



Yunger & Better Millionaires

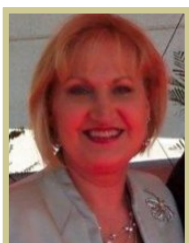
JULY NEWSLETTER WITH JUNE RESULTS

QUEEN OF RETAIL



Danielle Durfee
\$3,446

QUEEN OF WHOLESALE



Fran McMonagle
\$2,852

QUEEN OF REORDERS



Danielle Durfee
\$3,009

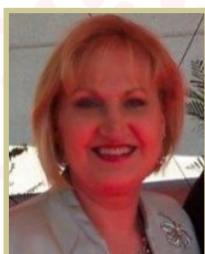
TOP CHECK FOR JUNE



B.J. Henning
\$289



POWER UP June Achievers



Fran McMonagle



Danielle Durfee



Gerry Schmidt



Linda Zerbe



Stephanie Hill



Patty Paul



Kelly Brown



Angela Maxwell



Marnie Yunger

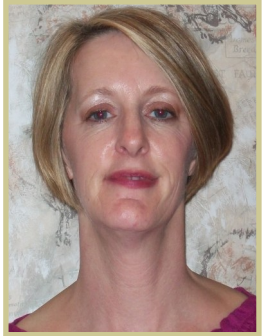


PCP Enrollment is NOW OPEN! The Fall/Holiday Preferred Customer Program enrollment is officially OPEN – and **heads up: the dates have changed this Seminar year!**

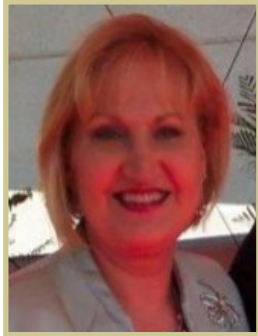
You have from **July 1st to August 1st** to enroll your customers and make sure they get the gorgeous new look book delivered right to their mailbox – featuring all the must-haves for Fall + the start of the Holiday Season!

Enroll

Quarter 4 Star Achievers



Danielle Durfee
PEARL



Fran McMonagle
EMERALD



Angela Maxwell
RUBY



Gerry Schmidt
SAPPHIRE



Marnie Yunger
EMERALD

LOVE CHECKS

B.J. Henning	9%	\$288.55
Angela Maxwell	9%	\$146.50
Danielle Durfee	9%	\$134.37
Fran McMonagle	8%	\$18.08

Lu Foley	4%	\$29.92
Page Knox	4%	\$3.52
Marnie Yunger	13%	\$663.04

Does not include Unit Commissions and Bonuses

START WITH A GOAL AND PLAN

Goal Setting

WHY SET GOALS?

- When goals are set, things happen!
- Goals make you feel good about yourself and provide attitude adjustments.
- Goals establish self-discipline, motivation, good habits, and patterns to follow.
- Goals give you direction and purpose, and take you where you want to go.
- A goal will stop others from controlling your life.

REASONS PEOPLE DON'T SET GOALS:

- They are not sold on the benefits.
- They feel it's safer not to.
- They fear commitment, failure, or success.
- They have a poor attitude or focus.
- They don't want to put in the effort.

SETTING A GOAL:

- Decide exactly what you want - be very specific.
- Aim high - you should have "butterflies." Stretch your limits.
- Create visuals. The subconscious mind accepts all information as fact & cannot distinguish between what is real and what is imagined & believed.
- Involve family members. Find out what's in it for them.
- Pick someone to emulate.
- Define where you are and where you need to be.
- Determine what you are capable of in a day, a week, a month & year.
- Write your goals in detail & talk about them with appropriate people.
- Focus on your goal daily. If a goal is not focused on for three days, it's as if it never existed.
- See goals as if they had already happened.
- Keep your FOCUS. (Follow One Course Until Successful.)
- Quitting is not an option.
- Set another goal immediately upon reaching a goal.

GOALS CAN BE NEGATIVE IF:

- They are too big.
- They are out of your sphere of interest.
- You believe luck is necessary to achieve it.
- You set your goal by comparing yourself with others' accomplishments.
- You are doing it for someone else.

S.M.A.R.T. GOALS

Specific
Measurable
Achievable
Relevant
Time-bound

THE GOAL CYCLE:



"Don't limit yourself. Many people limit themselves to what they think they can do. You can go as far as your mind lets you. What you believe, remember, you can achieve."

- Mary Kay Ash.

Updated June 2023 by [Logo]

New Seminar Year, New Possibilities! What will YOU accomplish this seminar year? Whether you're dreaming of your first Red Jacket, earning your way to Star Consultant, or walking across that stage at Seminar... it all starts with a clear goal and a bold plan!

Here's how to get started:

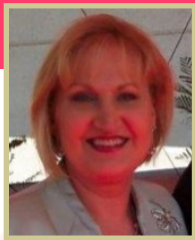
1. Reflect on last year – what worked, what didn't?
2. Visualize your BIG goal – picture it, feel it, BELIEVE it.
3. Break it down – monthly, weekly, even daily actions make it real!

Your business grows as YOU grow. Don't wait for motivation – create momentum by taking your first step today.

Download

Shooting for the Stars!

TOP IN SALES COMPANY COURT OF SALES



Fran McMonagle



Danielle Durfee



Gerry Schmidt

CONSULTANT

Fran McMonagle

Danielle Durfee

Gerry Schmidt

Angela Maxwell

Stephanie Hill

Page Knox

Cindy Martino

Linda Zerbe

Christina Smith

Kelly Brown

YTD RETAIL

\$40,084.00

\$34,721.00

\$29,888.00

\$23,305.00

\$15,152.00

\$8,401.00

\$8,035.00

\$7,946.00

\$7,831.00

\$7,440.00

TOP IN SHARING COMPANY COURT OF SHARING



Danielle Durfee

RECRUITER

Danielle Durfee

NEW TEAM MBERS

1

SEM QUAL

1

YTD

\$98.82

NEW National COURT OF SALES



NATIONAL

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

AREA

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

UNIT

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

National COURT OF SHARING



NATIONAL

24 Team Members

AREA

12 Team Members

UNIT

6 Team Members

Women Working with Passion

JUNE

\$100+ REORDERS

Danielle Durfee	\$3,009
Fran McMonagle	\$2,926

\$200+ WEEKS

Fran McMonagle	\$242/\$740/\$876/\$668/\$508
Danielle Durfee	\$518/\$670/\$2,160
Rosemary Fisher	\$705

SUMMARY SENDERS

Fran McMonagle
Danielle Durfee
Rosie Fisher
Marnie Yunger

\$800+ MONTH

Danielle Durfee	\$3,446
Fran McMonagle	\$3,034
Rosemary Fisher	\$870
Marnie Yunger	\$7,404

\$60+ FACIAL

Danielle Durfee	\$171/\$266
Fran McMonagle	\$108



\$1,000+ SALES

Danielle Durfee
Fran McMonagle
Marnie Yunger

INNER CIRCLE CLUB

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

Danielle Durfee

Fran McMonagle

Celebrating You!

AUGUST BIRTHDAYS

CONSULTANT	DATE
Cheryl Ceresna	4
Deborah Farnish	8
Christina Smith	11
Dolores Bergey	12
Teryl Mullan	12
Diana Spangler	26
Lori Gaul	27
Patty Paul	28
Lynnette Hearne	29
Judith Meme	30

MK ANNIVERSARIES

CONSULTANT	YEARS	CONSULTANT	YEARS
Fran McMonagle	45	Christina Smith	22
Linda Zerbe	39	Georgiana Glaeser	21
Lisa Kiefer	33	Lori Gaul	19
Rhonda Salak	27	Kathleen Ingalls	18
Jeri Lewis	25	Jeanette Connaughton	17
Angela Maxwell	25	Christina Niziolek	17
Deborah Farnish	25	Leah Stallings	8
Peggy Johnson	25	Laura Mitchell	3
Laurie Ermentrout	22	Heather Simon	2

LOOK WHO INVESTED

 Fran McMonagle	\$2,852.30	Georgiana Glaeser	\$260.00	Robin Kumm	\$228.00
 Danielle Durfee	\$2,480.90	B.J. Henning	\$257.00	Patricia Miyoshi	\$227.50
Gerry Schmidt	\$1,313.00	Patricia Harrison	\$255.50	Lisa Verani	\$227.20
Linda Zerbe	\$940.00	Lu Foley	\$252.00	Denielle Zollo	\$226.00
Stephanie Hill	\$869.00	Nancy Hafner	\$252.00	Jeri Lewis	\$225.70
Patty Paul	\$771.40	Shannon Deatrich	\$250.00	Melissa Wilson	\$225.50
Kelly Brown	\$752.50	Marybeth Kolodney	\$248.25	Patricia Bradley	\$225.00
 Angela Maxwell	\$705.60	Elizabeth Endres	\$248.00	Olivia Montes	\$221.00
Christina Smith	\$640.00	Rachele Dominick	\$241.00	Marsha Kuhn	\$108.00
Cindy Martino	\$573.00	Page Knox	\$239.00	Brenda Wido	\$88.00
Sue Chrome	\$566.50	Annette Vasquez	\$238.50	Marianne McLaughlin	\$85.00
Rosemary Fisher	\$547.50	Adriane Cirelli	\$235.00	Donna Scharfetter	\$84.00
Charlene Floyd	\$500.00	Rhonda Salak	\$232.00	JoAnn Keane	\$68.00
Janilyn Elias	\$498.00	Jane Long	\$231.00	Catherine Refice	\$45.00
Linda Stettler	\$320.00	Mary Grace Curran	\$230.00	Therese Roman	\$43.00
Sarah Copestake	\$279.00	Lorie McCafferty	\$229.00	 Marnie Yunger	\$3,939.50
Nettie Goodman	\$274.00	Beth Pellegrino	\$229.00		

 Year Long Consistency Achiever

"I have often said that we are doing something far more important than just selling cosmetics; we are changing lives." - Mary Kay Ash



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
Patricia Miyoshi
Rhonda Salak



STAR TEAM BUILDER

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



Cindy Martino
Fran McMonagle
Gerry Schmidt



TEAM LEADER/ ELITE TEAM LEADER/DIQ

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

Angela Maxwell
Danielle Durfee
B.J. Henning

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

MARY KAY makeover CONTEST

JUL 15- AUG 31

UNLEASH YOUR CONFIDENCE

Choose A Look | Re-Crete It | Share It With Us

CHAMPAGNE SHIMMER

GOLDEN HOUR

ISLAND BREEZE



CINNAMON GLOW

BERRY NOIR

MAUVE HAZE



Details

MAKEOVER CONTEST

The NEW Mary Kay Makeover Challenge starts 7/15!
Have you reached out to your customers to get those color appointments booked? Now's the perfect time to help them refresh their look and feel amazing!

PLUS, both YOU & your customer could each WIN a \$5,000 Gift Card!

Try this quick script to share with your customers:

"Hi [Name]! I'm excited to tell you Mary Kay just launched a new Makeover Challenge, and we both have a chance to win \$5,000 each just by participating! It's the perfect time to refresh your look with a personalized makeover. When would be a good time to book your appointment?"

Contests and Prizes

Seminar 2025/26

Year Long Contests

Receive beautiful gifts at our annual awards night

\$10,000 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

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

100 Faces

Star Consultant

~ Gift from your proud Director
~ **(any three months)** Prize to be announced
~ 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 - ear-
rings, 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 **L♥VE**™

POWER UP & GROW Seminar 2026 GOALS

I WILL BE A...

_____ by August 1st
 _____ by September 1st
 _____ by October 1st
 _____ by November 1st
 _____ by December 1st
 _____ by January 1st -Leadership Conference
 _____ by March 1st -Career Conference
 _____ by July 1st -Seminar 2026

Career Level	Active* Team Members
Senior Consultant	1-2
Star Team Member	3-4
Team Leader	5-7
Elite Team Leader	8+
DIQ	8+ Active Team Members by the 1st of the month to submit
Director	Build to 24 unit members w/ \$13,500 Unit Production in 1-3 months

*A consultant is considered active in the month she places a \$225 w/s order, and the following 2 months.

OTHER GOALS:

Number of Monthly Selling Appt: _____

Monthly Retail Goal: \$ _____

Quarterly Wholesale Goals: \$ _____

June 16-Sept. 15: \$ _____

Sept. 16-Dec. 15: \$ _____

Dec. 16-Mar. 15: \$ _____

Mar. 16- June 15: \$ _____

Monthly Team Building Appts: _____

of New Team Members per month: _____

Medal Goal (Gold=5, Silver=4, Bronze=3): _____

PCP Customers Enrolled Each Qtr: _____

of Quarters as a Star Consultant _____

Queen's Court of Sales



\$45,000 Retail Production
07/01/25-06/30/26

Queen's Court of Sharing

Add 24 Great Start Qualified*
Personal Team Members



*A Great Start-qualified team member is one who has \$600 or more in wholesale Section 1 products within their Great Start time frame.

POWER UP &
GROW
 SEMINAR 2026
 July 1, 2025 - June 30, 2026

Queen's Court
 of Sales



\$45k Personal Retail Production / \$22.5k Wholesale

\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500
\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500
\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500
\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500
\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500

Queen's Court
 of Sharing



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 marykaintouch.com

Tuesday July 29th via Zoom 7:30 our Annual Awards Night and back from Seminar-news!

Tuesday August 26th Zoom 7:30

conference call # is 605-313-5107
enter 669034

this number is on marnieyunger.com

SKIN CARE REGIMEN COMPARISON CHART

SKIN CARE REGIMEN COMPARISON CHART

TimeWise Repair® Moisturizer Set	TimeWise® Moisturizer Set	Mary Kay® Skin Care Line	Clear Proof® Acne System	MKMen® Regimen
Advanced signs of aging	Early to moderate signs of aging	No signs of aging	Mild to moderate acne	Early to moderate signs of aging
Powered by the RetinAid® Complex, TimeWise Repair® increases skin from the damage of the past and imparts a vision of youthfulness.	Reest the pace of skin's visible aging while supporting its natural repair with TimeWise RetinAid® Complex.	Entry level/ Simple skin care	Visibly clearer skin in 7 days!	From clearing to fighting, this visible sign of premature aging is thwarted. There's a clear face solution for every man's age.
Suitable for all skin types	Normal to Dry skin and Combination to Oily skin	Mary Kay® Hydrating Regimen designed for Normal to Dry skin. Mary Kay® Moisturizing Regimen designed for Combination to Oily skin.	Suitable for all skin types	Suitable for all skin types
Restores a firm appearance and the look of youthful volume.	Reinforces skin's ability to look its best longer with advanced moisture and nighttime routine.	Maintain clear, healthy skin in a few simple steps.	Clear up blemishes and help maintain a clear complexion.	Formulated with antioxidants and retinol to help fight free radicals, which come from the environment and can contribute to lines and wrinkles.

MARY KAY

Download

We have 5 unique skincare lines—each designed to target different skin types and concerns! From balancing sensitive skin to addressing anti-aging, there's a perfect solution for everyone!

Use the Skin Care Comparison Chart to:

- Compare features and benefits at a glance
- Match customers to the right products
- Make consultations simple and effective
- Build trust with personalized recommendations

This tool is perfect for helping customers choose—and fall in love with—their ideal MK skincare routine!

A BEAUTY BRIEFING WITH Marnie

Happy Mary Kay New Year!

What a pink and Powered Up year we had! Now it's time to gear up for new beginnings! July is one of the best months in Mary Kay. We have a full, fresh year ahead of us with endless possibilities.

Reflecting on the past year, here are a few steps to kick start your Mary Kay New Year:

Evaluate – How did your achievements line up with your goals?

Envision – Define a clear vision of where you see yourself a week, a month, a year from now.

Educate – What area(s) do you want to learn, grow or refine?

Embrace – Take on the year with enthusiasm and gusto!

Embark – Anything can be changed or achieved once the journey has begun!

I'm excited to see where the road ahead leads us this year!
We are better together!

Love and Belief,

Marnie

POWER UP & GROW

Earn this Mary Kay Packed Party Earring Set PLUS 400 Star Credits!

Details

SUPPORT YOUR
LE ORDER
AUGUST 2025

NEW MK CHALLENGE

Introducing a brand-new Mary Kay challenge designed to boost your momentum, grow your sales, and fuel your path to leadership!

Sell \$600+ in wholesale Section 1 products in BOTH July and August, and you will earn an exclusive Mary Kay Packed Party Earring Set and 400 Star Credits!

This is your moment to build consistency, confidence, and community. Whether you're aiming for more sales, more rewards, or just more FUN—this challenge was made for YOU. Are you ready to Power UP & Grow?!



Marnie Yunger

232 Log Cabin Rd

Perkasie, PA 18944

(215)766-7220 (office)

(215)858-8710 (cell)

important dates

Jul 1 - Mary Kay Seminar 2026 Begins

Jul 1 - Fall/Holiday PCP enrollment begins

Jul 4 - Independence Day

Jul 30 - Last day to place telephone orders

Jul 31 - Last day to place on-line orders

Aug 1 - Fall/Holiday PCP enrollment ends

Aug 29 - Last day to place telephone orders

Aug 31 - Last day to place on-line orders

Mindset Tips for a Beautiful Start

Believe BIG!

Trust in your potential.
Belief fuels action!



Progress > Perfection

Small steps lead to big wins.
Keep moving.



Speak Success

Positive self-talk creates positive results. Say it, see it, achieve it!

