

Yunger & Better Millionaires

JULY NEWSLETTER WITH JUNE RESULTS



Queen of Retail



Gerry Schmidt
\$3,372

Queen of Wholesale



Gerry Schmidt
\$1,994

Queen of Reorders



Gerry Schmidt
\$3,372

Top Check for June



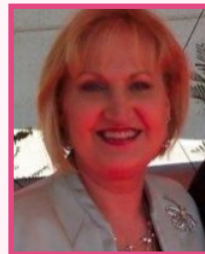
Danielle Durfee
\$431



Golden Rule JUNE Achievers



Gerry Schmidt



Fran McMonagle



Angela Maxwell



Stephanie Hill



Danielle Durfee



Christina Smith



Rosemary Fisher

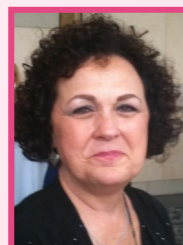


Marnie Yunger



A Team Queen of Retail

Marie Costello
\$4,200



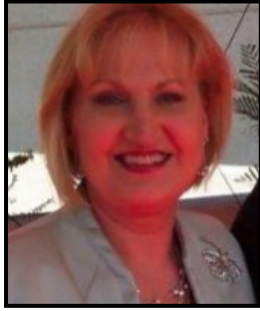
On Our Way to the 60th!



[Click here for Details](#)



Quarter 4 Star Achievers



Fran McMonagle
PEARL



Gerry Schmidt
EMERALD



Danielle Durfee
DIAMOND



Angela Maxwell
DIAMOND



Stephanie Hill
SAPPHIRE



Christine Smith
SAPPHIRE



Marnie Yunger
PEARL



Love Checks

Marnie Yunger	13%	\$ 653.46
(does not include unit commissions & bonuses)		
Danielle Durfee	13%	\$ 430.72
Angela Maxwell	13%	\$ 279.38
Fran McMonagle	9%	\$ 35.28
Gerry Schmidt	8%	\$ 44.56
B.J. Henning	6%	\$ 89.01

Cindy Martino	6%	\$ 63.87
Lu Foley	4%	\$ 20.22
Linda Haney	4%	\$ 18.16
Laurie Ermentrout	4%	\$ 9.60
Page Knox	4%	\$ 9.26
Rhonda Salak	4%	\$ 9.24

July Customer Special



Here's an idea to boost your July Sales, and maybe even increase the number of products your customers use! You can text them something like this:
Get ready for beautiful summer skin and enjoy a fantastic offer!
Introducing our Summer Picks Bundle, which includes:

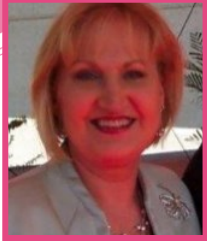
- Micellar Water
- TimeWise 3-in-1 Cleansing Bar
- Hydrogel Eye Patches

When you buy all three items from the Summer Picks Bundle, you'll get an Oil-Free Eye Makeup Remover FREE! Say goodbye to smudged eye makeup and hello to fresh, clean, hydrated skin.



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
Laurie Ermentrout
Kelly Brown

YTD Retail

\$40,320.50
\$34,353.00
\$27,285.50
\$26,412.00
\$20,142.00
\$10,599.00
\$ 8,328.00
\$ 7,496.00
\$ 6,877.00
\$ 6,613.00

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

\$153.95
\$107.44
\$125.32

Women working with passion June

\$100+ REORDERS

Fran McMonagle	\$2,825
Rosie Fisher	\$199
Gerry Schmidt	\$3,372
Danielle Durfee	\$1,158
Fran Nase	\$151
Stephanie Hill	\$1,586

\$800+ MONTH

Fran McMonagle	\$2,825
Marie Costello - A Team	\$4,200
Gerry Schmidt	\$3,372
Danielle Durfee	\$1,774
Angela Maxwell	\$1,990
Stephanie Hill	\$1,677

\$200+ WEEKS

Fran McMonagle	\$571/\$491/\$1,123/\$615
Angela Maxwell	\$956/\$523/\$511
Gerry Schmidt	\$531/\$819/\$1,898
Danielle Durfee	\$469/\$310/\$473/\$521
Stephanie Hill	\$216/\$1,279

\$60+ FACIAL

Danielle Durfee	\$170
Angela Maxwell	\$431/\$64
Donna Scharfetter	\$84

\$200+ CLASSES

Angela Maxwell	\$395
Danielle Durfee	\$391

SUMMARY SENDERS

Fran McMonagle
Gerry Schmidt
Angela Maxwell
Marie Costello
Rosie Fisher
Fran Nase
Danielle Durfee
Stephanie Hill
Donna Scharfetter

BASICS SOLD

Danielle Durfee	10
Angela Maxwell	3
Gerry Schmidt	6

\$1000+ Sales

Fran McMonagle	Marie Costello
Gerry Schmidt	Angela Maxwell
Danielle Durfee	Stephanie Hill

Inner Circle Club



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

Fran McMonagle

Gerry Schmidt

Danielle Durfee

Angela Maxwell





August Celebrations



Happy Birthday!

Name	Birth Date
Cheryl Ceresna	4 August
Deborah Farnish	8 August
Christina Smith	11 August
Dolores Bergey	12 August
Teryl Mullan	12 August
Zoe Rojas-McCaskill	12 August
Diana Spangler	26 August
Jackie Armstrong	27 August
Lori Gaul	27 August
Patty Paul	28 August
Lynnette Hearne	29 August

Happy Anniversary!

Name	Years	Name	Years
Fran McMonagle	43	Georgiana Glaeser	19
Linda Zerbe	37	Lori Gaul	17
Lisa Kiefer	31	Mandy Ballard	16
Rhonda Salak	25	Kathleen Ingalls	16
Jeri Lewis	23	Denise Alderfer	16
Angela Maxwell	23	Jeanette Connaughton	15
Deborah Farnish	23	Christina Niziolek	15
Peggy Johnson	23	Zoe Rojas-McCaskill	11
Laurie Ermentrout	20	Leah Stallings	6
Christina Smith	20	Laura Mitchell	1
Ellen Curry	20		

Look Who Invested this Month

ACHIEVERS for Year Long Consistency

	Gerry Schmidt	\$1,994.00	Theresa Grimley	\$273.00	Deborah Hisiro	\$227.00
	Angela Maxwell	\$1,872.40	Terry Corcoran	\$269.00	Elizabeth Endres	\$226.50
	Fran McMonagle	\$1,856.80	Joyce Fairbanks	\$267.00	Georgiana Glaeser	\$226.50
	Stephanie Hill	\$1,617.00	Denielle Zollo	\$256.00	Sheila Sabatine	\$226.50
	Danielle Durfee	\$1,256.50	Annette Vasquez	\$247.00	Ellen Curry	\$226.00
	Christina Smith	\$1,020.50	Zoe Rojas-McCaskill	\$245.50	Amy Larsen	\$226.00
	Rosemary Fisher	\$626.50	Sarah Copestake	\$244.50	Lori Holder	\$225.00
	Susan Gold	\$583.00	Linda Ellison	\$241.60	Carolyn Degnan	\$219.00
	Janean Wood	\$481.50	Carrie Lager	\$240.00	Joan Buck	\$195.00
	Lisa Kiefer	\$428.00	Sarah Cleaveland	\$237.00	Patricia Miyoshi	\$183.00
	Page Knox	\$409.50	Alison Hadden	\$236.50	Sherrin Sundstrom	\$147.00
	Maria Older	\$403.00	Josefa Alegre	\$236.00	Donna Scharfetter	\$145.00
	Abigail Maxwell	\$350.80	Kathy Agster	\$234.00	Melissa Wilson	\$134.00
	Jeri Lewis	\$346.00	Mary Grace Curran	\$232.00	B.J. Henning	\$129.50
	Marybeth Kolodney	\$322.00	Cindy Martino	\$231.50	Nettie Goodman	\$92.00
	Laurie Ermentrout	\$321.00	Brenda Wido	\$231.50	Laura Thomas	\$92.00
	Lauren Plocharski	\$319.20	Jane Matuli	\$231.00	MaryAnn Black	\$87.00
	Linda Stettler	\$316.50	Stacey McCutcheon	\$231.00	Barbara D'Antonio	\$78.00
	Virginia Harze	\$313.00	Deborah Farnish	\$230.50	Kathy Hahn	\$67.00
	Kelly Brown	\$306.00	Catherine Refice	\$230.00	Leah Stallings	\$49.00
	Bridget Young	\$294.30	Mary Kay Roehr	\$230.00	Della Ashton	\$39.00
	Amy Ibanez-Ohm	\$288.00	Nancy Hafner	\$229.20	Linda Haney	\$36.00
	Tracey Hanwell	\$286.50	Molly LaMontagne	\$228.50	Lynnette Hearne	\$12.00
	Charlene Floyd	\$279.00	Christina Niziolek	\$227.50	 Marnie Yunger	\$3,133.70



steppin' up the Ladder



Senior Consultant

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

Laurie Ermentrout
Lu Foley
Linda Haney
Stephanie Hill
Page Knox
Patricia Miyoshi
Rhonda Salak



Star Team Builder

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



B.J. Henning
Cindy Martino
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
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

2nd Line

Naomi Murray

NEW
CAR
OPTION



GRAND ACHIEVER TRAX LS

Prichard

Celebrate the Lives She has Changed

Calling all consultants! The incredible all-new, larger Chevy Trax LS Compact SUV is now taking over as the Grand Achiever Career Car option, giving YOU the opportunity to earn and drive these wheels of success starting with the June 2023 qualifiers and re-qualifiers!

Ready to take the wheel? Don't miss the epic unveiling of the Trax LS at the Seminar 2023 Expo! Get a firsthand look at the car that you could be driving this year!

[Click here for Details](#)

STARTING THE YEAR WITH A *Bang!*

IT ONLY TAKES A SPARK - **60 FACES**

Receive a **KATE SPADE CROSSBODY** when you:

- facial 60 women
- share the opportunity with 20 women
- \$1200 whsl



IT ONLY TAKES A SPARK - **30 FACES**

Receive a **KATE SPADE CARDHOLDER** when you:

- facial 30 women
- share the opportunity with 10 women
- \$600 whsl



IT ONLY TAKES A SPARK - **15 FACES**

Receive a **LIP GLOSS DELUXE MINI** when you:

- facial 15 women
- share the opportunity with 5 women
- \$300 whsl



Yunger Millionaires

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

All prizes may be substituted
based on availability.

Pink
Success

YOUNGER MILLIONAIRES

July Contest

Fill In To Win:

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

Complete 3-7

Motivational Stylus Pen

Phrases on Pen will vary



Complete 8-12



60 Day of
Reflection
Gratitude
Journal

Complete 13+



Joopin Polarized Vintage
Sunglasses & Journal

Prizes may be substituted based on availability.

Complete 30 Faces
in 30 Days

Order \$600
Wholesale

Have a \$100
day and text
your Director

Share your
Seminar Goals
with your
Director

Submit your
WAS Every week
to your Director

Book 8 NEW
Parties by
July 8th

Order \$300
Wholesale
By July 15th

Add 1+ NEW
Active Team
Members

Have 3+
guests listen
to an
Opportunity
Call

Enroll customers
for the Fall PCP

Have 4
guests attend
a MK Event

Hold 3
Parties

Sell 5 TW
Repair Sets to
5 New
Customers

Move up a
level on the
Career Path

Finish your
1st Quarter
STAR by July
31st

EARN

These Prizes:

Happy New Year

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™**



SEMINAR 2024 GOALS

I WILL BE A...

_____ by August 1st

_____ by September 1st

_____ by October 1st

_____ by November 1st

_____ by December 1st

_____ by January 1st **Leadership Conference**

_____ by March 1st **Career Conference**

_____ by July 1st **Seminar 2024**

CAREER LEVEL	Active* Team Members
Senior Consultant	1-2
Star Team Member	3-4
Team Leader	5-7
Elite Team Leader	8+ OR 5+ w/ 1 Red
DIQ	8+ Active Team Members by the 1st of month to submit
Grand Achiever	Build to 18 team members w/ \$26,000 Team Production in 1-4 months
Director	Build to 24 unit members w/ \$13,500 Unit Production in 1-3 months



*A consultant is considered active in the month she places a \$225 w/s order and the following 2 months.

OTHER GOALS:

Number of Monthly Selling Appt. _____

Monthly Retail Goal: \$ _____

Quarterly Wholesale Goals: \$ _____

June 16 – Sept. 15 \$ _____

Sept. 16 – Dec. 15 \$ _____

Dec. 16 - Mar. 15 \$ _____

Mar. 16 – June 15 \$ _____

Monthly Team Building Appts _____

of New Team Members per month _____

Medal Goal (Gold=5, Silver=4, Bronze=3) _____

PCP Customers Enrolled Each Qtr _____

of Quarters as a Star Consultant _____

QUEEN'S COURT OF SALES



\$40,000 Retail Production
07/01/23 – 06/30/24

QUEEN'S COURT OF SHARING



Add 24 Great Start
Qualified* Personal Team
Members

* A Great Start-qualified team member is one who has \$600 or more in wholesale Section 1 products within their Great Start time frame.



SEMINAR 2024

July 1 - June 30, 2024

Queen's Court of Personal Sales

40K Personal Retail Production/
20k Wholesale

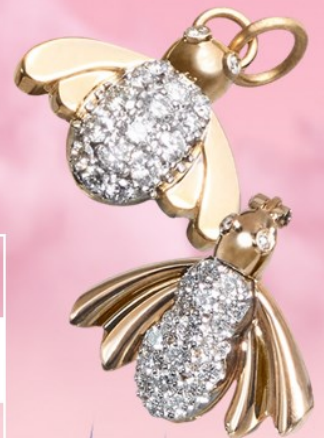


\$500	\$500	\$500	\$500	\$500
\$500	\$500	\$500	\$500	\$500
\$500	\$500	\$500	\$500	\$500
\$500	\$500	\$500	\$500	\$500
\$500	\$500	\$500	\$500	\$500
\$500	\$500	\$500	\$500	\$500
\$500	\$500	\$500	\$500	\$500
\$500	\$500	\$500	\$500	\$500

Queen's Court of Sharing

24 Qualified Team Members

1	2	3	4	5	6
7	8	9	10	11	12
13	14	15	16	17	18
19	20	21	22	23	24



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 Zoom July 18th 7:30 ---year end gifts to open and celebration

Tuesday Zoom August 1st 7:30

Tuesday August 15th 7:30 SEMINAR RECAP -HEARING FROM THOSE ATTENDEES

Tuesday Zoom August 29th 7:30

Tuesday September 12th 7:30

conference call # is 605-313-5107
enter 669034

this number is on marnieyunger.com



Have you enrolled your customers in the Preferred Customer Program yet?

- At only ninety cents per customer, you save money and time by sending The Look directly from the company, instead of mailing yourself
- When you participate, you receive early ordering privileges for the new Fall products
- Your customers will know they are valued and excited to see the new Fall products
- When you follow up to see if there is anything new they would like to try, you may also get reorders and new bookings for the new season

Need a reason to start using the *Preferred Customer Program*? Take a look at this video where Sales Directors share why they love this program and how they use it in their businesses!

[Click here to Watch](#)

a note from

Marnie

Happy Mary Kay New Year!

Wow what a fun year of running the GOLDEN RULES race and celebrating Mary Kay's 60-year legacy of believing and achieving!

Here are a few steps to kick start your business in the new year:

Reflect on your Why Story - Whether you've been a Pink dreamer for one day or many years, we all have different reasons we started this journey. Reflect on YOUR reasons and if it's been a while, write it down and practice sharing with family and friends.

Revisit your goals – Do your short term (weekly/monthly) goals match up with your long-term vision?

Realign your goals to match your vision – Consider what is working well in your business and what goals and action steps need to be adjusted.

Regroup - Connect with leaders, meetings, training, and growth opportunities.

Renew your commitments - Believe in the dream and share the possibility with at least one new person this month.

I am excited to start this new year with you and **Rediscover** our dream. The possibilities are endless!

Love & Belief,

Marnie



Comparison Charts

When you maintain your Consultant discount, you unlock a fabulous offer: 50% off retail price on the absolute best products in the industry! Maximize your benefits and enjoy premium products at unbeatable prices. Take a look at our makeup comparison chart to see how our amazing prices stack up against others in the industry. Share the Affordable Luxury flier with customers.

(Click on fliers to save as image/ click print buttons to print)

important dates

Jul 1 - Mary Kay Seminar 2023 Begins

Jul 4 - Independence Day

Jul 22 - 25 - Sapphire Seminar Dates

Jul 26 - 29 - Emerald Seminar Dates

Jul 28 - Last day to place telephone orders

Jul 31 - Last day to place on-line orders

Jul 30 - Aug 2 - Diamond Seminar Dates

Aug 3 - Aug 6 - Ruby Seminar Dates

Aug 28 - Last day to place telephone orders

Aug 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)



SET YOUR
SIGHTS ON

success!



When you order \$600+ whsl in
JULY, you will receive this beautiful
COLORFUL BEADED BRACELET
from the *Soar Like Never Before* Collection.



Earn the Year Long Consistency Challenge
MOTHER OF PEARL FACE WATCH
when you achieve the *Soar Like Never Before*
Challenges each month,
July 2023 through June 2024.