

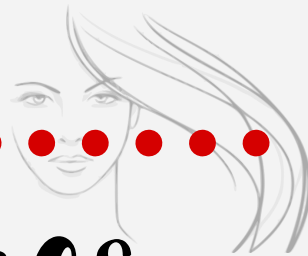


Marnie Yunger

Millionaires

(215)766-7220

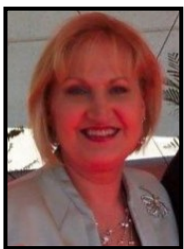
myunger@comcast.net



January Newsletter with December Results

new faces **take you** places BRACELET

Queen of Retail



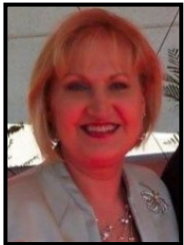
Fran McMonagle
\$5,028

Queen of Wholesale



Angela Maxwell
\$2,327

Queen of Reorders



Fran McMonagle
\$3,639

Top Check for Dec.



Linda Haney
\$104



Earned Dec. Bracelet



Winners



Christine Hanson



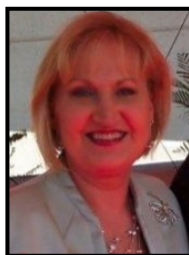
Angela Maxwell



Maud Palmer



Page Knox



Fran McMonagle



Lu Foley



Marnie Yunger



QUARTER 2 STARS

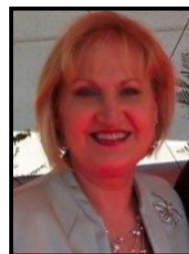
STARS



Gerry Schmidt
Pearl



Angela Maxwell
Pearl



Fran McMonagle
Pearl



Maud Palmer
Ruby



Page Knox
Sapphire



Lu Foley
Sapphire



Marnie Yunger
Emerald

STAR CONSULTANT PROGRAM PRIZES



DECEMBER 16 - MARCH 15

Consultant	Current	Sapphire	Ruby	Diamond	Emerald	Pearl
ANGELA MAXWELL	\$1,273.25	\$526.75	\$1,126.75	\$1,726.75	\$2,326.75	\$3,526.75
LU FOLEY	\$600.00	\$1,200.00	\$1,800.00	\$2,400.00	\$3,000.00	\$4,200.00
BARBARA LEISTRUM	\$411.45	\$1,388.55	\$1,988.55	\$2,588.55	\$3,188.55	\$4,388.55
LAURIE ERMENTROUT	\$411.00	\$1,389.00	\$1,989.00	\$2,589.00	\$3,189.00	\$4,389.00
PAGE KNOX	\$401.80	\$1,398.20	\$1,998.20	\$2,598.20	\$3,198.20	\$4,398.20
CHARLENE FLOYD	\$401.50	\$1,398.50	\$1,998.50	\$2,598.50	\$3,198.50	\$4,398.50
MARNIE YUNGER	\$2,158.50	STAR	\$241.50	\$841.50	\$1,441.50	\$2,641.50

Someone once said, "It only takes a spark -- to get a fire going." How true! And that spark has been found hundreds of times at Career Conference. Perhaps you are thinking, "I can't afford to go." From long experience, I believe you can't afford NOT to attend, for at Career Conference you will discover the BIG PICTURE of what your Mary Kay career can be for YOU! Make your plans now. Use the profit from a few extra classes to pay your way. (From Mary Kay's Career Conference files)

BIGGER ACT TALK FEARLESS STRONGER

DO BIGGER
THINGS
IN 2018

**Career
Conference
2018**

Save the Date

March 16-17

March 23-24

March 25-26

\$95 registration fee with \$40 whsl credit towards a future order

complete details
on intouch

shooting for the

Stars

top in retail sales

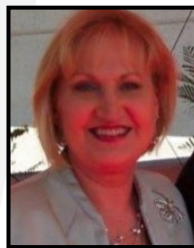
Company Court of Sales



Gerry
Schmidt



Angela
Maxwell



Fran
McMonagle

	Consultant	Retail	YTD PCP	YTD
1	Gerry Schmidt	\$22,411.00	\$0.00	\$22,411.00
2	Angela Maxwell	\$17,992.70	\$0.00	\$17,992.70
3	Fran A. McMonagle	\$15,610.50	\$0.00	\$15,610.50
4	Maud B. Palmer	\$9,117.00	\$0.00	\$9,117.00
5	Lu Foley	\$8,134.00	\$0.00	\$8,134.00
6	Laurie Ermentrout	\$6,011.50	\$0.00	\$6,011.50
7	Page Knox	\$4,905.60	\$0.00	\$4,905.60
8	Patty Paul	\$4,243.00	\$0.00	\$4,243.00
9	Linda G. Haney	\$3,371.00	\$0.00	\$3,371.00
10	Charlene Floyd	\$2,838.00	\$0.00	\$2,838.00

We are looking for women to be in the Unit
Court of Sharing.

Share this Career Opportunity with
everyone you facial!

PCP Spring Enrollment

Enrollment Information:

- Enroll Dec. 16 - Jan. 17, 2018
- Mails Feb. 15 - **arrives in 7 to 10 business days**
- Only 70¢ per name**



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



women working with passion *Dec.*

\$100+ REORDERS

Fran McMonagle	\$3,639
Maud Palmer	\$2,412
Lu Foley	\$237
Gerry Schmidt	\$2,240
Rosie Fisher	\$1,087
Page Knox	\$1,760
Chris Hanson	\$1,144
Alice Gondeck	\$1,084

\$800+ MONTH

Fran McMonagle	\$5,028
Gerry Schmidt	\$2,240
Angela Maxwell	\$3,851
Maud Palmer	\$2,412
Page Knox	\$1,760
Rosie Fisher	\$1,087
Marie Costello	\$2,845
Alice Gondeck	\$1,084
Chris Hanson	\$1,144
Laurie Ermentrout	\$893

\$200+ WEEKS

Maud Palmer	\$1349/\$549/\$202/\$312
Fran McMonagle	\$1403/\$761/\$1304/\$743/\$817
Gerry Schmidt	\$497/\$227/\$996/\$218
Angela Maxwell	\$1038/\$742/\$848/\$362/\$861
Page Knox	\$472/\$782/\$506
Lu Foley	\$201/\$236
Rosie Fisher	\$1009
Alice Gondeck	\$250/\$510

SUMMARY SENDERS

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

\$200+ CLASSES

Fran McMonagle	\$1,389 open house
Angela Maxwell	\$322/\$219/\$809

BASICS SOLD

Angela Maxwell	8
Alice Gondeck	5

\$1000+ Sales

Fran McMonagle	Rosie Fisher
Angela Maxwell	Marie Costello
Gerry Schmidt	Alice Gondeck
Maud Palmer	Chris Hanson
Page Knox	

On Target Consistency Club

Laurie Ermentrout	Maud Palmer
Lu Foley	Patty Paul
Angela Maxwell	Gerry Schmidt
Fran McMonagle	

Inner Circle Club

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

Fran McMonagle

I'M



ALL IN!

#teamMK



Celebrate!

February

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

MK Anniversary

Anniversaries	Years
Kathleen O'Leary	20
Ann Marie Sher	19
Peggy A. Jubar	16
Laura Hunt	15
MaryAnn Black	15
Anamaria Fuller	13
Lorie J. McCafferty	13
Mercedes Soto	12
Marianne L. Buehler	3
Dia Mantakounis	2

Look Who Invested

Name	Amount	Name	Amount	Name	Amount
Angela Maxwell	\$2,327.35	Mandy Ballard	\$250.50	Deborah A. Farnish	\$225.50
Fran A. McMonagle	\$2,162.00	Azi Colling	\$247.00	Lori S. Holder	\$225.00
Maud B. Palmer	\$1,242.50	Anamaria C. Hazel	\$245.50	Brenda L. Wido	\$205.50
Christine Hanson	\$785.00	Sandra L. Duffy	\$243.00	Marianne L. Buehler	\$204.50
Page Knox	\$733.80	Patty Paul	\$242.00	Joan K. Buck	\$199.50
Lu Foley	\$600.00	Josefa Alegre	\$240.00	Sue Levush	\$196.00
Leah Stallings	\$530.50	Christina M Niziolek	\$239.00	Carolyn A. Degnan	\$167.50
Gerry Schmidt	\$467.00	Carrie A. Lager	\$238.75	MaryAnn Black	\$161.00
Laurie Ermentrout	\$423.00	Beth Pellegrino	\$234.50	Laura M. Thomas	\$136.00
Barbara G. Leistrum	\$411.45	Connie Jones	\$233.50	Linda G. Haney	\$99.00
Charlene Floyd	\$401.50	Carole Ziegler	\$232.50	Dolores R. Bergey	\$87.00
Kathy Thompson	\$394.50	Patricia A. Bradley	\$232.50	Cindy L. Martino	\$80.00
Tara E. Walter	\$386.50	Vera Bunch	\$228.50	Kathy A. Hahn	\$64.00
Cynthia S. Ferrari	\$369.50	Terri Rook	\$228.00	Lauren A. Plocharski	\$63.50
Rhonda M. Embardino	\$343.50	Audrey C. Johnson	\$228.00	Rosemary H. Fisher	\$60.00
Marybeth Kolodney	\$337.00	Mary A. Taylor	\$227.50	Brooke Harvey	\$56.50
Pam J. Smart	\$326.50	Mary Kay Roehr	\$227.00	Alice L. Gondeck	\$45.50
Georgiana H. Glaeser	\$281.50	Peggy M. Johnson	\$227.00	Frances J. Nase	\$32.00
Kathleen O'Leary	\$280.50	Antionette Etts	\$227.00	Lynnette Hearne	\$24.50
Kathy M. Agster	\$270.00	Nadja D. Newhall	\$225.50		

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 :Laurie Ermentrout
Carrie A. Lager
Josi Smith
* Kathleen K. Ingalls
Recruiter :Alice L. Gondeck
Laura A. Korell
* Susan Parenteau
Marilyn Hopper
Recruiter :Christine Hanson
Kathy A. Hahn
Recruiter :Anamaria C. Hazel
Liduvina Caserta
Audrey C. Johnson
* Elaine Kady
* Barb P. Schran
* Carolyn L. Seitz
Karen K. Brown
Teresa Vinson
Recruiter :Janis S. Innocenti
Rosemary H. Fisher
Adriane Cirelli
Recruiter :Page Knox
Brenda L. Wido
Recruiter :Maria Older
Odilia Sexto
Recruiter :Patty Paul
Azi Colling
Recruiter :Beth Pellegrino
Jennifer Pellegrino
* Margaret A. Stahelek
Pamela Bernet
Recruiter :Sarah I. Schudel-Boy
Patty Paul
* Amy Ibanez-Ohm
* C. Viktora-Sewell
Sherrin L. Sundstrom
Johanna L. Washington
Recruiter :Linda Stettler
Janet Beil
Rene L. Giacono
* Beverly G. Klein

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 :Cindy L. Martino
Patti D. Martino
Kathy Thompson
Janean H. Wood
Susan R. Gold
Recruiter :Angela Maxwell
Maryellen Curran
Marybeth Kolodney
Dia Mantakounis
Bridget R. Young
Recruiter :Maud B. Palmer
Deborah A. Farnish
Mary Kay Roehr
Christina C. Smith
* Barbara C. D'Antonio
* Marguerite S. Furyk
* Wendy Griffin
Recruiter :Gerry Schmidt
Josefa Alegre
Laurie Ermentrout
Barbara J. Fletcher
Recruiter :Mary A. Taylor
Cheryl A. Ceresna
Kathryn A. Chase
Antoniette Etts
* Sarah T. Cleaveland
* Carol J. Howard
* Ali Jacob
* Peggy A. Jubar

Team Leader/ Future Director/ DIQ

5+ Active Team Members
9 or 13% Commissions
\$50 Team Building Bonuses
Earn the use of a Career Car or Cash Compensation



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

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

January

NEW FACES
TAKE YOU
PLACES



\$250 Wholesale

Section 2 Love
Package of
samples

\$450 Wholesale

Hostess Brochures,
set of 10



\$650 Wholesale

NEW Mary Kay Gel Semi-Shine Lipstick,
my choice color, plus earn your New
Faces Take You Places Bracelet



\$1,000 Wholesale

TW Volu-Firm The Go Set, plus earn your New
Faces Take You Places Bracelet

Each One Reach One

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



Yunger Millionaires

Marnie Yunger (215)766-7220 myunger@marykay.com

Pink
SUCCESS

YUNGER UNIT JANUARY, 2018 CONTEST



Check off one letter or number for each box filled in the grid below.

Attend 2 MK functions	\$250 w/s order	\$400 week	Submit 4 January summaries	Facial 5 people
Make 10 "Pink Ticket" calls	Sell a TmWs Miracle Set	Make a goal poster with goals for January AND the rest of the Seminar Year	Send Marnie a copy of your daily affirmations and read them daily.	Hold 3 Opportunity Talks (recruiting interviews)
Two Grand Days	Sell a Microdermabrasion Set	Facial 10 people	Sell a Satin Hands Set	Hold a party
\$600 w/s order	Sell a fragrance	Sell a TmWs Repair Set	Make 25 "Pink Ticket Calls"	\$300 week
Hold a party	Facial 20 people	Get 10 new referrals	\$400 w/s order	Grand Day
\$500 week	Make 10 "Pink Ticket" calls	\$800 w/s order	Hold 2 parties	Facial 30 people

Earn a SURPRISE for completing activities!!!

Fill in 5, 10, 15 or 20... The more squares you complete the better the prize you will receive!

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**™



January Booking Script

By NSD Jan Thetford

Hi _____ this is _____. Do you have a quick minute?

One of my jobs as your MK consultant is to give you a seasonal update & January is the best month to do that because the winter weather wreaks havoc on our skin! I bet, if you are like most of us, you are looking for a "new year new you" makeover. I would love to spend some un-rushed time with you to update you and answer any questions you may have. Which would be better for us to get together? Weekday, evening, or weekend? (Only give choices that you have available or are willing to work. You are in control of your schedule!) You know what? We have some BRAND NEW and exciting products being released, and I will give you one for FREE. That's a \$_____ product for free (or some other product of your choice) if you have 2 friends just like you that are over 18 and do not currently have a Mary Kay consultant when I come on _____ (the date selected). Who do you think you will ask?



*This script has had a 100%
success rate over 22 years!*

NEW Year NEW YOU!



CLICK ON IMAGE OF POSTCARD TO PRINT



Upcoming Events

Tuesday January 9th Pow Wow Meeting at Marnie's 7 p.m - let's get the new year in gear !!!!!

Tuesday January 16th Conference Call 8pm 515-739-1034 enter 669034

Tuesday January 23rd Conference Call 8 pm 515-739-1034 enter 669034

I am traveling last week in January (I am always on email, text and cell phone)

WEDNESDAY February 7th Meeting at Marnie's at 7 p.m ---VERY IMPORTANT MEETING ---NEW PRODUCTS! PLEASE NOTE THIS IS A Wednesday!

Tuesday February 13th Conference call 8 p.m 515-739-1034 enter 669034

Tuesday February 20th Meeting at Marnie's 8 p.m

Tuesday February 27th Conference call 8 p.m 515-739-1034 enter 669034

Career Conference Dates - Lancaster March 16 and 17 (registration opens January 30th) or Atlantic City March 23 and 24 (registration opens February 1st.)

Parties and faces is how you will build your 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

HAPPY NEW YEAR (again)! I was just saying Happy New Year to you 6 months ago. Isn't it absolutely wonderful 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. It is so easy to "say" your goal, but to write it down with a date, talk to others about it and FOCUS on it, is totally different.

FOLLOW ONE COURSE UNTIL SUCCESSFUL

A couple things to think about:

Career Conference is coming soon, mark your calendar. This is when Mary Kay brings Dallas to you! The cost is minimal because when you register without cancelling you will receive \$40 whsl credit towards a future purchase... the company GIVES YOU \$80 in FREE PRODUCT! Plus, when you register for Career Conference and do not cancel, you will have a reduced Seminar 2018 fee.

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.

*Thank the Lord for opening another chapter in our lives.
May we live each page with more meaning by touching
people's lives each day!*

HAPPY NEW YEAR!

With tons of thankfulness,

Marnie

SUCCESS

Is
the **SUM** of

SMALL

- efforts, -

Repeated

DAY IN AND DAY OUT

(R COLLIER)

L♥ve Checks

13% Recruiter Commission Level

Marnie R. Yunger \$1,065.53
(does not include unit commissions & bonuses)

9% Recruiter Commission Level

Linda G. Haney \$104.17
Fran A. McMonagle \$88.47

4% Recruiter Commission Level

Marion W. Bauer \$31.40
Gerry Schmidt \$26.52
Lu Foley \$26.08

Mary A. Taylor	\$18.48
Maud B. Palmer	\$18.10
Cindy L. Martino	\$15.78
Angela Maxwell	\$13.48
Patty Paul	\$9.88
Laurie Ermentrout	\$9.55
Anamaria C. Hazel	\$9.12
Page Knox	\$8.22
Christine Hanson	\$2.56
Janis S. Innocenti	\$2.40

Yunger & Better Millionaires



Marnie Yunger

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

important Dates

January 15 - Martin Luther King Jr. Day -
Postal Holiday

January 17 - Spring PCP Enrollment Ends

January 27 - Last day to place telephone orders for January

January 30 - Registration opens for 1st week of CC

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

February 1 - Registration opens for 2nd week of CC

Feb 10 - Early ordering for New Spring Products

Feb 14 - HAPPY VALENTINE'S DAY

Feb 15 - Spring Look Book begins mailing for enrolled PCP cus-
tomers

Feb 16 - Spring products are available for all cons to order

Feb 19 - President's Day, Postal Holiday

Feb 27 - Last day to place telephone orders for February

Feb 28 - *Deadline to Register/ Cancel/ Transfer for CC*

Feb 28 - Last day to place on-line orders for February

SETTING A GOAL

1. Decide exactly what you want - be very specific.
2. Aim high - you should have "butterflies." Stretch your limits.
3. Create visuals. The subconscious mind accepts all information as fact and cannot distinguish between what is real and what is imagined and believed.
4. Involve family members. Find out what's in it for them.
5. Pick someone to emulate.
6. Define where you are. Goals must be "BIG" according to your ability.
7. Determine what you are capable of in a day, a week, a month and a year.
8. Write your goals in detail and talk about them with appropriate people.
9. Focus on your goal daily. If a goal is not focused on for three days, it's as if it never existed.
10. See goals as if they had already happened.
11. Keep your FOCUS. (Follow One Course Until Successful.)
12. Quitting is not an option.
13. Set another goal immediately upon reaching a goal.

*Earn a totally charming
charm bracelet every month!*



January