



AUGUST 2022 UNIT NEWSLETTER

AUGUST UNIT GOALS
★ 42,000 WHOLESALE
★ 30 NEW CONSULTANTS
★ 100 ORDERS
★ 5 NEW RED JACKETS

JULY TEAM BUILDERS!



1 ❤️ FOR EACH NEW TEAM MEMBER IN JULY!



Moleda Dailey



Natalie Hamrick



Boss Babes
Building Their
Empires!



Stephanie Chesnut



Charlotte Moore

Don't forget....
ZOOM MEETING
MONDAY NIGHTS
Live Your Best Life!

8pm - Million \$ Mingle
ZOOM!
Meeting ID = 3045425564
or go to moledazoom.com

Thank you for helping our Unit Build to #1!



MESSAGE FROM THE DIRECTOR



The vision is clear.....

It is our time to shine!

A brand new year, a brand new opportunity for each and everyone of us to make a move in our Mary Kay Business.

What will this year hold for you?

- ★ **More income** for your family?
- ★ **Financial Security** thru a larger customer base?
- ★ Opportunities to add **additional friends** thru your customers, team members, and sister consultants?
- ★ **A New Car** in your Driveway?
- ★ Bills **paid off**, a Fabulous **Vacation**, a New **Wardrobe**?
- ★ A BIGGER SAVINGS ACCOUNT?

Any and all of this is available to every MK lady...you just have to **make a decision, pack out your date book and focus** on your goals for your-self and your family!

I am committed to YOU! I want you to have your dreams come true in your Mary Kay business and I am here to be your personal coach thru the process. *You just have to ask!*

I truly believe with all of my heart that this will be the year that the MK world truly takes notice of all of the incredible ladies that are in our Mary Kay family! I know we have talked about it for some time now but I just have a feeling that is deep in the pit of my stomach that this will be OUR year! **This will be YOUR year!**

- ★ **More Cars will be won this year than ever before!**
- ★ **More ladies will step up to Director than ever before!**

More ladies will earn their Red Jackets , become Stars and will choose to work their business than ever before!

All of these achievers will lead our unit in bringing home the #1 spot in Mary Kay and then onto a NEW NATIONAL AREA!
Let's make Mary Kay history during the 60th Anniversary Seminar 2023!!!

I believe in everyone of you! I believe in us!

Let's make this Seminar Year the most incredible year ever!

Your Biggest Cheerleader,

Moleda

TOP 20 RETAIL SALES YTD

1	Hilda Armstrong
2	Della Hemphill
3	Crystal Patterson
4	Marion Jones
5	Tammy Smith
6	Colleen Swieder
7	Latisha Dixon
8	Valarie Saunders
9	Mary Booker
10	Tanika Saunders
11	Yvonne Booth
12	Veronica Bell
13	Kathy Heil
14	Patricia Stairs
15	Leslie Stopyra
16	Rhoda Reed
17	Sara Hinzman
18	Stephanie Chesnut
19	Staci Williams
20	Beverly Cunningham

You are invited to attend the **27th Annual Unit Awards Night** on August 19th, Monday evening at 8:00 p.m. est. This is a ZOOM event.

ZOOM App: meeting ID# 3045425564 / online at moledazoom.com



AUGUST PROMOTIONS

POWER 50 TEAM BUILDING CLUB!



Add 5 New Team Members in AUGUST to bring home your POWER Ring!

POWER 50 TEAM BUILDING CLUB!



Add 10 New Team Members in AUGUST to bring home your POWER Earrings!

RED Jackets can win RED Boxes!



\$1,000 in total Team whls. wins the Mini RED Box!

\$2,000 in total Team whls. wins the Classic RED Box!



\$3,000 in total Team Production Receives BOTH RED Boxes!



It's all about THE RED at Seminar 2023!

Achieve and maintain one or more of the following by June 30th, 2023 to be invited to our "All about the RED" After Party at Seminar 2023!

- National Court of Sales
- National Court of Sharing
- Elite Team Leader
- 4 Quarter Ruby Star



August Inner Circle Charm of the month!



600 Wholesale & 1 New Recruit!

Build your Bracelet! this month!



5*Qualified Parties



10* Qualified Parties



15 Video Shares with 4 Q follow up



30 Faces with product

*Qualified = \$200 min in retail sales

1200 Whsl wins the "love" Tote!



600 Whsl wins the "MK Heart" Necklace!

300 Whsl. wins Earrings!



**NEW
CONSULTANT
HOTSHOT!**

Pretty in Pink

**GREAT START
QUALIFIED!**



Crystal Patterson

Crystal Watch Winner!

WELCOME NEW JULY CONSULTANTS!

New Consultant	From	Recruiter
Melissa Alder	Charleston, WV	Moleda Dailey
Patricia Blackwell	Elkview, WV	Natalie Hamrick
Sharia Clark	North Charleston, SC	Charlotte Moore
Charlene Johnson	Bowie, MD	Stephanie Chesnut
Crystal Patterson	Oceanside, CA	Moleda Dailey

Pretty in Pink CHALLENGE

MY FIRST 30 DAYS

NEW CONSULTANT START DATE: ___/___/___ COMPLETION DEADLINE: ___/___/___

Earn this *Pretty In Pink Crystal Watch!*
Order a total of **\$600** in wholesale orders.



Earn this *Pretty In Pink Necklace and Earring Set!*



Schedule your New Consultant Debut with Moleda with **50** or more guests in your Debut group.

 facebook.

Earn this *Pretty In Pink Ring!*
Add **3** New Team Members!



Become a **Dailey Diva** by completing **ALL 3 Pretty in Pink Challenges** within your **first 30 days!**



LEADERSHIP TEAM!

ELITE TEAM LEADERS (8 active team members)

**NEW CAR DRIVER!
#120**



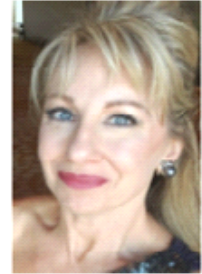
Hilda Armstrong



Stephanie Chesnut



Della Hemphill



Terri Rinko

★ STAR TEAM BUILDERS (3-5 active team members) ★

NEW



Renee Kidd



Mary Booker



Yvonne Booth



Tammy Lloyd



Charlotte Moore

★ SENIOR CONSULTANTS ★

- ★ Alleise Alexander
- ★ Vicky Covert
- ★ M. Ann Crawford
- ★ Beverly Cunningham
- ★ Linda Evans
- ★ Debra Fields
- ★ Natalie Hamrick
- ★ Michelle Hargis-Pauley

- ★ Linda Heatherman
- ★ Jennifer Hubbard
- ★ Rose Etta Kozak
- ★ Jean Ann McCoy
- ★ Janet Poole
- ★ J. Penny Stuart
- ★ Nancy Vatalare
- ★ Teresa Young

WHO'S NEXT???

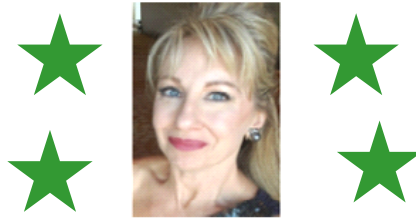


PEARL STAR!



Hilda Armstrong

EMERALD STAR!

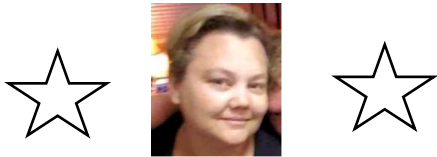


Terri Rinko

**Congrats
4th
Quarter
Stars!**



DIAMOND STAR!



Colleen Swieder

RUBY STARS!



Debra Fields

Stephanie Chesnut

Natalie Hamrick

Mary Booker

SAPPHIRE STARS!



Charlotte Moore

Della Hemphill

Mary Mounts

Marion Jones

Yvonne Booth

Valerie Saunders

Tanika Saunders

Tammy Smith

Leigh Anne Adkins

Latisha Dixon

Dominic Armstrong

Congratulations! **On Target Stars** (6/16 - 9/15) (Updated 8/12)

Name	Total Contest Credit	Sapphire	Ruby	Diamond	Emerald	Pearl
Della Hemphill	\$ 2,218.00	★	\$ 182.00	\$ 782.00	\$ 1,382.00	\$ 2,582.00
Colleen Swieder	\$ 1,884.20	★	\$ 515.80	\$ 1,115.80	\$ 1,715.80	\$ 2,915.80
Hilda Armstrong	\$ 1,697.40	\$ 102.60	\$ 702.60	\$ 1,302.60	\$ 1,902.60	\$ 3,102.60
Debra Fields	\$ 1,265.00	\$ 535.00	\$ 1,135.00	\$ 1,735.00	\$ 2,335.00	\$ 3,535.00
Tammy Smith	\$ 1,259.80	\$ 540.20	\$ 1,140.20	\$ 1,740.20	\$ 2,340.20	\$ 3,540.20
Tanika Saunders	\$ 1,250.50	\$ 549.50	\$ 1,149.50	\$ 1,749.50	\$ 2,349.50	\$ 3,549.50
Valarie Saunders	\$ 1,223.50	\$ 576.50	\$ 1,176.50	\$ 1,776.50	\$ 2,376.50	\$ 3,576.50
Latisha Dixon	\$ 1,220.20	\$ 579.80	\$ 1,179.80	\$ 1,779.80	\$ 2,379.80	\$ 3,579.80
Sara Hinzman	\$ 1,209.40	\$ 590.60	\$ 1,190.60	\$ 1,790.60	\$ 2,390.60	\$ 3,590.60
Yvonne Booth	\$ 1,202.00	\$ 598.00	\$ 1,198.00	\$ 1,798.00	\$ 2,398.00	\$ 3,598.00
Mary Booker	\$ 1,196.50	\$ 603.50	\$ 1,203.50	\$ 1,803.50	\$ 2,403.50	\$ 3,603.50
Stephanie Chesnut	\$ 1,092.50	\$ 707.50	\$ 1,307.50	\$ 1,907.50	\$ 2,507.50	\$ 3,707.50
Rose Etta Kozak	\$ 914.20	\$ 885.80	\$ 1,485.80	\$ 2,085.80	\$ 2,685.80	\$ 3,885.80
Terri Winbourn	\$ 870.90	\$ 929.10	\$ 1,529.10	\$ 2,129.10	\$ 2,729.10	\$ 3,929.10
Staci Williams	\$ 859.20	\$ 940.80	\$ 1,540.80	\$ 2,140.80	\$ 2,740.80	\$ 3,940.80
Gloria Flowers	\$ 826.80	\$ 973.20	\$ 1,573.20	\$ 2,173.20	\$ 2,773.20	\$ 3,973.20
Crystal Patterson	\$ 812.50	\$ 987.50	\$ 1,587.50	\$ 2,187.50	\$ 2,787.50	\$ 3,987.50
Veronica Bell	\$ 729.25	\$ 1,070.75	\$ 1,670.75	\$ 2,270.75	\$ 2,870.75	\$ 4,070.75
Dominique Armstrong	\$ 687.80	\$ 1,112.20	\$ 1,712.20	\$ 2,312.20	\$ 2,912.20	\$ 4,112.20
Terri Rinko	\$ 645.50	\$ 1,154.50	\$ 1,754.50	\$ 2,354.50	\$ 2,954.50	\$ 4,154.50
Marion Jones	\$ 636.50	\$ 1,163.50	\$ 1,763.50	\$ 2,363.50	\$ 2,963.50	\$ 4,163.50
Beverly Cunningham	\$ 585.60	\$ 1,214.40	\$ 1,814.40	\$ 2,414.40	\$ 3,014.40	\$ 4,214.40
Kathy Heil	\$ 583.50	\$ 1,216.50	\$ 1,816.50	\$ 2,416.50	\$ 3,016.50	\$ 4,216.50
Sheria Pickens	\$ 562.50	\$ 1,237.50	\$ 1,837.50	\$ 2,437.50	\$ 3,037.50	\$ 4,237.50
Benita Turner	\$ 553.75	\$ 1,246.25	\$ 1,846.25	\$ 2,446.25	\$ 3,046.25	\$ 4,246.25
Karsha Bjerke	\$ 528.50	\$ 1,271.50	\$ 1,871.50	\$ 2,471.50	\$ 3,071.50	\$ 4,271.50
Alleise Alexander	\$ 522.00	\$ 1,278.00	\$ 1,878.00	\$ 2,478.00	\$ 3,078.00	\$ 4,278.00
Patricia Blackwell	\$ 500.50	\$ 1,299.50	\$ 1,899.50	\$ 2,499.50	\$ 3,099.50	\$ 4,299.50
Patricia Stairs	\$ 494.25	\$ 1,305.75	\$ 1,905.75	\$ 2,505.75	\$ 3,105.75	\$ 4,305.75
M. Ann Crawford	\$ 489.50	\$ 1,310.50	\$ 1,910.50	\$ 2,510.50	\$ 3,110.50	\$ 4,310.50
Nathaline Blaser	\$ 460.00	\$ 1,340.00	\$ 1,940.00	\$ 2,540.00	\$ 3,140.00	\$ 4,340.00

★ *Congratulations!* ★
JULY WHOLESALE ACHIEVERS

Thank You for your Orders!

TOP 5 WHOLESALE ACHIEVERS



Hilda Armstrong
\$1,097.00



Della Hemphill
\$1,023.50



Crystal Patterson
\$812.50



Veronica Bell
729.25



Marion Jones
\$636.50

JULY \$600-\$999 ACHIEVERS



Crystal Patterson



Veronica Bell



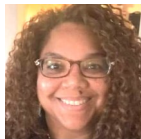
Marion Jones



Tammy Smith



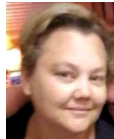
Latisha Dixon



Valarie Saunders



Mary Booker



Colleen Swieder

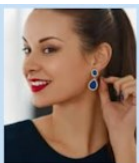


Tanika Saunders



Yvonne Booth

JULY



EARRING OF THE MONTH CLUB!



Earring of the month Club!

\$300 Wholesale!

- ★ Hilda Armstrong
- ★ Tanika Saunders
- ★ Beverly Cunningham
- ★ Della Hemphill
- ★ Yvonne Booth
- ★ Marie Adkins
- ★ Crystal Patterson
- ★ Kathy Heil
- ★ Kelly Chura-Singh
- ★ Veronica Bell
- ★ Patricia Stairs
- ★ Terri Winbourn
- ★ Marion Jones
- ★ Patricia Blackwell
- ★ Rose Etta Kozak
- ★ Tammy Smith
- ★ Leslie Stopyra
- ★ Sarah Hamons
- ★ Latisha Dixon
- ★ Rhoda Reed
- ★ Jennifer Rasnake
- ★ Valarie Saunders
- ★ Sara Hinzman
- ★ Sheria Pickens
- ★ Mary Booker
- ★ Staci Williams
- ★ Colleen Swieder
- ★ Stephanie Chesnut

THANK YOU FOR YOUR JULY ORDERS!

(\$599-\$225 wholesale orders)

Name	Unit Whlse
Kathy Heil	520.50
Patricia Stairs	494.25
Patricia Blackwell	455.50
Leslie Stopyra	455.50
Rhoda Reed	446.00
Sara Hinzman	442.00
Staci Williams	367.50
Stephanie Chesnut	361.50
Beverly Cunningham	348.00
Marie Adkins	330.00
Kelly Chura-Singh	321.00
Terri Winbourn	319.50
Rose Etta Kozak	311.00
Sarah Hamons	303.25
Jennifer Rasnake	303.00
Sheria Pickens	300.50
Louisa Bridges	294.00
Jeannie Crum	284.50
Sissy Johnson	281.00
Inetta Johnson	270.00

Name	Unit Whlse
Linda Heatherman	259.00
Sarah Stotler	257.00
Mary Mounts	254.00
Karsha Bjerke	253.00
Tia Craig	250.00
Misty Reed	234.00
Leawana Hargis	232.00
Karen Snyder	232.00
Sharon Harding	230.00
Benita Turner	229.00
Mary Wesley	229.00
Ginnie Varnado	228.50
Kia Brown	228.00
Anna Catherine Harding	228.00
Jennifer Hubbard	228.00
Deborah Burcham	227.50
Korey Brown	226.00
Rosemary Arnett	225.75
Deborah Martin	225.50

Birthdays & Mary Kay Anniversaries

August Birthdays

August Anniversaries

Name	Bday
Debra Fields	1
Vera Miller	1
Nathaline Blaser	2
Heather Bailey-Jones	3
Shelly Batten	6
Chrissy Richard	9
Blake Chesnut	10
Jessen Koshy	10
Carla Pearson	14
Brittany Yost	16
Breeana Lake	17

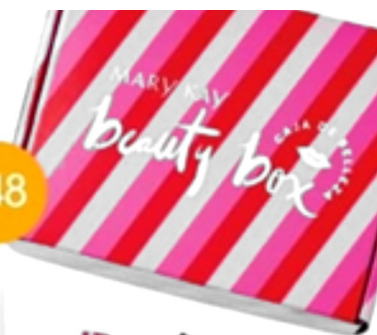
Name	Bday
Cherie Litton	18
Jeannie Crum	20
Heather Clay	21
Kia Brown	22
Mary Booker	23
Kathy Katherine Florez-Pitts	23
Kelley Westfall	23
Deborah Burcham	24
Gail Laakso	25
Benita Turner	28
Bonita Wesley	29
Linda Evans	30
Alyssa Lucas	30

Name	Yrs
Moleda Dailey	28
Nedra Richmond	18
Teri Ferrell	14
Hilda Armstrong	13
Janice Hewlett	12
Shelly Batten	12
Megan Skiles	11
Teresa Johnson	10
Deloris Lewis	6
Inetta Johnson	2
Joni Robinson	2
Wanda S. Horn	2
Mary Blanks	1
Ashley Persinger	1
Theresa Jarrett	1
Donna Gearhart	1
Jodi Evans	1
Linda Brunty-Tincher	1
Ashley Wooten	1
Amber Aleshire	1
Jamie Booker	1
Sara Hinzman	1
Kimberly Hoffman	1

FALL *for* ALL

FALL 2022 PRODUCT LAUNCH

\$48



BEAUTY BOX

Introducing an exciting new way to discover Mary Kay! From beauty faves to self-care must-haves, we invite you to step into fall with our top picks of the season.



FALL SHADES

Complete your fall lipstick wardrobe with these new shades, Downtown Brown and Subdued Nude!



\$18



\$40
/8 pk

2-STEP HYDRATING SHEET MASK

Mask your way to refreshed and hydrated skin at home or on the go with this fun hydration experience.

WARM HUES EYE SHADOW PALETTE

Every fall, the leaves turn the most glorious shades, so why shouldn't your eye shadow? Enjoy endless combinations of six warm hues to create looks that are uniquely you.



\$39



SPECIAL-EDITION SLEEP MASK

MK MEN FOAMING BEARD WASH

Elevate his skin care routine with this cleansing formula specifically designed to refresh his facial scruff.

MK MEN BEARD OIL

His scruff deserves the best products! Perfect his facial hair care routine with this nurturing formula that softens, shines and smells divine.



PINK

