

YUNGER
AND
BETTER

Millionaires



UNIT GOALS 65 STARS 2 OFFSPRING DIRECTORS \$650,000 CIRCLE OF EXCELLENCE

November Newsletter with October Results

Queen of Retail

Queen of Wholesale

Queen of Reorders

Top Check for October



Fran McMonagle
\$2,557



Gerry Schmidt
\$3,825



Maud Palmer
\$1,458



Mary Taylor
\$105

Our Proud REDS



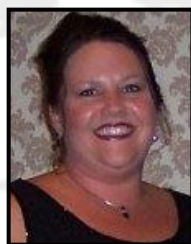
Fran McMonagle



Maud Palmer



Linda Haney



Beth Pelligrone



Sarah Boyer

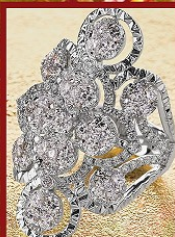


Mary Taylor

DOUBLE
CREDIT

DOUBLE YOUR DREAMS IN NOVEMBER! EARN
DOUBLE CREDIT FOR SALES AND TEAM MEMBERS.

\$2,000 whsl = \$4,000 Retail x 2 = \$8,000 Retail
6 Qualified x 2 = 12 Qualified Team Members



Thankful grateful Blessed

discover what you

LOVE™



On-Target STARS

Star Consultant Program
Sept. 16 to Dec. 15, 2016

MARY KAY



Consultant	Current	Sapphire	Ruby	Diamond	Emerald	Pearl
GERRY SCHMIDT	\$4,441.25	*****	*****	*****	STAR	\$358.75
FRAN MCMONAGLE	\$2,238.00	STAR	\$162.00	\$762.00	\$1,362.00	\$2,562.00
ANGELA MAXWELL	\$1,141.00	\$659.00	\$1,259.00	\$1,859.00	\$2,459.00	\$3,659.00
ALICE GONDECK	\$1,074.00	\$726.00	\$1,326.00	\$1,926.00	\$2,526.00	\$3,726.00
MAUD PALMER	\$901.50	\$898.50	\$1,498.50	\$2,098.50	\$2,698.50	\$3,898.50
JANIS INNOCENTI	\$900.00	\$900.00	\$1,500.00	\$2,100.00	\$2,700.00	\$3,900.00
LAURIE ERMENTROUT	\$804.50	\$995.50	\$1,595.50	\$2,195.50	\$2,795.50	\$3,995.50
CHRISTINA SMITH	\$715.50	\$1,084.50	\$1,684.50	\$2,284.50	\$2,884.50	\$4,084.50
CINDY MIEDWIG	\$602.00	\$1,198.00	\$1,798.00	\$2,398.00	\$2,998.00	\$4,198.00
LU FOLEY	\$601.00	\$1,199.00	\$1,799.00	\$2,399.00	\$2,999.00	\$4,199.00
MARION BAUER	\$529.25	\$1,270.75	\$1,870.75	\$2,470.75	\$3,070.75	\$4,270.75
JOANN KEANE	\$515.00	\$1,285.00	\$1,885.00	\$2,485.00	\$3,085.00	\$4,285.00
CARRIE LAGER	\$500.50	\$1,299.50	\$1,899.50	\$2,499.50	\$3,099.50	\$4,299.50
JOAN BUCK	\$495.00	\$1,305.00	\$1,905.00	\$2,505.00	\$3,105.00	\$4,305.00
ANTONIETTE ETTS	\$480.50	\$1,319.50	\$1,919.50	\$2,519.50	\$3,119.50	\$4,319.50
JOSI SMITH	\$469.00	\$1,331.00	\$1,931.00	\$2,531.00	\$3,131.00	\$4,331.00
ANAMARIA HAZEL	\$457.00	\$1,343.00	\$1,943.00	\$2,543.00	\$3,143.00	\$4,343.00
RHONDA EMBARDINO	\$448.00	\$1,352.00	\$1,952.00	\$2,552.00	\$3,152.00	\$4,352.00
SHELLEY DESMAN	\$446.00	\$1,354.00	\$1,954.00	\$2,554.00	\$3,154.00	\$4,354.00
THELMA SAM	\$426.00	\$1,374.00	\$1,974.00	\$2,574.00	\$3,174.00	\$4,374.00
MARYANN BLACK	\$412.75	\$1,387.25	\$1,987.25	\$2,587.25	\$3,187.25	\$4,387.25
PAGE KNOX	\$407.50	\$1,392.50	\$1,992.50	\$2,592.50	\$3,192.50	\$4,392.50
MARY ANN SCHUSSLER	\$404.00	\$1,396.00	\$1,996.00	\$2,596.00	\$3,196.00	\$4,396.00
MARNIE YUNGER	\$2,700.00	*****	STAR	\$300.00	\$900.00	\$2,100.00



December CELEBRATIONS

Happy Birthday

Birthdays	Day
Josi Smith	1
Sandra L. Duffy	5
Marilyn Hopper	5
Sharon L. Asberry	7
Susan R. Gold	7
Angela Maxwell	7
Patty A. McElroy	7
Tonya L. Butler	13
Josefa Alegre	14
Ann Marie Sher	14
Alison L Dudenbostel	16
Jennifer Pellegrino	19
Barb P. Schran	19
Cynthia S. Ferrari	22
Annmarie Kromah	25
Joan K. Buck	30
Virginia A. Harze	31

Happy MK Anniversary

Anniversaries	Years
Marnie R. Yunger	41
Alice L. Gondeck	39
Diane P. Boland	27
Sharon L. Asberry	15
Barbara C. D'Antonio	15
Antionette Etts	15
Sarah T. Cleaveland	15
Rachele L. Dominick	9
Jan M. Erenius	9
Sheila L. Sabatine	3
Cynthia S. Ferrari	3
Cristal L. Eady	3
Shamiran Mikhael	1

Women Working with Passion in October

\$100+ REORDERS

Maud Palmer	\$1,458
Gerry Schmidt	\$980
Alice Gondeck	\$1,361
Angela Maxwell	\$391
Laurie Ermentrout	\$347
Rosie Fisher	\$138
Denise Alderfer	\$332
Page Knox	\$330
Mary Ann Black	\$253

\$200+ WEEKS

Maud Palmer	\$313/\$333/\$452/\$361
Fran McMonagle	\$332/\$595/\$707/\$712
Gerry Schmidt	\$426/\$329/\$270/\$274
Alice Gondeck	\$250/\$300/\$400/\$411
Angela Maxwell	\$229/\$274/\$343
Page Knox	\$439
Denise Alderfer	\$332

\$800+ MONTH

Fran McMonagle	\$2,557
Gerry Schmidt	\$1,299
Alice Gondeck	\$1,361
Maud Palmer	\$1,458
Angela Maxwell	\$1,696 September

\$60+ FACIAL

Gerry Schmidt	\$248/\$71
Angela Maxwell	\$112/\$164/\$179
Page Knox	\$109

SUMMARY SENDERS

Alice Gondeck
Maud Palmer
Fran McMonagle
Angela Maxwell
Rosie Fisher
Gerry Schmidt
Laurie Ermentrout
Denise Alderfer
Fran Nase
Page Knox
Mary Ann Black

BASICS SOLD

Alice Gondeck	6
Page Knox	1

Consistency Club Inner Circle On-Target

Gerry Schmidt	Laurie Ermentrout
Fran McMonagle	Cindy Miedwig
Angela Maxwell	Maud Palmer

\$1000+ Sales

Gerry Schmidt
Maud Palmer
Alice Gondeck
Fran McMonagle
Angela Maxwell

Look who Invested this Month



** Earned the "Embrace Your Dreams" Bracelet for October

Name	Amount
Gerry Schmidt	\$3,824.75**
Fran A. McMonagle	\$1,636.50**
Angela Maxwell	\$1,059.50**
Alice L. Gondeck	\$809.00**
Laurie Ermentrout	\$804.50**
Janis S. Innocenti	\$767.00**
Christina C. Smith	\$715.50**
Maud B. Palmer	\$676.50**
Cindy M. Miedwig	\$602.00**
Lu Foley	\$601.00**
Antionette Etts	\$480.50
Josi Smith	\$469.00
Page Knox	\$407.50
Mary Ann C Schussler	\$404.00
Lisa A. Kiefer	\$363.50
Rosemary H. Fisher	\$362.25
Sue Levush	\$346.50
Susan R. Gold	\$307.50
Charlene Floyd	\$300.00
Sarah Schudel-Boyer	\$292.25
Carrie A. Lager	\$270.50
Kathy A. Hahn	\$269.50
Tonya L. Butler	\$268.00

Name	Amount
Pam J. Smart	\$256.50
Susan R. Sautner	\$256.50
Brenda L. Wido	\$252.00
Ann Marie Sher	\$250.00
Laura M. Thomas	\$249.00
Joan K. Buck	\$247.50
Wendy Griffin	\$246.00
Frances J. Nase	\$243.00
Sharon L. Asberry	\$241.00
Mercedes Soto	\$238.50
Denise K. Alderfer	\$238.00
Mary A. Taylor	\$232.00
Linda Stettler	\$232.00
Barb P. Schran	\$231.50
Elizabeth A. Endres	\$231.00
Linda G. Haney	\$229.50
Beverly G. Klein	\$229.50
Teresa Valadez	\$229.00
Margaret A. Stahelek	\$228.50
Lisa K. Brown	\$228.50
MaryBeth Sedgwick	\$227.50
Linda Ellison	\$227.00
Cindy L. Martino	\$226.50

Name	Amount
Anamaria Fuller	\$226.50
Christine Apolenis	\$226.50
Lynnette Hearne	\$226.50
Laura A. Korell	\$226.00
Carol J. Howard	\$225.50
Christine Hanson	\$225.50
Cheryl A. Ceresna	\$225.50
Rene L. Giacono	\$225.50
Angie Amig	\$225.50
Carolyn A. Degnan	\$213.50
MaryAnn Black	\$209.00
JoAnn D. Keane	\$196.00
Marion W. Bauer	\$188.00
Thelma Sam	\$186.50
Anamaria C. Hazel	\$174.00
Ronni S. Casey	\$167.00
Shelley Desman	\$103.50
Brooke Harvey	\$94.50
Barbara J. Fletcher	\$91.00
Georgiana H. Glaeser	\$73.00
Laura Hunt	\$37.50
Jennifer Pellegrino	\$6.00

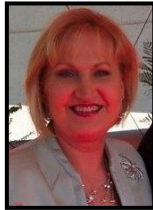
Shooting for the STARS

Top in Retail Sales

Company Court of Sales



Gerry
Schmidt



Fran
McMonagle



Angela
Maxwell

Consultant

Retail

YTD PCP

YTD Retail

1	Gerry Schmidt	\$15,161.50	\$0.00	\$15,161.50
2	Fran A. McMonagle	\$9,783.50	\$0.00	\$9,783.50
3	Angela Maxwell	\$6,729.00	\$0.00	\$6,729.00
4	Maud B. Palmer	\$5,453.00	\$0.00	\$5,453.00
5	Cindy M. Miedwig	\$4,947.50	\$0.00	\$4,947.50
6	Laurie Ermentrout	\$4,796.00	\$0.00	\$4,796.00
7	Christina C. Smith	\$4,020.50	\$0.00	\$4,020.50
8	Janis S. Innocenti	\$2,989.50	\$0.00	\$2,989.50
9	Susan R. Sautner	\$2,837.00	\$0.00	\$2,837.00
10	Alice L. Gondeck	\$2,636.00	\$0.00	\$2,636.00

Top Team Builders

Company Court of Sharing



Susan Sautner

Recruiter

Susan Sautner

New Team Members

1

YTD Comm

\$29.03

National Court of Sales

» National

\$40,000 Retail/ \$20,000 whsl

» Area

\$20,000 Retail/ \$10,000 whsl

» Unit

\$10,000 Retail/ \$5,000 whsl



National Court of Sharing

» National

24 Team Members

» Area

12 Team Members

» Unit

6 Team Members



Steppin' Up the Ladder



Senior Consultants

1-2 Active Team Members
4% Commissions
Eligible to order Red Jacket (2 Active)

Recruiter :Kathy M. Agster
MaryBeth Sedgwick
Josephine R. Stott
Barbara V. Magarity

Recruiter :Marion W. Bauer
Christine Hanson

Recruiter :Laurie Ermentrout
Carrie A. Lager
Josi Smith
Kathleen K. Ingalls

Recruiter :Lu Foley
Elizabeth A. Endres
Charlene Floyd
* Mandy Ballard

Recruiter :Alice L. Gondeck
Laura A. Korell
* Marilyn Hopper
* Susan Parenteau

Recruiter :Christine Hanson
Kathy A. Hahn

Recruiter :Anamaria Hazel
Audrey C. Johnson
Barb P. Schran
* Karen K. Brown
* Liduvina Caserta
* Elaine Kady
* Teresa Vinson
Carolyn L. Seitz

Recruiter :Janis S. Innocenti
Rosemary H. Fisher
Adriane Cirelli
Doris E. Diaz

Recruiter :Page Knox
Brenda L. Wido

Recruiter :CindyMartino
Susan R. Gold
* Patti D. Martino
* Janean H. Wood
Kathy Thompson

Recruiter :Angela Maxwell
Marybeth Kolodney
Dia Mantakounis
* Maryellen Curran
* Bridget R. Young

Recruiter :Patricia Miyoshi
Anamaria Fuller
Teresa Valadez
Marlyn Z. Preston

Recruiter :Maria Older
Odilia Sexto

Recruiter :Catherine Refice
Jeanette Connaughton
Donna A. Terry

Recruiter :Susan R. Sautner
Brooke Harvey

Recruiter :Gerry Schmidt
Laurie Ermentrout
Barbara J. Fletcher
* Josefa Alegre

Recruiter :Linda Stettler
Rene L. Giacono
Beverly G. Klein
Janet Beil

Recruiter :Annette Vasquez
Mercedes Soto

Star Team Builder

3-4 Active Team Members
4% Commissions
\$50 Red Jacket Rebate
\$50 Team Building Bonus



Recruiter :Linda G. Haney
Shelley Desman
Georgiana H. Glaeser
Barbara G. Leistrum
Nadja D. Newhall
* Alison L Dudenbostel
Beth Bridges
Schawanda Gittens
Joyce A. Lang
Christina M Niziolek
Margaret Quinn
Sue A. Rieck
Heather M. Simon

Recruiter :Fran A. McMonagle
Denise K. Alderfer
Dolores R. Bergey
MaryAnn Black
Denielle Zollo
* Christine Cucchiaro
* Robin Hubner
Marianne L. Buehler
Carol Puzzella
Susan M. Woehr

Recruiter :Maud B. Palmer
Barbara C. D'Antonio
Wendy Griffin
Susan D. Sinkler
Christina C. Smith
* Deborah A. Farnish
* Linda M. Partin
* Mary Kay Roehr
Marguerite S. Furyk

Recruiter :Beth Pellegrino
Pamela Bernet
Jennifer Pellegrino
Margaret A. Stahelek

Recruiter :Sarah I. Schudel-Boyer
Amy Ibanez-Ohm
Patty Paul
C. Viktora-Sewell
Sherrin L. Sundstrom
Johanna L Washington

Team Leader/ Future Director

5+ Active Team Members
9 or 13% Commissions
\$50 Team Building Bonuses
Earn the use of a Career Car or Cash Compensation



Recruiter :Mary A. Taylor
Cheryl A. Ceresna
Kathryn A. Chase
Antionette Etts
Carol J. Howard
Peggy A. Jubar
* Sarah T. Cleaveland
* Charlotte B. Hill
* Kathleen MacDonnell
Ali Jacob

Director

5+ Active Team Members
9 or 13% Unit Commissions
9 or 13% Personal Commissions
\$100 Team Building Bonuses
Unit Bonuses
Earn the use of a Career Car or Cash Compensation



1st Line
B.J. Henning
Gloria Walker
Jennifer Tito

2nd Line
Naomi Schenk
Renee Delescavage

November

THE YEAR
OF YOUR
DREAMS

\$250 Wholesale

Section 2 Love Package of samples



\$450 Wholesale

Olive Branch Infinite Braided Bracelet



\$650 Wholesale

Embellished Faux Gem Retro Ring & Embrace Your Dreams Bracelet



\$1,000 Wholesale

YOUR CHOICE: Be Delighted Body Set or above Bracelet and Ring and Starbucks Gift Card



Each One Reach One

Receive Bracelet, Necklace & Earrings and Ring for each 5 Marketing Calls. The call qualifies when your director follows-up with the listener. (prizes will be given in order listed above)



Yunger Millionaires

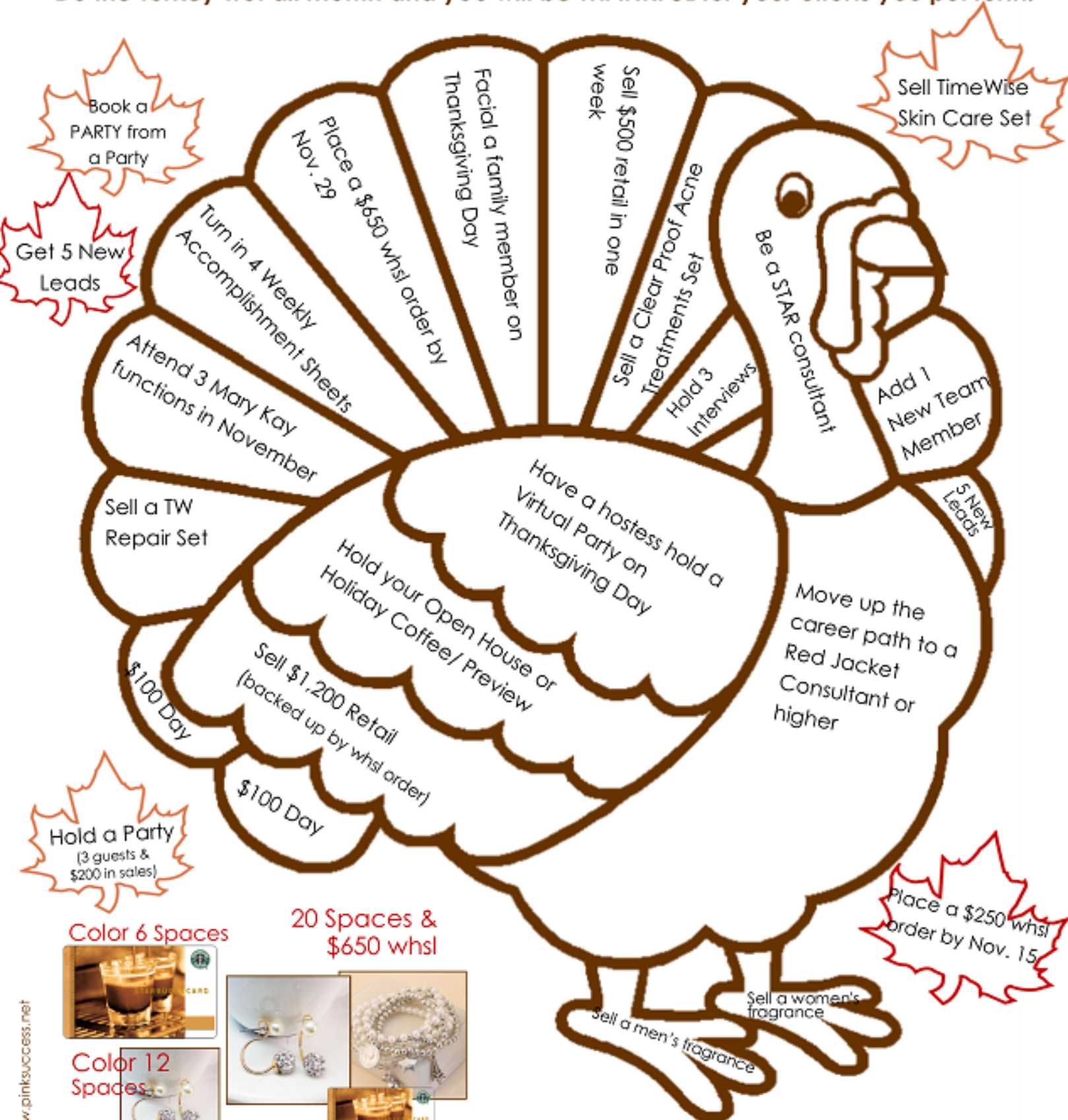
Marnie Yunger (215)766-7220

myunger@marykay.com

Created by www.pinksucess.net

2016 Turkey Trot Challenge

Do the Turkey Trot all month and you will be THANKFUL for your efforts you put forth!



Yunger Millionaires

Marnie Yunger (215)766-7220

myunger@marykay.com

CONTESTS & PRIZES

Seminar 2017

YEAR LONG
contests

Receive beautiful gifts at our annual awards night!

- \$12,000 Retail** ~ Unit Year-End Court
- 8 Recruits** ~ Unit Year-End Court
- \$20,000 Retail** ~ Go-Give Princess Court
- 12 Recruits** ~ Go-Give Princess Court
- \$40,000 Retail** ~ Mary Kay's National Court
- 24 Recruits** ~ Mary Kay's National Court

WEEKLY & MONTHLY
contests

Grand Day ~ Call me with \$100 or more in daily sales to be entered into our monthly drawing for \$10 in Section 2 product.

Perfect Start~ (15 Faces or 5 Classes in a month) PS Charm and Bracelet.

Power Start ~ (30 Faces or 10 Classes in a month)
Mary Kay Watch and Power Start Charm & bracelet.

\$1000 Month~ Gift from your proud Director.

100 Faces ~ (any three months) Prize to be announced.

Star Consultant ~ Be an ALL STAR each quarter! Seminar qualified
4 Quarter Star - you are top 5% of our Company!
Receive special treat from your Director!

Pearls of Sharing~ Earn your Pearls of Sharing by holding interviews
and building your team - earrings, bracelet & necklace.

Qualified Team Member ~ Earn your choice of a watch or a handbag.

Find your place to WIN!! Visualize your goal and work with consistency!!

Success is never inside the comfort zone!

Get excited about the business woman that you are becoming!!

discover what you **LOVE**™

happy Thanksgiving!

Two Days...Two Amazing Specials

Choose your Mary Kay Discount

THANKSGIVING VIRTUAL MAKEOVERS

As the day winds down and the men are gathered around the TV, gather the women in front of the computer and have fun giving yourself a FREE VIRTUAL MAKEOVER on my website. Play with colors! Try a new hairstyle!

There is no obligation to buy, but if there are products you'd love to have I have a great deal for you. After completing your look, select the e-mail option and send your picture to me. This will earn you 10% off any order you place on Thanksgiving. When 2 of your friends or family (18+) submit theirs too, your discount will bump up to 20% off.

MK PINK FRIDAY

The biggest shopping day of the year follows on Friday, and you're in for such a treat!!! You can earn amazing discounts on your orders during different times of the morning on Friday, November 25th. Place your order by phone, email, text or my website.... You choose! The earlier you shop, the more you can save. If you'd like to place your order online that morning, just be sure to also text or email me with a quick "I just placed my order" so that I'll have confirmation of the time your order was placed.

The discounts will start at 6am and end at noon.

AND THERE'S MORE

All Shoppers on Friday between 6am and 8pm will be placed into a drawing. One name will be selected, and that customer will receive their entire order will be FREE! The winner will be notified the next day! Check out the morning discounts and then check out my site today to preview what you'd like to order on Friday!

Place your order between:

6am-7am... 30% discount
7am-8am... 25% discount
8am-9am... 20% discount
9am-10am... 15% discount
10am-11am... 10% discount
11am-noon... 5% discount

discover what you
L  **VE**™

Put some *Jingle* in your pocket by Christmas!



Designed by QT Office 

Start your OWN business as an Independent Beauty Consultant!
Here are **10 Great Reasons** to start during the Holiday Season:

WHICH OF THESE REASONS APPEALS THE MOST TO YOU?

1. Make extra money during the EASIEST Selling Seasons of the year!
2. Take advantage of a 50% discount on your personal holiday shopping
3. Investing in a new phone, camera, laptop or tablet? They could be business expenses and could be tax deductible.
4. Traveling to see friends and family over the holidays? Share your new business with everyone and expense part of the trip.
5. Make immediate sales by letting everyone know that your store is open for last minute stocking stuffers and gifts for women and men.
6. Help friends create a holiday look they'll love for upcoming parties and gatherings. Earn while you learn!
7. Train now to take advantage of the New Year when women are ready to make a change. Everyone is looking for a post holiday fun thing to do. January is one of our best sales months. If you wait until then to start, you might miss the opportunity!
8. During the holidays you'll see lots of people that you won't see very often otherwise. They may be looking for a career change in their lives too! Book post-holiday classes and share the marketing plan during holiday lunches, coffee breaks, at the gym, etc.
9. Since Mary Kay® has no territories, when you are making all of your holiday telephone calls to friends, keep good records because you can tell them about your new Mary Kay career and write off the calls!
10. Take the tax benefits, w/out doing much to earn them. Many items in a home-based business are tax deductible including car gas, child care, meals out, electricity, internet, etc. Ask your accountant for a list of all the tax deductions you can take advantage of THIS YEAR when you start your new business!

Upcoming Events

Tuesday November 15th Unit
Round Table Meeting, 7pm @
Marnie's

Tuesday November 22nd
Conference Call round table and
training at 8p.m

Tuesday November 29th Unit
Round Table Meeting, 7pm @
Marnie's

WEDNESDAY November 30th
Conference Call round table and
training at 8pm

Tuesday December 6th
Conference Call at 8pm

Tuesday December 13th Unit
Party, dinner and awards, 6:30pm

**Go to our website and see all that
is there for you !!!!!**

www.unitnet.com/marnieyunger

A Note

From Marnie

Happy November! Momentum is quickly building because of your determination in October. This is the season that retailers get out of the Red (debt) and into the Black (profit level). Well, why don't you get MORE into the PINK - profit! Continue to let people know you have great gifts for everyone and be sure to let them know you offer free gift wrapping and delivery.

Don't forget about Thursday Nights... Project Runway! Host a "Watch Party" where you can share colors and have the how-to videos available during the party.

Maximize your sales this holiday season with Holiday Beauty Center Pieces at your parties, Holiday Open Houses, and have Gift Bundles always available. In addition, you could hold a Black Friday, Small Business Saturday and/ or a Cyber Monday Sale.

There are so many wonderful ideas available. Choose ones that excite YOU and go with them. Don't take time off now because of the business of the holidays, this is the perfect time to work because your momentum will flow into next year.

Be sure to take some time over Thanksgiving to reflect on all the things that you have to be thankful for ~ family, health, home, church, career. I am so thankful for every single one of you, and I hope that you will stay connected to me so that I can help you reach your dreams in Mary Kay!

With Love and Belief,

Marnie

13% Recruiter Commission Level

Marnie R. Yunger \$749.06
(does not include unit commissions & bonuses)

9% Recruiter Commission Level

Mary A. Taylor \$105.21

4% Recruiter Commission Level

Maud B. Palmer \$38.46
Gerry Schmidt \$35.82
Laurie Ermentrout \$29.58
Lu Foley \$21.24
Patricia I. Miyoshi \$18.22

Linda Stettler	\$18.20
Fran A. McMonagle	\$17.88
Janis S. Innocenti	\$14.49
Cindy L. Martino	\$12.30
Christine Hanson	\$10.78
Page Knox	\$10.08
Anamaria C. Hazel	\$9.26
Kathy M. Agster	\$9.10
Alice L. Gondeck	\$9.04
Marion W. Bauer	\$9.02
Linda G. Haney	\$7.06
Susan R. Sautner	\$3.78

Paychecks from
the Heart

Younger and Better Millionaires



Marnie Younger

232 Log Cabin Rd
Perkasie, PA 18944
(215) 766-7220 (office)
(215) 858-8710 (cell)

Important Dates

November 10 - Early ordering of Winter Products for Winter PCP Part. and Quarter 1 Stars

November 11 - Veterans Day - Postal Holiday

November 16 - All consultants can order the Winter 2016 Products

November 24 - Happy Thanksgiving - All Company Offices Closed

November 25 - Company Holiday - All Company Offices Closed

November 29 - Last day to place telephone orders for November

November 30 - Last day to place on-line orders for November

LEADERSHIP PARTY!

I Want to PARTY with YOU at Leadership!

Become a Director or DIQ by
December 31, 2016 and you can PARTY and
learn from TOP Leaders in the company!

NEW ORLEANS

NOVEMBER
embrace
YOUR DREAMS



Earn your Embrace Your Dreams Bracelet when you order \$600 whsl in NOVEMBER. Orders may be cumulative.

CONSISTENCY IS KEY