

YUNGER
AND
BETTER

Millionaires



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

January Newsletter with December Results

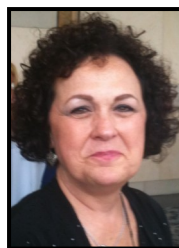
Queen of Retail Queen of Wholesale Queen of Reorders Top Check for December



Fran McMonagle
\$5,347



Fran McMonagle
\$2,504



Marie Costello
\$2,134

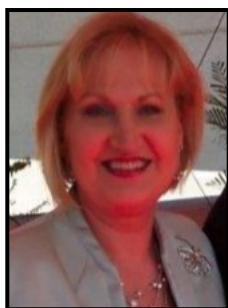


Mary Taylor
\$94

Quarter 2 STARS



Gerry Schmidt
Pearl



Fran McMonagle
Pearl



Angela Maxwell
Ruby



Maud Palmer
Ruby



Christina Smith
Sapphire



Laurie Ermentrout
Sapphire



Cindy Miedwig
Sapphire



Alice Gondeck
Sapphire



Marnie Yunger
Emerald

Our Proud REDS



Mary Taylor



Maud Palmer



Linda Haney



Gerry Schmidt



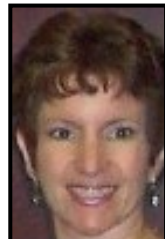
Lu Foley



Fran McMonagle



Linda Stettler



Laurie Ermentrout



Anamaria Hazel



Cindy Martino

On-Target
STARS

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

MARY KAY



Consultant	Current	Sapphire	Ruby	Diamond	Emerald	Pearl
FRAN MCMONAGLE	\$599.50	\$1,200.50	\$1,800.50	\$2,400.50	\$3,000.50	\$4,200.50
ANGELA MAXWELL	\$415.05	\$1,384.95	\$1,984.95	\$2,584.95	\$3,184.95	\$4,384.95
LAURIE ERMENTROUT	\$405.50	\$1,394.50	\$1,994.50	\$2,594.50	\$3,194.50	\$4,394.50
MARNIE YUNGER	\$1,326.50	\$473.50	\$1,073.50	\$1,673.50	\$2,273.50	\$3,473.50



February CELEBRATIONS

Happy Birthday

Birthdays	Day
Pam J. Smart	4
Kathy A. Hahn	5
Thelma Sam	6
Carrie A. Lager	10
Maria Older	11
Mary Kay Roehr	12
Barbara M. Allcroft	14
Shelley Desman	14
Barbara J. Fletcher	14
Marnie R. Yunger	14
MaryBeth Sedgwick	16
Margaret A. Stahelek	17
Janis S. Innocenti	19
Carolyn L. Seitz	21
Tara E. Walter	22
Carolyn A. Degnan	24

Happy MK Anniversary

Anniversaries	Years
Elizabeth T. Baker	27
Kathleen O'Leary	19
Ann Marie Sher	18
Peggy A. Jubar	15
Laura Hunt	14
MaryAnn Black	14
Anamaria Fuller	12
Lorie J. McCafferty	12
Karen A. Woldahl	11
Mercedes Soto	11
Marianne L. Buehler	2
Marlyn Z. Preston	1
Annmarie Kromah	1
Dia Mantakounis	1

Women Working with Passion in December

\$100+ REORDERS

Maud Palmer	\$1,369
Gerry Schmidt	\$2,209
Angela Maxwell	\$398
Rosie Fisher	\$900
Page Knox	\$282
Fran Nase	\$180
Denise Alderfer	\$150
Laurie Ermentrout	\$300
Chris Hanson	\$422
Marie Costello	\$2,235

\$200+ WEEKS

Maud Palmer	\$610/\$461/\$298
Fran McMonagle	\$1,675/\$2,058/\$412/\$438/\$764
Laurie Ermentrout	\$300
Gerry Schmidt	\$1,007/\$655/\$436/\$345
Alice Gondeck	\$1,005
Angela Maxwell	\$341/\$272
Page Knox	\$226/\$311
Rosie Fisher	\$800
Chris Hanson	\$315

SUMMARY SENDERS

Alice Gondeck
Maud Palmer
Fran McMonagle
Angela Maxwell
Rosie Fisher
Gerry Schmidt
Denise Alderfer
Page Knox
Laurie Ermentrout
Fran Nase
Chris Hanson
Marie Costello

\$800+ MONTH

Fran McMonagle	\$5,347
Gerry Schmidt	\$2,548
Alice Gondeck	\$1,005
Maud Palmer	\$1,369
Marie Costello	\$2,235
Rosie Fisher	\$900

\$200+ CLASSES

Angela Maxwell	\$215
Fran McMonagle	\$1,719 open house
Alice Gondeck	\$1,005 open house

BASICS SOLD

Alice Gondeck 3

\$60+ FACIAL

Gerry Schmidt	\$340
Page Knox	\$66

Consistency Club Inner Circle Winners

Gerry Schmidt	Laurie Ermentrout
Fran McMonagle	Cindy Miedwig
Angela Maxwell	Maud Palmer

\$1000+ Sales

Gerry Schmidt
Maud Palmer
Fran McMonagle
Alice Maxwell
Marie Costello

Look who Invested this Month

Name	Amount	Name	Amount	Name	Amount
Fran A. McMonagle	\$2,504.05**	Kathleen O'Leary	\$276.50	Beverly G. Klein	\$104.50
Gerry Schmidt	\$997.50**	Lucille J. Didawick	\$273.50	Joan K. Buck	\$99.50
Angela Maxwell	\$854.05**	Marybeth Kolodney	\$256.00	Antioniette Etts	\$98.50
Maud B. Palmer	\$800.00**	Marion W. Bauer	\$247.00	Margaret A. Stahelek	\$98.00
Cindy M. Miedwig	\$606.00**	Susan R. Gold	\$240.00	Laura M. Thomas	\$84.00
Patty Paul	\$605.50**	Christine Cucchiaro	\$238.00	Sue Levush	\$80.00
Linda G. Haney	\$556.55	Jennifer Pellegrino	\$238.00	Lisa K. Brown	\$80.00
Christine Hanson	\$536.00	Connie Jones	\$237.00	Peggy M. Johnson	\$54.00
Christina C. Smith	\$476.70	Mary A. Taylor	\$232.00	Cindy L. Martino	\$53.00
Anamaria C. Hazel	\$434.00	Peggy A. Jubar	\$232.00	Christine Apolenis	\$40.50
Laurie Ermentrout	\$405.50	Mandy Ballard	\$229.00	Brooke Harvey	\$36.00
Beverly Vitek	\$381.00	Karen K. Brown	\$229.00	Rosemary H. Fisher	\$30.00
Laura Hunt	\$352.50	Kathy Miller	\$228.00	Caroline K. Chestnut	\$22.00
Marianne L. Buehler	\$326.50	Georgiana H. Glaeser	\$227.00	Frances J. Nase	\$15.00
Melissa Wilson	\$324.10	Lorie J. McCafferty	\$225.50		
Dawn Hunter	\$311.50	Brenda L. Wido	\$177.50		
Elizabeth T. Baker	\$298.00	Lori McLaughlin	\$177.00		
Kathy M. Agster	\$298.00	Dolores R. Bergey	\$124.05		
Barbara M. Allcroft	\$295.50	Page Knox	\$109.50		
Linda Stettler	\$281.50	Jeri J. Lewis	\$108.00		



Earned the "Embrace Your Dreams"
Bracelet ** for December

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	\$20,006.50	\$6,820.00	\$26,826.50
2	Fran A. McMonagle	\$16,250.60	\$4,717.00	\$20,967.60
3	Angela Maxwell	\$10,623.30	\$4,305.20	\$14,928.50
4	Maud B. Palmer	\$9,113.00	\$3,393.00	\$12,506.00
5	Laurie Ermentrout	\$7,669.00	\$3,700.00	\$11,369.00
6	Cindy M. Miedwig	\$7,411.50	\$2,464.00	\$9,875.50
7	Christina C. Smith	\$6,294.90	\$2,754.00	\$9,048.90
8	Alice L. Gondeck	\$4,124.00	\$3,136.00	\$7,260.00
9	Page Knox	\$3,809.50	\$2,121.00	\$5,930.50
10	Janis S. Innocenti	\$3,214.50	\$1,789.00	\$5,003.50

Top Team Builders

Company Court of Sharing



Susan Sautner

Recruiter

Susan Sautner

New Team Members

1

YTD Comm

\$30.47

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 :Kathy M. Agster
Barbara V. Magarity
MaryBeth Sedgwick
* Josephine R. Stott
Recruiter :Marion W. Bauer
Christine Hanson
Recruiter :Dolores R. Bergey
Connie Jones
Recruiter :Lisa K. Brown
Caroline K. Chestnut
Beverly Vitek
Recruiter :Joan K. Buck
Nina M. McCausland
Recruiter :Alice L. Gondeck
Laura A. Korell
Susan Parenteau
Marilyn Hopper
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 :Angela Maxwell
Marybeth Kolodney
* Dia Mantakounis
Maryellen Curran
Bridget R. Young
Recruiter :Patricia I. Miyoshi
Anamaria Fuller
Teresa Valadez
Marlyn Z. Preston
Recruiter :Patty Paul
Azi Colling
Recruiter :Beth Pellegrino
Jennifer Pellegrino
Margaret A. Stahlek
* Pamela Bernet
Recruiter :Catherine C. Refice
Donna A. Terry
* Jeanette Connaughton
Recruiter :Sarah I. Schudel-Boy
Patty Paul
* Amy Ibanez-Ohm
* C. Viktora-Sewell
Sherrin L. Sundstrom
Johanna L. Washington
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 :Laurie Ermentrout
Kathleen K. Ingalls
Carrie A. Lager
Josi Smith
Recruiter :Lu Foley
Mandy Ballard
Elizabeth A. Endres
Charlene Floyd
Recruiter :Linda Haney
Beth Bridges
Georgiana H. Glaeser
Joyce A. Lang
* Shelley Desman
* Barbara G. Leistrum
* Nadja D. Newhall
Alison Dudenbostel
Schawanda Gittens
Christina Niziolek
Margaret Quinn
Heather M. Simon

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

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 :Cindy Martino
Susan R. Gold
Kathy Thompson
Janean H. Wood
* Patti D. Martino
Recruiter :Maud Palmer
Barbara C. D'Antonio
Deborah A. Farnish
Wendy Griffin
Christina C. Smith
* Linda M. Partin
* Mary Kay Roehr
* Susan D. Sinkler
Marguerite S. Furyk
Recruiter :Gerry Schmidt
Josefa Alegre
Laurie Ermentrout
Barbara J. Fletcher
Recruiter :Linda Stettler
Janet Beil
Rene L. Giacono
Beverly G. Klein

Recruiter :Fran A. McMonagle
Denise K. Alderfer
Dolores R. Bergey
MaryAnn Black
Marianne L. Buehler
Christine Cucchiaro
Susan M. Woehr
* Denielle Zollo
Robin Hubner
Carol Puzzella
Recruiter :Mary A. Taylor
Cheryl A. Ceresna
Kathryn A. Chase
Antoniette Etts
Carol J. Howard
Ali Jacob
Peggy A. Jubar
Kathleen MacDonnell
Sarah T. Cleaveland
Charlotte B. Hill

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



The Perfect Contest

January Promotion

PERFECT 10

- 10 parties or 50 faces
- 10 interviews
- \$1,000 wholesale



FYP Phone Charger and Scarf



Power Lunch
with
Director

PERFECT 5

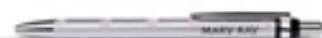
- 5 parties or 30 faces
- 5 interviews
- \$500 wholesale



Follow Your Dreams
Scarf

PERFECT 3

- 3 parties or 15 faces
- 3 interviews
- \$300 wholesale



Follow Your Dreams
Pen

Yunger Millionaires Perfect Contest

Marnie Yunger

(215)766-7220

myunger@marykay.com

Tracking Parties



= 1 Party



Name: _____

Email/Cell: _____

Who did I interview?

Customer Name	Director	Agreement
1.		
2.		
3.		
4.		
5.		
6.		
7.		
8.		
9.		
10.		
11.		
12.		
13.		
14.		
15.		

Track Your Month

Tracking wholesale



= \$100 wholesale



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**™

20 Tips for a Positive New Year

1. Stay Positive. You can listen to the cynics and doubters and believe that success is impossible or you can trust that with faith and an optimistic attitude *all things are possible*.
2. Take a morning walk of gratitude. I call it a "Thank You Walk." It will create a fertile mind ready for success.
3. Eat breakfast like a king, lunch like a prince and dinner like a college kid with a maxed out charge card.
4. Zoom Focus. Each day when you wake up in the morning ask: "What are the three most important things I need to do today that will help me create the success I desire?" Then tune out all the distractions and focus on these actions.
5. Instead of being disappointed about where you are, think optimistically about where you are going.
6. Remember that adversity is not a dead-end but a detour to a better outcome.
7. Don't chase success. Instead decide to make a difference and success will find you.
8. Get more sleep. You can't replace sleep with a double latte.
9. Don't waste your precious energy on gossip, energy vampires, issues of the past, negative thoughts or things you cannot control. Instead invest your energy in the positive present moment.
10. Mentor someone and be mentored by someone.
11. Live with the 3 E's. Energy, Enthusiasm, Empathy.
12. Remember there's no substitute for hard work.
13. Believe that everything happens for a reason and expect good things to come out of challenging experiences.
14. Implement the No Complaining Rule. Remember that complaining is like vomiting. Afterwards you feel better but everyone around you feels sick.
15. Read more books than you did in 2016. I happen to know of a few good ones.
:)
16. Don't seek happiness. Instead decide to live with passion and purpose and happiness will find you.
17. Focus on "Get to" vs "Have to." Each day focus on what you get to do, not what you have to do. Life is a gift not an obligation.



MARY KAY



Embrace Your Dreams **Career Conference Challenge** *Dec. 1, 2016 – Feb. 28, 2017*

Get energized at Career Conference 2017, and have the Year of Your Dreams. You can qualify to earn an invitation to the Career Conference VIP Luncheon where you will receive the special Career Conference *Embrace Your Dreams* bracelet which encourages you to follow Mary Kay Ash's lead and "Eat Dessert First." You will earn these two wonderful rewards if you are:

- An **Independent Beauty Consultant** or an **Independent Sales Director** who achieves the *Embrace Your Dreams* Challenge in December, January and February.
- A **NEW Independent Beauty Consultant** whose Independent Beauty Consultant Agreement is received and accepted by the Company in the month of January and who achieves the *Embrace Your Dreams* Challenge in January and February.
- An **Independent Sales Director** who from July 1, 2016, to Feb. 28, 2017, is on-target for the \$500,000 Circle of Achievement with at least \$330,000 in unit estimated retail production.

For all of the qualification details, visit the *Embrace Your Dreams* Challenge page on *Mary Kay InTouch*®. And I look forward to seeing you show off your new bracelet at Career Conference 2017.



MARY KAY
**CAREER
CONFERENCE**
2017

Upcoming Events

Tuesday January 10th

Conference Call at 8pm; set your goals

Tuesday January 17th

Conference Call meeting at 8pm

Tuesday January 24th "Pow Wow" meeting @ Marnie's, 7pm

Tuesday January 31st

Conference Call at 8pm

Tuesday February 7th

"round table" meeting @ Marnie's

Parties and faces is how you will build your business.

Please hop on a call or attend one meeting this month – Career Conference –if you are Philly local---register on January 31st for Lancaster – Much Excitement and Education join in---see your business Excel!!!

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

www.unitnet.com/marnieyunger

A Note

From Marnie

Happy New Year! It was just 6 months ago that I was saying Happy New Year to you also. I love in our Mary Kay Business that we have 2 "New Years" - July 1 and January 1. There is something about starting fresh, evaluating ourselves and making changes at the NEW YEAR! Luckily, we do not have to wait 12 months, we have the opportunity to do it every 6 months.

If you have not done so yet, be sure to sit down and do the following:

- Clear your mind and set your goals.
- Keep in mind why your goal is your goal

Then ask yourself these questions:

- Is my why big enough to keep me motivated when obstacles come my way?
- Am I willing to put forth the time and effort required to reach my goal?
- Am I willing to delegate things that will not be productive in helping me reach my goals?

Career Conference is coming soon, mark your calendar. This is when Mary Kay brings Dallas to you! The cost is minimal because when you pick up your registration packet, the company GIVES YOU approximately \$75-\$90 in FREE PRODUCT! This is THE event you do not want to miss!

Be sure to follow-up with those who have Christmas gift cards from you. These are automatic appointments. Also be thinking about booking for "Sweetheart Looks" for Valentine's.

With Love and Belief,

Marnie

13% Recruiter Commission Level

Marnie R. Yunger \$629.67
(does not include unit commissions & bonuses)

9% Recruiter Commission Level

Mary A. Taylor \$93.56
Fran A. McMonagle \$61.97

4% Recruiter Commission Level

Sarah Schudel-Boyer \$24.22
Marion W. Bauer \$21.44
Maud B. Palmer \$19.07
Gerry Schmidt \$16.22

Lisa K. Brown \$16.12
Beth Pellegrino \$13.44
Angela Maxwell \$10.24
Cindy L. Martino \$9.60
Dolores R. Bergey \$9.48
Anamaria C. Hazel \$9.16
Lu Foley \$9.16
Linda G. Haney \$9.08
Page Knox \$7.10
Linda Stettler \$4.18
Janis S. Innocenti \$1.20

Paychecks from
the Heart

Younger and Better Millionaires



Marnie Yunger

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

Important Dates

January 16 - Martin Luther King Jr. Day - Postal Holiday

January 17 - Last Day to Enroll for the Spring PCP Look Book

January 28 - Last day to place telephone orders for January

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

January 31 - Registration opens for 1st week of Career Conference

February 3 - Registration opens for 2nd week of Career Conference

Building Confidence

A SOUND. Confidence sounds like passion and energy, so when you speak, do it with enthusiasm.

TAKING ACTION. Confidence helps you stay focused and build momentum. When you're operating with momentum, you have no time for negative thoughts.

BELIEF. Believe in the Mary Kay products, the Mary Kay opportunity, and most importantly, yourself. You can do it!

PERSONAL DEVELOPMENT. Invest in yourself. Read self-growth books, attend Mary Kay special events, listen to motivational downloads or CDs and repeat affirmations.

AN ATTRACTION. What you think about, you bring about. Think of a space where others want to be and create it.



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

CONSISTENCY IS KEY