



**MARCH 2023 UNIT NEWSLETTER**

**MARCH UNIT GOALS**

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

**FEBRUARY TEAM BUILDERS!**

SEMINAR 2023



**1 ❤️ FOR EACH NEW TEAM MEMBER IN FEBRUARY!**



*Leigh Anne*  
Adkins



*Lura*  
Damron



*Tammy*  
Damron

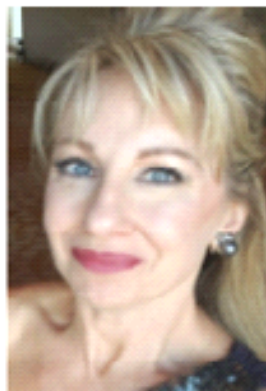


*Staci*  
Williams

**March Special**



**New Consultant  
Sign up only \$20!**



*Terri*  
Rinko



*Shirley*  
Whittington

**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!!!**
- ★ 8 months down....4 months to go!



**March is here** and it's time to bring on the sunshine, the laughter, and the motivation! As a Mary Kay Consultant, you have the power to make this month one of your most successful yet. It's a time to put aside any doubts, fears, or worries and step into your fabulousness.



First, let's take a moment to acknowledge all the hard work and dedication you've put into your business so far. You're already a rockstar! Now, let's keep that momentum going by setting some exciting goals for this month. What would you like to achieve? Is there a new product you want to showcase or a new client base you'd like to reach? Whatever it is, write it down and make a plan to achieve it.

Next, let's talk about staying motivated. It's easy to get distracted or discouraged, but don't forget that you have a whole team of supportive Mary Kay consultants and your MK Director in your corner! Reach out to them for encouragement, inspiration, and advice. Attending your weekly Monday night ZOOM Meeting is a great way to meet your sister Consultants. And remember to take care of yourself, too! Eat well, exercise, and make time for self-care. When you feel good, you're more likely to stay motivated and focused.

Now, let's have some fun! March is a great time to inject some energy and excitement into your business. Host a themed party or event, create fun social media posts, or surprise your clients with a special offer or giveaway. Get creative and let your personality shine through. Remember, people are drawn to those who exude positivity and enthusiasm.

Finally, don't forget to celebrate your successes! Every goal you achieve, no matter how big or small, is worth celebrating. Treat yourself to a new Mary Kay product, take a day off to relax and recharge, or treat your team to a fun outing. Celebrate your progress and use it as fuel to keep pushing towards your next goal.

So, let's make this March one to remember! Set exciting goals, stay motivated, have fun, and celebrate your successes. With your hard work and positive attitude, the sky's the limit!

*Always your biggest Cheerleader,*  
Love and much belief,  
*Moleda*

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

TOP 10 COURT OF SHARING YTD	
1	Staci Williams
2	Stephanie Chesnut
3	Charlotte Moore
4	Leigh Anne Adkins
5	Yvonne Booth
6	Natalie Hamrick
7	Anita Toler
8	Hilda Armstrong
9	Mary Booker
10	Tammy Damron



**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

# MARCH PROMOTIONS

## March Madness!!!



Place a \$225+ whls order in March to win your Lucky Clover Necklace!

Add a NEW Active Team Member and receive the matching Earrings!



## March Madness!!!



Win this Cute Keychain Card Holder from Mary Kay!

**\$600 whls!**

## March Madness!!!



See your face in lights!

**\$1,200 WHLS WINS THIS TRI FOLD LIGHTED MIRROR!**



Who will become a member of our FAB FIVE April 1st D.I.Q. Team?



**SEMINAR 2023**  
July 1, 2022 - June 30th, 2023



The 60th Anniversary celebration just got even more exciting, especially when you will be recognized as a princess for our unit!

I can't wait to see you sparkle ON-STAGE!

When you achieve Princess Court of Sales and/or Princess Court of Sharing, you are invited to an on-stage, sash presentation to receive recognition for your achievements!

Princess Court of Sales  
\$20,000+ Retail

Princess Court of Sharing  
12+ Great Start Qualified New Team Members

MyMKAssistant

## March 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



**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.

**GREAT START  
QUALIFIED!**

# Pretty in Pink

**NEW  
CONSULTANT  
HOTSHOTS!**



**Vicki Painter-Hinchman**

**Watch Winner!**

## Welcome New February Consultants!

New Consultant	From	Recruiter
Linda Anderson	Yadkinville, NC	Shirley Whittington
Jeannine Barker	Ashland, KY	Leigh Anne Adkins
Bertha Gore	Chapmanville, WV	Staci Williams
Nancy Howell	Jonesborough, TN	Tammy Damron
Emily Midkiff	Logan, WV	Lura Damron
Carolyn Nichols	Colonial Beach, VA	Terri Rinko
Sara Stewart	Proctorville, OH	Leigh Anne Adkins
Amanda Todd	South Point, OH	Leigh Anne Adkins

## Bring Your Bestic!

Add your **1st New Team Member** within your **1st 15 days** and win a **Bonus Gift** from Moleda!



### Who could be your 1st Team Member?

- ♥ Best Friend
- ♥ Mom, Aunt, Grandmother
- ♥ Sister, Sister In-law
- ♥ Daughter, Daughter In-law
- ♥ Cousin
- ♥ Co-Worker
- ♥ Someone from church
- ♥ Neighbor



**How to submit an agreement online**

### Need a few more tips on how to team build?

Go to MoledaOnline.com,  
user ID = magic, password = million  
Click "Video Vault" then click  
> Section 3 Team Building  
> Build Your Team with the ATM

### Go to [www.marykayintouch.com](http://www.marykayintouch.com)

Click on Business tools > online agreements. If she is with you in person click > submit an agreement.

If she is not with you then click > e-invite. This will send her an email link that she can use to sign up. Stay on the phone with her to help walk her through the process of filling out her agreement online. Your goal is to complete her online agreement immediately after you send her the link to sign up.

## 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.



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! ★

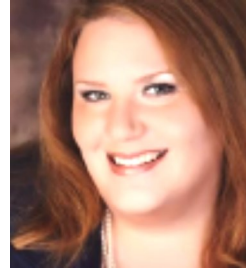
## ELITE TEAM LEADERS (8 active team members)



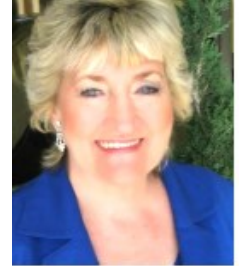
*Hilda*  
Armstrong



*Terri*  
Rinko



*Leigh Anne*  
Adkins



*Della*  
Hemphill

## TEAM LEADERS (5-7 active team members)

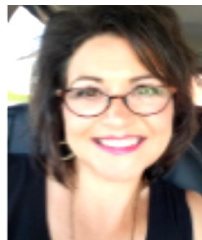
## STAR TEAM BUILDER (3-5 active team members)



*Staci*  
Williams



*Debbie*  
Fields



*Stephanie*  
Chesnut



*Yvonne*  
Booth



*Janet*  
Poole



## SENIOR CONSULTANTS



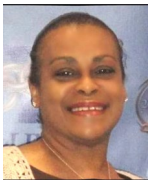
- ★ Alleise Alexander
- ★ Andrea Boggess
- ★ Vicky Covert
- ★ M. Ann Crawford
- ★ Beverly Cunningham
- ★ Linda Evans
- ★ Natalie Hamrick
- ★ Michelle Hargis-Pauley
- ★ Debra Hart
- ★ Tonya Haynes

- ★ Linda Heatherman
- ★ Jennifer Hubbard
- ★ Rose Etta Kozak
- ★ Jean Ann McCoy
- ★ Charlotte Moore
- ★ Ange Nance
- ★ Traci Piper
- ★ Penny Stuart
- ★ Shirley Whittington

**WHO'S NEXT???**



**EMERALD STAR!**



Mary Booker



**Congrats  
3rd  
Quarter  
Stars!**

Dec. 16-March 15



**DIAMOND STAR!**



Hilda Armstrong



**RUBY STARS!**



Yvonne Booth



Terri Rinko

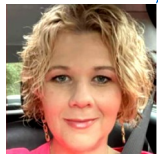


Debra Fields



Andrea Bogges

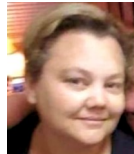
**SAPPHIRE STARS!**



Staci Williams



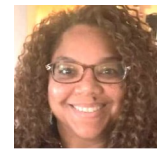
Tonya Haynes



Colleen Sweider



Della Hemphill



Valerie Saunders



Gloria Flowers



Tanika Saunders



Leigh Anne Adkins



Latisha Dixon

**New Quarter Starts *March 16 - June 15, 2023***

**TOP 10 REASONS TO BE A  
STAR CONSULTANT this Quarter!**

- #1** Earn amazing Quarterly Prizes from Mary Kay.
- #2** Receive an Invitation to the Virtual Party of the Year exclusively for our 4th Quarter Stars.
- #3** Receive referrals from the Company.
- #4** Complete All Star Contest for our 4 quarter Stars.
- #5** Recognition in Unit Newsletters, Emails, FB groups.
- #6** You will be featured in our STAR Consultant recognition video.
- #7** Be part of the TOP 10 % of Mary Kay.
- #8** Set an example for your Sister Consultants.
- #9** Set an example for your Personal Team.
- #10** Because ....your MK Unit needs YOU!



# Congratulations!



## FEB. WHOLESALE ACHIEVERS

*Thank You for your Orders!*



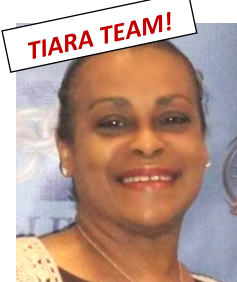
### TOP 5 WHOLESALE ACHIEVERS + **Tiara Team\*!** (1200+)



**\*Debra Fields**  
\$1,286.50



**\*Hilda Armstrong**  
\$1,211.50



**\*Mary Booker**  
\$1,202.90

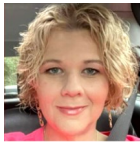


**Tonya Haynes**  
\$1,007.50



**Staci Williams**  
\$750.00

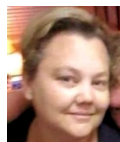
### FEBRUARY \$600-\$999 ACHIEVERS



Staci Williams



Gloria Flowers



Colleen Swieder



Yvonne Booth



Della Hemphill



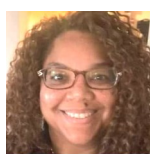
Tanika Saunders



Leigh Anne Adkins



Stephanie Chesnut



Valarie Saunders



Tammy Smith



Laura Murray

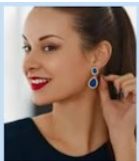


Latisha Dixon



Cassie Rakes

FEB.



**Earring of the month Club!**

**\$300 Wholesale!**

### EARRING OF THE MONTH CLUB!

- ★ Debra Fields
  - ★ Hilda Armstrong
  - ★ Mary Booker
  - ★ Tonya Haynes
  - ★ Staci Williams
  - ★ Gloria Flowers
  - ★ Colleen Swieder
  - ★ Yvonne Booth
  - ★ Stephanie Chesnut
  - ★ Leigh Anne Adkins
  - ★ Della Hemphill
  - ★ Latisha Dixon
  - ★ Tanika Saunders
  - ★ Cassie Rakes
- ★ Valarie Saunders
  - ★ Tammy Smith
  - ★ Mary Mounts
  - ★ Terri Winbourn
  - ★ Linda Heatherman
  - ★ Anita Toler
  - ★ Nedra Richmond
  - ★ Terri Rinko
  - ★ Natalie Hamrick
  - ★ Michelle Hargis-Pauley
  - ★ Debbie Thompson
  - ★ Sara Stewart
  - ★ Jan Grubic
- ★ Marty Reynolds
  - ★ Dawna Brown
  - ★ Louis Roe Jr.
  - ★ Deloris Lewis
  - ★ Jeannine Barker
  - ★ Ashley Riggelman
  - ★ Leslie Stopyra
  - ★ Tammy Damron
  - ★ Bj Lafferty
  - ★ Debbie Lawrence
  - ★ Tammy Kingman
  - ★ Eileen McConkie
  - ★ Kelly Pell

# THANK YOU FOR YOUR FEBRUARY ORDERS!

( \$599-\$225 wholesale orders)

Name	Unit Whlse	Name	Unit Whlse	Name	Unit Whlse
Mary Mounts	556.75	Tammy Kingman	308.60	Kada Saunders	244.50
Terri Winbourn	528.50	Eileen McConkie	302.90	Crystal Patterson	243.00
Linda Heatherman	528.40	Kelly Pell	301.75	Carolyn Nichols	241.00
Anita Toler	513.00	Tammy White	290.50	Kathleen Pauley	241.00
Nedra Richmond	459.75	Lisa Nelson	287.00	Benita Turner	238.70
Terri Rinko	420.00	Marva Dowdin	286.00	Catherine Crace	238.00
Natalie Hamrick	391.00	Millie Hargis	282.00	Vicki Painter-Hinchman	237.50
Michelle Hargis-Pauley	390.50	Linda Anderson	280.30	Steffanie Forrest	236.00
Debbie Thompson	371.00	Kelly Chura-Singh	278.60	Kelly Murray	236.00
Sara Stewart	368.50	Alleise Alexander	271.50	Robin Eggleton	232.25
Jan Grubic	355.00	Lee Ann Hanna	271.50	Rose Etta Kozak	232.00
Marty Reynolds	353.40	Stephanie Goodson	268.50	M. Ann Crawford	231.50
Dawna Brown	351.50	Rose Bickley	263.50	Ange Nance	229.00
Louis Roe Jr.	343.20	Beverly Cunningham	260.50	Leawana Hargis	228.00
Deloris Lewis	337.40	Carla Pearson	254.00	Teresa Damron	227.50
Jeannine Barker	333.00	Janet Poole	253.00	Missy Coffman	226.40
Ashley Riggelman	332.00	Penny Stuart	252.00	Brenda Dyer	226.00
Leslie Stopyra	330.00	Mary Nelson	251.50	Damacia Johnson	226.00
Tammy Damron	321.00	Nathaline Blaser	250.00	Vera Miller	226.00
Bj Lafferty	315.00	Lura Damron	250.00	Joni Robinson	225.50
Debbie Lawrence	310.80	Marilyn Ford	244.75	Delores Dale	225.00



## Birthdays & Mary Kay Anniversaries

*March Birthdays*

*March Anniversaries*



Name	Bday
Ronda Mick	1
Teresa Barton	5
Maja Deadwyler	5
Kathy Heil	5
Lisa Martin	6
Savannah Johnson	9
Connie Keeney	11
Veronica Lake	11
Jasmine Wilson	12
Jean Ann McCoy	13
Carrie Blankenship	14
Debra Hart	15
Brenda Pugh	15

Name	Bday
Rhoda Reed	16
Sharia Clark	17
Jennifer Hubbard	19
Charlene Johnson	21
Staci Williams	21
Traci Piper	22
Terri Rinko	26
Sarah Stotler	27
Penny Stuart	28
Moleda Dailey	29
Ange Nance	30
Teresa Eskins	31
Kasha Hill	31

Name	Yrs
Debbie Thompson	28
Teresa Quigley	22
Lynn Callaghan	19
Charlotte Moore	19
Jean Ann McCoy	18
Angela Williams	17
Gloria Flowers	15
Rose Etta Kozak	14
Shirley Whittington	10
Kari Yoho	5
Kay Hawkins	4
Terri Rinko	4
Jan Grubic	4

Name	Yrs
Helen Lyons	4
Nathaline Blaser	4
Ange Nance	3
Ronda Mick	3
Mary Nelson	1
Jonas Bonhomme	1
Joyce Casey	1
Sissy Johnson	1
Deborah Trocino	1
Dianna Skaggs	1
Allison Cramer	1
Steffanie Forrest	1



SPRING 2023 PRODUCT LAUNCH

# POWER IN POSSIBILITY

## BREAKTHROUGH BOOSTERS

### FERULIC+NIACINAMIDE BRIGHTENER

Address multiple pathways to reduce uneven skin tone and boost skin's brightness with a trio of proven skin-brightening ingredients, including ferulic acid, niacinamide and navy bean extract.



\$38

### PHA+AHA RESURFACER

Accelerate surface skin renewal and gently dissolve dead skin cells with a powerful boost of large and small hydroxy acids plus skin-Replenishing glycerin.



\$38

### SUPREME HYDRATING LIPSTICK

Hydration meets lipstick in this fiercely supreme formula with intense color payoff – now in two new shades!



\$18

### CREAM BRONZER/HIGHLIGHTER DUO

Give spring looks a glow up with creamy, dreamy duo sticks that glide on smoothly and blend easily – seamlessly adding warm vibes in an instant.



\$18

### HAND CREAM

Make "me" time more enjoyable with fresh self-care inspired by scents of the season. These three luxurious hand creams feature decadent textures and uplifting aromas that revive from wrists to fingertips.



\$10

### AFTER-SUN GEL

Give spring looks a glow up with creamy, dreamy duo sticks that glide on smoothly and blend easily – seamlessly adding warm vibes in an instant.



\$15

# TOP 10 traits to unleash your Inner Superstar!

*Are you Ready to rock your Mary Kay business and become a successful consultant?* It's time to unleash your inner superstar and embrace the top 10 traits of successful Mary Kay consultants!



**1. First up, let's talk about attitude.** Your positive attitude is the secret weapon that will help you overcome any obstacle and achieve your dreams. So, start each day with a smile and a can-do attitude, and watch how it transforms your business.

**2. Next, let's talk about resilience.** You're going to face setbacks and challenges along the way, but don't let them get you down. Keep pushing forward, learn from your mistakes, and use them to grow stronger and wiser.

**3. Goal-setting is another essential trait** of successful Mary Kay consultants. So, set specific, measurable goals that excite and motivate you, and create a plan to achieve them. Remember, goals are the roadmap to your success!

**4. Communication skills are crucial** for building relationships with your clients. So, hone your listening skills, and provide top-notch customer service that leaves a lasting impression.

**5. Self-motivation is key** to staying focused and productive. Set a schedule, prioritize your tasks, and stay disciplined. Trust us, the results will be worth it!

**6. Consistency is also vital for success.** So, show up consistently for appointments, follow-up calls, and events. By doing so, you'll build trust with your clients and earn their loyalty.

**7. Time management is another essential trait** for success. Find a balance that works for you and your lifestyle. And remember, self-care is a priority too! Take time to recharge and refresh your energy.

**8. Creativity is what sets you apart** from the competition. So, let your imagination run wild and come up with innovative ideas to grow your business.

**9. Confidence is key to sharing your message** with conviction and passion. Believe in yourself, your products, and your abilities, and watch how it inspires others to do the same.

**10. Last but not least, team orientation is crucial** for building a strong and supportive community. Collaborate with your team members, provide encouragement, and help each other achieve your goals. Together, you can achieve greatness!

So, there you have it! Embrace these 10 traits and unleash your inner superstar.

**You're destined for greatness, and your Mary Kay business is your ticket to a life of freedom, flexibility, and financial independence. So, go out there and rock it!**