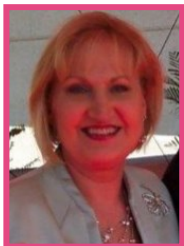


Yunger & Better Millionaires

APRIL NEWSLETTER WITH MARCH RESULTS

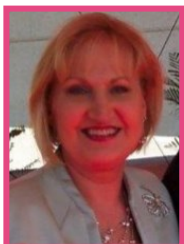


Queen of Retail



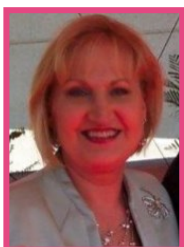
Fran McMonagle
\$3,236

Queen of Wholesale



Fran McMonagle
\$1,576

Queen of Reorders



Fran McMonagle
\$2,909

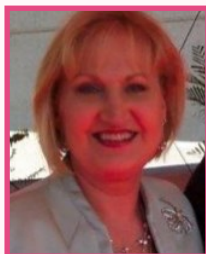
Top Check for March



Angela Maxwell
\$199



Golden Rule March Achievers



Fran McMonagle



Danielle Durfee



Gerry Schmidt



Angela Maxwell



Stephanie Hill



Marnie Yunger

"The greatest pollution problem we face today is negativity. Eliminate the negative attitude and believe you can do anything." - Mary Kay Ash

New Makeover Contest!

Create your own era-inspired makeup look from the '60s to the present. Your unique look could win \$1,500 and FREE MK products!



1

Book a color appointment with your MK Consultant to create an era-inspired look.

2

Complete the entry form on the contest website and submit a photo of your look with a caption detailing how your look is inspired by Then, Now or Always.

APRIL 3 - MAY 12, 2023



SCAN ME TO ENTER

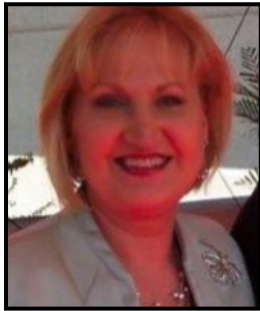
Makeover Contest... Then. Now. Always.

NEW Spring makeover contest... "Then. Now. Always." Make sure your customers know about this fun way to try a new look, and be entered to win BIG prizes- when THEY win, YOU win! Check out the details and start booking your appointments!

Details



Quarter 3 Star Achievers



Fran McMonagle
Emerald



Gerry Schmidt
Diamond



Danielle Durfee
Ruby



Stephanie Hill
Sapphire



Cindy Martino
Sapphire



Angela Maxwell
Sapphire



Marnie Yunger
Diamond



Love Checks

Marnie Yunger	13%	\$522.73
(does not include unit commissions & bonuses)		
Angela Maxwell	13%	\$199.03
Danielle Durfee	9%	\$ 94.77
B.J. Henning	8%	\$114.68
Fran McMonagle	8%	\$ 40.28

Cindy Martino	4%	\$ 21.64
Lu Foley	4%	\$ 19.32
Gerry Schmidt	6%	\$ 14.40
Linda Haney	4%	\$ 11.12
Linda Stettler	4%	\$ 10.28
Page Knox	4%	\$ 9.04

April Customer Special



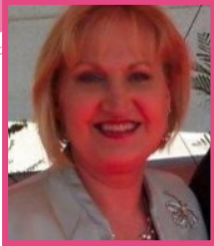
Want to boost your sales this month? Encourage your customers to add on to their orders with this special promo! Radiant skin is always in! Grab what you need this month and snag an extra special something at half off! Here are some of my favorites this month:

- Hydrogel Eye Patches - depuff, soothe, & calm your eyes in the morning
- Micellar Water - quick clean & prewash without a sink
- Advanced Lifting Serum - firming, lifting, anti-aging game changer

Download

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
Laurie Ermentrout
B.J. Henning

YTD Retail

\$30,003.00
\$25,018.00
\$21,015.50
\$18,993.00
\$14,156.00
\$ 7,921.00
\$ 6,983.00
\$ 6,584.00
\$ 5,499.00
\$ 5,324.00

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

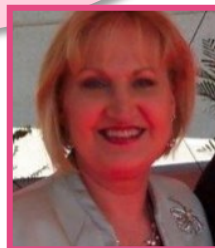
12 Team Members

Unit

6 Team Members

Top in Sharing
Company Court of Sharing

Build deep and wide
for long term
success



Fran McMonagle

Recruiter

Fran McMonagle
Angela Maxwell
Marnie Yunger

New Team Members

1
2
1

YTD Comm

\$ 107.44
\$ 94.91
\$ 84.18

Women working with passion March

\$100+ REORDERS

Danielle Durfee	\$2,255
Angela Maxwell	\$1,532
Gerry Schmidt	\$2,006
Fran McMonagle	\$2,909
Marie Costello	\$1,781
Rosie Fisher	\$334

\$200+ WEEKS

Fran McMonagle	\$428/\$798/\$611/\$532/\$867
Danielle Durfee	\$622/\$251/\$373/\$1,009
Angela Maxwell	\$501/\$628/\$881/\$369/\$707
Gerry Schmidt	\$860/\$210/\$760
Marie Costello	\$500/\$650

SUMMARY SENDERS

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

\$800+ MONTH

Fran McMonagle	\$3,236
Danielle Durfee	\$2,255
Angela Maxwell	\$3,086
Marie Costello	\$1,781
Gerry Schmidt	\$2,006

\$60+ FACIAL

Angela Maxwell	\$192/\$280/\$220
Fran McMonagle	\$125/\$181
Danielle Durfee	\$100

BASICS SOLD

Angela Maxwell	5
Danielle Durfee	3
Fran McMonagle	2
Marie Costello	2
Gerry Schmidt	2

\$200+ CLASSES

Angela Maxwell	\$220/\$287/\$506
----------------	-------------------

\$1000+ Sales

Fran McMonagle	Angela Maxwell
Danielle Durfee	Marie Costello
Gerry Schmidt	

Inner Circle Club



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

Fran McMonagle
Angela Maxwell

Danielle Durfee
Gerry Schmidt





May Celebrations



Happy Birthday!

Name	Birth Date
Tracey Hanwell	4 May
Christine White	6 May
Sherrin Sundstrom	9 May
Tamecia Anderson	11 May
Georgiana Glaeser	12 May
Cindy Martino	14 May
Johanna Washington	15 May
Marybeth Kolodney	18 May
Margaret Peer	19 May
Leah Stallings	21 May
Susan Parenteau	23 May
Molly LaMontagne	25 May
Patricia Miyoshi	25 May
Laura Hunt	28 May
Stephanie Taylor	30 May

Happy Anniversary!

Name	Years
Vera Bunch	42
Maud Palmer	37
Kathy Agster	32
Frances Nase	30
Danielle Durfee	28
Patricia Harrison	26
Susan Gold	23
Pamela DeHart	22
Judith Meme	9
Molly LaMontagne	3
Kelly Brown	3



Look Who Invested this Month



ON-TARGET for Year Long Consistency

 Fran McMonagle	\$1,575.50	Denielle Zollo	\$262.50	Linda Stettler	\$227.50
Gerry Schmidt	\$1,465.00	Charlene Floyd	\$258.00	Brenda Wido	\$226.00
Danielle Durfee	\$1,203.00	Beverly Klein	\$257.00	Melissa Wilson	\$226.00
 Angela Maxwell	\$981.50	Theresa Grimley	\$256.50	Jane Matuli	\$225.50
 Stephanie Hill	\$602.50	Mary Grace Curran	\$255.00	Sharon Asberry	\$225.00
Janean Wood	\$541.00	Shannon Deatrich	\$251.00	Elizabeth Endres	\$225.00
Kelly Brown	\$403.00	Page Knox	\$251.00	Molly LaMontagne	\$225.00
Lorie McCafferty	\$397.50	Stephanie Taylor	\$246.00	Pam Smart	\$225.00
B.J. Henning	\$393.00	Beth Pellegrino	\$244.50	Joan Buck	\$129.00
Tonya Butler	\$374.00	Cindy Martino	\$242.50	Angie Amig	\$110.50
Carolyn Degnan	\$372.00	Carol Puzzella	\$241.00	Linda Haney	\$72.00
Marci Lancello	\$344.50	Josefa Alegre	\$240.00	Laura Thomas	\$59.00
Marybeth Kolodney	\$342.50	Diane Boland	\$236.00	Margaret Stahlek	\$55.00
Cheryl Ceresna	\$339.00	Christina Smith	\$233.00	Barbara Panzarella	\$22.00
Georgiana Glaeser	\$278.00	Lauren Kneezel	\$231.00	Frances Nase	\$20.00
Abigail Maxwell	\$274.00	Angela Fattizzo	\$230.50	Laura Hunt	\$16.00
Susan Parenteau	\$270.00	Teryl Mullan	\$230.00	Jeri Lewis	\$6.00
Kimberly Jones	\$263.00	Katherine McGlory	\$228.00	 Marnie Yunger	\$1,253.00



steppin' up the Ladder



Senior

Consultant

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

Sarah Copestake
Laurie Ermentrout
Lu Foley
Linda Haney
Page Knox
Cindy Martino
Patty Paul
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



B.J. Henning
Fran McMonagle
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
Danielle Durfee

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

The Winners Act

by Ann Vertel, Author, Speaker and Trainer

They step out. They take risks. They do things that are uncomfortable. They challenge themselves...every day. They choose what's hard over what's convenient.

Are there other athletes in this country who had the potential to go to the Olympics? Absolutely.

Are there women in business with the potential to go to the top? Almost every single one of them. Maybe we're talking about you.

The deciding factor, however, isn't how bad you want it or how much belief you have or whether you are task oriented or a people person or whether you live in the right neighborhood or whether you're single, thin, young, beautiful, smart, willing, deserving, or educated.

The single deciding factor in whether or not you "win the gold" in your business is what you actually *do* in your business today...and tomorrow...and the next day...and the day after that.

Believe you can do it. Don't listen to your critics (they haven't done it either!) and take the biggest, boldest, most outrageous action step you can think of today. Then repeat...repeat...repeat.

APRIL CONTEST..... SPRING INTO SPRING!!!!



ORDER \$400 WHOLESALE

RECEIVE A DARLING "SPRING INTO SPRING" TOWEL
To "wipe your slate clean"

and

"have fun holding facials & sharing our products with others"
AND....

Taking great care of customer reorders!!!

(how about asking them for a referral 😊)

CASH DRAWINGS---THINK BIGGER!

(YOUR NAME GOES IN THE DRAWING FOR EACH \$225 WH. YOU ORDER!)

2 \$50 Amazon card drawings when we finish at \$22,000



WIN THESE GORGEOUS EARRINGS when you order \$600 wh. or more!!

March was our Unit's 43rd Anniversary---let's CELEBRATE! LET'S STRETCH!!!!

Lets finish this year with \$500, 000 unit club again !!

I AM SO GRATEFUL to each ONE of YOU!

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™**

5 AVENUES OF INCOME



-One-

SKIN CARE CLASSES AND FACIALS

50% Commission on Sales We lead the industry in commissions! Each time you sell a Mary Kay product, half of the money is used to purchase the product, and half of the money stays in your pocket! Your customers pay you directly, so there is no need to wait for a check from MK.

There are 4 ways to market our products:

On The Face

In one-on-one facials or group parties, in person with testers or via video chat with samples, the best way to sell Mary Kay is to have your customers try the products on their faces!

On The Go

10-15 minute product previews for super busy women! During coffee dates or lunch breaks, you can very quickly show your customers skincare and new products on the back of their hands!

On Paper

Our beautifully photographed Look Book is packed with helpful tips and trends, useful information, and all of our fabulous products! You and your hostesses can share the Look Book with friends and colleagues to take orders outside of a party.

Online

With a Mary Kay website, your customers can order directly from you online or through the app!

-Two-



REORDERS

50% We have a consumable product - meaning when our customers use up their cleanser they are going to need to order more from you! Mary Kay customers have immense brand loyalty, and a healthy reorder business is a healthy passive income!

-Three-

TEAM BUILDING

In Mary Kay, you never *have* to team build in order to make money in your business, but it sure is fun! Mary Kay is a dual-earning business, so you have more than one way to earn your income. Commission checks are paid directly from Mary Kay Inc. as a thank-you for sharing the opportunity, team members never pay each other. Commissions for active consultants start at **4%** and go up to **13%**, with bonus options as well!



-Four-

CAR PROGRAM



You can earn the free use of a beautiful new **Chevy Malibu**. The company pays registration, taxes, car payment, and a portion of the insurance. You also have the option of taking **\$425** cash compensation in the place of the car. You can take 1-4 months to earn your car. Sales Directors can also earn the use of a **Chevy Equinox** or **\$525** a month, and top performers can earn the use of the famous **Pink Cadillacs** or **\$925** a month!!

-Five-

LEADERSHIP POSITIONS

13% When you are ready to move into leadership, you can earn even *more* Unit commissions as an Independent Sales Director *on top of* your team commissions! You can also qualify for **unlimited cash bonuses** each month, as well as yearly bonuses, pink cars, and all-inclusive world-class trips! Commissions are paid by Mary Kay Inc. based on the unit's monthly wholesale production, never from consultants. Directors can build to become National Sales Directors with additional prestige, bonuses, commissions, the Family Security Program, and Pink Escalades!



Administrative Professionals Day

GIFT SETS

Blossoming Success!

Hydrating Lotion and a small desk plant.

Gift tag "Your success blossoms daily.
Thank you for growing with us!"

\$21



Office Supplies!

Mint Bliss Energizing Lotion for Feet and Legs, White Tea & Citrus Hand Cream, note pad and pen in a decorative bag.

Gift tag "Thank you for supplying us with your talent!"

\$25



All Hands on Deck!

Satin Hands Set includes Hand Softener, Hand Scrub and Hand Cream placed in a gift bag.

Gift tag "Thank you for giving it your all!"

\$36



Add Indulge Soothing Eye Gel
\$43

Water Cooler Talk

Satin Lips Set

Gift tag "We love to hear your thoughts!"

\$22



But First, Coffee!

Includes Satin Hands Hand Cream with a gourmet coffee gift card.

Gift tag "Your hard work is so appreciated. Enjoy your coffee and cream!"

\$16



\$10 Gift Certificate

LET THE ADMINISTRATIVE PROFESSIONALS IN YOUR LIFE
KNOW JUST HOW MUCH YOU APPRECIATE THEM!

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 April 18th Zoom 7:30 April ideas make-over contest

Tuesday April 25th Zoom 7:30 Fine tuning brush skill

Tuesday May 9th Zoom 7:30 new products spring ideas

Tuesday May 23rd Zoom 7:30 to be announced

Tuesday June 6th Zoom 7:30 finish the year strong

conference call # is 605-313-5107
enter 669034
this number is on marnieyunger.com



Welcome

New Consultant

Name

Denise A. Behrens

Recruiter Name

Stephanie Hill

Summer PCP



Reasons to enroll your customers in the Summer PCP:

- Early Ordering Privileges
- Cost Effective
- Increased Sales
- Advertising
- Tax Deduction

Enroll Now

April 17- Deadline

a note from

Marnie

Welcome to Abundant April!

We continue to embark on the adventure of sharing the opportunity, empowering women, and growing into our dreams. Being part of something that is bigger than ourselves gives us a unique opportunity to create a culture where women truly can be who they want to be.

This is an exciting time for growth. Your garden is not like your neighbors; neither is your business. Just like a garden, your business is uniquely designed with your vision. It takes care, planning and preparation to cultivate a successful business.

Plan Your Progress – Goal Setting is key to goal achieving. Determine what you want to accomplish by the end of the month, quarter, seminar year.

Spring into Action – Take determined, intentional steps towards your goal, whether you work your business full time, part time or on the side. Carve out times on your calendar when you are able to work your business consistently.

Tend to your garden – By following up with clients and prospects, the seeds planted now will turn into a fruitful harvest with deliberate planning, intentional action and dedicated care.

Happy planting and growing! I'm excited to be growing into the 60th year with you!

Then. Now. Always.

Love & Belief,

Marnie

Seminar 2023 - Dallas, TX



Celebrate Mary Kay's 60th Anniversary at Seminar 2023!!! This event is going to be BIG! The training, the friends, the expo, the music, the gowns, the diamonds, the INSPIRATION - this is a can't miss event! Let's party together in Dallas!!

Save the Date

- Sapphire: July 22-25
- Emerald: July 26-29
- Diamond: July 30-Aug. 2

important dates

- Apr 17** - Last day to enroll Summer PCP
- Apr 27** - Last day to place telephone orders
- Apr 30** - Last day to place on-line orders
- May 8** - Look Book begins mailing
- May 10** - Early Ordering begins
- May 14** - Mother's Day
- May 15** - Ordering open for all
- May 29** - Memorial Day
- May 30** - Last day to place telephone orders
- May 31** - Last day to place on-line orders

Yunger & Better Millionaires



Marnie Yunger

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

GOLDEN
Rules



MAKE THEM FEEL
IMP♥RTANT
IMP♥RTANT
IMP♥RTANT
IMP♥RTANT

When you order \$600+ whsl in
April, you will receive these adorable
EARRINGS
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.