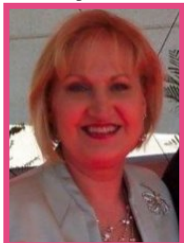


Yunger & Better Millionaires

JUNE NEWSLETTER WITH MAY RESULTS



Queen of Retail



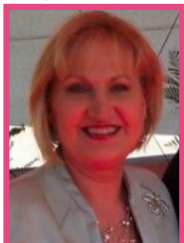
Fran McMonagle
\$2,889

Queen of Wholesale



Gerry Schmidt
\$2,355

Queen of Reorders



Fran McMonagle
\$2,769

Top Check for May



Danielle Durfee
\$135



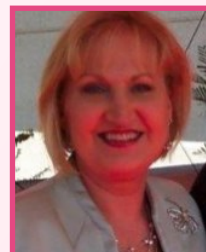
Powered By Pink MAY Achievers



Gerry Schmidt



Angela Maxwell



Fran McMonagle



Stephanie Hill



Danielle Durfee



Laurie Ermentrout



Lu Foley



Marnie Yunger



Have 4 Powerful Days every week, for the next 13 weeks. Keep in mind that the end result is to keep on track for your MONTHLY POWER START. This is a tool to help keep you on the date book and in front of people. CONSISTENCY is key! Focus on the Activities and the Results will come!

- ▶ BOOK (at least) one new selling appointment
- ▶ SELL something (focus on \$100 day)
- ▶ MAKE (a min. of one) Strong Recruiting Attempt
- ▶ GET 3 NEW NAMES - (Warm chatter, referrals)



*** Quarter 4 On-Target Stars ***



Name	Wholesale \$ + Team Bldg*	Sapphire	Ruby	Diamond	Emerald	Pearl
Angela Maxwell	\$ 4,193.50	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 606.50
Danielle Durfee	\$ 3,686.75	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$1,113.25
Gerry Schmidt	\$ 3,481.50	\$ 0.00	\$ 0.00	\$ 0.00	\$ 118.50	\$1,318.50
Fran McMonagle	\$ 3,023.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 577.00	\$1,777.00
Lu Foley	\$ 1,803.00	\$ 0.00	\$ 597.00	\$1,197.00	\$1,797.00	\$2,997.00
Stephanie Hill	\$ 1,603.00	\$ 197.00	\$ 797.00	\$1,397.00	\$1,997.00	\$3,197.00
Joan Buck	\$ 1,037.50	\$ 762.50	\$1,362.50	\$1,962.50	\$2,562.50	\$3,762.50
Christina Smith	\$ 1,014.00	\$ 786.00	\$1,386.00	\$1,986.00	\$2,586.00	\$3,786.00
Laurie Ermentrout	\$ 904.00	\$ 896.00	\$1,496.00	\$2,096.00	\$2,696.00	\$3,896.00
B.J. Henning	\$ 873.00	\$ 927.00	\$1,527.00	\$2,127.00	\$2,727.00	\$3,927.00
Janean Wood	\$ 836.00	\$ 964.00	\$1,564.00	\$2,164.00	\$2,764.00	\$3,964.00
Linda Zerbe	\$ 791.50	\$1,008.50	\$1,608.50	\$2,208.50	\$2,808.50	\$4,008.50
Lisa Kiefer	\$ 768.50	\$1,031.50	\$1,631.50	\$2,231.50	\$2,831.50	\$4,031.50
Sue Chrome	\$ 753.50	\$1,046.50	\$1,646.50	\$2,246.50	\$2,846.50	\$4,046.50
Donna Schwartz	\$ 751.00	\$1,049.00	\$1,649.00	\$2,249.00	\$2,849.00	\$4,049.00
Margaret Peer	\$ 741.00	\$1,059.00	\$1,659.00	\$2,259.00	\$2,859.00	\$4,059.00
Barbara D'Antonio	\$ 740.50	\$1,059.50	\$1,659.50	\$2,259.50	\$2,859.50	\$4,059.50
Patty Paul	\$ 729.25	\$1,070.75	\$1,670.75	\$2,270.75	\$2,870.75	\$4,070.75
Sherrin Sundstrom	\$ 662.50	\$1,137.50	\$1,737.50	\$2,337.50	\$2,937.50	\$4,137.50
Maud Palmer	\$ 628.25	\$1,171.75	\$1,771.75	\$2,371.75	\$2,971.75	\$4,171.75
Marnie Yunger	\$ 3,753.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$1,047.00

Look Who Invested this Month

ON-TARGET for Spring Consistency

Gerry Schmidt	\$2,354.50	Janis Innocenti	\$386.50	Pamela DeHart	\$230.00
Angela Maxwell	\$1,461.00	Sue Chrome	\$351.00	Brenda Wido	\$227.50
Fran McMonagle	\$1,115.50	Susan Parenteau	\$349.50	Peggy Johnson	\$226.00
Stephanie Hill	\$647.00	Janean Wood	\$348.00	Olivia Montes	\$226.00
Danielle Durfee	\$636.00	Georgiana Glaeser	\$329.50	Adriane Cirelli	\$225.50
Laurie Ermentrout	\$605.00	Kelly Brown	\$306.00	Terri Rook	\$191.50
Lu Foley	\$600.00	Kathy Agster	\$304.00	Lori Holder	\$189.00
Charlene Floyd	\$556.50	Lisa Brown	\$281.50	Melissa Wilson	\$147.50
MaryAnn Black	\$544.00	Amy Ibanez-Ohm	\$267.50	Margaret Peer	\$137.50
Barbara Fletcher	\$479.00	Linda Haney	\$255.00	Barbara D'Antonio	\$101.00
Patty Paul	\$468.50	Jeri Lewis	\$255.00	Joyce Fairbanks	\$98.00
Rosemary Fisher	\$430.50	Linda Stettler	\$250.50	Amy Larsen	\$85.50
Donna Schwartz	\$427.50	Marguerite Furyk	\$239.00	Sherrin Sundstrom	\$78.00
Antoniette Etts	\$420.00	Johanna Washington	\$237.00	Maud Palmer	\$66.00
B.J. Henning	\$406.50	Angie Amig	\$233.00	Molly LaMontagne	\$61.50
Christina Smith	\$395.00	Judith Meme	\$232.00	Stephanie Taylor	\$59.00
Joan Buck	\$394.00	Lori Gaul	\$231.00	Laura Hunt	\$38.00
Marion Bauer	\$391.00	Patricia Casciano-Light	\$230.50	Marnie Yunger	\$1,403.00

Shooting for the STARS!

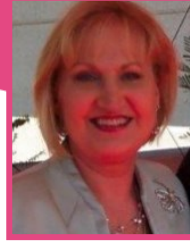
Top in Sales
Company Court of Sales



Angela Maxwell



Gerry Schmidt



Fran McMonagle

Consultant

Angela Maxwell
Gerry Schmidt
Fran McMonagle
Danielle Durfee
Stephanie Hill
Lu Foley
Cindy Martino
Donna Schwartz
Maud Palmer
Laurie Ermentrout

YTD Retail

\$ 34,168.00
\$ 33,783.00
\$ 32,378.00
\$ 28,629.50
\$ 22,626.50
\$ 18,135.00
\$ 7,893.00
\$ 7,604.00
\$ 7,276.00
\$ 7,237.00

Top in Sharing
Company Court of Sharing

Build deep and wide
for long term
success



Angela Maxwell

Recruiter

Angela Maxwell

New Team Members

1

YTD Comm

\$ 120.83

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

Women working with passion *May*

\$100+ REORDERS

Fran McMonagle	\$2,769
Angela Maxwell	\$1,793
MaryAnn Black	\$119
Fran Nase	\$199
Donna Schwartz	\$142
Rosemary Fisher	\$190
Danielle Durfee	\$1,023

\$200+ WEEKS

Fran McMonagle	\$655/\$822/\$873/\$461
Angela Maxwell	\$292/\$566/\$366/\$288/\$561
Danielle Durfee	\$280/\$235/\$410
Margaret Peer	\$333
Stephanie Hill	\$306/\$569/\$540
Marie Costello	\$548/\$305/\$211

SUMMARY SENDERS

Fran McMonagle
Angela Maxwell
Danielle Durfee
Marie Costello
MaryAnn Black
Fran Nase
Donna Schwartz
Margaret Peer
Stephanie Hill
Rosemary Fisher

\$800+ MONTH

Fran McMonagle	\$2,889
Danielle Durfee	\$1,023
Angela Maxwell	\$2,073
Marie Costello	\$1,134
Stephanie Hill	\$1,415

\$60+ FACIAL

Angela Maxwell	\$174/\$106
Fran McMonagle	\$120

BASICS SOLD

Stephanie Hill	2
Angela Maxwell	1

\$200+ CLASSES

Margaret Peer	\$333
Margaret Peer	\$700

\$1000+ Sales

Fran McMonagle	Angela Maxwell
Danielle Durfee	Marie Costello
Stephanie Hill	

Inner Circle Club

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

Fran McMonagle

Danielle Durfee

Angela Maxwell





July Celebrations



Happy Birthday!

Name	Birth Date
Patricia Bradley	4 July
Linda Haney	6 July
Laura Thomas	10 July
Annette Vasquez	11 July
Amy Larsen	12 July
Diane Boland	14 July
Brenda Wido	20 July
Lauren Plocharski	21 July
Linda Stettler	21 July
Olivia Montes	22 July
Nadja Newhall	23 July
Peggy Johnson	24 July
Page Knox	26 July
Mandy Ballard	28 July
Pamela Rundle	28 July
Kimberly Jones	30 July
Christine Cucchiaro	31 July
Wendy Miller	31 July

Happy Anniversary!

Name	Years
Lu Foley	43
Linda Stettler	39
Linda Haney	35
Tonya Butler	30
Patti Martino	26
Lynne Petzold	23
Kathleen Brozyna	21
Annette Vasquez	18
Josi Smith	18
Janilyn Elias	14
Barbara Leistrum	6
Diana Spangler	3
Miriam Sosa	3



Love Checks

Marnie Yunger	13%	\$704.15	Fran McMonagle	6%	\$ 32.64
(does not include unit commissions & bonuses)			Maud Palmer	4%	\$ 29.40
Danielle Durfee	9%	\$134.60	Lu Foley	4%	\$ 22.26
Gerry Schmidt	8%	\$ 86.72	Cindy Martino	4%	\$ 13.92
Angela Maxwell	9%	\$ 86.09	Linda Haney	4%	\$ 13.18
B.J. Henning	6%	\$ 38.16	Page Knox	4%	\$ 9.10

The *It Just Fits*™ YouTube Premieres are fabulous resources in your team-building toolbox. And when you pair them with follow-up conversations using the team-building materials on *Mary Kay InTouch*®, your team-building efforts could be more successful than ever. That's because these unique events make it easier than ever for you to share information about the Mary Kay opportunity with prospective team members. And best of all, they're absolutely FREE!

Subscribe

it just fits!™

YouTube Premiere

June 15, 2022

#MYMKLIFE



steppin' up the Ladder



Senior

Consultant

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

Lu Foley
Page Knox
Cindy Martino
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
Laurie Ermentrout
Linda Haney
B.J. Henning
Fran McMonagle
Maud Palmer
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



Danielle Durfee
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

MARY KAY®
SEMINAR
2022



WATCH VIDEO

Bring your Go-Give spirit to Seminar 2022 as we continue to grow and reach forward to the future.

Come experience the *Mary Kay*® products of the future and learn some invaluable selling tips. Discover new goals for yourself as we celebrate you and your dreams. Learn all you can from the amazing education offered at Seminar, where you can walk away inspired and on fire for your Mary Kay business.

Wouldn't it be amazing to develop your team to new heights this Seminar year? Catch a dream, cast a vision and share it with others. Imagine what we'll accomplish by Seminar 2023, just in time to celebrate our big 60th anniversary at Mary Kay!



JUNE CONTEST RACE

to the finish line
and win something **FUN!**

Everyone who places at least a
~~\$325~~ w/s order will receive this
darling mouse pad - you can even
use it with your MK displays!



Just a woman
on a makeup
mission!

\$325 wholesale



Everyone who places at least a
\$600 w/s order will receive this
lovely piece of MK jewelry!



Star Quarter
ends
June 15th

Cash Drawings

\$25 when we hit \$12,000

2 - \$25 when we hit \$15,000

3 - \$25 when we hit 18,000

\$25 cash
winner when we have 5 or more!

Contests and Prizes

Seminar 2022

Receive Beautiful Gifts at our Annual Awards Night!

Year Long Contests

\$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
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**™

Father's Day

Gift Ideas

\$80

\$56

\$42

\$42

\$46

Skin Care Regimen

MKMen® Daily Face Wash
MKMen® Shave Foam
Cooling After-Shave Gel
MKMen® Advanced Facial Hydrator Sunscreen Broad Spectrum SPF 30*

Cityscape® Cologne Spray
True Original® Cologne Spray
Domain® Cologne Spray
MK High Intensity® Cologne Spray
MK High Intensity® Sport Cologne Spray
MK High Intensity Ocean® Cologne Spray

Pink
SUCCESS

POWER HOUR

You are calling for:

- Bookings with Reorders
- Shake up your Makeup
- Skincare follow-up
- Hostess Special
- New customer facial
- Booking referrals
- Requesting referrals
- Hydrasession Facial
- Pedi Party
- Team Building apts
- Guest to an Event
- Portfolio
- foundation checkup
- Try out new products

Booking

Grab your calendar, phone, list of leads + customers to call

- Take **10 minutes** to calm yourself, mark out your available times in your date book, and practice your script.
- Next 50 minutes: Get Booking!

Name	left message	spoke to/ got response	sale	booked for facial	booked for party	booked for career chat
1.						
2.						
3.						
4.						
5.						
6.						
7.						
8.						
9.						
10.						
11.						
12.						
13.						
14.						
15.						
16.						
17.						
18.						
19.						
20.						

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

No zoom meeting next week June 14th

MONDAY June 20th we will be joining with Director Robin Scrivana and her unit at 7:30

Tuesday June 28th our Zoom at 7:30

Thursday June 30th last day of our MK year!

I am available any time
for any conversation about
finishing your year end

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



Look Who is
Registered

Stephanie Hill
Lu Foley
Marnie Yunger

a note from

Marnie

Seminar Year 2022 is coming to a close. We are wrapping up 4th quarter and our Powered by Pink challenges, and tracking our way to year end victories!

With the finish line in sight, It might be tempting to slow down, or maybe even stop, but what would happen if you stopped short? Have you ever noticed the one thing all racers crossing the finish line have in common? They **KEEP GOING!** Whether they are in the lead, pulling ahead or relentlessly dragging themselves across, the finishers all decide—**failure is not an option!** They don't stop NEAR, in FRONT or ON the finish line. They're not turning to look at what other racers are doing. They remain focused on their own goal. **CROSSING THE FINISH LINE.** In doing that, they race well past the finish and the momentum keeps them moving FORWARD.

How do you race the Mary Kay Way?

1. Share your specific year end goals with you family, friends and customers. They want to share your wins.
2. Remember, you are not only racing towards your goals, you are an inspiration to others.
3. Whatever your goal is, set your sight ahead, stay the course, RUN FULL OUT, and **FINISH STRONG!** A race finished strong leads to a stronger start in the next race.

I am so excited to be racing with you and cheering on our team as we cross the finish line together!

With love and belief,

Marnie



June Skin Care Promotion 60% Off Qualifying Sets

Finish the Seminar year strong with this amazing offer! Get 60% off* the suggested retail price of **qualifying** skin care sets/bundles, **while supplies last.**

Ex: TW Miracle 3D Set

Regular Whsl	→	\$60 x 13 Sets = \$780
June Promo	→	\$48 x 13 Sets = \$624
Retail Sales	→	\$120 x 13 Sets = \$1560

\$936 PROFIT

important dates

- June 15** - 4th Quarter Ends
- June 19** - Father's Day
- June 28** - Last day to place telephone orders
- June 30** - Last day to place on-line orders
- June 30** - Last day of Mary Kay Seminar Year
- July 1** - Mary Kay Seminar 2023 Begins
- July 4** - Independence Day
- July 21 - 24** - Ruby Seminar Dates
- July 25 - 28** - Sapphire Seminar Dates
- July 28** - Last day to place telephone orders
- July 30** - Last day to place on-line orders
- July 29 - Aug 1** - Emerald Seminar Dates
- Aug 2 - Aug 5** - Diamond Seminar Dates

Yunger & Better Millionaires



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



POWER UP YOUR
bookings



When you order \$600+ whsl in June, you will receive these beautiful
EARRINGS
from the *Powered by Pink* Collection.

POWER UP YOUR
enthusiasm!



Earn the Spring Consistency Challenge
BRACELET
when you achieve the *Powered by Pink* Challenge each month, January through June 2022.