



JANUARY 2023 UNIT NEWSLETTER

JANUARY UNIT GOALS

- ★ 42,000 WHOLESALE
- ★ 30 NEW CONSULTANTS
- ★ 125 ORDERS
- ★ 5 NEW RED JACKETS

DECEMBER TEAM BUILDER!



1 ❤️ FOR EACH NEW TEAM MEMBER IN DECEMBER!



Tonya Haynes



Boss Babe
Building Her
Empire!

December Order Drawing Winners:

1. Della Hemphill
2. Linda Heatherman
3. Allison Cramer
4. Katie Cliff
5. Deborah Trocino
6. Latisha Dixon
7. Betty Kemper
8. Hilda Armstrong
9. Lura Damron
10. Joanna Burcham
11. Wanda Horn
12. Shelly Batten
13. Alleise Alexander

Congratulations!
Your Gift will be
arriving in the
mail shortly!

2023 Mary Kay Unit Mission Statement

"Our mission is to empower women by offering them the opportunity to become a Mary Kay business owner, providing education, resources, and support to help them achieve financial independence and security. We aim to create a culture of sisterhood and support within our own personal teams, which will contribute to the overall financial well being of the women in our Mary Kay Unit and their families.

We are committed to not leave anyone out due to our own insecurities or fear of rejection because this is not about us... this is about those who need what this opportunity has to offer. This year is dedicated to making a difference in the lives of those who we come into contact with, by offering this incredible opportunity.

We will find these women by sharing this amazing product through our Customer Service, Facials, and Parties. This year we choose to make a difference by sharing the Mary Kay opportunity and because of this, lives will be forever changed."

Thank you for helping our Unit Build to #1!



- ★ Our Mary Kay Unit is **#2 in Sapphire** Division and now **#10 in the nation** Seminar year to date!
- ★ But we are **ON THE RUN TO #1!!!**
- ★ 5months down....7 months to go!



Happy 2023 Everyone!!!

2023 is here and it's time to kick things into high gear! If you're ready to make this your best year yet, here are a few tips to help you stay motivated and have a blast while building your Mary Kay business:

Happy New Year

- 1. Set some big, bold goals** for yourself. Whether it's hitting a new sales record or recruiting a certain number of team members, having something exciting to work towards will keep you motivated and energized.
- 2. Surround yourself with positivity.** Building a successful business can be tough at times, but having a supportive team of sister MK Consultants and Director can make all the difference. So make sure to surround yourself with people who lift you up and cheer you on. Monday Night Zoom meetings are a great way to connect with your MK sisters.
- 3. Embrace your creativity.** Mary Kay is all about helping women look and feel their best, so don't be afraid to get creative with your product demonstrations and presentations. Have fun with it and show off your personality!
- 4. Take time to celebrate your victories.** Building a business takes hard work and dedication, so make sure to take a moment to pat yourself on the back when you achieve a goal or make a sale. And don't forget to have some fun while you're at it – throw a party or treat yourself to something special.
- 5. Stay flexible and adaptable.** Building a business is all about taking risks and trying new things. Don't be afraid to try something new or pivot if something isn't working out. Stay open to new opportunities and be willing to roll with the punches.

Remember, building a successful Mary Kay business is all about **having fun and enjoying the journey**. So let's make 2023 our best year yet!

Love and much belief,
Your Biggest Cheerleader,

Moleda

TOP 20 RETAIL SALES YTD

1	Hilda Armstrong
2	Colleen Swieder
3	Debra Fields
4	Mary Booker
5	Tonya Haynes
6	Yvonne Booth
7	Della Hemphill
8	Natalie Hamrick
9	Gloria Flowers
10	Charlotte Moore
11	Tanika Saunders
12	Latisha Dixon
13	Valarie Saunders
14	Staci Williams
15	Terri Rinko
16	Stephanie Chesnut
17	Stephanie Sansom
18	Terri Winbourn
19	Linda Heatherman
20	Tammy Smith

TOP 10 COURT OF SHARING YTD

1	Staci Williams
2	Stephanie Chesnut
3	Charlotte Moore
4	Yvonne Booth
5	Natalie Hamrick
6	Anita Toler
7	Hilda Armstrong
8	Mary Booker
9	Linda Evans
10	Janet Poole



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**
- Debut as a New Director



Million \$\$\$ Mingle on ZOOM!

Mondays at 8:00 pm EST



Meeting ID#
3045425564



OR
Web browser:
moledazoom.com

JANUARY PROMOTIONS

2023

300 WHOLESALE



Earring
of
the month
Club!

**SHARE THE LOVE FOR
YOUR MK BUSINESS
IN 2023!**

2023

600 WHOLESALE



**SHARE THE LOVE FOR
YOUR MK BUSINESS
IN 2023!**

2023

1200 WHOLESALE



**NECKLACE
AND RING
COLLECTION!**



**SHARE THE
LOVE IN
2023!**



Sarah
Mary Kay Director

First 13 Win this Beautiful Tote with YOUR name embroidered on the Tote!

* Become a first time RED JACKET!
Jan.- Feb 2023
OR
* Add 3 New active Team Members Jan - Feb. 2023



Sarah
Mary Kay Director

First 8 to debut as an MK Director will receive this Tote with YOUR name embroidered and your NEW Director title!

Jan - June 2023



X-TREME TEAM
Experience! JAN-FEB 2023



Level 1
Graduates

Level 2
Graduates



Contact Moleda for Details!
304-542-5564

January Inner Circle Charm of the month!




600 Wholesale & I 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

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!

**NEW
CONSULTANT
HOTSHOTS!**

Pretty in Pink

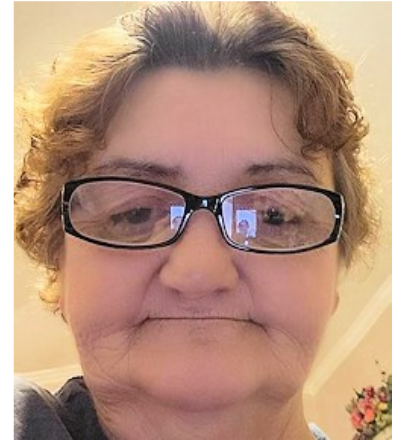
**GREAT START
QUALIFIED!**



Donna Slayton
Watch Winner!



Jamie Dunaway
Watch Winner!



Jennifer Hatfield
Necklace & Earrings
Winner!

Welcome New December Consultants!

Vicki Painter-Hinchman / From Rotonda West, Florida / Recruited by Tonya Haynes

60th Anniversary Promotions from Mary Kay!



**DIAMOND
POWER
START**

60 FACES 60 DAYS

Win this fun
"REAL BOSS"
TShirt from
Moleda
when you complete
the challenge!



*Faces must be documented in your FB Model Portfolio.

INDEPENDENT
BEAUTY CONSULTANT

**MOST
IMPORTANT
THINGS GAME**

To earn a commemorative scarf:

- Develop **three or more** Great Start-qualified* new personal team members.
- Be a Star Consultant in either Quarter 3 or Quarter 4.

**To earn the scarf, a red jacket
and onstage recognition:**

- Develop **five or more** Great Start-qualified* new personal team members.
- Be a Star Consultant in either Quarter 3 or Quarter 4.



Imagine yourself debuting as a Mary Kay Independent Sales Director. Now it's easier than you think with the new **8 Out of the Gate** Promotion! For a limited time and effective Jan. 1 through June 30, 2023, instead of needing 10 or more active* personal team members, **all Elite Team Leaders with 8 or more active* personal team members are eligible** to enter the qualification program.

Also, the DIQ active* personal team member requirements to debut as an Independent Sales Director will **decrease from 30 to only 24 active* DIQ team members!** All other program requirements will remain unchanged.





LEADERSHIP TEAM!

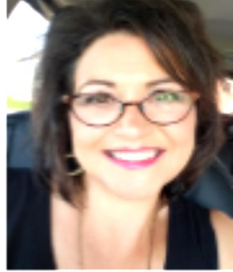
ELITE TEAM LEADERS (8 active team members)



Hilda
Armstrong



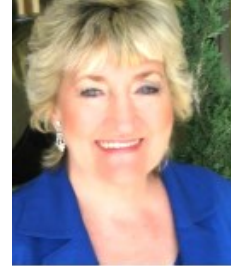
Terri
Rinko



Stephanie
Chesnut



Staci
Williams



Della
Hemphill



Yvonne
Booth

TEAM LEADERS (5-7 active team members)



STAR TEAM BUILDERS (3-5 active team members)



Janet
Poole



Debbie
Fields



Rose Etta
Kozak



Leigh Anne
Adkins



SENIOR CONSULTANTS



- ★ Marie Adkins
- ★ Alleise Alexander
- ★ Mary Booker
- ★ Vicky Covert
- ★ Ann Crawford
- ★ Beverly Cunningham
- ★ Linda Evans
- ★ Teri Ferrell
- ★ Gloria Flowers
- ★ Angel Hamrick
- ★ Natalie Hamrick
- ★ Michelle Hargis-Pauley

- ★ Tonya Haynes
- ★ Linda Heatherman
- ★ Jennifer Hubbard
- ★ Jean Ann McCoy
- ★ Charlotte Moore
- ★ Ange Nance
- ★ Kathleen Pauley
- ★ Traci Piper
- ★ Penny Stuart
- ★ Anita Toler
- ★ Nancy Vatalare

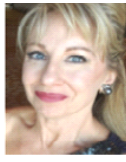
WHO'S NEXT???



EMERALD STARS!



Hilda
Armstrong



Terri
Rinko



Yvonne
Booth



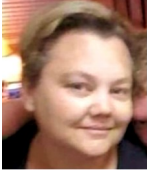
Mary
Booker

**Congrats
2nd
Quarter
Stars!**

Sept. 16-Dec. 15



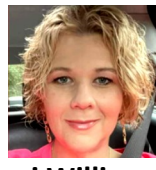
DIAMOND STARS!



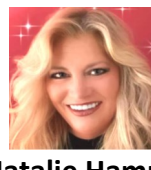
Della Hemphill



Debra Fields



Staci Williams



Natalie Hamrick



Gloria Flowers

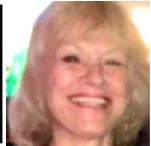
SAPPHIRE STARS!



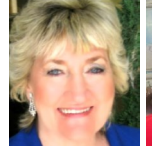
Charlotte
Moore



Tonya
Haynes



Linda
Heatherman



Della
Hemphill



Stephanie
Chesnut



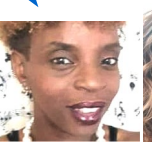
Valerie
Saunders



Stephanie
Sansom



Tanika
Saunders



Tammy
Smith



Latisha
Dixon

Congratulations! On Target Stars (12/16 - 3/15) (Updated 1/5)

Name	Total Contest Credit	Sapphire	Ruby	Diamond	Emerald	Pearl
Hilda Armstrong	\$ 830.00	\$ 970.00	\$ 1,570.00	\$ 2,170.00	\$ 2,770.00	\$3,970.00
Debra Fields	\$ 737.00	\$ 1,063.00	\$ 1,663.00	\$ 2,263.00	\$ 2,863.00	\$4,063.00
Tanika Saunders	\$ 604.00	\$ 1,196.00	\$ 1,796.00	\$ 2,396.00	\$ 2,996.00	\$4,196.00
Yvonne Booth	\$ 603.50	\$ 1,196.50	\$ 1,796.50	\$ 2,396.50	\$ 2,996.50	\$4,196.50
Valarie Saunders	\$ 601.00	\$ 1,199.00	\$ 1,799.00	\$ 2,399.00	\$ 2,999.00	\$4,199.00
Latisha Dixon	\$ 600.25	\$ 1,199.75	\$ 1,799.75	\$ 2,399.75	\$ 2,999.75	\$4,199.75
Gloria Flowers	\$ 422.50	\$ 1,377.50	\$ 1,977.50	\$ 2,577.50	\$ 3,177.50	\$4,377.50
Jamie Dunaway	\$ 354.75	\$ 1,445.25	\$ 2,045.25	\$ 2,645.25	\$ 3,245.25	\$4,445.25
Leigh Anne Adkins	\$ 335.00	\$ 1,465.00	\$ 2,065.00	\$ 2,665.00	\$ 3,265.00	\$4,465.00
Leslie Stopyra	\$ 307.50	\$ 1,492.50	\$ 2,092.50	\$ 2,692.50	\$ 3,292.50	\$4,492.50
Vera Miller	\$ 304.00	\$ 1,496.00	\$ 2,096.00	\$ 2,696.00	\$ 3,296.00	\$4,496.00
Laura Spainhour	\$ 294.00	\$ 1,506.00	\$ 2,106.00	\$ 2,706.00	\$ 3,306.00	\$4,506.00
Inetta Johnson	\$ 289.00	\$ 1,511.00	\$ 2,111.00	\$ 2,711.00	\$ 3,311.00	\$4,511.00
Joann McCoy	\$ 281.00	\$ 1,519.00	\$ 2,119.00	\$ 2,719.00	\$ 3,319.00	\$4,519.00
Dominique Armstrong	\$ 267.00	\$ 1,533.00	\$ 2,133.00	\$ 2,733.00	\$ 3,333.00	\$4,533.00
Deborah Trocino	\$ 263.50	\$ 1,536.50	\$ 2,136.50	\$ 2,736.50	\$ 3,336.50	\$4,536.50
Kim Nichols	\$ 258.50	\$ 1,541.50	\$ 2,141.50	\$ 2,741.50	\$ 3,341.50	\$4,541.50
Katie Clift	\$ 255.00	\$ 1,545.00	\$ 2,145.00	\$ 2,745.00	\$ 3,345.00	\$4,545.00
Nadine Euler	\$ 253.00	\$ 1,547.00	\$ 2,147.00	\$ 2,747.00	\$ 3,347.00	\$4,547.00
Teri Ferrell	\$ 240.50	\$ 1,559.50	\$ 2,159.50	\$ 2,759.50	\$ 3,359.50	\$4,559.50
Denise Watts	\$ 238.00	\$ 1,562.00	\$ 2,162.00	\$ 2,762.00	\$ 3,362.00	\$4,562.00
Tammy Kingman	\$ 234.50	\$ 1,565.50	\$ 2,165.50	\$ 2,765.50	\$ 3,365.50	\$4,565.50
Joanna Burcham	\$ 232.00	\$ 1,568.00	\$ 2,168.00	\$ 2,768.00	\$ 3,368.00	\$4,568.00
Sheria Pickens	\$ 226.00	\$ 1,574.00	\$ 2,174.00	\$ 2,774.00	\$ 3,374.00	\$4,574.00
Barbara Stutler	\$ 226.00	\$ 1,574.00	\$ 2,174.00	\$ 2,774.00	\$ 3,374.00	\$4,574.00
Marva Dowdin	\$ 188.00	\$ 1,612.00	\$ 2,212.00	\$ 2,812.00	\$ 3,412.00	\$4,612.00
Carla Pearson	\$ 140.50	\$ 1,659.50	\$ 2,259.50	\$ 2,859.50	\$ 3,459.50	\$4,659.50
Gloria Thompson	\$ 137.00	\$ 1,663.00	\$ 2,263.00	\$ 2,863.00	\$ 3,463.00	\$4,663.00
Stephanie Chesnut	\$ 121.00	\$ 1,679.00	\$ 2,279.00	\$ 2,879.00	\$ 3,479.00	\$4,679.00
Catherine Crace	\$ 113.00	\$ 1,687.00	\$ 2,287.00	\$ 2,887.00	\$ 3,487.00	\$4,687.00
Della Hemphill	\$ 113.00	\$ 1,687.00	\$ 2,287.00	\$ 2,887.00	\$ 3,487.00	\$4,687.00
Crystal Jordan	\$ 111.00	\$ 1,689.00	\$ 2,289.00	\$ 2,889.00	\$ 3,489.00	\$4,689.00

★ *Congratulations!* ★

DEC. WHOLESALE ACHIEVERS

Thank You for your Orders!



TOP 5 WHOLESALE ACHIEVERS + Tiara Team*! (1200+)



***Debbie Fields**
\$1,333.50



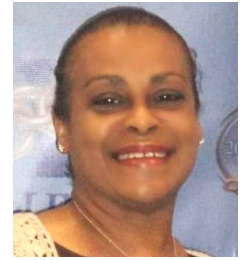
***Colleen Swieder**
\$1,285.00



***Hilda Armstrong**
\$1,246.00

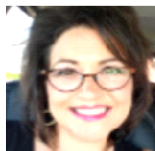


Gloria Flowers
\$1,032.10



Mary Booker
\$1,000.00

DECEMBER \$600-\$999 ACHIEVERS



Stephanie Chesnut



Charlotte Moore



Jamie Dunaway



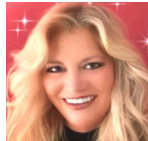
Terri Wilbourne



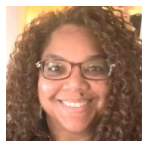
Crystal Jordan



Della Hemphill



Natalie Hamrick



Valarie Saunders



Tammy Smith



Tanika Saunders

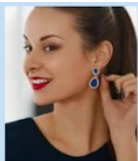


Latisha Dixon



Yvonne Booth

DEC.



Earring of the month Club!

\$300 Wholesale!

EARRING OF THE MONTH CLUB!

- | | | |
|---------------------|--------------------------|----------------------|
| ★ Debra Fields | ★ Tammy Smith | ★ Mary Nichols |
| ★ Colleen Swieder | ★ Natalie Hamrick | ★ Marva Dowdin |
| ★ Hilda Armstrong | ★ Valarie Saunders | ★ Donna Slayton |
| ★ Gloria Flowers | ★ Latisha Dixon | ★ Leigh Anne Adkins |
| ★ Mary Booker | ★ Brenda Graham | ★ Pamela James |
| ★ Stephanie Chesnut | ★ Tonya Haynes | ★ Marty Reynolds |
| ★ Charlotte Moore | ★ Lee Ann Hanna | ★ Anita Toler |
| ★ Jamie Dunaway | ★ Linda Heatherman | ★ Tiffany Carter |
| ★ Terri Winbourn | ★ Betty Kemper | ★ Leslie Stopyra |
| ★ Crystal Jordan | ★ Nathaline Blaser | ★ Joni Robinson |
| ★ Della Hemphill | ★ Stephanie Sansom | ★ Vera Miller |
| ★ Tanika Saunders | ★ Lisa Bird | ★ Debbie Thompson |
| ★ Yvonne Booth | ★ Roseshalla Holmes | ★ Beverly Cunningham |
| | ★ Vicki Painter-Hinchman | |

THANK YOU FOR YOUR DECEMBER ORDERS!

(\$599-\$225 wholesale orders)

Name	Unit Whlse
Brenda Graham	526.80
Tonya Haynes	491.60
Lee Ann Hanna	485.60
Linda Heatherman	470.80
Betty Kemper	445.40
Nathaline Blaser	427.60
Stephanie Sansom	426.80
Lisa Bird	406.40
Roseshalla Holmes	400.00
Vicki Painter-Hinchman	397.20
Mary Nichols	394.80
Marva Dowdin	367.00
Donna Slayton	344.00
Leigh Anne Adkins	335.00
Pamela James	332.00
Marty Reynolds	327.20
Anita Toler	310.40
Tiffany Carter	309.50
Leslie Stopyra	307.50
Joni Robinson	304.80
Vera Miller	304.00
Debbie Thompson	303.60

Name	Unit Whlse
Beverly Cunningham	300.80
Alleise Alexander	294.00
Laura Spainhour	294.00
Eileen McConkie	292.00
Lisa DeWees	286.00
Roxanne White	281.60
Joann McCoy	281.00
Brenda Kraft	279.00
Karen Snyder	271.20
Dominique Armstrong	267.00
Deborah Trocino	263.50
Kim Nichols	258.50
Katie Clift	255.00
Heather Perry	254.00
Wanda S. Horn	250.40
Amy Smith	246.50
Bonita Wesley	244.00
Lynn Callaghan	243.20
Tammie Hawk	240.80
Jean Ann McCoy	240.80
Teri Ferrell	240.50
Lori Rainey	238.40

Name	Unit Whlse
Denise Watts	238.00
Teresa Young	236.50
Tammy Kingman	234.50
Joanna Burcham	232.00
Kathy Heil	228.40
Brooke Hovis	228.00
Gail Laakso	228.00
Benita Turner	228.00
Allison Cramer	227.20
Barbara Davis	226.00
Rose Etta Kozak	226.00
Sheria Pickens	226.00
Barbara Stutler	226.00
Angela Williams	226.00
Lura Damron	225.60
Sheila Williams	225.60
Mary Mounts	225.50
Shelly Batten	225.20
Teresa Eskins	225.00



Birthdays & Mary Kay Anniversaries

January Birthdays

Jan. Anniversaries



Name	Bday
Regina Breeden	1
Teresa Young	1
Carol Evans	2
Lisa Bird	3
Charlotte Moore	4
Susan Toney	4
Patricia Fisher	5
Lori Fleck	6
Frances Scarbro	7
Kari Yoho	8
Chelcee Fillinger	10
Jennifer Rasnake	11
Leslie Stopyra	11
Tammy Lloyd	12
Alisa Bowen	13

Name	Bday
Bj Lafferty	14
Hilda Armstrong	15
Dawn Davidson	15
Melissa Adkins	17
Billie Avery	18
Helen Lyons	18
Janna Whittington	18
Leigh Anne Adkins	19
Crystal Patterson	19
Brenda Dyer	20
Catherine Crace	21
Della Hemphill	22
Brooke Hovis	24
Marie Adkins	31
Teri Ferrell	31

Name	Yrs
Carrie Blankenship	21
Lisa Nelson	18
Gail Laakso	17
Cora Frailie	15
Brenda Graham	13
Mary Mounts	12
Wendy Witherell	11
Tiffany Carter	9
Brenda Kraft	8
Alisa Nichols	8
Mary Nichols	4
Michelle Hargis-Pauley	4
Kia Brown	4
Dawna Brown	2

Name	Yrs
Staci Williams	2
Janice Hancock	2
Sara Stinnett	2
Tonya Caines	2
Teresa Perdue	2
Savannah Jones	2
Francine Beverly-Townsend	1
Tammy White	1
Shelia Baisden	1
Renee Kidd	1
Lisa Anderson	1
Chrissy Richard	1
MaryAnn Green	1

Are you stuck and need more leads and names?



Here's a few ideas using the exact words I use:

What do I say to ask people that I know:

Text message: Hi Karyn! How are u?! You popped in my head for this...I have 30 pampering sessions to complete this month. Would you like one? U get a free facial plus microdermabrasion and some light makeup! Let me know?! Thnx! :) Michelle, Mary Kay

Text message: Hi Karyn! How are u?! You popped in my head for this...Cld u be a face model for me for a makeover contest? U get a free makeover plus a photo! Let me know?! Thnx! :) Michelle, Mary Kay

If Mary Kay currently isn't running a Makeover contest, hold your own. Take quick before and after photos with your phone and let her know that the best before and after makeover will get a prize from your office at the end of the month. You can also get the photos developed and build a Model Portfolio in a little flip photo book so you can show clients a variety of makeup looks that you have helped create. Women love to help with this.

What do I say to guys:

Hi Jim! How's it going? It's been a while but I stumbled upon your Facebook page. Okay, this might sound crazy but I have 30 free makeovers to give away to women this month. Do you know any deserving women that might enjoy a free makeover? It's part of a contest we are holding. Let me know and I'd be glad to reach out to them. Also, not sure if you check Facebook so I can text you if I don't hear from you here! Thanks Jim!

What to say to Referrals:

Text Message: Hi Sarah! Jessica Smith referred you for a free makeover. I'm giving away 100 for a Mary Kay contest. Jessica had a makeover w/ me yesterday & thought u might help me! Do you have any interest in a free makeover? Thanks, Michelle Cunningham, Mary Kay

What to say to people on Facebook that have lots of friends:

Hi Sarah! Okay, so I could use some help and I feel like you are one of those people that just might know a few people... ☺ Here's the scoop, could you forward this message below to your friends on Facebook or by email?! I'd appreciate you SOO Much if you could. And of course, let me know if I can help you in anyway!! Thanks girlfriend!!

“My friend , (Your full Name) is a big time Mary Kay Consultant and is due to get her (big prize, car, Leadership position) in a few months from the company. As part of her qualification, she needs to give away 75 FREE makeovers this month and next and they are a ton of fun. If you are interested in helping her out and looking like a super model, learning some great makeup tips and having a blast, email her at _____, text her at _____ message her on Facebook. To find her on Facebook, search (your email address). xoxo!”

