

YUNGER
AND
BETTER

Millionaires



UNIT GOALS 65 STARS 2 OFFSPRING DIRECTORS \$650,000 CIRCLE OF EXCELLENCE

March Newsletter with February Results

Queen of Retail Queen of Wholesale Queen of Reorders Top Check for February



Fran McMonagle
\$2,501



Fran McMonagle
\$1,473



Fran McMonagle
\$2,378



Linda Haney
\$100

CC Challenge WINNERS



Fran McMonagle



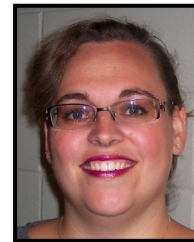
Maud Palmer



Angela Maxwell



Gerry Schmidt



Patty Paul



Marnie Yunger



Achieved the Embrace Your Dreams Challenge in Dec, Jan and Feb.

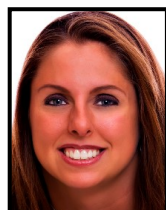
Our Proud REDS



Maud Palmer



Linda Haney



Sarah Boyer



Lu Foley



Mary Taylor



Fran McMonagle



Anamaria Hazel



Angela Maxwell

On-Target STARS

Star Consultant Program
Dec. 16 to Mar. 15, 2017

MARY KAY



Consultant	Current	Sapphire	Ruby	Diamond	Emerald	Pearl
FRAN MCMONAGLE	\$3,081.75	*****	*****	STAR	\$518.25	\$1,718.25
GERRY SCHMIDT	\$2,704.25	*****	STAR	\$295.75	\$895.75	\$2,095.75
ANGELA MAXWELL	\$2,316.55	STAR	\$83.45	\$683.45	\$1,283.45	\$2,483.45
CINDY MARTINO	\$1,628.00	\$172.00	\$772.00	\$1,372.00	\$1,972.00	\$3,172.00
MAUD PALMER	\$1,468.75	\$331.25	\$931.25	\$1,531.25	\$2,131.25	\$3,331.25
LAURIE ERMENTROUT	\$1,216.55	\$583.45	\$1,183.45	\$1,783.45	\$2,383.45	\$3,583.45
PATTY PAUL	\$1,216.50	\$583.50	\$1,183.50	\$1,783.50	\$2,383.50	\$3,583.50
LU FOLEY	\$1,002.55	\$797.45	\$1,397.45	\$1,997.45	\$2,597.45	\$3,797.45
SUSAN SAUTNER	\$654.00	\$1,146.00	\$1,746.00	\$2,346.00	\$2,946.00	\$4,146.00
LINDA HANEY	\$634.05	\$1,165.95	\$1,765.95	\$2,365.95	\$2,965.95	\$4,165.95
CHARLENE FLOYD	\$601.55	\$1,198.45	\$1,798.45	\$2,398.45	\$2,998.45	\$4,198.45
JOSI SMITH	\$601.00	\$1,199.00	\$1,799.00	\$2,399.00	\$2,999.00	\$4,199.00
LINDA STETTLER	\$533.25	\$1,266.75	\$1,866.75	\$2,466.75	\$3,066.75	\$4,266.75
RHONDA EMBARDINO	\$524.50	\$1,275.50	\$1,875.50	\$2,475.50	\$3,075.50	\$4,275.50
MARYANN BLACK	\$488.50	\$1,311.50	\$1,911.50	\$2,511.50	\$3,111.50	\$4,311.50
ALICE GONDECK	\$485.75	\$1,314.25	\$1,914.25	\$2,514.25	\$3,114.25	\$4,314.25
BARBARA FLETCHER	\$467.00	\$1,333.00	\$1,933.00	\$2,533.00	\$3,133.00	\$4,333.00
PAM SMART	\$466.55	\$1,333.45	\$1,933.45	\$2,533.45	\$3,133.45	\$4,333.45
JANIS INNOCENTI	\$459.50	\$1,340.50	\$1,940.50	\$2,540.50	\$3,140.50	\$4,340.50
LISA BROWN	\$430.50	\$1,369.50	\$1,969.50	\$2,569.50	\$3,169.50	\$4,369.50
MARY TAYLOR	\$430.00	\$1,370.00	\$1,970.00	\$2,570.00	\$3,170.00	\$4,370.00
ROSEMARY FISHER	\$429.00	\$1,371.00	\$1,971.00	\$2,571.00	\$3,171.00	\$4,371.00
GEORGIANA GLAESER	\$420.00	\$1,380.00	\$1,980.00	\$2,580.00	\$3,180.00	\$4,380.00
PAMELA BERNET	\$417.00	\$1,383.00	\$1,983.00	\$2,583.00	\$3,183.00	\$4,383.00
TARA WALTER	\$414.50	\$1,385.50	\$1,985.50	\$2,585.50	\$3,185.50	\$4,385.50
KATHY HAHN	\$403.50	\$1,396.50	\$1,996.50	\$2,596.50	\$3,196.50	\$4,396.50
MARNIE YUNGER	\$3,495.00	*****	*****	STAR	\$105.00	\$1,305.00



April

CELEBRATIONS

Happy Birthday

Birthdays	Day
Marion W. Bauer	2
Patricia Harrison	3
Kris Ordinsky-Parks	5
Lynne S. Petzold	5
Liduvina Caserta	6
Melissa Wilson	11
Kathleen K. Ingalls	14
MaryAnn Black	22
Wendy Griffin	23
Janean H. Wood	23
Adriane Cirelli	24
JoAnn D. Keane	25
Pamela Bernet	29

Happy MK Anniversary

Anniversaries	Years
Karen Vermillion	33
Beth Pellegrino	26
Dolores R. Bergey	25
Lori S. Holder	22
Laura A. Korell	18
Melissa Wilson	18
Marguerite S. Furyk	16
Jackie G. McKenzie	15
Rosemary H. Fisher	15
Rusty E. Johnson	15
Jan S. Yunger	13
Azi Colling	12
Lauren A. Plocharski	10
Rhonda M. Embardino	7
Barb P. Schran	6
Jennifer Pellegrino	6
Sherrin L. Sundstrom	6
Wendy Griffin	6
Audrey C. Johnson	4
Carolyn L. Seitz	4
Rebecca L. Hansell	3
Lynnette Hearne	3
Elizabeth Kruzits	2

I'M  ALL IN!
#teamMK

Women Working with Passion in February

\$100+ REORDERS

Maud Palmer	\$1,233
Gerry Schmidt	\$699
Angela Maxwell	\$1,161
Patty Paul	\$616
Lu Foley	\$831
Alice Gondeck	\$444
Fran McMonagle	\$2,378
Marie Costello	\$1,625
Rosie Fisher	\$239
Barbara Allcroft	\$310
Laurie Ermentrout	\$878

\$200+ WEEKS

Maud Palmer	\$327/\$233/\$348/\$326
Fran McMonagle	\$514/\$660/\$326/\$908
Gerry Schmidt	\$305/\$273
Alice Gondeck	\$251
Angela Maxwell	\$302/\$418/\$1,044/\$349
Patty Paul	\$254/\$254
Lu Foley	\$441/\$314
Rosie Fisher	\$207
Barbara Allcroft	\$223
Laurie Ermentrout	\$638

SUMMARY SENDERS

Alice Gondeck
Maud Palmer
Fran McMonagle
Angela Maxwell
Gerry Schmidt
Barbara Allcroft
Patty Paul
Lu Foley
Chris Hanson
Laurie Ermentrout
Fran Nase
Marie Costello
Rosie Fisher

\$800+ MONTH

Fran McMonagle	\$2,501
Patty Paul	\$1,246
Laurie Ermentrout	\$878
Maud Palmer	\$1,233
Angela Maxwell	\$2,113
Marie Costello	\$1,625

\$60+ FACIAL

Lu Foley	\$181
Fran McMonagle	\$112/\$72
Angela Maxwell	\$418/\$534
Alice Gondeck	\$100/\$100/\$100

BASICS SOLD

Alice Gondeck	3
Lu Foley	3
Angela Maxwell	1

\$1000+ Sales

Fran McMonagle
Patty Paul
Maud Palmer
Angela Maxwell
Marie Costello

On Target Consistency Club

\$450 and \$600

Fran McMonagle
Patty Paul
Maud Palmer
Angela Maxwell
Gerry Schmidt

\$300

Laurie Ermentrout
Lu Foley

Look who Invested this Month

Name	Amount
Fran A. McMonagle	*\$1,473.25
Gerry Schmidt	*\$1,216.25
Angela Maxwell	*\$1,200.50
Susan R. Sautner	*\$654.00
Maud B. Palmer	*\$635.75
Patty Paul	*\$606.50
Lu Foley	*\$602.55
MaryAnn Black	\$488.50
Barbara J. Fletcher	\$467.00
Pam J. Smart	\$466.55
Janis S. Innocenti	\$459.50
Pamela Bernet	\$417.00
Laurie Ermentrout	\$409.50
Sheila L. Sabatine	\$366.50
Lisa K. Brown	\$350.50
Rosemary H. Fisher	\$318.50
Linda Stettler	\$303.25
C. Viktora-Sewell	\$295.00
Christine Hanson	\$290.00
Dolores R. Bergey	\$272.55

Name	Amount
Joan K. Buck	\$270.50
Antionette Etts	\$266.00
Barbara M. Allcroft	\$262.00
Patricia I. Miyoshi	\$252.25
Catherine C. Refice	\$249.15
Teresa Vinson	\$247.00
Dia Mantakounis	\$239.00
Christina M Niziolek	\$233.00
Carolyn A. Degnan	\$233.00
Stephanie A. Taylor	\$232.50
Kathleen K. Ingalls	\$232.00
Shelley Desman	\$230.00
Kathleen A. Brozyna	\$230.00
Denielle Zollo	\$230.00
Anamaria C. Hazel	\$229.50
Caroline K. Chestnut	\$229.50
Odilia Sexto	\$229.00
Barbara G. Leistrum	\$229.00
JoAnn D. Keane	\$226.50
Nadja D. Newhall	\$225.75

Name	Amount
Lauren A. Plocharski	\$225.50
Christina C. Smith	\$225.50
Ann Marie Sher	\$225.50
Margaret Thoresen	\$225.00
Lynne S. Petzold	\$225.00
Deborah A. Farnish	\$225.00
Georgiana H. Glaeser	\$193.00
Jeri J. Lewis	\$114.00
Linda G. Haney	\$111.50
Laura Hunt	\$85.75
Mary A. Taylor	\$82.50
Jennifer Pellegrino	\$53.00
Brooke Harvey	\$47.00
Rachele L. Dominick	\$28.00
Cindy L. Martino	\$24.00
Frances J. Nase	\$22.00
Peggy A. Jubar	\$18.50



* Earned the "Embrace Your Dreams" Bracelet for February

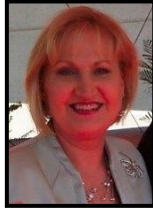
Shooting for the STARS

Top in Retail Sales

Company Court of Sales



Gerry
Schmidt



Fran
McMonagle



Angela
Maxwell

Consultant		Retail	YTD PCP	YTD Retail
1	Gerry Schmidt	\$25,422.00	\$6,820.00	\$32,242.00
2	Fran A. McMonagle	\$21,330.10	\$4,717.00	\$26,047.10
3	Angela Maxwell	\$14,436.30	\$4,305.20	\$18,741.50
4	Maud B. Palmer	\$11,604.50	\$3,393.00	\$14,997.50
5	Laurie Ermentrout	\$9,318.10	\$3,700.00	\$13,018.10
6	Cindy M. Miedwig	\$7,411.50	\$2,464.00	\$9,875.50
7	Christina C. Smith	\$6,730.90	\$2,754.00	\$9,484.90
8	Alice L. Gondeck	\$4,592.00	\$3,136.00	\$7,728.00
9	Cindy L. Martino	\$5,543.00	\$1,665.00	\$7,208.00
10	Patty Paul	\$5,724.50	\$903.00	\$6,627.50

Top Team Builders

Company Court of Sharing



Susan Sautner

Recruiter

Susan Sautner

New Team Members

1

YTD Comm

\$34.87

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



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 :Dolores R. Bergey
Connie Jones

Recruiter :Lisa K. Brown
Caroline K. Chestnut
Beverly Vitek

Recruiter :Laurie Ermentrout
Kathleen K. Ingalls
Josi Smith
* Carrie A. Lager

Recruiter :Christine Hanson
Kathy A. Hahn

Recruiter :Janis S. Innocenti
Rosemary H. Fisher
Adriane Cirelli
Doris E. Diaz

Recruiter :Page Knox
Brenda L. Wido

Recruiter :Cindy L. Martino
Susan R. Gold
Patti D. Martino
* Kathy Thompson
* Janean H. Wood

Recruiter :Maria Older
Odilia Sexto

Recruiter :Beth Pellegrino
Pamela Bernet
Jennifer Pellegrino
* Margaret A. Stahelek

Recruiter :Gerry Schmidt
Laurie Ermentrout
Barbara J. Fletcher
* Josefa Alegre

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
Karen K. Brown
Liduvina Caserta
Audrey C. Johnson
Teresa Vinson
* Elaine Kady
* Barb P. Schran
* Carolyn L. Seitz

Recruiter :Angela Maxwell
Maryellen Curran
Marybeth Kolodney
Dia Mantakounis
Bridget R. Young

Recruiter :Maud B. Palmer
Deborah A. Farnish
Marguerite S. Furyk
Mary Kay Roehr
Christina C. Smith
* Barbara C. D'Antonio
* Wendy Griffin
Linda M. Partin
Susan D. Sinkler

Recruiter :Sarah I. Schudel-Boyer
Amy Ibanez-Ohm
Patty Paul
C. Viktora-Sewell
Sherrin L. Sundstrom
Johanna L Washington

Recruiter :Mary A. Taylor
Kathryn A. Chase
Antionette Etts
Peggy A. Jubar
* Cheryl A. Ceresna
* Carol J. Howard
* Ali Jacob
* Kathleen MacDonnell
Sarah T. Cleaveland
Charlotte B. Hill

Team Leader/ Future Director

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



Recruiter :Linda G. Haney
Shelley Desman
Georgiana H. Glaeser
Barbara G. Leistrum
Nadja D. Newhall
Christina M Niziolek
* Beth Bridges
* Joyce A. Lang
Alison L Dudenbostel
Schawanda Gittens
Margaret Quinn
Heather M. Simon

Recruiter :Fran A. McMonagle
Denise K. Alderfer
Dolores R. Bergey
MaryAnn Black
Marianne L. Buehler
Christine Cucchiaro
Carol Puzzella
Denielle Zollo
* Susan M. Woehr
Robin Hubner

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

B.J. Henning
Gloria Walker
Jennifer Tito

2nd Line

Naomi Schenk
Renee Delescavage

Be a STAR
Consultant

Hold 2 Classes

Sell 2 *Enchanted
Wish* Fragrances

Attend all Success
Meetings

Hold 5 Interviews

Sell 2 *Light
Reinvented*
Lip Oils

YUNGER MILLIONAIRES MARCH PROMOTION

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

Color in the SHAMROCKS when you have completed each activity.

Please return to me by the 5th of April.

NAME: _____

6 Shamrocks



Section 2 Love
Package

12 Shamrocks



Starbucks Gift Card

18 Shamrocks



Love Package &
Dream Clover Bracelet

24 Shamrocks



Fun Summer Tote
(choice color)

Sell an *Enchanted
Wish* Body Gel and
Lotion

Add 1 New
Team Member

Give 5 sincere
compliments in 1
day

Hand out 5
Business Cards

Submit your WAS
sheet each Monday

Sell a TW
Repair Set

Have a \$100
Day & Tell your
Director

5 Customer Calls
(must talk with
them)

Add 1 New
Team Member

Sell a TW
Repair Set

Complete a
Power Start

Get 10 Referrals
in 1 day

Order \$600 Whsl

Sell \$500 in 1
Week

Sell \$300 in 1
Week

Add 1 New
Qualified Team
Member

Sell a
Miracle Set

Order \$225
Whsl

Hold 2
Classes

Order \$650
whsl

What will you win this Quarter?



\$300 Consistency Club

Order \$300 wholesale every month, January through June, and win this darling **FOLLOW YOUR DREAMS** MK cosmetic bag!

\$450 Consistency Club

Order \$450 wholesale every month, January through June, and win this fabulous **FOLLOW YOUR DREAMS** hang up toiletry case!



\$600 Consistency Club

Order \$600 wholesale every month, January through June, and win this fabulous **FOLLOW YOUR DREAMS** hang-up toiletry case and receive the **Embrace Your Dreams** bracelet from Mary Kay!



Order \$1800 total from December 16, 2016 through March 15, 2017 and win a fabulous prize from Mary Kay!!

When we have 8 Stars or more....I will have a \$50 cash drawing for one of our SMART STARS!!

Marnie Yunger ~Yunger Millionaires

CONTESTS & PRIZES

Seminar 2017

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.

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**™

MARY KAY®



Two-step over to Gilley's for the **Seminar 2017 prize party.**

Throw on your diamonds, grab your boots and two-step on over!
You won't want to miss this Texas-glam come-and-go celebration!

• • • • •

Prize party achievers will include Independent Beauty Consultants and Independent Sales Directors who are:

- *All-Star* Star Consultant Consistency Challenge achievers.
- New Director Class Independent Sales Directors who debuted from Aug. 1, 2016, through Jan. 1, 2017.
- New Director Class Independent Sales Directors who debuted from Feb. 1, 2017, to July 1, 2017 and their Senior Sales Director.

Achievers will celebrate at this come-and-go event where they'll pick up their prize(s) and receive a sparkle-licious Bling Button on their badges.

• • • • •



Get prepped in pink to pick up your prizes, and stay tuned for new challenges to be revealed April 1, 2017.

MARY KAY



Embrace Your Dreams Seminar Challenge ***March 1 – June 30, 2017***

Your All In success can fuel the Year of Your Dreams, and now you can show that commitment at Seminar. You can qualify to earn an invitation to the Dream Big in Big D Seminar 2017 prize party at Gilley's where you will receive the special Seminar Embrace Your Dreams bracelet which encourages you to follow Mary Kay Ash's lead and "Do It Now." You will earn these two wonderful rewards if you are:

- An **Independent Beauty Consultant or Independent Sales Director** who achieves the *Embrace Your Dreams* Challenge in March, April, May and June.
- A **NEW Independent Beauty Consultant** whose Independent Beauty Consultant Agreement is received and accepted by the Company in the months of March, April or May and who achieves the *Embrace Your Dreams* Challenge in the month her Agreement is accepted and each of the following months during the contest period. New Independent Beauty Consultants with Agreements received and accepted by the Company in the month of June are not eligible.

To find out more about this exciting challenge, visit *Mary Kay InTouch®*. Get ready to show off your new bracelet at Seminar 2017!



MARY KAY
SEMINAR
2017



Upcoming Events

Tuesday March 7 – our ‘Pow Wow’ meeting here at Marnie’s, 7 p.m

Tuesday March 14th - Conference Call for All, 8 p.m

Wednesday March 15th - last day for Star Consultant

Tuesday March 21st - Conference call for All, 8 p.m

Tuesday March 28th - Pow Wow meeting --- Awards for February --- Marnie’s house, 7 p.m

Friday / Saturday March 31st and April 1st - Career Conference Atlantic City (other location around the country also)

Tuesday , April 4th - Valley Forge Workshop, 7 to 9

Tuesday April 11th - our “Pow Wow” meeting, 7pm, Re Cap of Career Conf Marnie’s Career Conference

Check out our website:

www.marnieyunger.com

newsletter dates - conf call phone number - contests - tons of education

A Note

From Marnie

Happy March! Well, we are rounding the last corner of Seminar 2017. These last 4 months will be busy if you are laser focused on your goals. Ask yourself, is what I am doing now helping me reach my seminar goals? You may have to delegate or even say NO to some things. When you are working towards a goal, you have to stay FOCUSED and DETERMINED.

Are you tracking your activity? If you want to reach your goals, tracking your activity gives you the ability to see why you are getting the results you are getting. You have to first make a commitment to reach your goal, then plan your work, and finally you must work your plan; and tracking your activity will help you stay the course.

little activity produces little results

BIG Activity produces BIG Results

This is the final stretch of this year's journey, when you will find out what you're really made of. These are the moments you will find out just how much you want to live out your dreams. These are the times when your character is built. Success Meetings, inTouch, me (your Sales Director), surrounding yourself with uplifting people and only allowing positive thoughts to take root in yourself will help you stay focused on what matters. There will be highs and lows in your business, but what you choose to focus on will determine your level of achievement and success.

With Love,

Marnie

13% Recruiter Commission Level

Marnie R. Yunger	\$721.14
(does not include unit commissions & bonuses)	

9% Recruiter Commission Level

Linda G. Haney	\$99.97
Fran A. McMonagle	\$89.19

4% Recruiter Commission Level

Sarah Schudel-Boyer	\$36.06
Gerry Schmidt	\$35.06
Mary A. Taylor	\$29.18
Maud B. Palmer	\$18.02

Janis S. Innocenti	\$12.74
Marion W. Bauer	\$11.60
Anamaria C. Hazel	\$9.88
Angela Maxwell	\$9.56
Laurie Ermentrout	\$9.28
Lisa K. Brown	\$9.18
Maria Older	\$9.16

Paychecks from
the Heart

Younger and Better Millionaires



Marnie Yunger

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

Important Dates

Mar 12: Daylight Savings Time
Mar 15: Quarter 3 Star Consultant Ends
Mar 16: Quarter 4 Star Consultant Begins
March 24 Week One of
CAREER CONFERENCE
March 31 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



MK University offers powerhouse
education at your fingertips.

MARCH
embrace
YOUR DREAMS



Earn your Embrace Your Dreams
Bracelet when you order \$600 whsl
in MARCH. Orders may be
cumulative.

CONSISTENCY IS KEY