett	\$ 1,584.50

Aim at something bigger than you are sure you can achieve. Then plan your work and work your plan.
- Mary Kay Ash



steppin' up the Ladder



Senior

Consultant

1-2 Active Team Members
4% Commissions
Earn \$50 Team Building Bonuses

- Donna M. Bachert*
- Brenda A. Bulington*
- Sandra A. Colins*
- Dee Jolly*
- Cynthia Jones*
- Jaime N. Manion*
- June McEldowney*
- Monica R. Scott*
- Katherine Stachura*
- Mary V. Wysmierski*



Star

Team Builder

3-4 Active Team Members
4, 6 or 8% Commissions
50% Discount on Red Jacket
\$50 Team Building Bonuses



Marilyn P. Harris



Team Leader/ Elite Team Leader/ DIQ

5+ Active Team Members
9 or 13% Commissions
\$50 Team Building Bonuses
Earn use of Career Car/ Cash Compensation



- Marchell Barkey*
- Peggy A. Brechon*

Director

9 or 13% Unit Commissions
9, 13 or 23% Personal Commissions
\$100 Team Building Bonuses
Unit Bonuses
Earn use of Career Car/
Cash Compensation



Becki Hackett

Doing what does NOT come easily by Ann Vertel

Wouldn't it be nice if becoming a success was easy?

Unfortunately, it's not. It takes consistent, daily action, calculated risks and, well...work. Work that involves doing things that don't come easy. Working like that just doesn't sit well with most people, and that's why most people never reach their ultimate potential and spend their whole life wishing and hoping for things to be different. Wishing and wanting and hoping are not strategies...or actions.

You already know what it would take for you to become an uncanny success. The question is, are you willing to do what it takes? Most people aren't. They don't want to give up doing what comes easy or what they're used to or what comes along to fill up their time. Doing the things they would need to do to change their situation just isn't convenient. They'd have to give up things they're used to.

Successful people behave differently. They don't base their pursuit of excellence on the actions that are easy for them. They base their actions on what will make them a success.

Stop trying to get ahead by doing the things that feel safe, comfortable, and easy – that will just get you more of the same. Determine what actions will make you proud of your accomplishments and then do them, however inconvenient and difficult they may be. Only then will you lead the life you desire.

a note from

Becki

Hello March - The harder we work, the more LUCK (success) we will have!

We are Springing ahead towards Mary Kay's 60th Anniversary; **purposefully** planting seeds, **intentionally** finishing goals, and **deliberately** seeking opportunities!

As we emerge from the restful, rejuvenating state of winter, into a period of progress and growth, carefully consider these questions:

- Are you excited about where your business is taking you or where YOU are taking your business?
- How can WE take our business where we envision, rather than letting it "take us"? The answer is simple – with INTENTION. Make a commitment to yourself to work in YOUR win zone by making intentional strides that fit your goals.
- How do we work with intention? By IDENTIFYING your goals and breaking them down to fit into your working time frame.

4th quarter can be broken down into segments:

3 months – 13 weeks – 91 days – of **OPPORTUNITY!**

The opportunity to **SHOWCASE** amazing products.

The opportunity to **ENRICH** women's lives.

The opportunity to **LEAD**.

The opportunity to **SHARE**.

The opportunity for personal and business **GROWTH**.

Luck is what happens when preparation meets opportunity. – Seneca

March Ahead!

Becki

What lies
behind us and
what lies
ahead of us are
tiny matters
compared to
what lies within us.

- Ralph Waldo Emerson

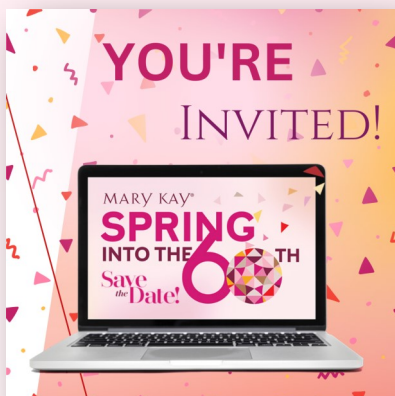
Direct Mail
could mean
Direct Sales for
YOU!



Summer

PREFERRED CUSTOMER PROGRAM

- Enrollment: March 16-April 17
- Mails May 8 – Arrives in
7 to 10 business days
- Only \$.90 per name



MARCH 24

CLICK FOR DETAILS



Details

March Start Up Options

You can share the Mary Kay Dream this month with the new Start-up Options Promotion! For this month ONLY, your new team members can start their Mary Kay businesses for a special price!

- The FULL MK Starter kit is only \$90
- The eStart is only \$20!

Who do you know who has been considering getting started with this amazing opportunity? Call them today because these special prices only last through March!

MARY KAY CLINICAL SOLUTIONS®

Boosters are dermocosmetic products containing high-concentration ingredients that have been clinically proven for their efficacy.



**Mary Kay Clinical Solutions®
C + Resveratrol
Line-Reducer**



**Mary Kay Clinical Solutions®
HA + Ceramide
Hydrator**



**Mary Kay Clinical Solutions®
Ferulic +
Niacinamide
Brightener**



**Mary Kay Clinical Solutions®
PHA + AHA
Resurfacer**

Depending on the skin care concern, you or your customer may choose to incorporate more than one booster. Learn more in the HOW TO USE section.

ADD BOOSTERS TO YOUR ALREADY-ESTABLISHED SKIN CARE ROUTINE TO TARGET SPECIFIC SKIN CONCERNS.

BEST FOR	LINES + WRINKLES	HYDRATION	BRIGHTNESS / UNEVEN SKIN TONE	SMOOTHNESS
KEY INGREDIENTS	VITAMIN C – Clinically shown to improve the appearance of lines and wrinkles caused by photodamage. RESVERATROL – A highly potent antioxidant with the ability to fight visible signs of skin aging. ACETYL HEXAPEPTIDE-8 – A skin-restoring peptide that helps diminish signals that over time lead to lines and wrinkles.	HYALURONIC ACID (HA) – A powerhouse humectant known to bind more than 1,000 times its weight in water. Two forms of HA take a dual-action approach to combating dry skin. CERAMIDE – Essential for the retention of skin moisture. VERBENA OFFICINALIS EXTRACT – A plant extract known to improve skin hydration and support skin barrier function.	FERULIC ACID – A high-potency antioxidant that acts like a shield to defend from external factors that may lead to skin discoloration. NIACINAMIDE – A form of vitamin B3, this essential nutrient is a brightening superpower. NAVY BEAN EXTRACT – An ingredient known for its brightening efficacy.	POLY-HYDROXY ACID – PHA provides gentle exfoliation on the skin's surface. ALPHA-HYDROXY ACID – AHA provides deep exfoliation below the skin's surface. GLYCERIN – A humectant that helps boost moisture levels.
KEY BENEFITS	Takes wrinkle reduction to the next level with renowned ingredients.	Supports skin's barrier with a unique boost of highly targeted moisturizing ingredients.	Addresses multiple pathways to reduce uneven skin tone and boost skin's brightness with a trio of proven skin-brightening ingredients.	Accelerates surface skin renewal and gently dissolves dead skin cells with a trio of proven skin-smoothing ingredients.
HOW TO USE	After cleansing and toning, squeeze 6 to 8 drops (usage amount may vary depending on personal preference) into hands. Then smooth evenly onto face. This booster can be applied both mornings and evenings. It can be layered with HA + Ceramide Hydrator. If using Retinol 0.5 after the retinization process is complete, apply this booster and/or on alternate evenings.	This booster can be applied both mornings and evenings. It can be layered with any other booster; however, choose ONLY ONE of the other three boosters based on your primary concern. If using the HA + Ceramide Hydrator with any of the other three boosters, be sure to apply each one separately.	This booster can be applied both mornings and evenings. It can be layered with HA + Ceramide Hydrator. If using Retinol 0.5 after the retinization process is complete, apply this booster in the mornings and prior to Retinol 0.5 in the evenings.	This booster can be applied 2 or 3 times per week in the evenings. It can be layered with HA + Ceramide Hydrator. This product contains AHA, which may increase your skin's sensitivity to the sun. Use broad-spectrum SPF sunscreen protection, and limit sun exposure while using this product. DO NOT USE with Retinol 0.5, with <i>Clear Proof</i> ® products containing salicylic acid or on the same day as other exfoliating products.
USE-UP RATE AVERAGE	One month when used twice daily	One month when used twice daily	One month when used twice daily	4 to 5 months when used 2 or 3 times per week

Results You Can Expect

This is a guideline based on **averages**, and individual results will of vary based on your individual time and effort. Nothing is guaranteed, but if you put in the **Activity** outlined below, it is reasonable to expect the **Results** shown below.

- The number of Guests at your Parties will range from 3-6, with the average being 4 guests
- Average Sales are \$175 per class
- Average reorder per customer is \$157 per year
- We retain 85% of our customers
- Interview 2 people from each class
- 1 out of every 4 interviewed will join your team

	5 classes/week or 20/month	4 classes/week or 16/month	3 classes/week or 12/month	2 classes/week or 8/month	1 classes/week or 4/month
Time Involved	15-20 hrs/week	10-15 hrs/week	6-8 hrs/week	4-6 hrs/week	2-3 hrs/week
Weekly Sales	\$175 x 5 = \$875	\$175 x 4 = \$700	\$175 x 3 = \$525	\$175 x 2 = \$350	\$175 x 1 = \$175
Annual New Sales	\$875 x 50 = \$43,750	\$700 x 50 = \$35,000	\$525 x 50 = \$26,250	\$350 x 50 = \$14,500	\$175 x 50 = \$8,750
Total Weekly Customers	5 classes x 4 guests = 20 customers/ week	4 classes x 4 guests = 16 customers/ week	3 classes x 4 guests = 12 customers/ week	2 classes x 4 guests = 8 customers/ week	1 classes x 4 guests = 4 customers/ week
Annual Reorder Amount	425 customers x \$157 reorder = \$66,725 annually	340 customers x \$157 reorder = \$53,380 annually	255 customers x \$157 reorder = \$40,035 annually	170 customers x \$157 reorder = \$26,690 annually	85 customers x \$157 reorder = \$13,345 annually
Total Annual Retail Sales	\$110,475/year	\$88,380/year	\$66,285/year	\$44,190/year	\$22,095/year
Your Total Annual Profit	\$55,237 & Queen's Court of Sales	\$44,190 & Queen's Court of Sales	\$33,142 & Princess Court of Sales	\$22,095 & Princess Court of Sales	\$11,047 profit for 2 hours/week
Interview 2 at each class =	10 interviews/week= 2.5 team members/week 10 team members/month	8 interviews/week= 2 team members/week 8 team members/month	6 interviews/week= 1.5 team members/week 6 team members/month	4 interviews/week= 1 team members/week 4 team members/month	2 interviews/week= .5 team members/week 2 team members/month
After 1 month you will...	Be a DIO & earn a Car!	Be an ETL & earn a Car!	Be a Team Leader!	Be a Star Team Builder!	Be a Senior Consultant!



Becki Hackett

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Shorewood, IL 60404
(815)690-7474

important dates

Mar 15 - Quarter 3 Star Contest Ends

Mar 16 - Quarter 4 Star Contest Begins

Mar 24 - Spring 60th Virtual Event

Mar 30 - Last day to place telephone orders

Mar 31 - Last day to place on-line orders

Apr 17 - Last day to enroll Summer PCP

Apr 28 - Last day to place telephone orders

Apr 30 - Last day to place on-line orders

GOLDEN
Rules

EXPECT

THE

Best!



When you order \$600+ whsl in
March, you will receive this fun
KEY CHAIN CARDHOLDER
from the *Golden Rules* Collection.

GOLDEN
Rules
Golden



Earn the Year Long Consistency Challenge
EARRINGS and BRACELET
when you achieve the Golden Rules Challenge
each month, July 2022 through June 2023.