

YUNGER
AND
BETTER

Millionaires



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

July Newsletter with June Results

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



Fran McMonagle
\$4,315



Fran McMonagle
\$2,469

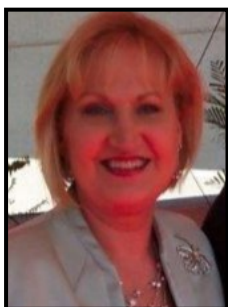


Fran McMonagle
\$4,231



Linda Haney
\$62

Quarter 4 STARS



Fran McMonagle
Pearl



Gerry Schmidt
Emerald



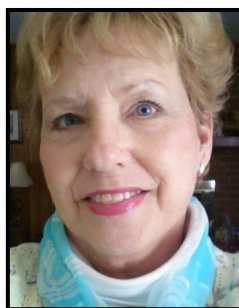
Angela Maxwell
Emerald



Maud Palmer
Sapphire



Lu Foley
Sapphire



Afice Gondeck
Sapphire



Marnie Yunger
Pearl

Our Proud REDS



Maud Palmer



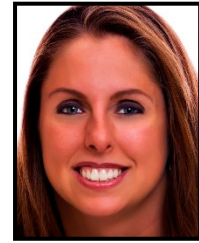
Linda Haney



Gerry Schmidt



Angela Maxwell



Sarah Boyer



Mary Taylor



Fran McMonagle



Anamaria Hazel



Cindy Martino



Lu Foley

July - START

New Faces Take You Places

Each month when you place a \$600+ order you will receive a Charm Bracelet!



Consistency

Fall Consistency Challenge

Achieve New Faces Take You Places each month, July-December and earn this Charm Bracelet!

prizes

JUNE 16 - SEPTEMBER 15

STAR CONSULTANT PROGRAM



Consultant	Current	Sapphire	Ruby	Diamond	Emerald	Pearl
FRAN MCMONAGLE	\$2,004.00	STAR	\$396.00	\$996.00	\$1,596.00	\$2,796.00
SUSAN GOLD	\$623.00	\$1,177.00	\$1,777.00	\$2,377.00	\$2,977.00	\$4,177.00
CAROLE ZIEGLER	\$617.50	\$1,182.50	\$1,782.50	\$2,382.50	\$2,982.50	\$4,182.50
MARION BAUER	\$578.00	\$1,222.00	\$1,822.00	\$2,422.00	\$3,022.00	\$4,222.00
ANGELA MAXWELL	\$445.50	\$1,354.50	\$1,954.50	\$2,554.50	\$3,154.50	\$4,354.50
ROSEMARY FISHER	\$435.00	\$1,365.00	\$1,965.00	\$2,565.00	\$3,165.00	\$4,365.00



August CELEBRATIONS

Happy Birthday

Birthdays	Day
Kathleen MacDonnell	2
Cheryl A. Ceresna	4
Elizabeth Kruzits	6
Deborah A. Farnish	8
Christina C. Smith	11
Dolores R. Bergey	12
Teryl Mullan	12
Danielle Freed	16
Joyce A. Lang	23
Lori McLaughlin	24
Jackie G. Mckenzie	24
Patty Paul	28
Susan M. Woehr	28
Lynnette Hearne	29

Happy MK Anniversary

Anniversaries	Years
Fran A. McMonagle	37
Lisa A. Kiefer	25
Jeri J. Lewis	17
Angela Maxwell	17
Dawn Hunter	17
Adriane Cirelli	17
Deborah A. Farnish	17
Peggy M. Johnson	17
Linda M. Partin	17
Linda Ellison	16
Ronni S. Casey	16
Laurie Ermentrout	14
Christina C. Smith	14
Georgiana H. Glaeser	13
Mandy Ballard	10
Kathleen K. Ingalls	10
Denise K. Alderfer	10
Jeanette Connaughton	9
Brenda Matthias	9
Christina M Niziolek	9
Susan D. Sinkler	9

Help Boost Your Business Each Quarter

Did you know that 60 percent of Independent Beauty Consultants who use the program are contacted by their customers, and 42 percent receive orders from their customers after *The Look* arrives in the mail?

ENROLLMENT DEADLINE July 17



Why Enroll?

Learn how this program can help build your business.

[WATCH NOW](#)



National Ice Cream Day July 16

Have an EYE'S CREAM SOCIAL, sharing our wonderful Skin Care Sets along with eye products, letting customer experience the feel. And of course, be sure to enjoy some yummy Ice Cream.



Women Working with Passion in June

\$100+ REORDERS

Maud Palmer	\$984
Gerry Schmidt	\$2,500
Fran Nase	\$222
Alice Gondeck	\$1,652
Fran McMonagle	\$4,231
Angela Maxwell	\$119
Page Knox	\$369
Marie Costello	\$1,585
Lu Foley	\$500
Laurie Ermentrout	\$582
Rosie Fisher	\$466

\$200+ WEEKS

Maud Palmer	\$401/\$583
Fran McMonagle	\$1,805/\$406/\$1,203/\$637/\$571
Gerry Schmidt	\$398/\$417/\$851/\$774
Alice Gondeck	\$200/\$510/\$200/\$300/\$442
Angela Maxwell	\$432,\$742
Page Knox	\$369
Lu Foley	\$215

SUMMARY SENDERS

Alice Gondeck
Maud Palmer
Fran McMonagle
Angela Maxwell
Gerry Schmidt
Lu Foley
Fran Nase
Marie Costello
Rosie Fisher
Laurie Ermentrout
Page Knox

\$60+ FACIAL

Fran McMonagle	\$84
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\$800+ MONTH

Fran McMonagle	\$4,315
Gerry Schmidt	\$2,500
Alice Gondeck	\$1,652
Maud Palmer	\$1,000
Angela Maxwell	\$1,329
Marie Costello	\$1,585

\$200+ CLASSES

Angela Maxwell	\$432/\$157/\$621
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BASICS SOLD

Alice Gondeck	9
Angela Maxwell	7
Lu Foley	1

\$1000+ Sales

Gerry Schmidt
Alice Gondeck
Fran McMonagle
Maud Palmer
Angela Maxwell
Marie Costello

On Target Consistency Club

\$450 and \$600

Fran McMonagle
Maud Palmer
Angela Maxwell

\$300

Lu Foley

Look who Invested this Month

Name	Amount	Name	Amount	Name	Amount
Fran A. McMonagle	\$2,468.50*	Christina C. Smith	\$269.00	Annette P. Vasquez	\$203.00
Gerry Schmidt	\$1,363.00*	Brenda L. Wido	\$266.00	Denielle Zollo	\$145.00
Angela Maxwell	\$1,267.50*	JoAnn D. Keane	\$264.00	Linda G. Haney	\$133.50
Alice L. Gondeck	\$1,001.00*	Frances J. Nase	\$259.50	Joyce A. Lang	\$125.50
Rosemary H. Fisher	\$820.00*	Kathleen O'Leary	\$258.50	Dia Mantakounis	\$117.00
Lu Foley	\$809.00*	Liduvina Caserta	\$253.50	Elizabeth A. Endres	\$115.00
Maud B. Palmer	\$734.00*	Barbara G. Leistrum	\$241.00	Georgiana H. Glaeser	\$99.50
Susan R. Gold	\$623.00*	Rachele L. Dominick	\$235.00	Dolores R. Bergey	\$95.00
Carole Ziegler	\$617.50*	Marilyn Hopper	\$229.50	Vera Bunch	\$86.75
Linda Stettler	\$584.00	Terri Rook	\$229.00	Laurie Ermentrout	\$76.50
Marion W. Bauer	\$578.00	Laura Hunt	\$228.50	Thelma Sam	\$72.00
Jeri J. Lewis	\$485.00	Patti D. Martino	\$228.00	Christine Hanson	\$39.00
Cindy L. Martino	\$464.00	Kathy A. Hahn	\$227.50	Brenda P. Lovell	\$37.00
Charlene Floyd	\$429.00	Brenda Matthias	\$227.50	Antionette Etts	\$34.00
Audrey C. Johnson	\$379.00	Carolyn A. Degnan	\$227.00		
Virginia A. Harze	\$351.50	Lucille J. Didawick	\$226.50		
Kathy Miller	\$337.00	Maryellen Curran	\$226.50		
Joan K. Buck	\$337.00	Alison L Dudenbostel	\$226.00		
Marybeth Kolodney	\$333.00	Peggy M. Johnson	\$225.50		
Anamaria C. Hazel	\$302.50	Margaret A. Stahelek	\$225.00		
Patricia I. Miyoshi	\$300.50	Mandy Ballard	\$225.00		
Josi Smith	\$299.50	Page Knox	\$225.00		
Mary Ann C Schussler	\$292.50	Laura A. Korell	\$225.00		
Carrie A. Lager	\$276.00	Deborah A. Farnish	\$225.00		



* Earned the "Embrace Your Dreams" Bracelet for June

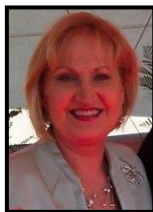
Shooting for the STARS

Top in Retail Sales

Company Court of Sales



Gerry
Schmidt



Fran
McMonagle



Angela
Maxwell

Consultant		Retail	YTD PCP	YTD Retail
1	Gerry Schmidt	\$35,240.00	\$6,820.00	\$42,060.00
2	Fran A. McMonagle	\$35,512.10	\$4,717.00	\$40,229.10
3	Angela Maxwell	\$24,753.30	\$4,305.20	\$29,058.50
4	Maud B. Palmer	\$17,216.00	\$3,393.00	\$20,609.00
5	Laurie Ermentrout	\$11,514.20	\$3,700.00	\$15,214.20
6	Alice L. Gondeck	\$9,093.50	\$3,136.00	\$12,229.50
7	Christina C. Smith	\$7,789.90	\$2,754.00	\$10,543.90
8	Cindy M. Miedwig	\$7,891.50	\$2,464.00	\$10,355.50
9	Lu Foley	\$9,109.10	\$1,232.00	\$10,341.10
10	Cindy L. Martino	\$7,840.00	\$1,665.00	\$9,505.00

Top Team Builders

Company Court of Sharing



Susan Sautner

Recruiter		New Team Members	YTD Comm
1	Susan R. Sautner	1	\$38.63
2	Katherine A. McGlory	1	\$24.24

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
Beverly Vitek
* Caroline K. Chestnut
Recruiter :Joan K. Buck
Nina M. McCausland
Recruiter :Laurie Ermentrout
Carrie A. Lager
Josi Smith
* Kathleen K. Ingalls
Recruiter :Alice L. Gondeck
Marilyn Hopper
Laura A. Korell
* Susan Parenteau
Recruiter :Christine Hanson
Kathy A. Hahn
Recruiter :Janis S. Innocenti
Rosemary H. Fisher
* Adriane Cirelli
Recruiter :Page Knox
Brenda L. Wido
Recruiter :Katherine A. McGlory
Danielle Freed
Recruiter :Patricia I. Miyoshi
Anamaria Fuller
Teresa Valadez
Recruiter :Patty Paul
Azi Colling
Recruiter :Beth Pellegrino
Jennifer Pellegrino
Margaret A. Stahelek
* Pamela Bernet
Recruiter :Linda Stettler
Janet Beil
Rene L. Giacono
Beverly G. Klein
Recruiter :Annette P. Vasquez
Mercedes Soto

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
Liduvina Caserta
Audrey C. Johnson
Elaine Kady
* Barb P. Schran
* Carolyn L. Seitz
* Teresa Vinson
Karen K. Brown
Recruiter :Cindy L. Martino
Susan R. Gold
Patti D. Martino
Kathy Thompson
Janean H. Wood
Recruiter :Angela Maxwell
Maryellen Curran
Marybeth Kolodney
Dia Mantakounis
Bridget R. Young
Recruiter :Maud B. Palmer
Barbara C. D'Antonio
Deborah A. Farnish
Wendy Griffin
Christina C. Smith
* Marguerite S. Furyk
* Mary Kay Roehr
Linda M. Partin
Susan D. Sinkler
Recruiter :Gerry Schmidt
Josefa Alegre
Laurie Ermentrout
Barbara J. Fletcher
Recruiter :Sarah I. Schudel-Boyer
Amy Ibanez-Ohm
Patty Paul
Sherrin L. Sundstrom
C. Viktora-Sewell
* Johanna L. Washington
Recruiter :Mary A. Taylor
Cheryl A. Ceresna
Kathryn A. Chase
Sarah T. Cleaveland
Antionette Etts
* Peggy A. Jubar
Charlotte B. Hill
Carol J. Howard
Ali Jacob
Kathleen MacDonnell

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
Alison L. Dudenbostel
Georgiana H. Glaeser
Joyce A. Lang
Barbara G. Leistrum
Nadja D. Newhall
Heather M. Simon
* Christina M. Niziolek
Beth Bridges
Recruiter :Fran A. McMonagle
MaryAnn Black
Marianne L. Buehler
Christine Cucchiaro
Robin Hubner
Denielle Zollo
* Denise K. Alderfer
* Dolores R. Bergey
* Carol Puzzella
Susan M. Woehr

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

YOUNGER MILLIONAIRES

July Contest

Fill In To Win.

Text a picture of your completed sheet to me by August 5th to claim your prizes.

Happy Mary Kay
"New Year!"

Complete 1-4:

MK Sample
Pack



Complete 5-9:

Pink Organza
Sheer Bags 4x6
(set of 5)



Complete 10-14:

Envelope
Folio



Complete All 15:

Going Places
Tote



EACH ONE REACH ONE!

Receive Ring, Earrings and Pendant for each 5 Marketing Calls. The call qualifies when your director follows-up with the listener. (prizes will be given in order listed above)



Sell 5 TW
Repair Sets
to 5 New
Customers

Enroll
customers for
the Fall PCP

Attend
Seminar 2017

Share your
2018 Seminar
Goals with
your Director

Complete 30 Faces
in 30 Days
(Power Start)

Move up a
level on the
Career Path

Bring 4
guests to a
Mary Kay
Event

Add 1+ NEW
Active Team
Members

Submit you WAS
Every week to
your Director

Order \$600
Wholesale

Finish you 1st
Quarter STAR
by July 31st

Hold 3
Sharing
Appointments
with your
Director

Have 3+
guests listen
to an
Opportunity
Call

Book 8 NEW
Parties by
July 8th

Have a \$100
day and text
your Director

Contests and Prizes

Seminar 2018

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

Inner Circle Consistency Club

Rules: Every consultant that places at least a \$225 wholesale order (minimum \$225) in July and August will win a prize from me! When you place a \$225 or more wholesale every month thereafter without missing a month, you will receive a prize each month and remain in the INNER CIRCLE 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 2016 ---you will have won a SENSATIONAL GIFT from Marnie. IT WILL BE PRESENTED TO YOU AT OUR Annual Awards Event honoring you as an INNER CIRCLE Consistency Club Member.

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**™

My Monthly Sales Goal Tracking Sheet

"Give yourself something to work toward. Constantly. A good goal is like a strenuous exercise - it makes you stretch." - Mary Kay Ash

Name: _____

Month: _____

I'm Saving For:

I Need To Profit:

The Retail Amount I Need to Sell:

\$

/ .40 =

\$

**Ready. Set.
GOAL!**

\$

Projected Breakdown:

50% Wholesale: _____

10% Section 2/ Supplies: _____

40% Profit: _____

3/4 of my Goal!
I CAN DO IT!

Halfway There!
I CAN DO IT!

1/4 of my Goal!
I CAN DO IT!

A Picture of My Goal!

It's amazing how our focus and commitment increases when we are working towards something of value! Your goal this month could be something you wouldn't normally purchase for yourself with your family budget, a weekend vacation, a new pair of cute shoes, a new outfit, a new grill, the payment of a household bill, or a family in need. When you're really excited to accomplish a goal, you'll always find a way. If you don't, it's easy to let circumstances and excuses get in the way!

Total Wholesale Orders Placed This Month:

50% of your sales

\$

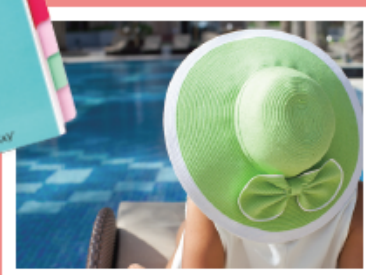
KICK UP YOUR HEELS AND START!



TAKE THE CHALLENGE!

July 1, 2017 – June 30, 2018

For each month during the 2017-2018 Seminar year that an Independent Beauty Consultant places a cumulative \$600* or more wholesale Section 1 order, she will receive an **exclusively designed charm bracelet by renowned jewelry designer R.J. Graziano.** This month's bracelet is totally charming and features the power word **Start.** So kick up your heels and start now, because you'll want to earn all 12!



TEAM-BUILDING CHALLENGE

July 1 – Dec. 31, 2017

If you want to go places, share the opportunity with some new faces. If you have the highest number of qualified new personal team members in your Seminar at the end of the contest period, you could win the grand prize – **a \$5,000 trip voucher for the vacation of your dreams!**

There are also great monthly prizes you could earn along the way.

NEW FACES CAN TAKE YOU SO MANY MORE PLACES!



**NEW! New Faces
Take You Places Fall
Consistency Challenge**



**NEW! New Faces
Take You Places
All-Star Booster**

AND DON'T FORGET:

- Star Consultant Quarter 1!
- Seminar Awards!
- Top Sales Director Trip!

Go to *Mary Kay InTouch®* for complete promotion rules and details.

\$ = Selling \$ = Sharing

NEW
FACES
take you
PLACES

*The \$600 or more wholesale Section 1 order requirement per month can be placed in one single order or placed in cumulative orders, as long as the orders are placed in the same calendar month. Customer Delivery Service, Guest Checkout and EZ Ship order amounts also will count toward your \$600 or more wholesale Section 1 requirement. You'll receive your bracelet inside your qualifying order. One bracelet per contest achiever each month.

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MARY KAY

Upcoming Events

Tuesday, July 11th

Live Meeting, Pow Wow at
Marnie's, 7pm

Tuesday, July 18th

Conference Call 8pm
NEW number:
515-739-1034 669034#

Week of July 24th

I am away at Seminar in
Dallas!!

Tuesday, August 1st

Annual Pot Luck Dinner
and Awards Meeting,
6:30pm - after seminar
news!

Tuesday, August 8th

Conference Call 8pm
NEW number:
515-739-1034 669034#

Week of August 13th

Nothing

Tuesday, August 22nd

Live Meeting, Pow Wow at
Marnie's, 7pm

Tuesday, August 29th

Conference Call 8pm
NEW number:
515-739-1034 669034#

Parties and faces is how you will
build you business.

Please hop on a call or attend one
meeting this month – Much
Excitement and Education join
in-see your business Excel!!!

**Go to our website and see all that
is there for you !!!!!**

www.marnieyunger.com

A Note

From Marnie

Congratulations on an awesome Seminar Year! All of your efforts are valued and appreciated! Many of you worked with great focus and determination, which paid off. Celebration is always fun, but as Mary Kay's message to new winners, "That is GREAT; now what is your next goal?"

Keep your momentum going into our New Seminar Year. Do not stop working because it is summer, because you just accomplished your goal or because you're tired. Of course it is healthy to take days off occasionally, but it is important to get back to work.

Take the time to be by yourself and write down your goals with dates next to them. And know why your goals are your goals, what is going to keep you going even when obstacles get in the way... because we will have them in the next year. Take lessons you learned from last year and use those to help you plan this next year. Do you need to book more classes so you are sure to hold more; do you need to share career information with more women so you can build your team; do you need to attend more Mary Kay functions for training and positive environment?

Goals need to be broken down into small steps; determine how many parties and interviews it will take to reach your goal, then break it down monthly, weekly and then daily. Finally, make the decision to commit to your goals. The beauty with Mary Kay Cosmetics is that you do not have to work full-time hours to benefit from the full-time pay and you have flexibility in your schedule. The amount of time and effort you put forth in your MK business will show in you results. If you put little time and effort into your business, it will show little results, but when you put forth BIG time and effort into your business, expect to see BIG results.

With Love,

Marnie

13% Recruiter Commission Level

Marnie R. Yunger \$870.84
(does not include unit commissions & bonuses)

9% Recruiter Commission Level

Linda G. Haney \$62.28
Fran A. McMonagle \$21.60

4% Recruiter Commission Level

Mary A. Taylor \$40.76
Cindy L. Martino \$34.04
Lu Foley \$30.76
Angela Maxwell \$27.06

Anamaria C. Hazel	\$25.30
Laurie Ermentrout	\$23.02
Maud B. Palmer	\$19.76
Alice L. Gondeck	\$18.18
Linda Stettler	\$16.76
Page Knox	\$10.64
Christine Hanson	\$9.10
Gerry Schmidt	\$3.06
Marion W. Bauer	\$1.56

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

July 4 - Independence Day, All Branches Closed

July 17 - Last Day to Enroll for Fall PCP

July 28 - Last day to place telephone orders for July

July 31 - Last day to place on-line orders for July



NEW FACES *take you PLACES*

TEAM-BUILDING CHALLENGE ♥ JULY 1 – DEC. 31, 2017

Let's Go Places!

When you step out and introduce women to the incredible Mary Kay opportunity, a new level of success can be set in motion and you might find you're going places—like a dream vacation!

Monthly Achievers[†]

For each month during the challenge period (July 1 – Dec. 31, 2017) the Independent Beauty Consultant with the highest number of new personal team members in her unit (minimum of two) will receive a prize.*

Grand Prize Achievers

The five Independent Beauty Consultants in each Seminar affiliation (total of 20) with the highest number of qualified** new personal team members during the six-month challenge period (July 1 – Dec. 31, 2017) will earn a trip voucher valued at \$5,000.

*For the monthly prize challenge, new personal team members do not need to be qualified in order to count. The prize will be mailed the month after the challenge is achieved. In the event of a tie, the person with the highest level of adjusted wholesale Section 1 production from that month's new personal team members will earn the prize.

**For purposes of this challenge, the new personal team member must sign her Independent Beauty Consultant Agreement in one of the months of the challenge (July 1 – Dec. 31, 2017) and place a \$600 or more order in the month that her Agreement is signed or in the month after (A+1) with the exception of December. If she signs her Agreement in December, she also must place her qualifying order in December since the challenge ends Dec. 31.

†Only independent sales force members with the career path status of Independent Beauty Consultant are eligible to achieve the monthly portion of this challenge.

