



OCTOBER 2022 UNIT NEWSLETTER

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

AUGUST TEAM BUILDERS!



1 ❤️ FOR EACH NEW TEAM MEMBER IN AUGUST!




Boss Babes
Building Their
Empires!

Staci Williams

Moleda Dailey



Stephanie Chesnut

Ange Nance

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



I LOVE the Fall Season! This is my absolute favorite time of the year! Leaves are turning, kids are back in school, a crisp coolness to the air, **PLUS ... its an incredible time to be in Mary Kay!**

Why is the Fall Season soooooo exciting for all of us who own a Mary Kay business?

Here are some stats that I know for sure....

- ★ Sept thru November is the **biggest Team Building season** for all Direct Sales and Multi-level Marketing Companies .. including Mary Kay!
- ★ Sept thru Dec. 20 is MKs **biggest Selling Season!** Holiday gifts for everyone...right?
- ★ September and January are the **BIGGEST MK Party months** out of the entire year!
- ★ Mary Kay always releases it's Fall and Holiday Products within a 4 week window so that means **in September you can order BOTH Product lines at the same time!**

So many opportunities for those who are ready to make a lot of extra \$\$\$ for the upcoming Holiday Season! Building new Customers and new Team Members will always be a smart foundation for a successful business plan.

Have you decided what you want from your Mary Kay Business over the next few months? Maybe Debt free Holiday Shopping? An amazing Dream Vacation over winter break with the kids? Maybe a Sweet Heart Get a Way for you and your Honey? Or maybe less financial stress this upcoming season because you know that you can stock away extra cash in your Savings Account for a "just in case" emergency.

The BEST part? You decide when and where your business will take you. A Successful MK Business will always be a combination of decision, determination, discipline and a Dream!

Need a Business Plan, Tip or Idea? Give me a call.....that's what I'm here for! :-)

Let's make this a September to Remember.....

Mission Million....here we come!

Your Biggest Cheerleader,

Moleda

TOP 20 RETAIL SALES YTD

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



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



Million \$\$\$ Mingle on ZOOM!

Mondays at 8:00 pm EST



Meeting ID# 3045425564



OR Web browser: moledazoom.com

SEPTEMBER PROMOTIONS

September



1,200 total whls.

September



MK Beaded Heart Keychain!

600 total whls.

September



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

300 total whls.



MATV ONLY
LEADERSHIP 2023
NASHVILLE TENNESSEE
JAN. 18 - 21, 2023

DIRECTORS AND D.I.G.S!

NEW CONSULTANT

- All New Consultants September 1st-30th
- Submit \$225+ Wholesale Order* Between Sept. 1st - Oct. 31st
*must be a single order, cannot be cumulative
- Your FREE SkinVigorate Sonic™ Skin Care System Will Ship With Your Initial Order

RECEIVE A FREE SKINVIGORATE SONIC™ SKIN CARE SYSTEM

WOW!

\$75 VALUE

SEPTEMBER SIGN-ON BONUS!



SEPTEMBER 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**

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

**Necklace & Earring Set
Winner!**



Tonya Hayes

Watch Winner!

WELCOME NEW JULY CONSULTANTS!

New Consultant	From	Recruiter
Diana Adams	Chapmanville, WV	Staci Williams
Patricia Akpore	Leland, NC	Stephanie Chesnut
Tina Booth	Queen City, TX	Ange Nance
Alisa Bowen	Amherstdale, WV	Staci Williams
Melissa Caldwell	Charleston, WV	Moleda Dailey
Tammy Damron	Davin, WV	Staci Williams
Danielle Hatfield	Lyburn, WV	Staci Williams
Tonya Haynes	Charleston, WV	Moleda Dailey
Trena Moore	Amherstdale, WV	Staci Williams
Anita Toler	Verner, WV	Staci Williams
Haylee Webb	Chapmanville, WV	Staci Williams

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!**



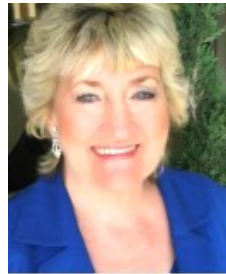
LEADERSHIP TEAM!

ELITE TEAM LEADERS

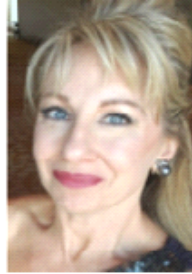
(8 active team members)



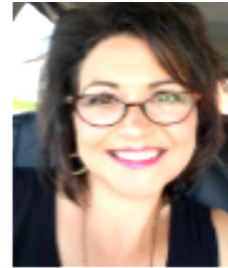
Hilda
Armstrong



Della
Hemphill



Terri
Rinko



Stephanie
Chesnut

TEAM LEADER

(5-7 active team members)



STAR TEAM BUILDER (3-5 active team members)



Leigh Anne
Adkins



SENIOR CONSULTANTS



- ★ Alleise Alexander
- ★ Yvonne Booth
- ★ Vicky Covert
- ★ Ann Crawford
- ★ Beverly Cunningham
- ★ Teri Ferrell
- ★ Debra Fields
- ★ Natalie Hamrick
- ★ Michelle Hargis-Pauley
- ★ Jennifer Hubbard
- ★ Janet Kidd
- ★ Rose Etta Kozak
- ★ Tammy Lloyd
- ★ Janet Poole
- ★ J. Penny Stuart
- ★ Barbara Stutler
- ★ Staci Williams
- ★ Teresa Young

WHO'S NEXT???

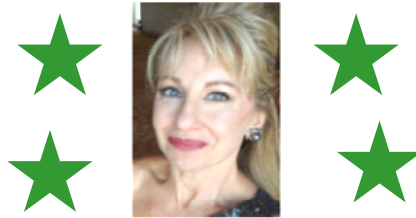


PEARL STAR!



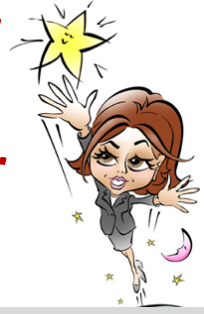
Hilda Armstrong

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

Tanika

Tammy Smith

Leigh Anne Adkins

Latisha Dixon

Dominic Armstrong

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

Name	Total Contest Credit	Sapphire	Ruby	Diamond	Emerald	Pearl
Colleen Swieder	\$ 3,007.20	★	★	★	\$ 592.80	\$ 1,792.80
Della Hemphill	\$ 2,825.50	★	★	\$ 174.50	\$ 774.50	\$ 1,974.50
Hilda Armstrong	\$ 2,822.40	★	★	\$ 177.60	\$ 777.60	\$ 1,977.60
Debra Fields	\$ 2,777.00	★	★	\$ 223.00	\$ 823.00	\$ 2,023.00
Staci Williams	\$ 1,955.45	★	\$ 444.55	\$ 1,044.55	\$ 1,644.55	\$ 2,844.55
Tanika Saunders	\$ 1,854.25	★	\$ 545.75	\$ 1,145.75	\$ 1,745.75	\$ 2,945.75
Yvonne Booth	\$ 1,836.25	★	\$ 563.75	\$ 1,163.75	\$ 1,763.75	\$ 2,963.75
Sara Hinzman	\$ 1,824.90	★	\$ 575.10	\$ 1,175.10	\$ 1,775.10	\$ 2,975.10
Valarie Saunders	\$ 1,823.50	★	\$ 576.50	\$ 1,176.50	\$ 1,776.50	\$ 2,976.50
Latisha Dixon	\$ 1,821.45	★	\$ 578.55	\$ 1,178.55	\$ 1,778.55	\$ 2,978.55
Mary Booker	\$ 1,520.00	\$ 280.00	\$ 880.00	\$ 1,480.00	\$ 2,080.00	\$ 3,280.00
Stephanie Chesnut	\$ 1,422.50	\$ 377.50	\$ 977.50	\$ 1,577.50	\$ 2,177.50	\$ 3,377.50
Tammy Smith	\$ 1,259.80	\$ 540.20	\$ 1,140.20	\$ 1,740.20	\$ 2,340.20	\$ 3,540.20
Charlotte Moore	\$ 1,234.75	\$ 565.25	\$ 1,165.25	\$ 1,765.25	\$ 2,365.25	\$ 3,565.25
Terri Winbourn	\$ 1,226.40	\$ 573.60	\$ 1,173.60	\$ 1,773.60	\$ 2,373.60	\$ 3,573.60
Gloria Flowers	\$ 1,222.80	\$ 577.20	\$ 1,177.20	\$ 1,777.20	\$ 2,377.20	\$ 3,577.20
Tonya Haynes	\$ 1,074.50	\$ 725.50	\$ 1,325.50	\$ 1,925.50	\$ 2,525.50	\$ 3,725.50
Blake Chesnut	\$ 1,057.00	\$ 743.00	\$ 1,343.00	\$ 1,943.00	\$ 2,543.00	\$ 3,743.00
Rose Etta Kozak	\$ 914.20	\$ 885.80	\$ 1,485.80	\$ 2,085.80	\$ 2,685.80	\$ 3,885.80
Sheria Pickens	\$ 863.00	\$ 937.00	\$ 1,537.00	\$ 2,137.00	\$ 2,737.00	\$ 3,937.00
Crystal Patterson	\$ 856.00	\$ 944.00	\$ 1,544.00	\$ 2,144.00	\$ 2,744.00	\$ 3,944.00
Veronica Bell	\$ 815.75	\$ 984.25	\$ 1,584.25	\$ 2,184.25	\$ 2,784.25	\$ 3,984.25
Mary Mounts	\$ 790.25	\$ 1,009.75	\$ 1,609.75	\$ 2,209.75	\$ 2,809.75	\$ 4,009.75
Alleise Alexander	\$ 776.00	\$ 1,024.00	\$ 1,624.00	\$ 2,224.00	\$ 2,824.00	\$ 4,024.00
Natalie Hamrick	\$ 775.00	\$ 1,025.00	\$ 1,625.00	\$ 2,225.00	\$ 2,825.00	\$ 4,025.00
Kada Saunders	\$ 745.20	\$ 1,054.80	\$ 1,654.80	\$ 2,254.80	\$ 2,854.80	\$ 4,054.80
Dominique Armstrong	\$ 687.80	\$ 1,112.20	\$ 1,712.20	\$ 2,312.20	\$ 2,912.20	\$ 4,112.20
Benita Turner	\$ 686.25	\$ 1,113.75	\$ 1,713.75	\$ 2,313.75	\$ 2,913.75	\$ 4,113.75
Terri Rinko	\$ 645.50	\$ 1,154.50	\$ 1,754.50	\$ 2,354.50	\$ 2,954.50	\$ 4,154.50
Kathy Heil	\$ 643.50	\$ 1,156.50	\$ 1,756.50	\$ 2,356.50	\$ 2,956.50	\$ 4,156.50
Brenda Graham	\$ 643.00	\$ 1,157.00	\$ 1,757.00	\$ 2,357.00	\$ 2,957.00	\$ 4,157.00
Marion Jones	\$ 636.50	\$ 1,163.50	\$ 1,763.50	\$ 2,363.50	\$ 2,963.50	\$ 4,163.50

★ *Congratulations!* ★

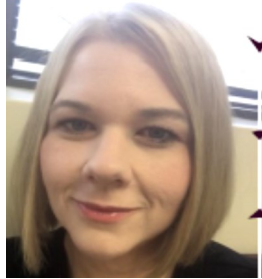
AUGUST WHOLESALE ACHIEVERS

Thank You for your Orders!

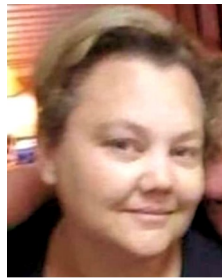
TOP 5 WHOLESALE ACHIEVERS



Debra Fields
\$1,216.00



Staci Williams
\$1,211.25



Colleen Swieder
\$1,072.00



Hilda Armstrong
\$947.00



Della Hemphill
\$918.00

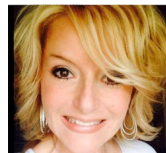
AUGUST \$600-\$999 ACHIEVERS



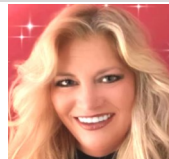
Hilda Armstrong



Della Hemphill



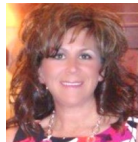
Tonya Haynes



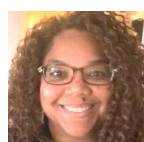
Natalie Hamrick



Latisha Dixon



Terri Wilbourne



Valarie Saunders



Mary Booker



Tanika Saunders

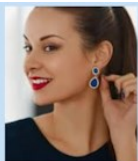


Yvonne Booth



Charlotte Moore

AUGUST



Earring of the month Club!

\$300 Wholesale!

EARRING OF THE MONTH CLUB!

- | | | |
|-------------------|--------------------|---------------------|
| ★ Debra Fields | ★ Tanika Saunders | ★ Debbie Thompson |
| ★ Staci Williams | ★ Natalie Hamrick | ★ Patricia Fisher |
| ★ Colleen Swieder | ★ Latisha Dixon | ★ Crystal Jordan |
| ★ Hilda Armstrong | ★ Charlotte Moore | ★ Megan Skiles |
| ★ Della Hemphill | ★ Yvonne Booth | ★ Stephanie Chesnut |
| ★ Tonya Haynes | ★ Valarie Saunders | ★ Nedra Richmond |
| ★ Mary Booker | ★ Gloria Flowers | ★ Debbie Lawrence |
| ★ Terri Winbourn | ★ Ashley Riggelman | ★ Sheria Pickens |

THANK YOU FOR YOUR AUGUST ORDERS!

(\$599-\$225 wholesale orders)

Name	Unit Whlse
Gloria Flowers	448.00
Ashley Riggleman	446.75
Debbie Thompson	365.75
Patricia Fisher	343.50
Crystal Jordan	341.5
Megan Skiles	338.00
Stephanie Chesnut	330.00
Nedra Richmond	314.00
Debbie Lawrence	312.50
Sheria Pickens	300.50
Angel Hamrick	288.50
Kada Saunders	286.00
Bj Lafferty	283.00
Teresa Johnson	280.00
Eileen McConkie	278.00
Shelly Rose	263.00
Sherrill Tolley	259.00
Jennifer Koss	257.50
Alleise Alexander	254.00
Lee Ann Hanna	253.00
Vera Miller	250.00
Millie Hargis	249.50
Deidre Bradley	245.00

Name	Unit Whlse
Deborah Marcum	243.00
Ange Nance	242.75
Teresa Eskins	237.50
Ronda Mick	237.50
Sara Hinzman	237.00
Laura Spainhour	234.50
Valerie Porter	232.00
Mary Mounts	230.75
Nathaline Blaser	229.50
Joni Robinson	229.25
Ann Crawford	229.00
Jodi Evans	229.00
Wanda S. Horn	228.50
Cora Frailie	228.00
Melissa Caldwell	227.25
Carla Pearson	226.50
Benita Turner	226.00
Danielle Hatfield	225.50
Charlene Panish	225.50
Dawna Brown	225.00
Linda Heatherman	225.00

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

HOLIDAY/
SEPTEMBER 2022 LAUNCH

give joy fully!

MARY KAY

Make merry moments this **holiday season** with a cheerful collection of limited-edition **wonders** and **magical must-haves**.



NOURISH & SOOTHE.

Wrap skin in creamy hydration bliss with nourishing shea butter.

Limited-Edition[†] Blissful Pomegranate Satin Hands[®] Nourishing Shea Cream, \$12



PAMPER & PLEASE.

Inspire moments of pure bliss with an indulgent worthy scent.

Limited-Edition[†] Blissful Pomegranate Satin Hands[®] Pampering Set, \$36

Set includes *Satin Hands[®] Protecting Softener*, *Satin Hands[®] Satin Smoothie[®] Refining Shea Scrub* and *Satin Hands[®] Nourishing Shea Cream* in a giftable bag.

This Very Merry Scent Is Back!

Features mood-boosting notes of pomegranate, wild berries, apples, pears and passion fruit.

SHINE & SLAY.

Layer lips in high-impact liquid color for anytime shine and ultimate comfort. Each showstopping set comes with two smooth, smile-inducing shades.

NEW! Limited-Edition[†] Mary Kay[®] Vinyl Shine Liquid Lip Set, \$20 each



Brilliant Brown

Glowing Neutral

Vivid Berry

Luminous Red

Mary Kay[®] Pink Clay Mask



TimeWise[®] Moisture Renewing Gel Mask

PORTABLE & ADORABLE

Share a petite pampering session with a special set of two mini masking faves.

NEW! Limited-Edition[†] Mary Kay[®] Masking Minis, \$18 (Set of 2)

HIGHLIGHT BRUSH
Use brush to highlight and set with perfect precision.

CONTOUR SPONGE
Use sponge wet or dry to contour and conceal.



DEFINE & DELIGHT.

Take touch-ups to the next level with tiny but mighty makeup tools that help sculpt, highlight and set with perfect precision.

NEW! Limited-Edition[†] Mary Kay[®] Highlight Brush & Contour Sponge Set, \$15

All prices are suggested retail. [†]Available while supplies last

