



# OCTOBER 2022 UNIT NEWSLETTER

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

## SEPTEMBER TEAM BUILDERS!



1 ❤️ FOR EACH NEW TEAM MEMBER IN SEPTEMBER!



*Moleda* Dailey



*Staci* Williams



***Boss Babes***  
Building Their  
***Empires!***



*Joni* Robinson



*Ann* Crawford



*Gloria* Flowers

***Thank you for helping our Unit Build to #1!***



- ★ Our Mary Kay Unit is **#1 in Sapphire Division** and **#12 in the nation** Seminar year to date!
- ★ But we are **ON THE RUN TO #1!!!**
- ★ 3 months down....9 months to go!



### It's official.....It's October!

Leaves are in full color, football games, brisk fall air, and Halloween is right around the corner. **October is also a BIG month for BIG Mary Kay Opportunities for your MK business!** Check it out.....

- ★ Incredible Fall and Holiday Products! Perfect for sales, personal gift giving and let us not forget our own products that we can't live without. Check out the current *Applause magazine* for the current *Look Book* or go to [www.marykayintouch.com](http://www.marykayintouch.com) to see the latest and order your products today! Remember limited edition means *until supplies last!*
- ★ Have you heard about the **\$20 Estart opportunity?** What a great way to offer the opportunity to join as a Mary Kay Consultant and build a Virtual Mary Kay Business. Not only that but Mary Kay will **give every New October Consultant the \$75 retail Sonic Cleansing brush** for free with their first active order thru November 2022!
- ★ **Plus.....IT'S DOUBLE CREDIT MONTH!** That's right...every order you place (up to 2,000 whls.) and every new team member (up to 6 new) Mary Kay will **double towards end of the year recognition.** That recognition count totals Unit TOP 20 , Princess Court and Nation Court for Seminar 2023 Awards. Now is to the time to shop for yourself, your Holiday gift giving and grab some super sales ideas to max out your double credit month!
- ★ **Monday night ZOOM Meetings at 8pm est.** - Need an idea, tip or plan of action? Monday night is where you will find them. There is a old saying in Mary Kay...*those who show up go up!* They go up in business knowledge, customers, repeat sales and team members. Our Monday night meeting is FREE, you can attend from the comfort of your home on your favorite device and every MK consultant is invited to attend. :-)

**Let's make October a powerful beginning to an amazing quarter** as we continue to run together towards the #1 spot in Mary Kay. I believe together we can do anything we set our heart on completing.

Love and much belief,

**Your Biggest Cheerleader,**

*Moleda*

#### TOP 20 RETAIL SALES YTD

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

#### TOP 10 COURT OF SHARING YTD

1	Staci Williams
2	Stephanie Chesnut
3	Charlotte Moore
4	Joni Robinson
5	M. Ann Crawford
6	Gloria Flowers
7	Natalie Hamrick
8	Vera Miller
9	Ange Nance
10	Traci Piper



### 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](http://moledazoom.com)

# OCTOBER PROMOTIONS



**\$1,200**  
**Total Wholesale!**



**\$600**  
**Total Wholesale!**

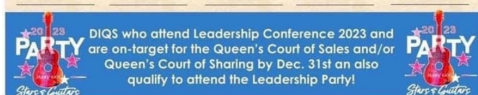


**Earring of the month Club**  
**Win a different style of Earrings each month!**

**\$300**  
**Total Wholesale!**



Who will take the Challenge? Call, text or email me with your commitment!



**JOIN MY MK TEAM**  
*in October*

start for as low as  
**\$20**

Place a single initial \$225 or more wholesale Section 1 order from Oct. 1 through Nov. 30, 2022, and receive a FREE Skinvigorate Sonic™ Skin Care System with the order

Agreements must be received and accepted by the Company Oct. 1-31, 2022

**October 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!**



**Daniel Hatfield**

*Watch, Necklace & Earring Set Winner!*



**Tabor Watts**

*Necklace & Earring Set Winner!*



**Kimberly Poe**

*Watch Winner!*

## WELCOME NEW SEPTEMBER CONSULTANTS!

New Consultant	From	Recruiter
<a href="#">Lori Canterbury</a>	Accoville, WV	Staci Williams
<a href="#">Teresa Damron</a>	Cabin Creek, WV	M. Ann Crawford
<a href="#">Jodi Daniels</a>	Santa Clarita, CA	Staci Williams
<a href="#">Chandra DeGroff</a>	Eleanor, WV	Moleda Dailey
<a href="#">Phyllis Griffin</a>	Bluffton, IN	Moleda Dailey
<a href="#">Rosie Johnson</a>	Chapmanville, WV	Staci Williams
<a href="#">Connie Keeney</a>	Chapmanville, WV	Staci Williams
<a href="#">Kathleen Moles</a>	Red House, WV	Gloria Flowers
<a href="#">Kelly Murray</a>	Chapmanville, WV	Staci Williams
<a href="#">Kimberly Poe</a>	Griffithsville, WV	Moleda Dailey
<a href="#">Jackie Samson</a>	Nitro, WV	Moleda Dailey
<a href="#">Stephanie Sansom</a>	Man, WV	Moleda Dailey
<a href="#">Heather Smith</a>	Forest, VA	Moleda Dailey
<a href="#">Susan Toney</a>	Dunbar, WV	Moleda Dailey
<a href="#">Tabor Watts</a>	Lincoln, NE	Joni Robinson

## 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!**

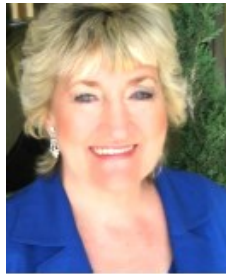


# LEADERSHIP TEAM!

## ELITE TEAM LEADERS (8 active team members)



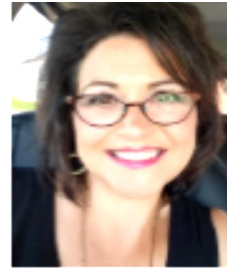
*Hilda*  
Armstrong



*Della*  
Hemphill



*Terri*  
Rinko



*Stephanie*  
Chesnut



*Staci*  
Williams

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

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



*Leigh Anne*  
Adkins



*Tammy*  
Lloyd



*Janet*  
Poole



*Charlotte*  
Moore



*Debbie*  
Fields

## ★ SENIOR CONSULTANTS ★

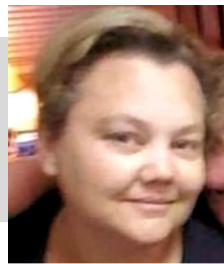
- ★ Alleise Alexander
- ★ Yvonne Booth
- ★ M. Ann Crawford
- ★ Beverly Cunningham
- ★ Teri Ferrell
- ★ Gloria Flowers
- ★ Michelle Hargis-Pauley
- ★ Debra Hart

- ★ Linda Heatherman
- ★ Jennifer Hubbard
- ★ Ange Nance
- ★ Joni Robinson
- ★ J. Penny Stuart
- ★ Barbara Stutler
- ★ Teresa Young

**WHO'S  
NEXT???**



**EMERALD STAR!**



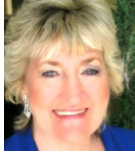
Colleen Swieder

**Congrats 1st Quarter Stars!**

July 16-Sept. 15



**DIAMOND STARS!**



Della Hemphill



Hilda Armstrong

**RUBY STARS!**



Debra Fields



Tonya Haynes

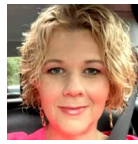


Stephanie Chesnut

**SAPPHIRE STARS!**



Charlotte Moore



Staci Williams



Gloria Flowers



Yvonne Booth



Mary Booker



Valerie Saunders



Tanika Saunders



Sara Hinzman



Latisha Dixon

**Congratulations! On Target Stars (9/16 - 12/15) (Updated 10/15)**

Name	Total Contest Credit	Sapphire	Ruby	Diamond	Emerald	Pearl
Natalie Hamrick	\$ 1,328.00	\$ 472.00	\$ 1,072.00	\$ 1,672.00	\$ 2,272.00	\$ 3,472.00
Debra Fields	\$ 1,144.50	\$ 655.50	\$ 1,255.50	\$ 1,855.50	\$ 2,455.50	\$ 3,655.50
Mary Booker	\$ 1,109.50	\$ 690.50	\$ 1,290.50	\$ 1,890.50	\$ 2,490.50	\$ 3,690.50
Della Hemphill	\$ 863.50	\$ 936.50	\$ 1,536.50	\$ 2,136.50	\$ 2,736.50	\$ 3,936.50
Terri Rinko	\$ 824.50	\$ 975.50	\$ 1,575.50	\$ 2,175.50	\$ 2,775.50	\$ 3,975.50
Colleen Swieder	\$ 790.00	\$ 1,010.00	\$ 1,610.00	\$ 2,210.00	\$ 2,810.00	\$ 4,010.00
Tammy Damron	\$ 667.50	\$ 1,132.50	\$ 1,732.50	\$ 2,332.50	\$ 2,932.50	\$ 4,132.50
Tonya Haynes	\$ 659.50	\$ 1,140.50	\$ 1,740.50	\$ 2,340.50	\$ 2,940.50	\$ 4,140.50
Yvonne Booth	\$ 610.50	\$ 1,189.50	\$ 1,789.50	\$ 2,389.50	\$ 2,989.50	\$ 4,189.50
Kimberly Poe	\$ 609.00	\$ 1,191.00	\$ 1,791.00	\$ 2,391.00	\$ 2,991.00	\$ 4,191.00
Latisha Dixon	\$ 608.50	\$ 1,191.50	\$ 1,791.50	\$ 2,391.50	\$ 2,991.50	\$ 4,191.50
Tammy Smith	\$ 604.00	\$ 1,196.00	\$ 1,796.00	\$ 2,396.00	\$ 2,996.00	\$ 4,196.00
Stephanie Sansom	\$ 603.00	\$ 1,197.00	\$ 1,797.00	\$ 2,397.00	\$ 2,997.00	\$ 4,197.00
Valerie Saunders	\$ 602.00	\$ 1,198.00	\$ 1,798.00	\$ 2,398.00	\$ 2,998.00	\$ 4,198.00
Tabor Watts	\$ 602.00	\$ 1,198.00	\$ 1,798.00	\$ 2,398.00	\$ 2,998.00	\$ 4,198.00
Tina Booth	\$ 601.00	\$ 1,199.00	\$ 1,799.00	\$ 2,399.00	\$ 2,999.00	\$ 4,199.00
Tanika Saunders	\$ 600.50	\$ 1,199.50	\$ 1,799.50	\$ 2,399.50	\$ 2,999.50	\$ 4,199.50
Kada Saunders	\$ 565.50	\$ 1,234.50	\$ 1,834.50	\$ 2,434.50	\$ 3,034.50	\$ 4,234.50
Staci Williams	\$ 563.00	\$ 1,237.00	\$ 1,837.00	\$ 2,437.00	\$ 3,037.00	\$ 4,237.00
Nadine Euler	\$ 558.00	\$ 1,242.00	\$ 1,842.00	\$ 2,442.00	\$ 3,042.00	\$ 4,242.00
Linda Heatherman	\$ 545.50	\$ 1,254.50	\$ 1,854.50	\$ 2,454.50	\$ 3,054.50	\$ 4,254.50
Linda Brunty-Tincher	\$ 535.50	\$ 1,264.50	\$ 1,864.50	\$ 2,464.50	\$ 3,064.50	\$ 4,264.50
Sara Hinzman	\$ 518.00	\$ 1,282.00	\$ 1,882.00	\$ 2,482.00	\$ 3,082.00	\$ 4,282.00
Stephanie Goodson	\$ 500.50	\$ 1,299.50	\$ 1,899.50	\$ 2,499.50	\$ 3,099.50	\$ 4,299.50
Gloria Flowers	\$ 497.00	\$ 1,303.00	\$ 1,903.00	\$ 2,503.00	\$ 3,103.00	\$ 4,303.00
Leigh Anne Adkins	\$ 459.50	\$ 1,340.50	\$ 1,940.50	\$ 2,540.50	\$ 3,140.50	\$ 4,340.50
Terri Winbourn	\$ 458.50	\$ 1,341.50	\$ 1,941.50	\$ 2,541.50	\$ 3,141.50	\$ 4,341.50
Kelly Chura-Singh	\$ 453.00	\$ 1,347.00	\$ 1,947.00	\$ 2,547.00	\$ 3,147.00	\$ 4,347.00
Lura Damron	\$ 417.50	\$ 1,382.50	\$ 1,982.50	\$ 2,582.50	\$ 3,182.50	\$ 4,382.50
Rose Etta Kozak	\$ 410.00	\$ 1,390.00	\$ 1,990.00	\$ 2,590.00	\$ 3,190.00	\$ 4,390.00

★ *Congratulations!* ★  
**SEPT. WHOLESALE ACHIEVERS**

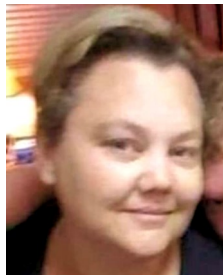
*Thank You for your Orders!*



**TOP 5 WHOLESALE ACHIEVERS + Tiara Team!**



Tonya Haynes  
\$2,275.25



Colleen Swieder  
\$1,574.50



Debra Fields  
\$1,549.00



Charlotte Moore  
\$1,390.75



Natalie Hamrick  
\$1,324.50

**SEPTEMBER \$600-\$999 ACHIEVERS**



Gloria Flowers



Hilda Armstrong



Della Hemphill



Sara Hinzman



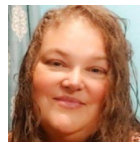
Terri Rinko



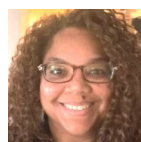
Latisha Dixon



Brenda Graham



Kimberly Poe



Valarie Saunders



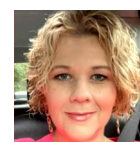
Mary Booker



Tanika Saunders



Yvonne Booth

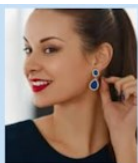


Staci Williams



Tammy Smith

SEPT.



**Earring of the month Club!**

**\$300 Wholesale!**

**EARRING OF THE MONTH CLUB!**

- ★ Tonya Haynes
  - ★ Colleen Swieder
  - ★ Debra Fields
  - ★ Charlotte Moore
  - ★ Natalie Hamrick
  - ★ Gloria Flowers
  - ★ Sara Hinzman
  - ★ Terri Rinko
  - ★ Mary Booker
  - ★ Della Hemphill
  - ★ Yvonne Booth
  - ★ Brenda Graham
  - ★ Hilda Armstrong
- ★ Staci Williams
  - ★ Kimberly Poe
  - ★ Latisha Dixon
  - ★ Tammy Smith
  - ★ Valarie Saunders
  - ★ Tanika Saunders
  - ★ Marion Jones
  - ★ Linda Heatherman
  - ★ Amy Smith
  - ★ Mary Mounts
  - ★ Stephanie Chesnut
  - ★ Tammy Damron
  - ★ Danielle Hatfield
- ★ Terri Winbourn
  - ★ Heather Perry
  - ★ Linda Brunty-Tincher
  - ★ Pamela James
  - ★ Leigh Anne Adkins
  - ★ Lisa DeWees
  - ★ Benita Turner
  - ★ Beverly Cunningham
  - ★ Sheria Pickens
  - ★ Lura Damron
  - ★ Michelle Hargis-Pauley
  - ★ Nadine Euler
  - ★ Kay Hawkins

# THANK YOU FOR YOUR SEPTEMBER ORDERS!

( \$599-\$225 wholesale orders)

Name	Unit Whlse
Marion Jones	565.50
Linda Heatherman	545.50
Amy Smith	461.25
Mary Mounts	458.50
Stephanie Chesnut	437.75
Tammy Damron	428.00
Danielle Hatfield	411.50
Terri Winbourn	389.50
Heather Perry	370.00
Linda Brunty-Tincher	365.50
Pamela James	357.00
Leigh Anne Adkins	355.50
Lisa DeWees	353.50
Benita Turner	350.50
Beverly Cunningham	349.00
Sheria Pickens	346.00
Lura Damron	312.00
Michelle Hargis-Pauley	311.00
Nadine Euler	307.00
Kay Hawkins	301.50
Jean Ann McCoy	289.00

Name	Unit Whlse
Barbara Stutler	288.50
Terri Lucas	260.75
Debra Hart	259.00
Cherie Litton	257.50
Teresa Barton	255.00
Francine Beverly-Townsend	254.00
Kayla Roberts	253.25
Millie Hargis	251.50
Stephane Wilson	251.50
Tammy White	249.50
Tina Booth	244.50
Jan Grubic	244.50
Katie Clift	241.00
Shirley Whittington	240.50
Victoria Lynet	240.00
Dianna Skaggs	239.50
Urzetta Lewis	238.00
Heather Clay	237.50
Chandra DeGroff	233.00
Sarah Schoolcraft	233.00
Teresa Quigley	232.50

Name	Unit Whlse
Deborah Jones	232.00
Tammy Kingman	232.00
Mary Nichols	232.00
Wendy Witherell	230.50
Bonita Wesley	230.25
Teri Ferrell	229.00
Carol Legg	229.00
Teresa Young	229.00
Diana Adams	228.50
Shelly Batten	228.50
Stephanie Neidlinger	228.50
Dominique Armstrong	228.00
Lisa Bird	227.00
Jennifer Hubbard	226.50
Marty Reynolds	226.50
Shelvy Campbell PhD	226.00
Barbara Davis	225.50
Anita Toler	225.50
Delores Dale	225.00
Dena Sinnett	225.00
Marsha Thorne	225.00



## Birthdays & Mary Kay Anniversaries

*October Birthdays*      *Oct. Anniversaries*



Name	Bday
Steffanie Forrest	1
Kathleen Pauley	1
Lauren Mabe	2
Valerie Comer	3
M. Ann Crawford	3
Debra ODell	3
Amber Aleshire	5
Denise Tomblin	5
Robin Wolfe	6
Mary Blanks	7
Karsha Bjerke	8
Mary Nelson	8
Valarie Saunders	11

Name	Bday
Chris Jenkins	18
Janet Poole	20
Lori Rainey	20
Lori Monk	21
Jodi Jett	22
Heather Perry	23
Tammy Browning	24
Cora Frailie	24
Diana Adams	25
Tia Craig	26
MaryAnn Green	26
Tanika Saunders	26
Tammy White	27
Teresa Perdue	30
Corrine Williams	30
Amanda Castolenia	31

Name	Yrs
Stephanie Chesnut	22
Marsha Thorne	21
Brenda Dyer	16
Susan Chambers	14
Deborah Jones	7
Melissa Adkins	6
Kayla Roberts	6
Dominique Armstrong	6
Benita Turner	5
Lisa Bowen	4
Debra Hart	4
Deborah Marcum	2
Lori Fleck	1
Melissa Gum	1



# SUCCESS IS JUST LIKE MICROWAVE POPCORN

Have you ever made microwave popcorn? If not, let me explain.

There's a very simple recipe for making popcorn: Place bag in microwave. Heat for 3 minutes. Remove bag (it may be hot).

Have you ever stood by and watched the popcorn cook through the window? For the first two minutes, the only thing that really happens is the bag starts to inflate, right? If you're expecting to see any pops, you'll be very disappointed. But then something magical happens right around the beginning of minute #3...POP! And the 5 seconds later . . . POP! And then 3 seconds later POP-POP!



And then all of the sudden . . . POP-P-P-P-POP-P-P-P-POP-POP-P-P-P-POP!!!!!!

Microwave popcorn is a *full 3 minute process*. Yet some people want to open the door and pull out the bag after a minute and 30 seconds because they haven't seen any results yet. If you don't give it the time it needs, you won't have a full bag of freshly-popped kernels. *Success in Mary Kay is the same concept.*

There is a simple recipe. Find women who want the product. Sell it to them. Find women who want benefits of the business opportunity. Offer it to them. Show the ones who say "yes" how to do what you do. Repeat often.

Nowhere on the recipe does it say "make her understand why she needs to try the product" or "pretend her comments and actions mean something negative about you" or "decide all by yourself who wouldn't be interested in the business" or "expect you team members to help you reach you own personal goals" or "place really high expectations on women who say they're going to work hard and then get upset when they "enter the Witness Protection Program about 3 days after signing up."

Those are all little extras that most women tend to add on their own. But if its not in the recipe, it doesn't belong. Those kinds of emotional monkey wrenches will continue to stop you dead in your tracks until you quit adding them in yourself. And also understand that you're not in a cosmetics business, you're in a people business. That's the very best thing about Mary Kay and also the worst thing about Mary Kay - you have to deal with people.

When people are a main ingredient in your recipe, you'll never be able to predict how long success is going to take. There is always a certain unknown time frame that you must go through until you're done. And anything less than that isn't enough.

What's sad to see is how many Consultants don't get the results they are looking for, so they quit on themselves before allowing the whole process to unfold, just like taking the popcorn bag out after 90 seconds.

So, if you're not experiencing the results you want, *leave the bag in the microwave* - you're probably in the first 2 minutes of a longer journey. *Keep going. Allow it to take as long as it takes.*

Just keep on doing the actions that lead to results, because pretty soon, the kernels of success will start popping. You'll start seeing the results you want, and oftentimes, once they start popping like crazy, you couldn't stop them even if you tried!

