



YUNGER & BETTER MILLIONAIRES

NOVEMBER NEWSLETTER WITH OCTOBER RESULTS

Queen of Retail



Danielle Durfee
\$3,232

Queen of Wholesale



Danielle Durfee
\$2,015

Queen of Reorders



Danielle Durfee
\$2,707

Top Check for Oct.

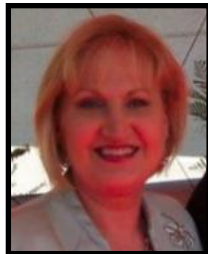


B.J. Henning
\$81

ACHIEVER

POWER UP & GROW

ACHIEVED MONTH ONE & TWO
(\$600 WHOLESALE)



Fran McMonagle



Danielle Durfee



Gerry Schmidt



Angela Maxwell



Marnie Yunger



Your Turn to Shine

Stuff a Roll Up Bag



Want a fun new party idea that your customers will love? Try a Stuff-a-Roll-Up Bag Party!

Here's how it works:

- When your hostess gathers some friends for a fun beauty experience, she can earn a FREE Roll-Up Bag
- Plus, she'll get a special discount on everything she can stuff inside!

It's a playful, engaging way to share products, pamper guests, and spark new excitement in your business!

DOWNLOAD



Quarter 2 On-Target Stars

Name	Whsl\$+TB*	Sapphire	Ruby	Diamond	Emerald	Pearl
Danielle Durfee	\$2,538.50	\$0.00	\$0.00	\$461.50	\$1,061.50	\$2,261.50
Fran McMonagle	\$2,106.50	\$0.00	\$293.50	\$893.50	\$1,493.50	\$2,693.50
Angela Maxwell	\$1,528.50	\$271.50	\$871.50	\$1,471.50	\$2,071.50	\$3,271.50
Linda Zerbe	\$1,032.00	\$768.00	\$1,368.00	\$1,968.00	\$2,568.00	\$3,768.00
Gerry Schmidt	\$935.00	\$865.00	\$1,465.00	\$2,065.00	\$2,665.00	\$3,865.00
Christina Smith	\$895.00	\$905.00	\$1,505.00	\$2,105.00	\$2,705.00	\$3,905.00
Page Knox	\$728.50	\$1,071.50	\$1,671.50	\$2,271.50	\$2,871.50	\$4,071.50
Janean Wood	\$649.00	\$1,151.00	\$1,751.00	\$2,351.00	\$2,951.00	\$4,151.00
Barbara D'Antonio	\$619.00	\$1,181.00	\$1,781.00	\$2,381.00	\$2,981.00	\$4,181.00
B.J. Henning	\$574.00	\$1,226.00	\$1,826.00	\$2,426.00	\$3,026.00	\$4,226.00
Stephanie Hill	\$564.00	\$1,236.00	\$1,836.00	\$2,436.00	\$3,036.00	\$4,236.00
Cindy Martino	\$512.00	\$1,288.00	\$1,888.00	\$2,488.00	\$3,088.00	\$4,288.00
Rosemary Fisher	\$500.50	\$1,299.50	\$1,899.50	\$2,499.50	\$3,099.50	\$4,299.50
Linda Stettler	\$485.00	\$1,315.00	\$1,915.00	\$2,515.00	\$3,115.00	\$4,315.00
MaryAnn Black	\$403.00	\$1,397.00	\$1,997.00	\$2,597.00	\$3,197.00	\$4,397.00
Marnie Yunger	\$1,405.00	\$395.00	\$995.00	\$1,595.00	\$2,195.00	\$3,395.00



Gift Wrapping Video



Gift-Giving Inspiration Alert! From bedazzled skincare to DIY beaded keychains and creative wrapping hacks – it's the perfect way to add a personal touch to your customer gifts.

Re-create one of the ideas for your next customer delivery or open-house display – it's an easy way to make your gifts sparkle!

WATCH



Product Phase Outs



Some products are making their exit on November 15th, so now's the time to stock up or share the news with your customers!

Once they're gone, they're gone – so double-check your inventory and let your customers know before these beauties say goodbye.

DETAILS

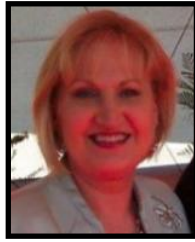


🎉 LET YOUR GOALS GROW 🎉

SALES LEADERS COMPANY COURT OF SALES



Danielle Durfee



Fran McMonagle



Gerry Schmidt

CONSULTANT

Danielle Durfee
Fran McMonagle
Gerry Schmidt
Angela Maxwell
Linda Zerbe
MaryAnn Black
Cindy Martino
Stephanie Hill
B.J. Henning
Robin Kumm

YTD RETAIL

\$13,186.00
\$12,044.00
\$9,096.00
\$8,280.00
\$3,064.00
\$2,670.00
\$2,560.00
\$2,540.00
\$2,512.00
\$2,358.00

QUEENS' COURT OF SALES



QUEEN

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

PRINCESS

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

UNIT

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

Barrier Restore 1:1:3



DETAILS



Designed to rescue and reinforce the skin's natural barrier, this powerhouse formula is perfect for anyone experiencing redness, dryness, or sensitivity – especially during the colder months.

Why your customers will love it:

- Helps reduce redness in as little as two weeks!
- Strengthens and protects the skin barrier
- Works with any moisturizer for healthy, balanced skin
- Ideal for all skin types, especially sensitive or compromised skin

Now's the time to share it!

QUEENS' COURT OF SHARING



QUEEN

24 Team Members

PRINCESS

12 Team Members

UNIT

6 Team Members

"Aim high enough that you will have to stretch your ability and your potential to reach it." - Mary Kay Ash

WOMEN WORKING WITH PASSION

OCTOBER

\$100+ REORDERS

Fran McMonagle	\$1,953
Gerry Schmidt	\$1,477
Rosie Fisher	\$559
Angela Maxwell	\$1,066
Robin Kumm	\$101
Danielle Durfee	\$2,707
Marie Costello	\$1,580

\$800+ MONTH

Fran McMonagle	\$2,055
Danielle Durfee	\$3,232
Angela Maxwell	\$1,458
Gerry Schmidt	\$1,477
Marie Costello	\$1,580

\$200+ WEEKS

Fran McMonagle	\$308/\$377/\$260/\$258/\$852
Danielle Durfee	\$483/\$604/\$1,809
Gerry Schmidt	\$326/\$399/\$734
Rosemary Fisher	\$341
Angela Maxwell	\$532/\$248/\$366/\$312
Marie Costello	\$350/\$500/\$450

\$200+ CLASSES

Danielle Durfee	\$525
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\$60+ FACIAL

Angela Maxwell	\$262/\$130
Fran McMonagle	\$102

SUMMARY SENDERS

Fran McMonagle
Danielle Durfee
Rosemary Fisher
Gerry Schmidt
Robin Kumm
Angela Maxwell
Marie Costello

BASICS SOLD

Danielle Durfee	5
Angela Maxwell	2

\$1,000+ Sales

Gerry Schmidt
Fran McMonagle

Angela Maxwell
Danielle Durfee

INNER CIRCLE CLUB

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

Angela Maxwell
Gerry Schmidt



ANOTHER YEAR OF FABULOUS



DECEMBER BIRTHDAYS

DECEMBER MK ANNIVERSARIES

CONSULTANT	DATE	CONSULTANT	DATE	CONSULTANT	YEARS	CONSULTANT	YEARS
Sharon Asberry	7	Michelle St. Dennis	15	Marnie Yunger	50	Sarah Cleaveland	24
Susan Gold	7	Marcellia Lancello	17	Brenda Swartz	26	Rachele Dominick	18
Angela Maxwell	7	Joan Buck	30	Sharon Asberry	24	Sheila Sabatine	12
Josefa Alegre	14	Virginia Harze	31	Barbara D'Antonio	24	Mary Grace Curran	3

INVESTING IN GROWTH... GLOWING WITH PURPOSE

Danielle Durfee	\$2,014.50	Sarah Cleaveland	\$257.00	Nettie Goodman	\$214.00
Fran McMonagle	\$1,171.00	Diana Spangler	\$253.00	Lauren Plochanski	\$182.50
Angela Maxwell	\$1,037.50	Theresa Grimley	\$245.00	Sheila Sabatine	\$174.00
Linda Zerbe	\$1,032.00	Joan Buck	\$244.00	Linda Haney	\$136.00
Gerry Schmidt	\$914.00	Melissa Wilson	\$234.00	Rosemary Fisher	\$109.00
B.J. Henning	\$574.00	Marianne McLaughlin	\$233.00	Patricia Miyoshi	\$92.00
Page Knox	\$484.50	Kathleen Brozyna	\$231.00	Carolyn Degnan	\$80.00
Christina Smith	\$367.00	Rhonda Embardino	\$231.00	Jeri Lewis	\$48.00
Linda Stettler	\$366.00	Marcellia Lancello	\$230.00	Patty Paul	\$43.00
Robin Kumm	\$296.00	Patti Martino	\$230.00	Laurie Ermentrout	\$23.00
Cindy Martino	\$286.00	Elizabeth Endres	\$229.00	Laura Hunt	\$19.00
Sue Levush	\$276.00	Pam Smart	\$229.00	Brenda Wido	\$18.00
Thelma Sam	\$264.00	Della Ashton	\$227.00	Marnie Yunger	\$1,000.00
Maria Older	\$261.00	Stephanie Hill	\$216.00		
Carrie Lager	\$259.00	MaryAnn Black	\$214.00		



LOVE CHECKS



B.J. Henning	4%	\$80.58	Danielle Durfee	4%	\$8.64
Angela Maxwell	9%	\$69.66	Fran McMonagle	4%	\$8.56
Laurie Ermentrout	4%	\$10.36	Gerry Schmidt	4%	\$0.92
Stephanie Hill	4%	\$10.12	Page Knox	4%	\$0.72
Cindy Martino	4%	\$9.20	Marnie Yunger	13%	\$573.11
Lu Foley	4%	\$9.16			

Does not include Unit Commissions and Bonuses



GROWIN' AND

GOIN' UP

SENIOR CONSULTANT

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

Danielle Durfee
Laurie Ermentrout
Lu Foley
B.J. Henning
Stephanie Hill
Page Knox
Cindy Martino
Fran McMonagle
Patricia Miyoshi
Rhonda Salak



TEAM BUILDING
MK CONFIDENT MODULE



STAR TEAM BUILDER

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

Gerry Schmidt



READY IN RED
MK CONFIDENT MODULE



TEAM LEADER ELITE TM LEADER DIQ

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

Angela 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



Skin Analyzer App - Share the App!



The holidays can be busy, but that doesn't mean your customer connections have to slow down! The Skin Analyzer App is your secret tool to keep serving your customers – even when everyone's schedules are full!

Why it's so beneficial this season:

- Personalized skincare without meeting in person
- Customers feel cared for and confident
- Saves time for you and them
- Builds trust and consistency

Pro Tip: Share the app as part of your "holiday skin check-up" service – a quick, no-stress way to help customers keep glowing through the season!

NOVEMBER CONTEST.....
ORDER \$350 WHOLESALE & BE A WINNER!!!

I'm so excited....YOU will be the Queen of Holiday Cheer
when you

Wear these gorgeous Holiday earrings!!



Order \$350 wh. In November and get them in time to
show off over the holidays

*A friend of mine presented these to her Unit last November & her
ladies got TONS & TONS of compliments everywhere they wore
them!*

I am so excited to be able to get them for YOU this year!

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**™

DOWNLOAD 

2025 WINTER PRODUCTS

\$46

Mary Kay Clinical Solutions®
Barrier Restore 1:1:3

MARY KAY

CLINICAL
SOLUTIONS

BARRIER
RESTORE 1:1:3

Mary Kay® Shimmer
Eye Shadow Stick

\$20
each

Mary Kay® Great
Heights™ Waterproof
Mascara
\$18

MARY KAY

Pink
SUCCESS

PINK WEEKEND

Game Plan

NOVEMBER 24TH

MONDAY

- Change your FB Group Cover picture.
- Post in your group, announce your sale, or give a *save the date*, build excitement!
- Email your customers.

Bonus:

- Post in your stories and/or personal page.

NOVEMBER 27TH

THURSDAY

- Post a 1 day countdown.
- Enjoy your day!



NOVEMBER 30TH

SUNDAY

- Post a Sharing Sunday: Share what you love about your MK Biz, or share a It Just Fits video.



NOVEMBER 25TH

TUESDAY

- Post a 3 day countdown.
- Text your customers.

NOVEMBER 28TH

FRIDAY

- Post your deal in your group.
- Post in your stories and/or personal page, but be careful not to share exact discount.

DURING THE SALE

- Text/call customers who ordered and offer them a booking or swag deal.
- Package orders and arrange delivery.
- Send CDS orders, the sooner you place them the sooner your customers will receive their products.

AFTER THE SALE

- Post a thank you at the end of the sale

NOVEMBER 26TH

WEDNESDAY

- Post a 2 day countdown.
- Call VIP customers.

Bonus:

- Post in your stories and/or personal page.

NOVEMBER 29TH

SATURDAY

- Post your Small Biz Saturday promo.
- Reach out to customers who didn't order during Black Friday and offer them a Small Biz Saturday promo.



DECEMBER 1ST

MONDAY

- Post your Cyber Monday promo.
- Reach out to customers who didn't order yet and offer them a Cyber Monday promo.



Tips:

Schedule your posts ahead of time, so all you need to do next week is engage with comments.

On your website:

Turn OFF EZ Ship
Turn OFF Guest Checkout
Set your Free Shipping Level

A POWER NOTE FROM MARNIE

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 Nov 11th 7:30 Zoom

Wednesday Nov 12th Fall Advance
8 p.m. Eastern Time

Tuesday Nov 25th 7:30 zoom
(tentative since I am hosting Thanksgiving here)

Monday Dec. 1st Zoom Holiday
open house



Spring PCP Enrollment is open from **Nov. 10 - Dec. 11**, enroll your customers so they'll receive the new Spring Look Book—complete with a sample! Plus, you'll unlock early ordering of the gorgeous new spring products.

Get ready to bloom into spring!

Leaves are falling, familiar scents of autumn fill the air, and hearts are bursting with gratitude! I am grateful to be on this journey - grateful to share this amazing opportunity, grateful for our team and **grateful for YOU!**

As you soak in this beautiful season and spend time with family and friends, I hope you'll take a moment to reflect on your own journey of gratitude. Think about the many ways you brighten the lives of those around you. One of the greatest gifts we can offer is simply our time—whether it's shared with loved ones, neighbors, or new friends we've yet to meet. Even the smallest gestures, like a handwritten "I'm grateful for you" note, can leave a lasting impression and warm someone's heart.

Remember to keep thinking Pink! **PINK WEEK - Pink Friday, Small Business Saturday, Sharing Sunday, Cyber Monday - is around the corner!** There is still time to plan your holiday sales strategy. Put pen to paper, write down what you are working towards and what is needed to achieve that goal. Be specific with your plans and goals to track your progress and stay motivated. Always feel free to connect with me for ideas and inspiration. I am here for you!

"Make every day count. Make every hour count. Make every minute count. And don't stop until you have exercised your full potential, realizing your impossible dream and fulfilling your total destiny to become the person that you, and only you are capable of being."

- Mary Kay Ash

Love and Belief,

Marnie

Pink Weekend Ideas



Pink Weekend is Almost Here! Get ready to make this weekend extra special for your customers and your business! *Here are a few ideas you could use:*

- **Create a Pink Weekend Bundle Deal:** "Self-Care Set" - mask + eye patches + lotion = save 15%!
- **Offer Early Access:** Give your VIP customers first dibs Thursday night - everyone loves a sneak peek!
- **Send a Fun Reminder:** A quick email or text with your shopping link keeps them excited and ready to shop!

YUNGER & BETTER MILLIONAIRES



MARNIE YUNGER

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

IMPORTANT DATES

- Nov 10** - Early ordering begins
- Nov 15** - Ordering open for all
- Nov 27** - Thanksgiving
- Nov 28** - Pink Friday
- Nov 28** - Last day to place telephone orders
- Nov 29** - Small Business Saturday
- Nov 30** - Last day to place on-line orders
- Dec 1** - Cyber Monday
- Dec 15** - Quarter 2 Ends
- Dec 16** - Quarter 3 Begins
- Dec 25** - Merry Christmas
- Dec 30** - Last day to place telephone orders
- Dec 31** - Last day to place on-line orders

NOV. & DEC. CHALLENGE



Enjoy exclusive rewards when you achieve the
Power UP & Grow Selling Challenge! Earn

800 STAR CREDITS

when you order \$600 or more in whsl Section 1
products* in November and December!

MARY KAY

POWER UP & GROW SELLING CHALLENGE TRACKING SHEET

The Power UP & Grow Selling Challenge time frames:
• July 1 - Aug. 30, 2025
• Sept. 1 - Oct. 31, 2025
• Nov. 1 - Dec. 31, 2025

A challenge is achieved when an Independent Beauty Consultant or Independent Sales Director orders \$600 or more in wholesale Section 1 products* each month during any challenge time frame.

How To: Check each box once you've reached \$600 in wholesale Section 1 products for that month. You must check a box two months in a row to achieve one of the challenge time frames (Ex. July and August, September and October, November and December). If requirements are met, you can earn special Power UP & Grow Selling Challenge rewards featured on Mary Kay InTouch®.

CHALLENGE 1:

July \$600	+	Aug. \$600
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CHALLENGE 2:

Sept. \$600	+	Oct. \$600
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CHALLENGE 3:

Nov. \$600	+	Dec. \$600
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*Based on legitimate consumer demand. The order(s) can be a single order or cumulative orders of \$600 with Customer Delivery Service, Guest Checkout and EZ Ship order amounts count toward your products. The Independent Beauty Consultant will receive their reward inside their qualifying order. *One reward per achiever.

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