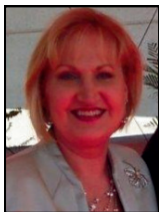




YUNGER & BETTER MILLIONAIRES

AUGUST NEWSLETTER WITH JULY RESULTS

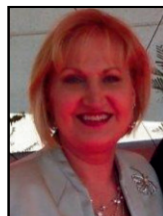
Queen of Retail



Fran McMonagle
\$2,116



Angela Maxwell



Fran McMonagle



Danielle Durfee

Queen of Wholesale



Angela Maxwell
\$1,102



Gerry Schmidt

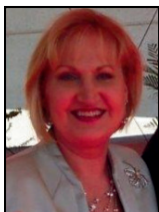


Diana Spangler



Marnie Yunger

Queen of Reorders



Fran McMonagle
\$1,986

Last Splash Summer Bundle



Looking for a fun way to boost August sales? Try offering a Last Splash Add-On to encourage larger orders before summer ends!

Customers can unlock special pricing based on their order:

- \$50 order → Add it for 20% OFF
- \$75 order → Add it for 30% OFF
- \$100 order → Add it for 50% OFF

Make it your own, share it on social, or offer it privately to your VIP customers. Have fun with it!

Top Check for July



Danielle Durfee
\$44

Back to School Bonus!



Who's ready to add a few new faces to your team this fall?

Back-to-school season naturally gets people thinking about fresh starts, flexible schedules, and extra income. This flyer is a great conversation starter with teachers, moms, college students, empty nesters, or anyone looking for something that fits around their life.

Share it on social media, send it in a text, or message someone who comes to mind. One conversation could make all the difference!



Quarter 1 On-Target Stars



Name	Whsl \$ + TB	Sapphire	Ruby	Diamond	Emerald	Pearl
Fran McMonagle	\$2,870.80	\$0.00	\$0.00	\$129.20	\$729.20	\$1,929.20
Danielle Durfee	\$1,930.50	\$0.00	\$469.50	\$1,069.50	\$1,669.50	\$2,869.50
Angela Maxwell	\$1,906.90	\$0.00	\$493.10	\$1,093.10	\$1,693.10	\$2,893.10
Gerry Schmidt	\$1,637.00	\$163.00	\$763.00	\$1,363.00	\$1,963.00	\$3,163.00
Stephanie Hill	\$1,152.00	\$648.00	\$1,248.00	\$1,848.00	\$2,448.00	\$3,648.00
Diana Spangler	\$601.00	\$1,199.00	\$1,799.00	\$2,399.00	\$2,999.00	\$4,199.00
Cindy Martino	\$555.60	\$1,244.40	\$1,844.40	\$2,444.40	\$3,044.40	\$4,244.40
Janean Wood	\$535.00	\$1,265.00	\$1,865.00	\$2,465.00	\$3,065.00	\$4,265.00
Beth Pellegrino	\$430.00	\$1,370.00	\$1,970.00	\$2,570.00	\$3,170.00	\$4,370.00
Laurie Ermentrout	\$421.00	\$1,379.00	\$1,979.00	\$2,579.00	\$3,179.00	\$4,379.00
Marnie Yunger	\$1,526.00	\$274.00	\$874.00	\$1,474.00	\$2,074.00	\$3,274.00



3 PARTY SUCCESS TIPS



CONFIRM THE HOSTESS
48 HOURS BEFORE.



FOCUS ON SHARING,
NOT SELLING.



ASK EVERY GUEST TO BOOK
THEIR OWN PARTY.

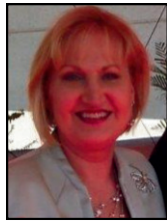


"We must have a theme, a goal, a purpose in our lives. If you don't know where you are aiming, you don't have a goal." — Mary Kay Ash

LET YOUR GOALS GROW **SALES LEADERS** COURT OF SALES



Angela Maxwell



Fran McMonagle



Danielle Durfee

CONSULTANT

Angela Maxwell

Fran McMonagle

Danielle Durfee

Gerry Schmidt

Diana Spangler

Janean Wood

Stephanie Hill

Cindy Martino

Beth Pellegrino

Rachele Dominick

YTD RETAIL

\$2,203.00

\$2,180.00

\$1,659.00

\$1,404.00

\$1,202.00

\$1,070.00

\$976.00

\$870.00

\$800.00

\$716.00

QUEENS' **COURT OF SALES**



QUEEN

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

PRINCESS

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

UNIT

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

Beauty in Your Morning Routine



DETAILS

What does YOUR morning routine look like?
Here's a simple one to try:

- Set your intention — what do you want today to feel like?
- 3 touches — a text, a call, or a DM to a customer or hostess
- 5 minutes of learning — book, podcast, or training video
- Tackle your #1 priority first — before life pulls you away

The beauty isn't in doing more — it's in doing the same few things consistently.

QUEENS' **COURT OF SHARING**



QUEEN

24 Team Members

PRINCESS

12 Team Members

UNIT

6 Team Members



WOMEN WORKING WITH PASSION JULY



\$100+ REORDERS

Danielle Durfee	\$406
Robin Kumm	\$265
Fran McMonagle	\$1,986
Lu Foley	\$760
Angela Maxwell	\$1,174

\$800+ MONTH

Angela Maxwell	\$1,559
Fran McMonagle	\$2,116

\$60+ FACIAL

Angela Maxwell	\$71
Fran McMonagle	\$130

\$200+ WEEKS

Lu Foley	\$234/\$258/\$214
Danielle Durfee	\$406
Robin Kumm	\$265
Fran McMonagle	\$538/\$716/\$658
Angela Maxwell	\$879/\$532

\$200+ CLASS

Angela Maxwell	\$314
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BASICS SOLD

Fran McMonagle	1
Angela Maxwell	4

SUMMARY SENDERS

Danielle Durfee
Robin Kumm
Fran McMonagle
Gerry Schmidt
Angela Maxwell
Lu Foley



\$1,000+ SALES



Angela Maxwell
Fran McMonagle



INNER CIRCLE CLUB



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

Angela Maxwell



ANOTHER YEAR OF FABULOUS SEPTEMBER CELEBRATIONS



BIRTHDAYS

MK ANNIVERSARIES

CONSULTANT	DATE	CONSULTANT	DATE	CONSULTANT	YEARS
Christina Niziolek	4	Robin Kumm	18	Teryl Mullan	35
Linda Ellison	6	Nettie Goodman	19	Patty Paul	23
Rhonda Salak	7	Malina Bowers	20	Johanna Washington	21
Alison Hadden	9	Linda Zerbe	23	Marybeth Kolodney	11
Shannon Deatrich	11	Janilyn Elias	27	Robin Kumm	3
Vera Bunch	15	Azi Colling	28		

INVESTING IN GROWTH... GLOWING WITH PURPOSE

Angela Maxwell	\$1,101.50	Lu Foley	\$286.00	Marsha Kuhn	\$101.50
Fran McMonagle	\$1,090.00	Marybeth Kolodney	\$276.00	Denielle Zollo	\$99.00
Danielle Durfee	\$829.50	Susan Parenteau	\$266.00	Christina Niziolek	\$96.00
Gerry Schmidt	\$702.00	Linda Haney	\$242.00	MaryAnn Black	\$83.00
Diana Spangler	\$601.00	Marguerite Furyk	\$235.50	Lorie McCafferty	\$77.00
Janean Wood	\$535.00	Teryl Mullan	\$232.00	Elizabeth Endres	\$76.00
Stephanie Hill	\$488.00	Patricia Casciano-Light	\$225.00	Pam Smart	\$70.00
Cindy Martino	\$435.00	JoAnn Keane	\$178.00	Laurie Ermentrout	\$62.00
Beth Pellegrino	\$400.00	B.J. Henning	\$173.00	Cindy Miedwig	\$61.00
Rachele Dominick	\$358.00	Carolyn Degnan	\$142.00	Jeri Lewis	\$56.00
Tracey Hanwell	\$305.00	Michelle St. Dennis	\$130.00	Therese Roman	\$10.00
Christina Smith	\$287.00	Robin Kumm	\$115.00	Marnie Yunger	\$997.00



GROWIN' AND

GOIN' UP

SENIOR CONSULTANT

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

Laurie Ermentrout
Lu Foley
Linda G. Haney
B.J. Henning
Stephanie Hill
Page Knox
Cindy L. Martino
Fran A. McMonagle
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
30-50% Earned Discount Privilege

Danielle B. Durfee
Patricia I. Miyoshi



READY IN RED
MK CONFIDENT MODULE



TEAM LEADER ELITE TEAM LEADER DIQ

TL: 5-7 Active Team Members
ETL: 8+ Active Team Members
9 or 13% Commissions
30-50% Earned Discount Privilege

Angela M. 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



LOVE CHECKS



Danielle Durfee	6%	\$43.77	Fran McMonagle	4%	\$7.28
Angela Maxwell	9%	\$35.19	Linda Haney	4%	\$3.84
B.J. Henning	4%	\$33.18	Lu Foley	4%	\$3.04
Stephanie Hill	4%	\$24.04	Gerry Schmidt	4%	\$2.48
Cindy Martino	4%	\$21.40	Marnie Yunger	9%	\$240.80
Does not include Unit Commissions and Bonuses					

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 Aug 18th 7:30 Zoom
"Connection for the month and new products"

Tuesday Sept 8th 7:30 Zoom
"Here we go"

A BEAUTY BRIEFING WITH MARNIE

Let's get amped up for August! Whether you want to make a little extra cash, a big impact or just to be a part of the best sisterhood, this is a great time to reenergize you and your business.

Here are a few ideas to keep your momentum going

- Share the opportunity. Mary Kay Ash believed that one woman CAN make a difference. MK tools like Shop with me, digital Look Books and apps make it easier than ever to share the news about our amazing products and opportunities. Who do you know that could use a little pink in their life?
- Stay sharp, connected and tuned in. Pick a new product each week to research, share and demo. With skincare, glamor and seasonal products, we have something for everyone!
- Add a party or guest event to your calendar. How full do you want your planner? Do you see 3, 5 or 10 events in your future? Adding even one guest event to your date book will boost your excitement and keep your momentum moving forward.

Let's keep the spark going and our time and activities intentional. I am always here to guide and support and would love to hear from you!

Love and Belief,

Marnie

WHILE SUPPLIES LAST!

Exciting News! The Special-Edition Skinvigorate™ Duo Facial Device is now available for all beauty consultants, while supplies last!



Why you'll love it:

- Elevates your customers' skin care routine
- Makes a beautiful gift or personal treat
- A great way to spark conversations about skin care

Available while supplies last, so don't wait if you'd like to add one to your next order!



PCP Enrollment Ends on August 17th.
Don't miss the opportunity to have your customers receive the beautiful Fall/Holiday Look Book in the mail and then you get to be among the first to order the new seasonal products.



FIRST HALF
HUSTLE
AUGUST

**SELL THE
SUMMER**

GOAL: 

**HIT \$300 IN SALES
IN AUGUST!**

**By the 15th = 10 points
After the 15th = 5 points**

*Clear summer
inventory and build
fall momentum!*

Back To School

SHOPPING LIST

Enjoy \$10 FREE when your order is over \$100!

☐ PENCILS

Lip, Eye, or Brow



BUY 2,
GET 1
Free



ALL
FRAGRANCE
ITEMS FOR MEN
AND WOMEN

☐ ERASERS

Foundations, Concealers,
Age-Fighting and Repair items.



20% off

☐ PAINTS

Cheek and Eye Color



BUY 1,
GET 2ND
1/2 off



30%
off

☐ CRAYONS

All Lip Color



BUY 1,
GET 2ND
1/2 off



SATIN HANDS
PAMPERING SET



20%
off

☐ BACKPACKS & CARRYING CASES

Buy everything you need to fill it and
receive the compact at 20% off.



20% off

NOW THRU AUGUST 31

Why be a Star Consultant?

WHAT IS A STAR CONSULTANT?

Each quarter you sell enough product to place an accumulated \$1,800 or more wholesale order, you will achieve Star status.

WHY YOU SHOULD BE A STAR?

- Achieve Star and accumulate credits as you place wholesale orders and add Qualified Team Members
- Redeem points right away or save them for a big super achiever prize!
- YOU pick the prize that motivates you the most.

WORK. EARN. SAVE. REDEEM. ACHIEVE.

BE AN ALL STAR!

When you earn Star consultant all 4 quarters of the seminar year (July through June) you can earn a bonus reward at Seminar 2027!



Achieve Star!

The best way to earn your Star is to set goals. Make your goals S.M.A.R.T. and keep them in front of you with a goal poster or electronic reminders.

SPECIFIC: IDENTIFY WELL DEFINED AND CLEAR GOALS.

Instead of "Work harder" (This is too vague)

- ✓ Use something specific like: "Stay on target by selling \$1200 retail and placing a \$600 wholesale order each month."

MEASURABLE: GOALS SHOULD BE QUANTIFIABLE AND NOT VAGUE.

Instead of "Sell more skincare sets" (This isn't specific)

- ✓ Use something specific like: "Sell 2 skincare sets by the end of the week"

ATTAINABLE: GOALS CAN BE A STRETCH, BUT THEY SHOULD ALSO BE REALISTIC.

Instead of "Make a million dollars in one day" (This is unrealistic)

- ✓ Use something specific like: "Have a \$1,000 week"

RELEVANT: GOALS SHOULD MATCH YOUR FOCUS.

Instead of "Go to the car wash every week" (This does not match your focus)

- ✓ Finish \$800 weeks, week in and week out to reach Queens Court of Sales

TIME-BASED: GOALS WITH DEFINITIVE TIMELINES ARE MORE OFTEN ACHIEVED.

Instead of "Share the opportunity" (This has no timeline)

- ✓ Use something specific like: "Share the opportunity with 5 new people this week"

IDEAS:

Find your focus and work in your joy zone – whether it's in person parties, virtual, or a combination, sharing your dreams and goals will help keep you focused and accountable.

Sell 24 items in 24 hours

Follow up with skincare clients – Offer a discount for a new beauty or supplement purchase

Host a Shake up your make up bag party

Demo a new product to 5 or more people every week

Contests and Prizes 2026/27

Seminar

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 2027 - 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**

YUNGER & BETTER MILLIONAIRES



MARNIE YUNGER

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

IMPORTANT DATES

Aug 28 - Last day to place telephone orders
Aug 31 - Last day to place on-line orders
Sep 7 - Labor Day
Sep 13 - Mary Kay 63rd Anniversary
Sep 16 - Winter PCP enrollment begins
Sep 29 - Last day to place telephone orders
Sep 30 - Last day to place on-line orders
Oct 17 - Winter PCP enrollment ends

POINTS TO PARADISE
INDEPENDENT BEAUTY CONSULTANT CHALLENGE

May 1 – Oct. 31, 2026

Use this tracking sheet to chart your course!

1 circle = 5,000 points.
As you earn points, fill in a circle to watch your adventure set sail.

Ready to set sail? Discover the full challenge details on Mary Kay InTouch*.

75,000 POINTS
You're cruising into victory; way to go!
\$2,000 Royal Caribbean Cruise Voucher

50,000 POINTS
You've got this in the bag; don't stop now!
Black bag

25,000 POINTS
Your future's looking bright; keep it up!
Sunglasses

START

MARY KAY

DOWNLOAD

Points to Paradise Challenge

Gucci, Ferragamo, AND a cruise?! Yes, really!

The Points to Paradise Challenge runs **May 1 – Oct. 31** and the rewards are giving luxury vacation energy! Earn points through your sales and team and work your way up to a \$2,000 Royal Caribbean Cruise Voucher!!

DETAILS

