

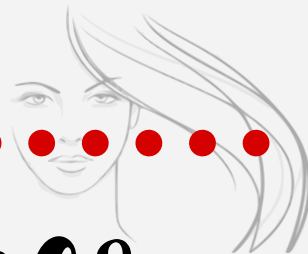


Marnie Yunger

Millionaires

(215)766-7220

myunger@comcast.net



February Newsletter with January Results

new faces **take you** places BRACELET

Queen of Retail



Gerry Schmidt
\$3,932

Queen of Wholesale



Cindy Martino
\$1,495

Queen of Reorders



Gerry Schmidt
\$3,932

Top Check for Jan.



B.J. Henning
\$91



Earned Jan. Bracelet



Winners



Cindy Martino



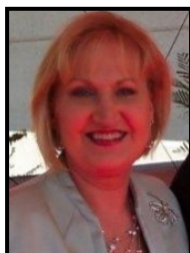
Angela Maxwell



Maud Palmer



Gerry Schmidt



Fran McMonagle



Lu Foley



Danielle Durfee



Marnie Yunger

Welcome



New Consultants

New Consultant

Marci L. Lancello
Esmeralda Vazquez

From

DOWNINGTOWN, PA
SPRINGFIELD, MA

Sponsored by

M. Palmer
D. Durfee

I'M ALL IN!

#teamMK

STAR CONSULTANT PROGRAM PRIZES



DECEMBER 16 - MARCH 15

Consultant	Current	Sapphire	Ruby	Diamond	Emerald	Pearl
ANGELA MAXWELL	\$2,233.25	STAR	\$166.75	\$766.75	\$1,366.75	\$2,566.75
GERRY SCHMIDT	\$1,997.50	STAR	\$402.50	\$1,002.50	\$1,602.50	\$2,802.50
CINDY MARTINO	\$1,535.00	\$265.00	\$865.00	\$1,465.00	\$2,065.00	\$3,265.00
LU FOLEY	\$1,200.00	\$600.00	\$1,200.00	\$1,800.00	\$2,400.00	\$3,600.00
FRAN MCMONAGLE	\$1,179.00	\$621.00	\$1,221.00	\$1,821.00	\$2,421.00	\$3,621.00
DANIELLE DURFEE	\$1,030.50	\$769.50	\$1,369.50	\$1,969.50	\$2,569.50	\$3,769.50
LINDA STETTLER	\$895.00	\$905.00	\$1,505.00	\$2,105.00	\$2,705.00	\$3,905.00
MAUD PALMER	\$895.00	\$905.00	\$1,505.00	\$2,105.00	\$2,705.00	\$3,905.00
PAGE KNOX	\$879.30	\$920.70	\$1,520.70	\$2,120.70	\$2,720.70	\$3,920.70
B.J. HENNING	\$531.50	\$1,268.50	\$1,868.50	\$2,468.50	\$3,068.50	\$4,268.50
PATTY PAUL	\$495.50	\$1,304.50	\$1,904.50	\$2,504.50	\$3,104.50	\$4,304.50
CHARLENE FLOYD	\$479.50	\$1,320.50	\$1,920.50	\$2,520.50	\$3,120.50	\$4,320.50
SUSAN PARENTEAU	\$432.50	\$1,367.50	\$1,967.50	\$2,567.50	\$3,167.50	\$4,367.50
LINDA HANEY	\$430.50	\$1,369.50	\$1,969.50	\$2,569.50	\$3,169.50	\$4,369.50
BARBARA LEISTRUM	\$411.45	\$1,388.55	\$1,988.55	\$2,588.55	\$3,188.55	\$4,388.55
LAURIE ERMENTROUT	\$411.00	\$1,389.00	\$1,989.00	\$2,589.00	\$3,189.00	\$4,389.00
MARNIE YUNGER	\$2,747.00	*****	STAR	\$253.00	\$853.00	\$2,053.00

BIGGER ACT TALK FEARLESS STRONGER

DO BIGGER
THINGS
IN 2018

**Career
Conference
2018**

Save the Date

March 16-17

March 23-24

March 25-26

[CLICK HERE TO REGISTER NOW](#)

\$95 registration fee with \$40 whsl credit towards a future order

complete
details on
intouch

shooting for the

Stars

top in retail sales

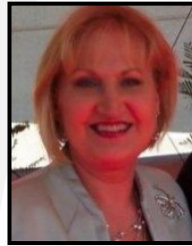
Company Court of Sales



Gerry
Schmidt



Angela
Maxwell



Fran
McMonagle

	Consultant	Retail	YTD PCP	YTD
1	Gerry Schmidt	\$24,756.00	\$0.00	\$24,756.00
2	Angela Maxwell	\$21,230.50	\$0.00	\$21,230.50
3	Fran A. McMonagle	\$18,094.50	\$0.00	\$18,094.50
4	Danielle B. Durfee	\$10,327.00	\$0.00	\$10,327.00
5	Maud B. Palmer	\$10,321.00	\$0.00	\$10,321.00
6	Lu Foley	\$9,364.00	\$0.00	\$9,364.00
7	Page Knox	\$6,300.60	\$0.00	\$6,300.60
8	Laurie Ermentrout	\$6,011.50	\$0.00	\$6,011.50
9	Cindy L. Martino	\$5,637.00	\$0.00	\$5,637.00
10	Patty Paul	\$4,750.00	\$0.00	\$4,750.00

We are looking for women to be in the Unit Court of Sharing.

Share this Career Opportunity with everyone you facial!

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



Suit up!
The time is now.
Seize the day.
You are only 8 away!

Complete interviews to add new team members.
On average it takes sharing the MK opportunity 5 times to add a new team member. You've got this!



women working with passion Jan.

\$100+ REORDERS

Fran McMonagle	\$2,111
Maud Palmer	\$1,209
Lu Foley	\$804
Gerry Schmidt	\$3,932
Page Knox	\$548
Fran Nase	\$265
Alice Gondeck	\$620
Danielle Durfee	\$975
Angela Maxwell	\$1633
Cindy Martino	\$3000

\$800+ MONTH

Fran McMonagle	\$2,111
Gerry Schmidt	\$3,932
Angela Maxwell	\$2,757
Maud Palmer	\$1,209
Lu Foley	\$804
Cindy Martino	\$3000

\$200+ WEEKS

Maud Palmer	\$209/\$234/\$307/\$203/\$257
Fran McMonagle	\$252/\$466/\$383/\$397/\$613
Gerry Schmidt	\$587/\$423/\$1148/\$1572
Angela Maxwell	\$697/\$670/\$561/\$648
Lu Foley	\$229/\$312
Cindy Martino	\$1000
Page Knox	\$408
Danielle Durfee	\$215/\$760
Alice Gondeck	\$520

\$200+ CLASSES

Danielle Durfee	\$530
-----------------	-------

\$60+ FACIAL

Danielle Durfee	\$80/\$112
Angela Maxwell	\$130/\$111/\$283/\$98/\$225/\$133

SUMMARY SENDERS

Maud Palmer
Fran McMonagle
Angela Maxwell
Gerry Schmidt
Lu Foley
Page Knox
Alice Gondeck
Fran Nase
Danielle Durfee
Cindy Martino

BASICS SOLD

Danielle Durfee	4
Lu Foley	2
Alice Gondeck	2
Angela Maxwell	1

\$1000+ Sales

Fran McMonagle
Angela Maxwell
Gerry Schmidt
Maud Palmer
Lu Foley

On Target Consistency Club

Lu Foley	Maud Palmer
Angela Maxwell	Patty Paul
Fran McMonagle	Gerry Schmidt

Inner Circle Club

Star Team Builders & Above AND Consistently Sell \$1,000+

Fran McMonagle

I'M



ALL IN!

#teamMK



Celebrate!

March

Happy Birthday

Birthdays	Day
Klaudia M. Blaschke	2
Ronda A. DiGuglielmo	3
Kathleen O'Leary	6
Fleshia L. Maldonado	7
Heather M. Simon	8
Dawn Hunter	9
Denielle Zollo	9
Anamaria Fuller	23
Frances J. Nase	23
Kathleen A. Brozyna	26
Alice L. Gondeck	28
Stephanie Hill	30
Sheila L. Sabatine	30

MK Anniversary

Anniversaries	Years	Anniversaries	Years
JoAnn D. Keane	35	Jane K. Long	17
Page Knox	35	Catherine C. Refice	13
Terri Rook	28	Nadja D. Newhall	13
Patricia A. Bradley	26	Beverly Vitek	9
Cindy M. Miedwig	24	Kathy A. Hahn	8
Laura M. Thomas	22	Thelma Sam	7
Barbara M. Allcroft	20	Beth Bridges	6
Virginia A. Harze	20	Denielle Zollo	4
Tracey Hanwell	20	Rene L. Giacono	4
P. Casciano-Light	19	Gabriella S. Yeagher	2
Renee E. Suessenguth	17	Alison Hadden	1
Janean H. Wood	17	Hope E. Ross	1
Patty A. McElroy	17		

Look Who Invested

Name	Amount	Name	Amount	Name	Amount
Cindy L. Martino	\$1,495.00	Kathy A. Hahn	\$256.50	Alice L. Gondeck	\$225.00
Angela Maxwell	\$1,428.90	Rhonda S. Salak	\$256.00	Anamaria Fuller	\$225.00
Gerry Schmidt	\$1,157.50	Patty Paul	\$253.50	Dia Mantakounis	\$205.50
Fran A. McMonagle	\$1,147.00	Laura Hunt	\$253.50	Carolyn A. Degnan	\$189.00
Danielle B. Durfee	\$774.00	Maria Older	\$250.50	Pam J. Smart	\$143.50
Maud B. Palmer	\$602.00	Linda Stettler	\$249.00	Linda G. Haney	\$119.50
Lu Foley	\$600.00	Gabriella S. Yeagher	\$242.20	MaryAnn Black	\$116.00
Page Knox	\$477.50	Janilyn Elias	\$240.50	Deborah A. Farnish	\$116.00
Susan Parenteau	\$432.50	Elizabeth A. Endres	\$235.00	Vera Bunch	\$110.50
Barbara C. D'Antonio	\$397.00	Klaudia M. Blaschke	\$234.50	Brenda P. Lovell	\$101.00
Nancy Hafner	\$388.50	Margaret A. Stahelek	\$233.50	Lisa K. Brown	\$97.50
Carol Puzzella	\$374.50	Brenda L. Wido	\$230.00	Ronni S. Casey	\$79.00
Denielle Zollo	\$368.50	Ellen D. Curry	\$229.50	Charlene Floyd	\$78.00
Joan K. Buck	\$342.50	Peggy A. Jubar	\$229.50	Linda Ellison	\$64.00
Amy Ibanez-Ohm	\$341.00	Tera Stern	\$229.00	Christina M Niziolek	\$51.00
Sue Chrome	\$319.50	Ann Marie Sher	\$227.00	Rosemary H. Fisher	\$48.50
Catherine C. Refice	\$312.50	Lorie J. McCafferty	\$226.00	Mary A. Taylor	\$36.50
Tracey Hanwell	\$293.00	Lori McLaughlin	\$226.00	Della Ashton	\$32.50
B.J. Henning	\$277.00	Barb P. Schran	\$226.00	Melissa Wilson	\$23.00
Renee E. Suessenguth	\$258.50	Caroline K. Chestnut	\$226.00	Christine Hanson	\$21.50
Jeri J. Lewis	\$258.00	Frances J. Nase	\$225.00	Anamaria C. Hazel	\$19.00

steppin' up the Ladder



Senior Consultants

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

Recruiter :Marion W. Bauer
Christine Hanson
Recruiter :Laurie Ermentrout
Carrie A. Lager
Josi Smith
Recruiter :Alice L. Gondeck
Laura A. Korell
Susan Parenteau
Recruiter :Christine Hanson
Kathy A. Hahn
Recruiter :Janis S. Innocenti
Rosemary H. Fisher
Recruiter :Page Knox
Brenda L. Wido
Recruiter :Cindy L. Martino
Patti D. Martino
Kathy Thompson
Recruiter :Patricia I. Miyoshi
Anamaria Fuller
Recruiter :Patty Paul
Azi Colling
Recruiter :Beth Pellegrino
Jennifer Pellegrino
Margaret A. Stahlek
Recruiter :Rhonda S. Salak
P. Casciano-Light
Stacey M. McCutcheon
Recruiter :Sarah I. Schudel-Boy
Amy Ibanez-Ohm
Patty Paul
Recruiter :Linda Stettler
Janet Beil

Star Team Builder

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



Recruiter :Lu Foley
Mandy Ballard
Elizabeth A. Endres
Charlene Floyd
Recruiter :Anamaria C. Hazel
Liduvina Caserta
Audrey C. Johnson
Barb P. Schran
Recruiter :Angela Maxwell
Maryellen Curran
Marybeth Kolodney
Dia Mantakounis
Recruiter :Maud B. Palmer
Barbara C. D'Antonio
Deborah A. Farnish
Mary Kay Roehr
Christina C. Smith
Recruiter :Gerry Schmidt
Josefa Alegre
Laurie Ermentrout
Barbara J. Fletcher
Recruiter :Mary A. Taylor
Kathryn A. Chase
Antoniette Etts
Peggy A. Jubar

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

Gloria Walker
Jennifer Tito

2nd Line

Naomi Schenk

Team Leader/ Future Director/ DIQ

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



Recruiter :D. Durfee
Ellen D. Curry
Joyce E. Fairbanks
Nancy Hafner
Stephanie Hill
Terry Corcoran
Ronda A. DiGuglielmo
Peggy Fontanez
Lori L. Gaul
Paige M. Geib
Rachel M. Koehler
Marsha Kuhn
Jane K. Matuli
Judith A. Meme
Amanda-Lee Pinette
Hope E. Ross
Esmeralda Vazquez
Christine L. White

Recruiter :Linda G. Haney
Beth Bridges
Shelley Desman
Schwanda T. Gittens
Georgiana H. Glaeser
Barbara G. Leistrum
Nadja D. Newhall
Christina M Niziolek
Recruiter :B.J. Henning
Doris M. Clarke
Danielle B. Durfee
Janilyn Elias
Deborah L. Hisiro
Kay A. Kehler
Recruiter :Fran A. McMonagle
Dolores R. Bergey
MaryAnn Black
Carol Puzzella
Leah Stallings
Denielle Zollo

February Promotion

Oh the **PLACES** you'll go! Oh the **FACES** you'll know!

PLACES with 40 FACES

Receive the **ESSENTIAL BRUSH COLLECTION** when you:

- facial 40 women
- share the opportunity with 20 women
- \$1200 whsl



PLACES with 30 FACES

Receive a **PINK CELL PHONE WALLET** and **STYLUS PEN** when you:

- facial 30 women
- share the opportunity with 10 women
- \$600 whsl



PLACES with 15 FACES

Receive a **PINK STYLUS PEN** when you:

- facial 15 women
- share the opportunity with 5 women
- \$300 whsl



Get Going!

Yunger Millionaires

Marnie Yunger (215)766-7220 myunger@marykay.com



February

NEW FACES
TAKE YOU
PLACES



\$250 WHOLESALE

Section 2 Love
Package of
samples



\$450 WHOLESALE

Going Places
Keychain

\$650 WHOLESALE

NEW! Satin Body® Revitalizing
Shea Scrub plus earn your
New Faces Take You Places
Bracelet



\$1,000 WHOLESALE



Your choice of the Classic or Designer
Beauty Coat **or** the NEW! Mary Kay®
Essential Brush Collection, plus earn
your New Faces Take You Places
Bracelet



EACH ONE REACH ONE

Receive 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

Pink
SUCCESS

Contests and Prizes

Seminar 2018

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

Inner Circle Consistency Club

Rules: Every consultant that places at least a \$225 wholesale order (minimum \$225) in July and August will win a prize from me! When you place a \$225 or more wholesale every month thereafter without missing a month, you will receive a prize each month and remain in the INNER CIRCLE Consistency Club!
(Orders may be accumulated each month to reach the total of \$225 wholesale or greater)

At the end of the 12th month ---June 2016 ---you will have won a SENSATIONAL GIFT from Marnie. IT WILL BE PRESENTED TO YOU AT OUR Annual Awards Event honoring you as an INNER CIRCLE Consistency Club Member.

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**™

"C" a Powerful OPPORTUNITY!

STARTER KIT PRODUCT BONUS:

Get two FREE* vitamin C products when you start your Mary Kay business in February 2018!

HURRY!
PRODUCT BONUS
OFFER
ENDS FEB. 28.



Within your Starter Kit is everything you'll need to start your Mary Kay business and connect with your first hostesses and customers! For only \$100,[†] you'll receive products for demonstration and literature that can help you on the path to success in your Mary Kay business. Plus, you'll get **TWO FREE*** vitamin C products as a limited-time bonus: *TimeWise® Vitamin C Activating Squares™* and *TimeWise® Replenishing Serum+C®*.

Ask me, your Independent Beauty Consultant, **how to get started today!**

MARY KAY®

*Limit one each of retail-sized *TimeWise® Vitamin C Activating Squares™* and *TimeWise® Replenishing Serum+C®* per new Independent Beauty Consultant. Retail-sized product in the Starter Kit is not intended to be purchased from the Company for resale and is for demonstration purposes only. As an Independent Beauty Consultant, your relationship with the Company is that of an independent contractor.

[†]Plus shipping, handling and tax

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NEW ESSENTIAL BRUSH COLLECTION

\$55, Includes 5 brushes:
All-Over Powder Brush,
Cheek Brush,
All-Over Eye Shadow Brush,
Eye Crease Brush, and Eye Smudger Brush



SUN CARE After-Sun replenishing gel

\$15, After a day in the sun, enjoy this cooling, refreshing, hydrating gel. Leaves skin feeling soft and silky, never sticky!



Sun Care Subtle Tanning Lotion

\$18, Build up gorgeous color in about a week. Glides on evenly and absorbs quickly. No streaks!

Mary Kay

SPRING Products

NEW SATIN BODY Whipped Shea Crème



\$22, Lavish on this crème formulated with Shea butter and mango butter.

NEW SATIN BODY COLLECTION!



\$18, Revitalizing Shea Scrub
\$18, Indulgent Shea Wash
\$18, Silkening Shea Lotion

Valentine's Day

Girlfriend Pampering Package

By Melinda Mercedes Ballingl (thanks Melinda...you are brilliant!)

Here is a wonderful way to obtain 50 new names of women to follow up with and schedule for a complimentary facial. First make a list of 10 (or more) of your best and or favorite customers ...or POTENTIAL CLIENTS .. those women you know you want to get their opinion asap . Using the following suggested dialogue call each customer /potential and say:

"Hi, _____, this is _____, your independent Mary Kay beauty consultant. I wanted to take this opportunity to call and wish you a Happy Valentine's Day and offer you my Valentine's Special of (whatever special you might want to offer...right now I am offering the Spa Products, buy one get the second @ ½ price, Red Tea & Fig or Lotus & Bamboo) Go on to say, speaking of gifts for special people, I have five Pampering Packages which include a \$10 gift certificate for you to give to any five friends or family members you choose. This will be a Valentine's Day gift from you, at no cost to you, to be scheduled at the recipient's convenience. Their Pampering Session will include a complimentary facial, Satin Lips and Satin Hands treatment, along with a color makeover. The complimentary \$10 gift certificate can be used towards anything in our product line. Remember, you can select up to five women who you think would enjoy some special pampering. The only stipulation is that they are over 18. If they happen to already be Mary Kay users, I will get their consultant's name and arrange to have her do the pampering appointment. I know your girlfriends or family members will be so happy that you thought of them. _____, who would you like to choose to receive this special gift from you?"

What to say when you call her friends:

"Hello, _____, this is _____ calling. We haven't met yet but we have a mutual friend, (friend's name). I am _____'s personal Mary Kay beauty consultant and she has arranged for you to receive a special Valentine's Day Gift. Do you have a quick minute for me to give you the details? Great! _____ has asked me to arrange a time for you to receive a Special Pampering Appointment. Your appointment will include a gift certificate, facial, makeover, and Satin Hands & Satin Lips treatment for you to be scheduled at your convenience. Tell me, _____, do you currently have a Mary Kay Beauty Consultant servicing you?" (if she has a consultant ask for the consultant's name and number and explain that you will give the consultant a call so that she can get back with her and schedule a convenient time for the appointment.)* If she says No, then you can proceed with "Wonderful! _____, said you were someone very special and so I am looking forward to meeting with you and giving you an hour of pampering. What is usually best for you daytime or evening...etc... Schedule her.

Note: This "referral gift" can be offered anytime. Valentine's Day is simply one of those very special times to give the gift of Pampering!

*Note: If she already has a consultant, call the consultant and let her know her customer was given as a referral and ask her if she would be willing to contact her and schedule an update facial and honor the gift certificate. You can then call your customer back and explain that she still has a gift she can "reassign" to someone else.

Upcoming Events

Tuesday February 13th -"Live" meeting -Pow Wow -new products- at Marnie's, 7 p.m
(please let me know that you are attending)

Tuesday February 20th Conference Call,
8 p.m (going to try Zoom meeting)

Tuesday February 27th Conference call,
8 p.m

March Dates:

Tuesday March 6th Live Pow Wow meeting
at Marnie's, 7 p.m

Tuesday March 13th Conference Call 8 p.m

Tuesday March 20th Live Pow Wow Meeting,
7 p.m-re-cap Career Conference

Tuesday March 27th Conference Call 8 p.m

Career Conference is in March
Lancaster is March 16/17 (I am attending)
Atlantic City is 23/24 and other cities around
the country.

Parties and faces is how you will build you
business. Please hop on a call or attend one
meeting this month - Much
Excitement and Education join
in-see your business Excel!!!

Go to our website and see all that is there
for you !!!!!www.marnieyunger.com

It's a Beautiful
THING WHEN
a career
&
a Passion
come

a note from

Marnie

Happy Valentines! February is the LOVE month! Are you sharing the love that you have for our wonderful products and the love you have for this opportunity? Share from your heart and others will see your passion and enthusiasm!

When you treat your MK Business like a business, so will others. They will see you working with determination and consistency; and they will respect your time set for appointments and phone calls. Many of you have the desire to move up the career path and are working with purpose and determination! Staying FOCUSED and CONSISTENT will help you reach your goals this Seminar year. I cannot wait to see you cross the Seminar Stage celebrating your achievements!

Are you registered for CAREER CONFERENCE? This is an event that you want to invest your time and money into. Your return on your investment can be HUGE! The registration fee is \$95, and you will receive \$40 whsl credit, which is \$80 Retail. You can't beat that deal! Not only will you learn from the top in the company, be among inspirational women that may have similar life situations as you and form new friendships with sister consultants; but when you go home, you will have your excitement and enthusiasm, the BEST of the BEST training and practical tools to help you reach your goals for this Seminar year!

Enjoy the Journey as much as the Destination.

Marshall Sylver

With tons of thankfulness,

Marnie

L♥ve Checks

13% Recruiter Commission Level

Marnie R. Yunger \$629.66
(does not include unit commissions & bonuses)

Maud B. Palmer \$20.52

Alice L. Gondeck \$17.30

Lu Foley \$12.52

Christine Hanson \$10.26

Beth Pellegrino \$9.34

Page Knox \$9.20

Anamaria C. Hazel \$9.04

Patricia I. Miyoshi \$9.00

Angela Maxwell \$8.22

Janis S. Innocenti \$1.94

Marion W. Bauer \$0.86

9% Recruiter Commission Level

B.J. Henning \$91.31

Fran A. McMonagle \$77.31

Linda G. Haney \$4.59

4% Recruiter Commission Level

Mary A. Taylor \$54.98

Danielle B. Durfee \$24.72

Yunger & Better Millionaires



Marnie Yunger

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

important

Dates

Feb 10 - Early ordering for New Spring Products

Feb 14 - HAPPY VALENTINE'S DAY

Feb 15 - Spring Look Book begins mailing for enrolled PCP customers

Feb 16 - Spring products are available for all cons to order

Feb 19 - President's Day, Postal Holiday

Feb 27 - Last day to place telephone orders for February

Feb 28 - *Deadline to Register/ Cancel/ Transfer for CC*

Feb 28 - Last day to place on-line orders for February

Mar 11: Daylight Savings Time

Mar 15: Quarter 3 Star Consultant Ends

Mar 16: Quarter 4 Star Consultant Begins

March 16 Week One of CAREER CONFERENCE

March 23 Week Two of CAREER CONFERENCE

Mar 30: Last day to place telephone orders for March

Mar 31: Last day to place on-line orders for March



FOCUS ON BEING A STAR



Keeping STAR Consultant status as one of your first goals is going to help you reach all your other goals. Mary Kay Ash designed this very effective program to help consultants develop consistency in their business. It is a known fact, with any type of business, that **CONSISTENCY** is key to being successful!

- ★ Add-On - For every \$50 purchase, offer 50% off of 1 item
- ★ Challenge 3 friends to sell \$100 each and reward them with a lunch date (on you) or FREE products when they reach \$100
- ★ Sell discounted Gift Certificates:
 - \$175 for only \$125
 - \$125 for only \$100
- ★ Sell \$24 to 24 people in 24 hours. Do this TWICE and you'll have nearly \$1,200 in sales.
- ★ Hold a phone lottery and tell customers one lucky winner will receive their order for FREE! Sell at least \$20 to 20 customers for \$400 in sales

Earn a totally charming charm bracelet every month!



K.I.S.S.

