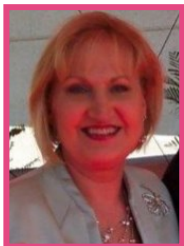


Yunger & Better Millionaires

FEBRUARY NEWSLETTER WITH JANUARY RESULTS



Queen of Retail



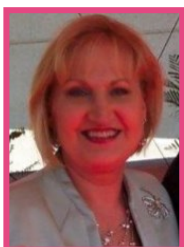
Fran McMonagle
\$1,710

Queen of Wholesale



Gerry Schmidt
\$1,616

Queen of Reorders



Fran McMonagle
\$1,710

Top Check for Jan.



Danielle Durfee
\$127



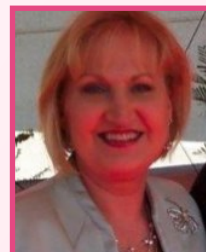
Golden Rule January Achievers



Gerry Schmidt



Cindy Martino



Fran McMonagle



Danielle Durfee



Stephanie Hill



Angela Maxwell



Jane Long



Marnie Yunger



Radiate in Red - Coming

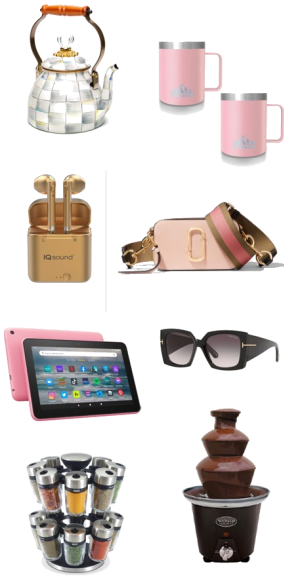
With all of the Team Building challenges and incentives the company is giving us, it's time to check out the brand new collection of Red Jackets! From classic to edgy to current and fun, there's a special red jacket for everyone!

Fall in LOVE with RED! Are you ready to claim yours?

Details



Quarter 3 On-Target Stars



Name	Wholesale \$ + Team Building*	Sapphire	Ruby	Diamond	Emerald	Pearl
Cindy Martino	\$1,714.50	\$ 85.50	\$ 685.50	\$1,285.50	\$1,885.50	\$3,085.50
Gerry Schmidt	\$1,615.50	\$ 184.50	\$ 784.50	\$1,384.50	\$1,984.50	\$3,184.50
Fran McMonagle	\$1,544.50	\$ 255.50	\$ 855.50	\$1,455.50	\$2,055.50	\$3,255.50
Danielle Durfee	\$1,156.50	\$ 643.50	\$1,243.50	\$1,843.50	\$2,443.50	\$3,643.50
Stephanie Hill	\$ 852.00	\$ 948.00	\$1,548.00	\$2,148.00	\$2,748.00	\$3,948.00
Angela Maxwell	\$ 795.25	\$1,004.75	\$1,604.75	\$2,204.75	\$2,804.75	\$4,004.75
Jane Long	\$ 647.50	\$1,152.50	\$1,752.50	\$2,352.50	\$2,952.50	\$4,152.50
Page Knox	\$ 535.00	\$1,265.00	\$1,865.00	\$2,465.00	\$3,065.00	\$4,265.00
Janean Wood	\$ 502.50	\$1,297.50	\$1,897.50	\$2,497.50	\$3,097.50	\$4,297.50
Frances Nase	\$ 476.00	\$1,324.00	\$1,924.00	\$2,524.00	\$3,124.00	\$4,324.00
Marnie Yunger	\$1,612.00	\$ 188.00	\$ 788.00	\$1,388.00	\$1,988.00	\$3,188.00

Love Checks



Marnie Yunger 13% \$534.63
 (does not include unit commissions & bonuses)
 Danielle Durfee 9% \$126.81
 Angela Maxwell 9% \$ 56.75
 B.J. Henning 6% \$ 68.90

Cindy Martino 8% \$ 55.76
 Laurie Ermentrout 4% \$ 10.76
 Patty Paul 4% \$ 9.40
 Gerry Schmidt 4% \$ 1.28

February Customer Special



Love is in the air - and so is good skin care! Love yourself with some extra pampering this month! Indulge in self-care and try a new look with my special promo this month! When you spend \$50, you get to choose an extra item for HALF OFF!

Some of my February Favorites are:

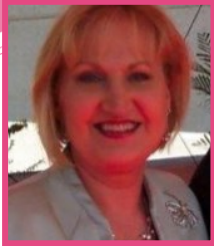
- The Supreme Hydrating Lipstick - glide into silky smooth kissable color!
- Mary Kay Fragrances - choose your signature scent, and snag one for your special guy!
- TimeWise Repair Lifting Bio-Cellulose Mask - This unsung hero packs serious power to lift and firm and present your most radiant skin!

Download

Don't limit yourself. Many people limit themselves to what they think they can do. You can go as far as your mind lets you. What you believe, remember, you can achieve.—Mary Kay Ash

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
Page Knox
Cindy Martino
Rosemary Fisher
Laurie Ermentrout

YTD Retail

\$23,895.00
\$20,104.00
\$15,816.50
\$14,677.00
\$11,817.00
\$ 6,501.00
\$ 6,082.00
\$ 5,827.00
\$ 4,553.50
\$ 4,553.00

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

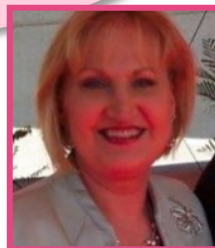
12 Team Members

Unit

6 Team Members

Top in Sharing
Company Court of Sharing

Build deep and wide
for long term
success



Fran McMonagle

Recruiter

Fran McMonagle
Marnie Yunger
Angela Maxwell

New Team Members

1
1
2

YTD Comm

\$ 107.44
\$ 84.18
\$ 72.77

Women working with passion January

\$100+ REORDERS

Danielle Durfee	\$915
Laurie Ermentrout	\$599
Angela Maxwell	\$683
Gerry Schmidt	\$1,600
Fran McMonagle	\$1,710
Page Knox	\$258
Stephanie Hill	\$268
Rosie Fisher	\$474

\$200+ WEEKS

Fran McMonagle	\$440/\$368/\$388/\$414
Danielle Durfee	\$216/\$397
Angela Maxwell	\$399/\$220
Stephanie Hill	\$203
Page Knox	\$414

SUMMARY SENDERS

Fran McMonagle
Danielle Durfee
Gerry Schmidt
Laurie Ermentrout
Angela Maxwell
Stephanie Hill
Rosie Fisher
Page Knox
Donna Scarfetter

\$800+ MONTH

Fran McMonagle	\$1,710
Danielle Durfee	\$915
Angela Maxwell	\$1,077

\$60+ FACIAL

Angela Maxwell	\$258/\$136
Stephanie Hill	\$101
Page Knox	\$156

BASICS SOLD

Page Knox	1
Danielle Durfee	2

\$1000+ Sales

Fran McMonagle Angela Maxwell

Inner Circle Club



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

Fran McMonagle

Angela Maxwell



March Celebrations



Happy Birthday!

Name	Date
Heather Simon	8 March
Denielle Zollo	9 March
Frances Nase	23 March
Kathleen Brozyna	26 March
Stephanie Hill	30 March
Sheila Sabatine	30 March



Happy Anniversary!

Name	Years
JoAnn Keane	40
Page Knox	40
Terri Rook	33
Patricia Bradley	31
Cindy Miedwig	29
Laura Thomas	27
Virginia Harze	25
Tracey Hanwell	25
Patricia Casciano-Light	24
Janean Wood	22
Patty McElroy	22
Catherine Refice	18
Nadja Newhall	18
Kathy Hahn	13
Thelma Sam	12
Denielle Zollo	9
Rene Giacono	9
Alison Hadden	6

Look Who Invested this Month



ON-TARGET for Year Long Consistency

Gerry Schmidt	\$1,615.50	Janilyn Elias	\$269.00	Melissa Wilson	\$225.50
Cindy Martino	\$1,613.00	Josi Smith	\$269.00	Frances Nase	\$221.00
 Fran McMonagle	\$1,544.50	Lori Gaul	\$263.50	Patti Martino	\$194.50
Danielle Durfee	\$824.00	B.J. Henning	\$248.00	Sue Levush	\$153.00
 Stephanie Hill	\$709.00	Antionette Etts	\$247.00	Amy Larsen	\$124.50
 Angela Maxwell	\$657.50	Lynnette Hearne	\$241.50	Bridget Young	\$112.50
Jane Long	\$647.50	Laura Thomas	\$241.00	Olivia Montes	\$76.50
Page Knox	\$510.00	Joan Buck	\$236.00	Lisa Verani	\$55.25
Janean Wood	\$502.50	Azi Colling	\$235.00	Marsha Kuhn	\$44.00
Kelly Brown	\$373.50	Linda Ellison	\$228.50	Laurie Ermentrout	\$32.00
Pam Smart	\$325.75	Rusty Johnson	\$228.50	Donna Scharfetter	\$20.00
Linda Stettler	\$316.50	Barbara Panzarella	\$228.00	 Marnie Yunger	\$1,546.00
Michelle St. Dennis	\$316.00	Virginia Harze	\$226.00		
Linda Haney	\$273.00	Angie Amig	\$225.50		



steppin' up the Ladder



Senior

Consultant

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

Sarah Copestake
Laurie Ermentrout
Lu Foley
Page Knox
Patty Paul
Rhonda Salak
Gerry Schmidt



Star

Team Builder

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



Linda Haney
B.J. Henning
Cindy Martino
Maud Palmer



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
Fran McMonagle

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



This little game can totally generate more BOOKINGS and SALES! Give your customers a certain time frame to pick a heart, send them the image of the number they

picked. It is up to you, but you could do something like "deal or no deal" and let them pick again if they think they can get a better deal.

Download Images

National LASH Day is Feb. 19! Many women will grab their mascara before anything else for their Dash-Out-the-Door makeup look, and we have a variety of options to meet their needs:

- versatile Fanorama
- defining Lash Love
- expansive Lash Intensity
- volumizing Ultimate
- elongating Lash Love Lengthening

And remind them, at the end of the day, they will want to remove their mascara gently & completely with our moisturizing Oil-Free Makeup Remover!



YUNGER MILLIONAIRES

Marnie Yunger (215)858-8710 myunger@comcast.net



\$250
wholesale

Love Package filled with
Section 2 Items



2 Sets of
Hydrogel
Eye Patches

\$450
wholesale

the love month

Your Choice of Limited
Edition Bronzer or Highlighter
Duo Stick



\$650
wholesale



Your Choice of Clinical
Solutions Booster

\$1200
wholesale

february 1-20

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™**

Spring 2023



SUN CARE
AFTER-SUN
REPLENISHING
GEL

\$18
EACH



SUPREME
HYDRATING LIPSTICK



\$38



CREAM BRONZER DUO
STICK AND CREAM
HIGHLIGHTER DUO STICK

\$18
EACH



CLINICAL SOLUTIONS® FERULIC +
NIACINAMIDE BRIGHTENER

CLINICAL SOLUTIONS® PHA +
AHA RESURFACER

\$10
EACH



HAND CREAM

MY WEEKLY PLAN/ IPA SHEET

week of: _____

4 Hour IPA (Income Producing Activities= 4 Hours/Day (5 Days/Week)
Schedule 30 minutes to an hour time slots that work for you & fill in what you are willing to do for your business. What can you commit to for the week?

Booking Coaching Cust. Serv. Sharing the Opportunity

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
5AM	5AM	5AM	5AM	5AM	5AM	5AM
6AM	6AM	6AM	6AM	6AM	6AM	6AM
7AM	7AM	7AM	7AM	7AM	7AM	7AM
8AM	8AM	8AM	8AM	8AM	8AM	8AM
9AM	9AM	9AM	9AM	9AM	9AM	9AM
10AM	10AM	10AM	10AM	10AM	10AM	10AM
11AM	11AM	11AM	11AM	11AM	11AM	11AM
12PM	12PM	12PM	12PM	12PM	12PM	12PM
1PM	1PM	1PM	1PM	1PM	1PM	1PM
2PM	2PM	2PM	2PM	2PM	2PM	2PM
3PM	3PM	3PM	3PM	3PM	3PM	3PM
4PM	4PM	4PM	4PM	4PM	4PM	4PM
5PM	5PM	5PM	5PM	5PM	5PM	5PM
6PM	6PM	6PM	6PM	6PM	6PM	6PM
7PM	7PM	7PM	7PM	7PM	7PM	7PM
8PM	8PM	8PM	8PM	8PM	8PM	8PM
Bookings Coached Appts. Sales (NEW AND REORDER) \$ Sharing Appts	Bookings Coached Appts. Sales (NEW AND REORDER) \$ Sharing Appts	Bookings Coached Appts. Sales (NEW AND REORDER) \$ Sharing Appts	Bookings Coached Appts. Sales (NEW AND REORDER) \$ Sharing Appts	Bookings Coached Appts. Sales (NEW AND REORDER) \$ Sharing Appts	Bookings Coached Appts. Sales (NEW AND REORDER) \$ Sharing Appts	Bookings Coached Appts. Sales (NEW AND REORDER) \$ Sharing Appts

My Week Includes:

Quiet/Faith/Exercise Time
Family Time
Date Night
Other Job

My Star:

Orders Placed This Week:

\$ Wholesale Order
Date Placed:
\$ Wholesale Order
Date Placed:
Star Total to Date: \$

Weekly Sales:
Sales Goal: \$
Total Sales: \$

Team Building:
Sharing Appts Held:
New Team Members:

of bookings scheduled for next week:

Color in your weekly plan sheet with the coordinating colors to plan your week!

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

Director Robin Scrivana (Lu's adopted) is holding her conference call meetings on Monday February 6 and Monday February 20 at 7 p.m. February 6 will be more info about the new products.

The conference call number is 605-468-8010
Enter 1033949#

She is expecting our unit members so dial in and have fun with Robin!



Welcome

New Consultants

Name	Recruiter Name
Jane K. Long	Marnie R. Yunger
Barbara Panzarella	Marnie R. Yunger

a note from

Marnie

Hello February!

What an exciting time of year to be in business! We are in the second half of our Golden Opportunities seminar year and ON OUR WAY to the 60th!

Are you excited about the faces you're seeing and working towards the 60 faces in 60 days company challenge? Whether 60 faces is your norm or a stretch, goals can be achieved with first a dream, then a plan, then taking action. Demonstrating products, booking facials and parties, and sharing the opportunity consistently is the key to working full circle. If you are a new consultant or it's been a while, I encourage you to earn or to "re-learn" your BLING badge by reviewing the training modules that can be found under the Education tab in your InTouch. Understanding our products and systems in depth is a great confidence booster!

By sharing our knowledge and giving our time to others, we get to live Mary Kay Ash's dream that began with believing - ONE WOMAN CAN!

If you act enthusiastic, you will become enthusiastic – and it will spread like wildfire. – Mary Kay Ash.

Love & Belief,

Marnie

Be **FEARLESS**
in the pursuit
of what
sets your soul
on **FIRE**.

- Jennifer Lee

MARY KAY®
SPRING
INTO THE 60TH

Save the Date...

for the Spring into the 60th virtual event! All Mary Kay independent sales force members are invited to watch the premiere on March 24, 2023 on InTouch. It's absolutely FREE and will include great educational content and motivational moments. You'll hear from top independent sales force leaders, along with important business updates from Mary Kay Team U.S. Leaders. This is the motivational boost you're looking for as we spring toward our big celebration at Seminar! Plus, all consultants and directors who are on-target for Seminar 2023 awards will be invited to an exclusive virtual class on April 24th!

Details

important dates

- Feb 8** - Spring Look Book begins mailing
- Feb 10** - Early Spring ordering begins
- Feb 15** - Spring Ordering open for everyone
- Feb 14** - Valentine's Day
- Feb 27** - Last day to place telephone orders
- Feb 28** - Last day to place on-line orders
- Mar 15** - Quarter 3 Star Contest Ends
- Mar 16** - Quarter 4 Star Contest Begins
- Mar 24** - Spring 60th Virtual Event
- Mar 30** - Last day to place telephone orders
- Mar 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

**WALK A MILE
IN HER SHOES!**



When you order \$600+ whsl in
February, you will receive these beautiful
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.