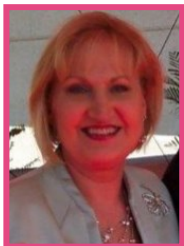


Yunger & Better Millionaires

JUNE NEWSLETTER WITH MAY RESULTS



Queen of Retail



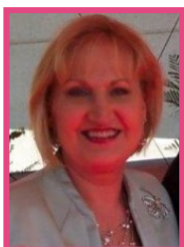
Fran McMonagle
\$3,165

Queen of Wholesale



Gerry Schmidt
\$2,028

Queen of Reorders



Fran McMonagle
\$3,165

Top Check for May



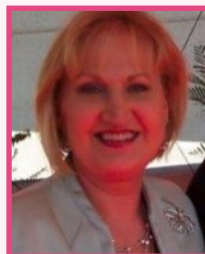
Angela Maxwell
\$219



Golden Rule MAY Achievers



Gerry Schmidt



Fran McMonagle



Angela Maxwell



Danielle Durfee



Stephanie Hill



Marnie Yunger

"There is a fine line between failure and success. It is so fine that sometimes we scarcely know when we pass it, so fine that we are often on that line and don't know it. Many a person has thrown up her hands when a little more effort, a little more patience, would have achieved success. As the tide goes all the way out, so it comes all the way in. There is no defeat, except from within -- no really insurmountable barriers except our own inherent weakness of purpose. - Mary Kay Ash



Customer Appreciation

Why not hold a Customer Appreciation Sale to treat your customers and finish up your Seminar year- you can post it in your FB group, and send it out via text or email to highlight a different deal each day!

These are all set and ready for you to use to drum up some sales, excite your customer base, and share your favorite products! Click below for all the images!

Download Images

Quarter 4 On-Target Stars



Name	Wholesale \$ + Team Building*	Sapphire	Ruby	Diamond	Emerald	Pearl
Fran McMonagle	\$ 4,106.75	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 693.25
Gerry Schmidt	\$ 3,245.10	\$ 0.00	\$ 0.00	\$ 0.00	\$ 354.90	\$1,554.90
Danielle Durfee	\$ 3,155.50	\$ 0.00	\$ 0.00	\$ 0.00	\$ 444.50	\$1,644.50
Angela Maxwell	\$ 2,564.00	\$ 0.00	\$ 0.00	\$ 436.00	\$1,036.00	\$2,236.00
Stephanie Hill	\$ 1,421.80	\$ 378.20	\$ 978.20	\$1,578.20	\$2,178.20	\$3,378.20
Christina Smith	\$ 1,115.50	\$ 684.50	\$1,284.50	\$1,884.50	\$2,484.50	\$3,684.50
Linda Zerbe	\$ 884.50	\$ 915.50	\$1,515.50	\$2,115.50	\$2,715.50	\$3,915.50
Patty Paul	\$ 873.00	\$ 927.00	\$1,527.00	\$2,127.00	\$2,727.00	\$3,927.00
B.J. Henning	\$ 779.00	\$1,021.00	\$1,621.00	\$2,221.00	\$2,821.00	\$4,021.00
Joan Buck	\$ 732.00	\$1,068.00	\$1,668.00	\$2,268.00	\$2,868.00	\$4,068.00
Cindy Martino	\$ 720.00	\$1,080.00	\$1,680.00	\$2,280.00	\$2,880.00	\$4,080.00
Vera Bunch	\$ 692.60	\$1,107.40	\$1,707.40	\$2,307.40	\$2,907.40	\$4,107.40
Rosemary Fisher	\$ 661.00	\$1,139.00	\$1,739.00	\$2,339.00	\$2,939.00	\$4,139.00
Marnie Yunger	\$ 7,158.70	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00

June Customer Special



Great Script for your customers: You're in this group for a reason: because you are a VIP to me! As a VIP, you get to take advantage of my special this month! When you purchase at least \$50 of your favorite Mary Kay products, you can choose an extra item at half off! Stick with your staples, or try a fabulous supplement like:

- The pore-minimizing Microdermabrasion Plus Set
- The Sixtieth Anniversary Special! Skininvigorate Sonic Skin Care System
- Silky Setting Powder for an air-brushed makeup finish

Download



We've all heard of Vitamin E, but have you ever wondered why it's important for your skincare?

- Vitamin E helps protect against invisible environmental stressors that can weaken skin health.
- It's a highly potent antioxidant, critical for protecting against premature skin aging.
- It's good for hydrating skin, and assists in various kinds of cellular restoration from sun damage to healing support for scars or burns.

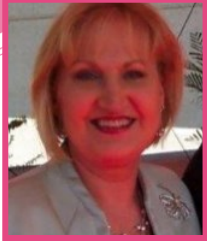
Some of my favorite Vitamin E-rich products include Replenishing Serum C+ E, Supreme Hydrating Lipsticks and Naturally Nourishing Oil just to name a few! Are you incorporating Vitamin E in your daily regimen?

Love Checks

Marnie Yunger	13%	\$772.12	Danielle Durfee	8%	\$ 71.84
(does not include unit commissions & bonuses)			Gerry Schmidt	8%	\$ 57.44
Angela Maxwell	13%	\$219.18	Cindy Martino	4%	\$ 18.60
Fran McMonagle	9%	\$135.14	Stephanie Hill	4%	\$ 10.38
B.J. Henning	8%	\$131.12	Rhonda Salak	4%	\$ 9.08

Shooting for the STARS!

Top in Sales
Company Court of Sales



Fran McMonagle



Gerry Schmidt



Danielle Durfee

Consultant

Fran McMonagle
Gerry Schmidt
Danielle Durfee
Angela Maxwell
Stephanie Hill
Christina Smith
Cindy Martino
Page Knox
B.J. Henning
Laurie Ermentrout

YTD Retail

\$36,285.50
\$30,159.00
\$25,048.50
\$22,331.00
\$16,592.00
\$ 9,220.00
\$ 7,865.00
\$ 7,156.00
\$ 6,250.00
\$ 6,109.00

National Court of Sales



National

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

Area

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

Unit

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

National Court of Sharing



National

24 Team Members

Area

12 Team Members

Unit

6 Team Members

Top in Sharing
Company Court of Sharing

Build deep and wide
for long term

success



Angela Maxwell

Recruiter

Angela Maxwell
Fran McMonagle
Marnie Yunger

New Team Members

2
1
1

YTD Comm

\$ 115.70
\$ 107.44
\$ 125.32

Women working with passion *May*

\$100+ REORDERS

Fran McMonagle	\$3,165
Rosie Fisher	\$350
Angela Maxwell	\$742
Laurie Ermentorut	\$500
Gerry Schmidt	\$241
Marie Costello	\$2,527
Danielle Durfee	\$1,768

\$800+ MONTH

Fran McMonagle	\$3,165
Marie Costello	\$2,527
Gerry Schmidt	\$1,697
Danielle Durfee	\$1,883
Marnie Yunger	\$6,556

\$200+ WEEKS

Fran McMonagle	\$1,214/\$215/\$526/\$589/\$621
Angela Maxwell	\$494/\$248
Gerry Schmidt	\$251/\$311/\$305/\$519/\$311
Danielle Durfee	\$411/\$402/\$455/\$307/\$308

\$60+ FACIAL

Danielle Durfee	\$115
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\$200+ CLASSES

Gerry Schmidt	\$456
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SUMMARY SENDERS

Fran McMonagle
Gerry Schmidt
Angela Maxwell
Marie Costello
Rosie Fisher
Fran Nase
Laurie Ermentrout
Danielle Durfee

BASICS SOLD

Danielle Durfee	3
Fran McMonagle	3
Gerry Schmidt	2

\$1000+ Sales

Fran McMonagle	Marie Costello
Gerry Schmidt	Marnie Yunger
Danielle Durfee	

Inner Circle Club



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

Fran McMonagle

Danielle Durfee

Gerry Schmidt





July Celebrations



Happy Birthday!

Name	Birth Date
Patricia Bradley	4 July
Linda Haney	6 July
Laura Thomas	10 July
Annette Vasquez	11 July
Amy Larsen	12 July
Diane Boland	14 July
Brenda Wido	20 July
Lauren Plocharski	21 July
Linda Stettler	21 July
Olivia Montes	22 July
Nadja Newhall	23 July
Peggy Johnson	24 July
Page Knox	26 July
Mandy Ballard	28 July
Kimberly Jones	30 July
Christine Cucchiaro	31 July
Wendy Miller	31 July

Happy Anniversary!

Name	Years
Lu Foley	44
Linda Stettler	40
Linda Haney	36
Tonya Butler	31
Patti Martino	27
Lynne Petzold	24
Kathleen Brozyna	22
Annette Vasquez	19
Josi Smith	19
Janilyn Elias	15
Barbara Leistrum	7
Diana Spangler	4



Look Who Invested this Month



ON-TARGET for Year Long Consistency

	Gerry Schmidt	\$2,028.10	Frances Nase	\$305.50	Jeri Lewis	\$227.00
	Fran McMonagle	\$1,912.75	Laurie Ermentrout	\$305.00	Patti Martino	\$227.00
	Danielle Durfee	\$1,154.00	Janis Innocenti	\$287.00	Patty Paul	\$227.00
	Angela Maxwell	\$813.50	Adriane Cirelli	\$284.50	Marion Bauer	\$226.00
	Stephanie Hill	\$602.00	Theresa Grimley	\$278.50	Amy Larsen	\$226.00
	Kelly Brown	\$596.00	B.J. Henning	\$276.00	Cindy Martino	\$226.00
	Barbara D'Antonio	\$518.00	Denielle Zollo	\$261.50	Lu Foley	\$225.00
	Leah Stallings	\$512.50	Diana Spangler	\$259.50	Kris Ordinsky-Parks	\$225.00
	MaryAnn Black	\$482.50	Janilyn Elias	\$257.00	Nettie Goodman	\$214.00
	Angie Amig	\$457.50	Donna Scharfetter	\$254.00	Vera Bunch	\$196.10
	Joan Buck	\$426.50	Laura Hunt	\$248.00	Melissa Wilson	\$162.50
	Sue Chrome	\$416.50	Olivia Montes	\$248.00	Pam Smart	\$147.00
	Barbara Fletcher	\$413.00	Carol Puzzella	\$245.00	Linda Stettler	\$123.00
	Lynnette Hearne	\$371.50	Janean Wood	\$238.00	Lorie McCafferty	\$63.50
	Lisa Brown	\$348.50	Johanna Washington	\$237.00	Susan Parenteau	\$57.50
	Jackie Armstrong	\$331.50	Jeanette Connaughton	\$229.50	Marsha Kuhn	\$48.00
	Linda Haney	\$324.00	Patricia Harrison	\$229.00	Page Knox	\$25.00
	Carolyn Degnan	\$318.50	Lisa Verani	\$228.00	 Marnie Yunger	\$2,559.50
	Rosemary Fisher	\$314.00	Patricia Casciano-Light	\$227.00		



steppin' up the Ladder



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
Rhonda Salak
Linda Stettler



Star Team Builder

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



Danielle Durfee
B.J. Henning
Gerry Schmidt



Team Leader/ Elite Team Leader/ DIQ

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



Angela Maxwell
Fran McMonagle

Director

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



1st Line

Gloria Walker
Jennifer Tito

2nd Line

Naomi Murray

Benefits of being a STAR

You get to choose a Star Prize!
Points can be redeemed at any time, or
saved for an even bigger prize!

★
Customers searching for a consultant
online will see you first!

★
You are more likely to have product on-
hand, and able to provide Golden Rules
Service to your customers!

★
You are treating your business as a
business, not a hobby, and are among
the top consultants in MK!

★
4-Quarter stars earn additional prize
points and a special party at Seminar!

Celebrate the Lives She has Changed

After June 16th, we enter a brand new Star Quarter- New Quarter, New Goals! Don't wait until the new Seminar year to get started, jump into the new Quarter now by setting a new star goal right away! What Star level would you like to be? What prizes are you aiming for? Have you made a goal poster? Short-term achievable goals and long-term stretch goals are both important!

- Make sure your goal is quantifiable with a deadline.
- Goal posters are important. Write it down, make it visual, and post it somewhere you can see it frequently. You can customize your own Star Goal poster on intouch.
- Launch into the new year NOW, don't wait for July! Use the last part of this month to create momentum going into next month.

Star Prizes

It's All About The Bag!

Behind every
successful
woman is a
fabulous bag!

June

Year-End
Contest!



Order \$300 - earn a fabulous
washable, reusable tote bag (2 x
1 feet)

\$600 - 3 bags - (you'll be
surprised!) AND the STUNNING
necklace from MK!

Place a \$1000
order and you'll
receive this totally
classy Mary Kay
canvas bag AND
the necklace from
Mary Kay!



Let's do this!



PIC•COLLAGE

Contests and Prizes

Seminar 2023

Receive Beautiful Gifts at our Annual Awards Night!

Year Long Contests

\$12,000 Retail
8 Recruits
\$20,000 Retail
12 Recruits
\$40,000 Retail
24 Recruits

~Unit Year-End Court
~Unit Year-End Court
~Go-Give Princess Court
~Go-Give Princess Court
~Mary Kay's National Court
~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

Perfect Start

~(15 Faces or 5 Classes in a month)

Power Start

~(30 Faces or 10 Classes in a month)

\$1,000 Month

~Gift from your proud director

100 Faces

~(any three months) Prize to be announced

Start Consultant

~Be an ALL STAR each quarter! Seminar qualified 4 Quarter Start—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

New Mid Year Court

Rules:

Achieve \$5,0000 in retail sales for mid year sales court

Or 4 qualified new Team Members

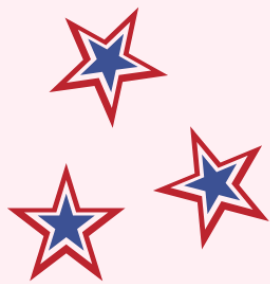
By Dec. 31st 2021 for

Recognition and a special gift in our mid year court

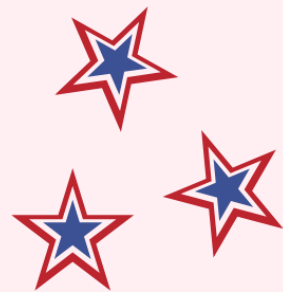
Inner Circle Club

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

discover what you **LOVE**™



4th of July



Summer Must-Have Sale!

Buy two, get one 50% off!



FOUNDATION PRIMER \$20



OIL MATIFIER \$20



MAKEUP FINISHING SPRAY \$20



TRANSLUCENT LOOSE POWDER \$18



SILKY SETTING POWDER \$20



EYE PRIMER \$12



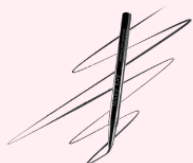
LIP GLOSS \$16



OIL-ABSORBING TISSUES \$8



CC CREAM \$22



WATERPROOF EYELINER PEN \$18



LIQUID EYE SHADOW \$16



WATERPROOF MASCARA \$16



TRAVEL ROLL-UP BAG \$36



OIL-FREE MAKEUP REMOVER \$18



MICELLAR WATER \$18

Mix & Match and grab a few!

LOWEST PRICE ITEM WILL BE HALF-OFF

Summer Side Gig!

Totally Flexible, Totally Fun!

Help women look & feel amazing!

Make your own schedule as you work as much or as little as you'd like

Earn 50% profit on everything you sell!

Sell products you can believe in, made with the highest quality ingredients

Work with a company started by a woman made for women

Take advantage of educational and personal growth opportunities



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 and marykayintouch.com

Tuesday June 20th Zoom at 7:30

Tuesday June 27th Zoom at 7:30

Tuesday July 11th Zoom at 7:30
year end awards!!

conference call # is 605-313-5107
enter 669034

this number is on marnieyunger.com



Seminar is MAGICAL!

With all of the education, product knowledge, selling tips, and stories, you will be MOTIVATED!

With all of the diamonds, awards, and entertainment, you will be INSPIRED! With all of the laughter, discussion, and new friendships, you will be CONNECTED!

Are you coming to the best party all year? Make sure you're registered—the deadline is July 1st!

Register Now

a note from

Marnie

Jump for JUNE!

What a tremendously exciting month in the Mary Kay year! In honor of the big 60, here are a few ideas to power finish your Golden Rules year:

Plan a \$1000 Day/week or Customer Appreciation Month. Break your goals into bite sized manageable pieces—Sixty (60) \$17 items is \$1,020! Share your goals with your customers, family and friends! You will be amazed as excitement builds and they rally to support your year end goal. Appreciation Days can easily turn into annual events your customers will look forward to year after year.

- Sell 60 items in a day/week or month
- Contact 60 customers or new prospects
- Hand out 60 business cards, Look Books, OR samples

Fill your date book with appointments in June and start building momentum to start your year off strong! Most importantly HAVE FUN crossing YOUR finish line! YOU are the sole proprietor of your destiny.

Dare to dream and dare to succeed.

One woman CAN!

I'm excited we are crossing the finish line together. The victory is not in the winning, it's in the finishing!

Love & Belief,

Marnie



Get ready for the best gift ever! Enjoy an amazing 60% OFF our fabulous range of Skin Care sets. As we enter the final month of our Seminar year, this promotion couldn't have arrived at a more perfect time. It's your chance to maximize your profits by reinvesting in your store or enticing customers with a special skin care offer to boost sales.

Click here for Details

important dates

Jun 15 - 4th Quarter Ends

Jun 16 - 1st Quarter Begins

Jun 18 - Father's Day

Jun 29 - Last day to place telephone orders

Jun 30 - Last day to place on-line orders

Jun 30 - Last day of Mary Kay Seminar Year

Jul 1 - New Mary Kay Seminar Begins

Jul 4 - Independence Day

Jul 22 - 25 Sapphire Seminar Dates

Jul 26 - 29 Emerald Seminar Dates

Jul 28 - Last day to place telephone orders

Jul 30 - Last day to place on-line orders

Jul 30 - Aug 2 Diamond Seminar Dates

Aug 3 - Aug 6 Ruby Seminar Dates

Yunger & Better Millionaires



Marnie Yunger

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

GOLDEN
Rules



UNLEASH

YOUR

AND THEN SOME!

When you order \$600+ whsl in
JUNE , you will receive this beautiful
NECKLACE
from the *Golden Rules* Collection.

GOLDEN
Rules
Golden



Earn the Year Long Consistency Challenge
EARRINGS and BRACELET
when you achieve the Golden Rules Challenge
each month, July 2022 through June 2023.