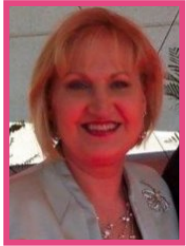


Yunger & Better Millionaires

MAY NEWSLETTER WITH APRIL RESULTS

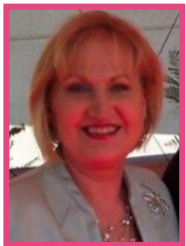


Queen of Retail



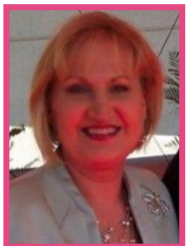
Fran McMonagle
\$3,004

Queen of Wholesale



Fran McMonagle
\$1,349

Queen of Reorders



Fran McMonagle
\$2,782

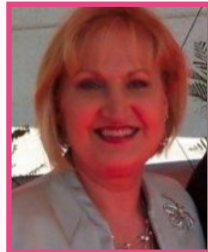
Top Check for April



Danielle Durfee
\$68.58



Golden Rule April Achievers



Fran McMonagle



Angela Maxwell



Danielle Durfee



Linda Zerbe



Patty Paul



Stephanie Hill



Marnie Yunger



"Being treated with respect is something every employee deserves, regardless of rank. Not only is it right, it has a positive effect on a company's overall success. When you show people you care for them, they return that care by working harder to see you succeed." - Mary Kay Ash



Seminar 2023

Have you registered for Seminar yet? Come 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! Registration is now open, let's party together in Dallas!!

[Register Here](#)

Quarter 4 On-Target Stars



Name	Wholesale \$ + Team Building*	Sapphire	Ruby	Diamond	Emerald	Pearl
Fran McMonagle	\$ 2,194.00	\$ 0.00	\$ 206.00	\$ 806.00	\$1,406.00	\$2,606.00
Danielle Durfee	\$ 1,744.50	\$ 55.50	\$ 655.50	\$1,255.50	\$1,855.50	\$3,055.50
Angela Maxwell	\$ 1,736.50	\$ 63.50	\$ 663.50	\$1,263.50	\$1,863.50	\$3,063.50
Gerry Schmidt	\$ 1,217.00	\$ 583.00	\$1,183.00	\$1,783.00	\$2,383.00	\$3,583.00
Linda Zerbe	\$ 884.50	\$ 915.50	\$1,515.50	\$2,115.50	\$2,715.50	\$3,915.50
Stephanie Hill	\$ 819.80	\$ 980.20	\$1,580.20	\$2,180.20	\$2,780.20	\$3,980.20
Christina Smith	\$ 784.50	\$1,015.50	\$1,615.50	\$2,215.50	\$2,815.50	\$4,015.50
Patty Paul	\$ 646.00	\$1,154.00	\$1,754.00	\$2,354.00	\$2,954.00	\$4,154.00
Vera Bunch	\$ 496.50	\$1,303.50	\$1,903.50	\$2,503.50	\$3,103.50	\$4,303.50
Cindy Martino	\$ 494.00	\$1,306.00	\$1,906.00	\$2,506.00	\$3,106.00	\$4,306.00
B.J. Henning	\$ 472.00	\$1,328.00	\$1,928.00	\$2,528.00	\$3,128.00	\$4,328.00
Charlene Floyd	\$ 454.00	\$1,346.00	\$1,946.00	\$2,546.00	\$3,146.00	\$4,346.00
Marnie Yunger	\$ 4,094.70	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 705.30



Seminar 2023

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[Register Here](#)



May Customer Special

Time for a Spring Refresh! Need to restock? Excited to try something new? Take advantage of my special this month! When you purchase at least \$50 of your beauty essentials, you can choose an extra item at half off! This month, I'm excited about:

- The award-winning Clear Proof Deep-Cleansing Charcoal Mask
- The body-firming Targeted-Action Toning Lotion
- and the vital TimeWise 3D Foundation

[Download](#)

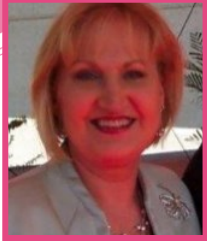
Love Checks

Marnie Yunger 13% \$ 749.17
 (does not include unit commissions & bonuses)
 Angela Maxwell 9% \$ 20.79
 Danielle Durfee 8% \$ 68.58
 Fran McMonagle 6% \$ 13.80

B.J. Henning 4% \$ 40.28
 Laurie Ermentrout 4% \$ 11.14
 Patricia Miyoshi 4% \$ 9.64
 Lu Foley 4% \$ 7.84

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
B.J. Henning
Laurie Ermentrout

YTD Retail

\$32,480.00
\$26,096.00
\$22,092.50
\$20,696.00
\$15,398.00
\$ 8,568.00
\$ 7,413.00
\$ 6,584.00
\$ 5,636.00
\$ 5,499.00

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



Angela Maxwell

Recruiter

Angela Maxwell
Fran McMonagle
Marnie Yunger

New Team Members

2
1
1

YTD Comm

\$115.70
\$107.44
\$125.32

Women working with passion April

\$100+ REORDERS

Fran McMonagle	\$2,782
Rosie Fisher	\$543
Angela Maxwell	\$941
Melissa Wilson	\$550
Stephanie Hill	\$399

\$200+ WEEKS

Fran McMonagle	\$1,230/\$368/\$1,312
Angela Maxwell	\$286/\$942/\$212
Rosemary Fisher	\$481
Melissa Wilson	\$550
Stephanie Hill	\$245/\$227

SUMMARY SENDERS

Fran McMonagle
Gerry Schmidt
Angela Maxwell
Marie Costello
Rosie Fisher
Melissa Wilson
Stephanie Hill

\$800+ MONTH

Fran McMonagle	\$3,004
Angela Maxwell	\$1,528
Marie Costello	\$1,900
Gerry Schmidt	\$1,066

\$60+ FACIAL

Angela Maxwell	\$200
Fran McMonagle	\$222
Stephanie Hill	\$73

\$200+ CLASSES

Angela Maxwell	\$387
----------------	-------



\$1000+ Sales

Fran McMonagle	Angela Maxwell
Gerry Schmidt	Marie Costello

Inner Circle Club



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

Fran McMonagle

Angela Maxwell

Gerry Schmidt



June Celebrations

Happy Birthday!

Name	Birth Date
Terri Rook	4 June
Sarah Cleaveland	5 June
Laurie Ermentrout	8 June
Theresa Grimley	10 June
Catherine Refice	10 June
Rusty Johnson	11 June
Gerry Schmidt	13 June
Karen Vermillion	15 June
Marsha Kuhn	19 June
Mary Grace Curran	21 June
Beverly Klein	21 June
Kaitlin Ruxton	22 June
Rosemary Fisher	23 June
Connie Jones	24 June
Lori Holder	26 June
Patricia Casciano-Light	27 June
Elizabeth Endres	29 June

Happy Anniversary!

Name	Years
Cindy Martino	36
Angela Fattizzo	33
Marion Bauer	26
Shannon Deatrich	22
Kimberly Jones	22
Sarah Copestake	21
Connie Jones	19
Margaret Stahelek	19
Sue Chrome	19
Charlene Floyd	18
Deborah Hisiro	17
Barbara Fletcher	17
Joyce Fairbanks	14
Elizabeth Endres	12
Maryellen Miraglilo	10
Theresa Grimley	1

Look Who Invested this Month

ON-TARGET for Year Long Consistency

 	Fran McMonagle	\$1,349.00	Rachele Dominick	\$273.60	Della Ashton	\$227.50
 	Angela Maxwell	\$1,199.50	Cindy Martino	\$251.50	Pamela DeHart	\$227.50
	Danielle Durfee	\$1,007.00	Melissa Wilson	\$244.20	Patricia Miyoshi	\$226.50
	Linda Zerbe	\$884.50	Teresa Valadez	\$241.00	Carolyn Degnan	\$210.00
	Patty Paul	\$646.00	Nettie Goodman	\$240.50	Charlene Floyd	\$196.00
 	Stephanie Hill	\$607.80	Kathleen Brozyna	\$240.00	Stephanie Taylor	\$162.60
	Gerry Schmidt	\$590.00	Marguerite Furyk	\$235.60	B.J. Henning	\$156.00
	Christina Smith	\$551.50	Laura Thomas	\$232.00	Olivia Montes	\$140.50
	Vera Bunch	\$496.50	Bridget Young	\$231.00	Molly LaMontagne	\$109.00
	Sherrin Sundstrom	\$317.00	Rhonda Salak	\$230.50	Laura Hunt	\$104.50
	Jane Long	\$316.50	Dolores Bergey	\$230.00	Margaret Stahelek	\$84.00
	Joan Buck	\$305.50	Linda Ellison	\$228.00	Jeri Lewis	\$46.00
	Lisa Kiefer	\$285.00	Kathy Hahn	\$228.00	  Marnie Yunger	\$2,396.20
	Kathleen Ingalls	\$278.50	Lynne Petzold	\$228.00		



steppin' up the Ladder



Senior

Consultant

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

Laurie Ermentrout
 Lu Foley
 Linda Haney
 B.J. Henning
 Page Knox
 Cindy Martino
 Patricia Miyoshi
 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



Sarah Copestake
 Danielle Durfee
 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

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

Happy Birthday

MARY KAY
ASH



Celebrate the Lives She has Changed

May is Mary Kay Ash's birthday month, and we can honor and celebrate her all month long! This amazing woman has changed the lives of countless women and men across the globe in so many ways! From providing an opportunity for women to support themselves and their families, to the constant and subtle improvements in consultants' confidence and outlooks on life, to the ripple effects on those around them: customers who feel beautiful, children who learn entrepreneurship, spouses who gain a greater respect for their partners. We are so grateful to Mary Kay Ash, and so blessed to be part of our pink world!

May Contest

"In Mary Kay, you have to know what HEART is. ... this force is the Go-Give spirit, the willingness to help one another. We are not just selling cosmetics; we are touching lives." – Mary Kay Ash

MARY KAY'S
BIRTHDAY – MAY
12TH! Mary Kay
LOVED dessert!!!

So....to celebrate...
YOU get to treat
yourself to dessert at
DQ!!!



Receive a \$6 card
for placing at least
a \$300 wholesale
order!

Receive a \$10 card
for placing at least
a \$600 wholesale
order!

Receive a \$15 card
for placing at least
a \$900 wholesale
order!



You'll also receive this
beautiful jewelry bag with a
\$600 wholesale order from
Mary Kay!

2 \$25 cash drawings at
\$12,000, 2 drawings at
\$18,000 and 2 at
\$23,000!

(Your name goes in once
for every \$225 order)

Grand Day Drawing!



PIC•COLLAGE

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™**

NEW! Summer PRODUCTS



FREE* Set of Limited-Edition* Mary Kay® Masking Minis

when you purchase both the retail-sized TimeWise® Moisture Renewing Gel Mask and Clear Proof® Deep-Cleansing Charcoal Mask.



Mary Kay® Heart-Shaped Foundation Brush
Purchase, \$5 with purchase

With each purchase of a TimeWise 3D® Matte or Luminous Foundation, your customers can purchase the Heart-Shaped Foundation Brush for \$5.



Lip Balm Set, \$16



New Matte Liquid Lipstick,
\$20 ea.



Lip & Cheek Cream Blush, \$14 each



Beauty Box
(Section 2), \$12, pk./4



Fuzzy Headband
(Section 2), \$3

be a brand ambassador

As an Independent Beauty Consultant you will want to ensure you are wearing 100% Mary Kay products from head to toe! Not only will you feel great about how you look, but you'll be far more enthusiastic to share the products with others. Being your own best customer makes you the best Brand Ambassador for your business. We have so many amazing products to choose from, but here's a good place to start! Isn't it great you can shop from your own personal store with 50% off savings!

step 1

Donate all of your other brand unused products to a local funeral home (makeup and skin care). They really do want your products! Throw away the used ones. It will be the best long term investment you can make in yourself and your business!

step 2

Use the suggestions below as guidance to create your own Mary Kay "wardrobe!" If you have questions or need suggestions, please reach out to your Sales Director.

My skin care regimen includes:

- __TimeWise 3D Normal/Dry Set + To Go Set
- __TimeWise 3D Combo/Oily Set + To Go Set
- __TimeWise Repair Set + To Go Set
- __Naturally Set
- __Botanicals Effects Set
- __Clear Proof Set + To Go Set
- __TimeWise 3-in-1 Cleansing Bar

My skin care supplements include:

- __Microdermabrasion Plus Set
- __Serum C+E
- __Retinol 0.5 Set
- __Hydrogel Eye Patches
- __Tone Correcting Serum
- __Charcoal Mask
- __Moisture Renewing Gel Mask
- __Revealing Radiance Facial Peel
- __Indulge Soothing Eye Gel
- __Firming Eye Cream
- __Intense Moisturizing Cream
- __Oil Free Hydrating Gel
- __Micellar Water
- __Extra Emollient Night Cream
- __Age-Fighting Moisturizer
- __Bio-Cellulose Mask
- __Deep Wrinkle Filler
- __Oil-Free Eye Makeup Remover

My face prep products include:

- __Satin Lips Set
- __Foundation Primer
- __Lip Primer
- __Eye Primer
- __Lash Primer
- __Beauty Blotters
- __Oil Mattifier
- __Undereye Corrector
- __Makeup Finishing Spray

My body care products include:

- __Satin Hands Pampering Set
- __Satin Body Shower Gel
- __Satin Body Scrub
- __Satin Body Lotion
- __TimeWise Toning Lotion
- __Mint Bliss Foot Lotion
- __2-in-1 Body Wash & Shave
- __Hydrating Lotion
- __Satin Body Whipped Shea Creme
- __Shea Hand Soap
- __Shea Hand Sanitizer
- __Women/Men's Fragrance



My Foundation Choice:

Powder Choices:

Concealer:

Liquid Eye Shadow:

Mascara:

Brows:

Six (6) Chromafusion Eye

Colors:

1. _____
2. _____
3. _____
4. _____
5. _____
6. _____

My beauty tools include:

- __Skinvigorate Sonic System
- __Travel Roll-Up Bag
- __Brush Collection
- __Brush Cleaner
- __Eye Blending Brush
- __Cream Color Brush
- __Blending Brush
- __Liquid Foundation Brush
- __Powder Foundation Brush
- __Blending Sponge
- __Mask Applicator
- __Pro Palette
- __Perfect Palette
- __Petite Palette

Two (2) Chromafusion Cheek Colors:

1. _____
2. _____

- _____ Contouring Powder
- _____ Highlighting Powder

Two (2) Eyeliners:

1. _____
2. _____

Six (6) Lipsticks and/or Lip Glosses:

1. _____
2. _____
3. _____
4. _____
5. _____
6. _____

Lip Liner: _____

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 May 9th 7:30 Zoom Call

Tuesday May 23rd 7:30 Zoom Call

Tuesday June 6th 7:30 Zoom Call

Thursday May 11th Mary Kay Corp --
IT Just Fits 7 p.m

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



Summer PCP

Look Who Participated

Gerry Schmidt
Laurie Ermentrout
Lu Foley
Danielle Durfee
Stephanie Hill
Frances Nase
Linda Stettler
MaryAnn Black
Christina Smith
Barbara D'Antonio
Patty Paul
B.J. Henning
Donna Scharfetter
Rosemary Fisher
Cindy Martino
Charlene Floyd
Patricia Miyoshi
Joan Buck
Jeri Lewis
Melissa Wilson
Marguerite Furyk
Elizabeth Endres
Carrie Lager
Lorie McCafferty
Marnie Yunger

a note from

Marnie

Bees Buzzing – Blooming Flowers – We're moving right along – On our Way to the 60th! Seminar registration is open, and we have almost 2 months left to finish our Golden Rules Year!

You are probably familiar with one of Mary Kay Ash's famous quotes: "Aerodynamically, the bumble bee shouldn't be able to fly, but the bumble bee doesn't know it, so it goes on flying anyway." Mary Kay loved bees because they symbolize what she wanted us all to know – **BELIEVING IS ACHIEVING!**

Now is a great time to get buzzing like a bee and plan for summer sales and activities! Here are a few ideas:

- Pick your favorite summer products and plan demo days.
- Review your "opportunities" page in In-Touch.
- Set and share your year-end goals with family, friends and customers.
- Follow up with your Preferred Customer Program list.
- Keep reaching for the STARS.
- Review, write or refresh your Why or I-Story and share!

With Mary Kay we have amazing products and great opportunities to share. I believe that with hard work and perseverance, YOU can achieve anything you set your mind to!

GET MOTIVATED. GET EXCITED. GET GOING.

Love & Belief,
Marnie



Details

Shop My Party

Shop my Party! This awesome party tool helps boost your success at your in-person and virtual parties!

- You can create a unique link to share with your hostess and her guests.
- Your hostess can share it with her friends to shop as well, even if they can't attend her party!
- This helps boost YOUR sales, and your HOSTESS'S rewards!
- Check out all details on InTouch, and start booking!

important dates

May 8 - Look Book begins mailing
May 10 - Early Ordering begins
May 12 - Mary Kay's Birthday
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
Jun 15 - 4th Quarter Ends
Jun 16 - 1st Quarter Begins
Jun 18 - Father's Day
Jun 28 - Last day to place telephone orders
Jun 30 - Last day to place on-line orders
Jun 30 - Last day of Seminar 2023

Yunger & Better Millionaires



Marnie Yunger

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

GOLDEN
Rules

go forth with
G♥-GIVE.



When you order \$600+ whsl in
MAY, you will receive this adorable
TRAVEL JEWELRY POUCH
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.