



# YUNGER & BETTER MILLIONAIRES

FEBRUARY NEWSLETTER WITH JANUARY RESULTS

## Queen of Retail



Fran McMonagle  
\$2,087

## Queen of Wholesale



Fran McMonagle  
\$1,329

## Queen of Reorders



Rosemary Fisher  
\$292

## Top Check for Jan.



Angela Maxwell  
\$137



## ON-TARGET RISE & RADIATE

ACHIEVED ONE OR MORE MONTHS  
(\$600 WHOLESAL)



Fran McMonagle  
Month 1



Danielle Durfee  
Month 1



Angela Maxwell  
Month 1



Kelly Brown  
Month 1



Stephanie Hill  
Month 1



Your Turn to Shine

## Pick-a-Heart Promo



Need a quick, fun way to boost engagement? Try a Pick-a-Heart promo with your customers!

### Customer script:

"I'm doing a fun Pick-a-Heart surprise! Pick a heart (comment or text the number) and I'll reveal your surprise!"

Once they choose, reveal their prize – discounts, freebies, or perks.

# Quarter 3 On-Target Stars

Name	Whsl\$+TB*	Sapphire	Ruby	Diamond	Emerald	Pearl
Fran McMonagle	\$1,970.50	\$0.00	\$429.50	\$1,029.50	\$1,629.50	\$2,829.50
Danielle Durfee	\$1,701.50	\$98.50	\$698.50	\$1,298.50	\$1,898.50	\$3,098.50
Angela Maxwell	\$993.50	\$806.50	\$1,406.50	\$2,006.50	\$2,606.50	\$3,806.50
Gerry Schmidt	\$819.00	\$981.00	\$1,581.00	\$2,181.00	\$2,781.00	\$3,981.00
Stephanie Hill	\$700.00	\$1,100.00	\$1,700.00	\$2,300.00	\$2,900.00	\$4,100.00
Kelly Brown	\$670.00	\$1,130.00	\$1,730.00	\$2,330.00	\$2,930.00	\$4,130.00
Janean Wood	\$651.00	\$1,149.00	\$1,749.00	\$2,349.00	\$2,949.00	\$4,149.00
Lisa Kiefer	\$570.00	\$1,230.00	\$1,830.00	\$2,430.00	\$3,030.00	\$4,230.00
Cindy Martino	\$534.50	\$1,265.50	\$1,865.50	\$2,465.50	\$3,065.50	\$4,265.50
Linda Stettler	\$490.00	\$1,310.00	\$1,910.00	\$2,510.00	\$3,110.00	\$4,310.00
Christina Smith	\$416.00	\$1,384.00	\$1,984.00	\$2,584.00	\$3,184.00	\$4,384.00
Marnie Yunger	\$1,668.00	\$132.00	\$732.00	\$1,332.00	\$1,932.00	\$3,132.00



## LOVE CHECKS



Angela Maxwell	9%	\$137.25
Danielle Durfee	9%	\$104.13
Fran McMonagle	8%	\$92.24
B.J. Henning	6%	\$77.46
Gerry Schmidt	4%	\$12.00

Page Knox	4%	\$9.24
Laurie Ermentrout	4%	\$6.33
Linda Haney	4%	\$2.72
Marnie Yunger	9%	\$232.43

Does not include Unit Commissions and Bonuses

## BOOK, BUILD, BLOOM

plant the seeds

nurture your bookings

bloom with consistency



Start more conversations.



Follow up with heart.



Track and celebrate.

# LET YOUR GOALS GROW

## SALES LEADERS COMPANY COURT OF SALES



Fran McMonagle



Danielle Durfee



Gerry Schmidt

### CONSULTANT

Fran McMonagle  
Danielle Durfee  
Gerry Schmidt  
Angela Maxwell  
Stephanie Hill  
Christina Smith  
Page Knox  
Cindy Martino  
Linda Stettler  
MaryAnn Black

### YTD RETAIL

\$21,888.00  
\$21,224.00  
\$16,508.00  
\$12,892.00  
\$7,502.00  
\$5,228.00  
\$4,733.00  
\$3,980.00  
\$3,874.00  
\$3,857.00

## QUEENS' COURT OF SALES



### QUEEN

\$45,000 rs/ \$22,500 whsl

### PRINCESS

\$22,500 rs/ \$11,250 whsl

### UNIT

\$11,250 rs/ \$5,625 whsl

## LOVE Your Skin Refresh



Booking Idea: LOVE Your Skin! Turn February into a skin-loving booking theme! Invite your customers to a LOVE Your Skin mini session – quick, personal, and perfect for a seasonal refresh.

### Here's how to position it:

- 20-minute skin check
- Simple routine refresh
- One product they'll love
- A self-care tip they didn't know they needed

### Quick Invite Script:

Hey! I'm doing a LOVE Your Skin refresh this week – just 20 minutes to check in, update your routine, and find one product your skin will love. Want to grab a spot?

## QUEENS' COURT OF SHARING



### QUEEN

24 Team Members

### PRINCESS

12 Team Members

### UNIT

6 Team Members

# WOMEN WORKING WITH PASSION

JANUARY

## **\$100+ REORDERS**

Rosemary Fisher      \$292

## **\$200+ WEEKS**

Fran McMonagle      \$342/\$430/\$1,217  
Danielle Durfee      \$278/\$878  
Angela Maxwell      \$411

## **SUMMARY SENDERS**

Fran McMonagle  
Danielle Durfee  
Rosemary Fisher  
Angela Maxwell  
Donna Scharfetter

## **\$800+ MONTH**

Fran McMonagle      \$2,087  
Danielle Durfee      \$1,314

## **\$60+ FACIAL**

Angela Maxwell      \$177/\$234

## **BASICS SOLD**

Angela Maxwell      2  
Danielle Durfee      4



## **\$1,000+ Sales**

Danielle Durfee  
Fran McMonagle



## **INNER CIRCLE CLUB**

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

Fran McMonagle  
Danielle Durfee



# ANOTHER YEAR OF FABULOUS



## MARCH

### BIRTHDAYS

CONSULTANT	DATE
Heather Simon	8 March
Denielle Zollo	9 March
Kathleen Brozyna	26 March
Stephanie Hill	30 March
Sheila Sabatine	30 March

### MK ANNIVERSARIES

CONSULTANT	YEARS	CONSULTANT	YEARS
JoAnn Keane	43	Janean Wood	25
Page Knox	43	Catherine Refice	21
Terri Rook	36	Kathy Hahn	16
Patricia Bradley	34	Thelma Sam	15
Cindy Miedwig	32	Denielle Zollo	12
Laura Thomas	30	Alison Hadden	9
Virginia Harze	28	Maria Sanchez	1
Tracey Hanwell	28	Diane Peterson	1
Patricia Casciano-Light	27		



## INVESTING IN GROWTH... GLOWING WITH PURPOSE

Fran McMonagle	\$1,328.50	Denielle Zollo	\$252.00	Carrie Lager	\$158.20
Danielle Durfee	\$1,291.00	Susan Parenteau	\$250.00	Donna Scharfetter	\$102.00
Angela Maxwell	\$875.50	Cindy Martino	\$242.00	B.J. Henning	\$100.00
Kelly Brown	\$670.00	Carolyn Degnan	\$240.00	Melissa Wilson	\$94.00
Stephanie Hill	\$634.00	Page Knox	\$239.00	Christina Smith	\$77.00
Lisa Kiefer	\$570.00	Lori Holder	\$236.00	Georgiana Glaeser	\$68.00
Gerry Schmidt	\$437.00	Alison Hadden	\$234.00	Lorie McCafferty	\$53.00
Carol Puzzella	\$377.00	Marianne McLaughlin	\$232.00	Jeri Lewis	\$42.00
Joan Buck	\$371.00	Michelle St. Dennis	\$232.00	Laura Hunt	\$30.00
Linda Stettler	\$353.00	Brenda Wido	\$231.00	Therese Roman	\$22.00
MaryAnn Black	\$312.50	Abigail Maxwell	\$230.00	Linda Haney	\$21.00
Laurie Ermentrout	\$300.00	Rachele Dominick	\$227.00	Kathy Hahn	\$20.00
Mary Grace Curran	\$291.00	Beth Pellegrino	\$227.00	Marnie Yunger	\$905.00
Olivia Montes	\$269.00	Sarah Copestake	\$226.25		
Virginia Harze	\$254.00	Leah Stallings	\$211.50		

***In any situation, you can't go wrong by putting yourself in the other person's shoes. Remember, you have a wealth of influence, and everyone you meet forms an impression of you by your words and actions. So make the Golden Rule your way of life. – Mary Kay Ash***



# GROWIN' AND

# GOIN' UP

## SENIOR CONSULTANT

1-2 Active Team Members  
4% Commissions  
Earn \$50 Team Building Bonuses

Laurie Ermentrout  
Lu Foley  
Linda Haney  
Stephanie Hill  
Page Knox  
Cindy Martino  
Patricia Miyoshi  
Patty Paul  
Rhonda Salak  
Gerry Schmidt



**TEAM BUILDING**  
MK CONFIDENT MODULE



## STAR TEAM BUILDER

3-4 Active Team Members  
4, 6 or 8% Commissions  
50% Discount on Red Jacket  
\$50 Team Building Bonuses

B.J. Henning  
Fran McMonagle



**READY IN RED**  
MK CONFIDENT MODULE



## TEAM LEADER ELITE TM LEADER DIQ

5+ Active Team Members  
9 or 13% Commissions  
\$50 Team Building Bonuses  
5% Second -Tier Team Commission (Elite/DIQ)

Danielle Durfee  
Angela Maxwell



**DIQ**  
MK CONFIDENT MODULE

## DIRECTOR

4, 9, or 13% Personal Commissions  
9, 13 or 23% Unit Commissions  
\$100 Team Building Bonuses  
Unit Bonuses  
Earn use of Career Car/  
Cash Compensation



### 1st Line

Gloria Walker  
Jennifer Tito

### 2nd Line

Naomi Murray



## Career Conference Registration

MARY KAY  
**CAREER CONFERENCE**  
2026

*Register Now!*

**DETAILS**

Career Conference Registration is open until 2/28!

It's time to lock it in! Career Conference registration is officially open with two ways to attend:

- \* In-person experience
- \* General Session viewing option

No matter how you join, this is your chance to refocus, recharge, and reconnect. Get inspired by top leaders, walk away with winnable strategies, and surround yourself with entrepreneurs who are ready to raise their businesses to new heights.

Now's the moment to say yes to growth – and embrace your inner sales champion!

# Contests and Prizes

Seminar 2025/26

## Year Long Contests

Receive beautiful gifts at our annual awards night

\$10,000 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

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 MK Co.
Pearls of Sharing	~ Earn your Pearls of Sharing by holding interviews and building your team - earrings, bracelet, & necklace
Qualified Team Member	Move up the ladder~

## Inner Circle Consistency Club

Rules: When you place a \$225 or more wholesale every month without missing a month, you will receive a prize in December, remain in the 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 2026 - you will have won a GIFT from Marnie. IT WILL BE PRESENTED TO YOU AT OUR Annual Awards Event honoring you as an Consistency Club Member.

INNER CIRCLE sell \$1000 a month and maintain 3 Active Team Members

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**

# Fabulous February Glitz



WISDOM FROM MARY KAY ASH:

*"I want you to remember that 'I will' beats 'IQ' anytime. It's not necessary that you be born a genius. You'll make it okay. IQ is not the answer. It's 'I will' and DETERMINATION."*

February 1-28

## \$300 Wholesale

You will receive these Glitzy Earrings making a statement wherever you go!



## Cash Drawings

When we hit \$10,000 – \$25 CASH  
When we hit \$12,000 – \$25 more!



## GRAND DAY DRAWING



EMAIL ME WHEN YOU  
HAVE A \$100+ DAY

When we have 10+ we  
will have a drawing

February is the month of **LOVE!**  
I LOVE these earrings and I LOVE YOU!  
I want to share them with you!

no-rinse  
hydration

spring into  
“me” time

New!

Mary Kay®  
Hydrating  
Cream  
Mask  
\$24



get your glow on!

Mary Kay® Illuminating  
Bronzer, \$22 ea.

Limited-Edition



glossy. gorgeous &  
giftable!

Limited-Edition

Mary Kay  
Unlimited® Lip  
Gloss, \$18 each



Special-Edition

Mary Kay®  
After-Sun  
Replenish  
ing Gel,  
\$20



after sun  
care

indulge  
lips to fingertips

Limited-Edition

Citrus & Shea  
Bundle, \$28



# Daily Action Sheet

Weekly Goal: \_\_\_\_\_

Date: \_\_\_\_\_

## 6 Most Important Things:

- 1 \_\_\_\_\_
- 2 \_\_\_\_\_
- 3 \_\_\_\_\_
- 4 \_\_\_\_\_
- 5 \_\_\_\_\_
- 6 \_\_\_\_\_



## Call 5 Customers for reorders & referrals

- 1 \_\_\_\_\_
- 2 \_\_\_\_\_
- 3 \_\_\_\_\_
- 4 \_\_\_\_\_
- 5 \_\_\_\_\_

## Call 5 Potential Hostesses

- 1 \_\_\_\_\_
- 2 \_\_\_\_\_
- 3 \_\_\_\_\_
- 4 \_\_\_\_\_
- 5 \_\_\_\_\_



## Call 5 Team Members

- 1 \_\_\_\_\_
- 2 \_\_\_\_\_
- 3 \_\_\_\_\_
- 4 \_\_\_\_\_
- 5 \_\_\_\_\_

## Write 3 Thank-You Notes

Hostess, Team Member, Sharing Apts

- 1 \_\_\_\_\_
- 2 \_\_\_\_\_
- 3 \_\_\_\_\_

## Call 5 Potential Team Members Book Sharing Appointments

- 1 \_\_\_\_\_
- 2 \_\_\_\_\_
- 3 \_\_\_\_\_
- 4 \_\_\_\_\_
- 5 \_\_\_\_\_

## Errands for the Day (non-MK)

- 1 \_\_\_\_\_
- 2 \_\_\_\_\_
- 3 \_\_\_\_\_
- 4 \_\_\_\_\_
- 5 \_\_\_\_\_

# A POWER NOTE FROM MARNIE

## Upcoming Events

All meetings are important for us to plug in with each, share ideas and learn what is new and be inspired and have fun. I will publish more specific subjects closer to each date.

Also lots of info and ideas on [www.marnieyunger.com](http://www.marnieyunger.com) and [marykayintouch.com](http://marykayintouch.com)

Tuesday February 24th 7:30  
our Zoom connection

Tuesday March 10th 7:30  
our Zoom connection



**WELCOME**  
New Consultant

**Abigail Maxwell**

Sponsored by Angela Maxwell



## Spring Look Books

Spring Look Books are on their way! Which means the perfect reason to pop back into their messages and start a conversation.

Hello February - the month of LOVE!

What an amazing and exciting time to be in the beauty business. As winter rolls to a close and the promise of spring draws near, consider all the possibilities of the season.

### **Reasons to LOVE your business**

**FLEXIBILITY** - No territories - Work where and when you want!  
**CONFIDENCE BUILDER** - Making connections and helping others is a great way to build self-confidence!

**REWARDING** - Share with others so they can build their pink dreams too!

**GROW AT YOUR OWN PACE** - You choose the path that fits YOUR dream!

**PRIZES & RECOGNITION** - Earn rewards for hard work and consistency!

**ENRICHMENT & TRAINING** - With online resources, in-person meetings, workshops & conferences, you're not alone!

**INNOVATIVE PRODUCTS** - We have the best of the best!

What do YOU love the most about your Mary Kay business? Let me know your top favs and what you're excited about right now. I encourage you to share with friends, family and clients too! Your excitement will build excitement in others! Let's connect soon!

Love and Belief,

*Marnie*

## STAR Check In



[PRINT FLIER](#)

We're right in the middle of the 3rd Quarter and this is your moment to pause, reflect, and refocus.

**If you're working toward Star Consultant this quarter, ask yourself:**

- What level am I aiming for?
- How close am I right now?
- What can I do this week to move the needle?

Every order, every booking, every follow-up counts - and there is still plenty of time.

