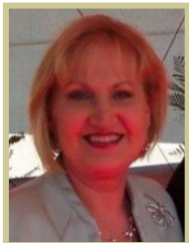




# Yunger & Better Millionaires

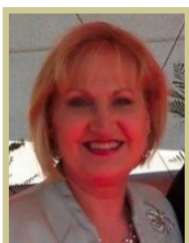
JANUARY NEWSLETTER WITH DECEMBER RESULTS

## QUEEN OF RETAIL



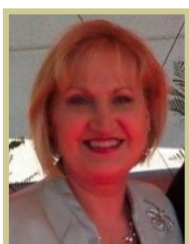
Fran McMonagle  
\$5,333

## QUEEN OF WHOLESALE



Fran McMonagle  
\$2,194

## QUEEN OF REORDERS



Fran McMonagle  
\$4,688

## TOP CHECK FOR DECEMBER

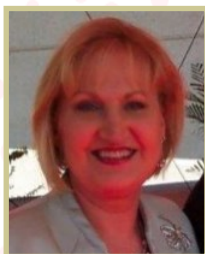


Angela Maxwell  
\$180



## POWER

## December Achievers



Fran McMonagle



Angela Maxwell



Danielle Durfee



Marguerite Furyk



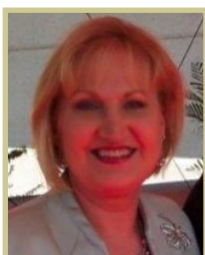
Stephanie Hill



Marnie Yunger



## Quarter 2 Star Achievers



Fran McMonagle  
**PEARL**



Danielle Durfee  
**EMERALD**



Gerry Schmidt  
**EMERALD**



Angela Maxwell  
**DIAMOND**



Stephanie Hill  
**RUBY**



Page Knox  
**SAPPHIRE**



Marnie Yunger  
**PEARL**



# Quarter 3 On-Target Stars

| Name              | WhSL\$+TB* | Sapphire   | Ruby       | Diamond    | Emerald    | Pearl      |
|-------------------|------------|------------|------------|------------|------------|------------|
| Danielle Durfee   | \$623.50   | \$1,176.50 | \$1,776.50 | \$2,376.50 | \$2,976.50 | \$4,176.50 |
| Fran McMonagle    | \$583.00   | \$1,217.00 | \$1,817.00 | \$2,417.00 | \$3,017.00 | \$4,217.00 |
| Marguerite Furyk  | \$519.50   | \$1,280.50 | \$1,880.50 | \$2,480.50 | \$3,080.50 | \$4,280.50 |
| Gerry Schmidt     | \$498.00   | \$1,302.00 | \$1,902.00 | \$2,502.00 | \$3,102.00 | \$4,302.00 |
| Angela Maxwell    | \$447.00   | \$1,353.00 | \$1,953.00 | \$2,553.00 | \$3,153.00 | \$4,353.00 |
| B.J. Henning      | \$390.00   | \$1,410.00 | \$2,010.00 | \$2,610.00 | \$3,210.00 | \$4,410.00 |
| Linda Stettler    | \$310.50   | \$1,489.50 | \$2,089.50 | \$2,689.50 | \$3,289.50 | \$4,489.50 |
| Melissa Wilson    | \$307.00   | \$1,493.00 | \$2,093.00 | \$2,693.00 | \$3,293.00 | \$4,493.00 |
| Stephanie Hill    | \$284.00   | \$1,516.00 | \$2,116.00 | \$2,716.00 | \$3,316.00 | \$4,516.00 |
| Cindy Martino     | \$272.50   | \$1,527.50 | \$2,127.50 | \$2,727.50 | \$3,327.50 | \$4,527.50 |
| Cheryl Ceresna    | \$256.50   | \$1,543.50 | \$2,143.50 | \$2,743.50 | \$3,343.50 | \$4,543.50 |
| Lori Holder       | \$253.50   | \$1,546.50 | \$2,146.50 | \$2,746.50 | \$3,346.50 | \$4,546.50 |
| Page Knox         | \$241.00   | \$1,559.00 | \$2,159.00 | \$2,759.00 | \$3,359.00 | \$4,559.00 |
| Linda Ellison     | \$238.00   | \$1,562.00 | \$2,162.00 | \$2,762.00 | \$3,362.00 | \$4,562.00 |
| Marybeth Kolodney | \$234.00   | \$1,566.00 | \$2,166.00 | \$2,766.00 | \$3,366.00 | \$4,566.00 |
| Charlene Floyd    | \$233.00   | \$1,567.00 | \$2,167.00 | \$2,767.00 | \$3,367.00 | \$4,567.00 |
| Angie Amig        | \$232.50   | \$1,567.50 | \$2,167.50 | \$2,767.50 | \$3,367.50 | \$4,567.50 |
| Katherine McGlory | \$231.00   | \$1,569.00 | \$2,169.00 | \$2,769.00 | \$3,369.00 | \$4,569.00 |
| Annette Vasquez   | \$230.00   | \$1,570.00 | \$2,170.00 | \$2,770.00 | \$3,370.00 | \$4,570.00 |
| Joan Buck         | \$226.00   | \$1,574.00 | \$2,174.00 | \$2,774.00 | \$3,374.00 | \$4,574.00 |
| Marnie Yunger     | \$677.00   | \$1,123.00 | \$1,723.00 | \$2,323.00 | \$2,923.00 | \$4,123.00 |



## LOVE CHECKS

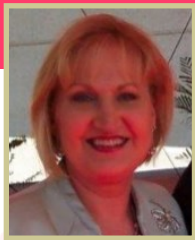
|                 |     |          |
|-----------------|-----|----------|
| Angela Maxwell  | 13% | \$180.25 |
| Danielle Durfee | 9%  | \$146.57 |
| Fran McMonagle  | 9%  | \$93.56  |
| B.J. Henning    | 6%  | \$64.01  |
| Gerry Schmidt   | 6%  | \$36.93  |
| Cindy Martino   | 4%  | \$9.90   |

|                  |     |          |
|------------------|-----|----------|
| Lu Foley         | 4%  | \$9.32   |
| Patricia Miyoshi | 4%  | \$9.00   |
| Page Knox        | 4%  | \$2.60   |
| Linda Haney      | 4%  | \$1.72   |
| Marnie Yunger    | 13% | \$711.69 |

Does not include Unit Commissions and Bonuses

# Shooting for the Stars!

TOP IN SALES  
COMPANY COURT OF SALES



Fran McMonagle



Danielle Durfee



Gerry Schmidt

## CONSULTANT

Fran McMonagle  
Danielle Durfee  
Gerry Schmidt  
Angela Maxwell  
Stephanie Hill  
Page Knox  
Marguerite Furyk  
Linda Zerbe  
Christina Smith  
B.J. Henning

## YTD RETAIL

\$20,428.00  
\$17,818.00  
\$17,503.00  
\$11,853.00  
\$9,945.00  
\$6,404.00  
\$4,136.00  
\$4,108.00  
\$3,970.00  
\$3,675.00

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

## WRINKLE CREAM SHOWDOWN

### WHICH WRINKLE REGIMEN IS RIGHT FOR YOU?



Wrinkle Cream Showdown! We have an incredible lineup of products to help smooth, hydrate, and target those fine lines and wrinkles. But which cream is right for your customers?

Use this wrinkle cream comparison chart as your go-to tool to help customers find their perfect match!

Pro Tip: Save this chart on your phone or print a copy for your next skincare appointment. Highlight key benefits and let customers see how Mary Kay has a solution for everyone!

Details

# Women Working with Passion

## DECEMBER

### \$100+ REORDERS

|                 |         |
|-----------------|---------|
| Gerry Schmidt   | \$1,339 |
| Angela Maxwell  | \$988   |
| Danielle Durfee | \$1,623 |
| Fran McMonagle  | \$4,688 |
| Rosie Fisher    | \$1,048 |
| Robin Kumm      | \$190   |

### \$800+ MONTH

|                 |         |
|-----------------|---------|
| Danielle Durfee | \$1,623 |
| Gerry Schmidt   | \$1,339 |
| Fran McMonagle  | \$5,333 |
| Rosie Fisher    | \$1,048 |
| Angela Maxwell  | \$2,581 |

### \$200+ WEEKS

|                 |                             |
|-----------------|-----------------------------|
| Fran McMonagle  | \$2,010/\$1,582/\$844/\$879 |
| Gerry Schmidt   | \$808/\$526                 |
| Danielle Durfee | \$235/\$1,024               |
| Angela Maxwell  | \$592/\$1,003/\$894         |
| Rosie Fisher    | \$1,010                     |
| Robin Kumm      | \$242                       |

### \$60+ FACIAL

|                |                  |
|----------------|------------------|
| Angela Maxwell | \$383/\$458/\$60 |
| Fran McMonagle | \$244/\$401      |

### \$200+ CLASSES

|            |       |
|------------|-------|
| Robin Kumm | \$242 |
|------------|-------|

### SUMMARY SENDERS

Fran McMonagle  
Danielle Durfee  
Gerry Schmidt  
Donna Scharfetter  
Robin Kumm  
Rosie Fisher  
Angela Maxwell

### BASICS SOLD

|                 |   |
|-----------------|---|
| Robin Kumm      | 2 |
| Danielle Durfee | 1 |
| Angela Maxwell  | 3 |

## \$1,000+ SALES

Danielle Durfee  
Gerry Schmidt  
Fran McMonagle  
Rosie Fisher  
Angela Maxwell

## INNER CIRCLE CLUB

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

Danielle Durfee  
Gerry Schmidt  
Fran McMonagle  
Angela Maxwell

# Celebrating You!

## FEBRUARY BIRTHDAYS

| CONSULTANT   | DATE | CONSULTANT        | DATE |
|--------------|------|-------------------|------|
| Kelly Brown  | 4    | Barbara Fletcher  | 14   |
| Pam Smart    | 4    | Marnie Yunger     | 14   |
| Kathy Hahn   | 5    | Margaret Stahelek | 17   |
| Thelma Sam   | 6    | Janis Innocenti   | 19   |
| Jane Long    | 7    | Carolyn Degnan    | 24   |
| Carrie Lager | 10   | Angela Fattizzo   | 24   |
| Maria Older  | 11   | B.J. Henning      | 24   |

## MK ANNIVERSARIES

| CONSULTANT       | YEARS |
|------------------|-------|
| Lisa Verani      | 35    |
| Laura Hunt       | 22    |
| MaryAnn Black    | 22    |
| Lorie McCafferty | 20    |
| Melissa Richter  | 1     |

## LOOK WHO INVESTED

|                                                                                                   |            |                   |          |                                                                                                     |            |
|---------------------------------------------------------------------------------------------------|------------|-------------------|----------|-----------------------------------------------------------------------------------------------------|------------|
|  Fran McMonagle   | \$2,194.00 | Jeri Lewis        | \$300.00 | Patricia Miyoshi                                                                                    | \$229.00   |
|  Angela Maxwell  | \$1,087.50 | Robin Kumm        | \$298.50 | Christina Smith                                                                                     | \$228.00   |
|  Danielle Durfee | \$1,022.75 | Nancy Hafner      | \$258.50 | Joan Buck                                                                                           | \$226.00   |
| Marguerite Furyk                                                                                  | \$883.00   | Adriane Cirelli   | \$250.00 | Lorie McCafferty                                                                                    | \$226.00   |
| Stephanie Hill                                                                                    | \$735.50   | Janean Wood       | \$247.50 | Donna Scharfetter                                                                                   | \$226.00   |
| Laurie Ermentrout                                                                                 | \$615.50   | Dolores Bergey    | \$242.00 | Teresa Valadez                                                                                      | \$225.00   |
| Gerry Schmidt                                                                                     | \$566.00   | Rosemary Fisher   | \$241.00 | Lynnette Hearne                                                                                     | \$112.00   |
| Leah Stallings                                                                                    | \$432.00   | Linda Ellison     | \$238.00 | Teryl Mullan                                                                                        | \$96.50    |
| Amy Larsen                                                                                        | \$399.00   | Margaret Stahelek | \$238.00 | Laura Hunt                                                                                          | \$93.00    |
| Linda Haney                                                                                       | \$394.00   | Judith Meme       | \$236.50 | Christine White                                                                                     | \$77.00    |
| B.J. Henning                                                                                      | \$393.00   | Stephanie Taylor  | \$236.00 | Brenda Wido                                                                                         | \$65.00    |
| Denielle Zollo                                                                                    | \$365.50   | Marybeth Kolodney | \$234.00 | Carolyn Degnan                                                                                      | \$54.00    |
| Sheila Sabatine                                                                                   | \$352.00   | Charlene Floyd    | \$233.00 | Deborah Hisiro                                                                                      | \$44.00    |
| Marsha Kuhn                                                                                       | \$321.00   | Angie Amig        | \$232.50 | Georgiana Glaeser                                                                                   | \$43.00    |
| Page Knox                                                                                         | \$316.50   | Katherine McGlory | \$231.00 | Cindy Martino                                                                                       | \$43.00    |
| Linda Stettler                                                                                    | \$310.50   | Annette Vasquez   | \$230.00 |  Marnie Yunger | \$2,198.50 |
| Melissa Wilson                                                                                    | \$307.00   | Theresa Grimley   | \$229.00 |                                                                                                     |            |

 On-Target for Year Long Consistency

**"What you can do - or dream you can - begin it. Courage has genius, power and magic in it. Only engage your goals and then the mind begins to grow. Begin it and the work will be completed."- Mary Kay Ash**



# Steppin' Up The Ladder



## SENIOR CONSULTANT

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

Laurie Ermentrout  
Lu Foley  
Stephanie Hill  
Page Knox  
Cindy Martino  
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



Linda Haney  
B.J. Henning  
Gerry Schmidt



## TEAM LEADER/ ELITE TEAM LEADER/DIQ

5+ Active Team Members  
9 or 13% Commissions  
\$50 Team Building Bonuses  
5% Second -Tier Team Commission (Elite/DIQ)

Danielle Durfee  
Angela Maxwell  
Fran McMonagle

## DIRECTOR

4, 9, or 13% Personal Commissions  
9, 13 or 23% Unit Commissions  
\$100 Team Building Bonuses  
Unit Bonuses  
Earn use of Career Car/  
Cash Compensation



### 1st Line

Gloria Walker  
Jennifer Tito

### 2nd Line

Naomi Murray

Give your skin the attention it deserves. Add more color to your look.  
I can help you achieve all of your skin care resolutions in 2025!



## NEW YEAR, NEW YOU PARTY

Hosting a New Year, New You Party is a great way to reconnect with your customers, celebrate the start of 2025, and help them feel beautiful and confident!

### Script Idea to Reach Out to Customers:

"Hi [Name]! I'm so excited about starting 2025 with YOU! I'm offering New Year, New You parties this month, where we'll focus on fresh skincare, gorgeous makeup updates, and fun self-care tips to start the year glowing and confident. Would you like to grab a few friends and join the fun? I'd love to set up a time that works for you!"

**You are in my HEART all year long!**

January contests



**\$400 wholesale order in  
January for Heart post it notes**



**\$700 wholesale for this darling one of a kind Mary Kay  
gardening set carbon steel shovel Mary Kay gloves**

**Use it or display it 😊**

**So cute !!!**

# Contests and Prizes

## Seminar 2025

Receive Beautiful Gifts at our Annual Awards Night!

### Year Long Contests

|                 |                            |
|-----------------|----------------------------|
| \$12000 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 **L♥VE™**

# Daily Action Sheet

Weekly Goal:

Date: \_\_\_\_\_

## 6 Most Important Things:

- 1 \_\_\_\_\_
- 2 \_\_\_\_\_
- 3 \_\_\_\_\_
- 4 \_\_\_\_\_
- 5 \_\_\_\_\_
- 6 \_\_\_\_\_



## Call 5 Customers for reorders & referrals

- 1 \_\_\_\_\_
- 2 \_\_\_\_\_
- 3 \_\_\_\_\_
- 4 \_\_\_\_\_
- 5 \_\_\_\_\_

## Call 5 Potential Hostesses

- 1 \_\_\_\_\_
- 2 \_\_\_\_\_
- 3 \_\_\_\_\_
- 4 \_\_\_\_\_
- 5 \_\_\_\_\_



## Call 5 Team Members

- 1 \_\_\_\_\_
- 2 \_\_\_\_\_
- 3 \_\_\_\_\_
- 4 \_\_\_\_\_
- 5 \_\_\_\_\_

## Write 3 Thank-You Notes

Hostess, Team Member, Sharing Apts

- 1 \_\_\_\_\_
- 2 \_\_\_\_\_
- 3 \_\_\_\_\_

## Call 5 Potential Team Members

Book Sharing Appointments

- 1 \_\_\_\_\_
- 2 \_\_\_\_\_
- 3 \_\_\_\_\_
- 4 \_\_\_\_\_
- 5 \_\_\_\_\_

## Errands for the Day (non-MK)

- 1 \_\_\_\_\_
- 2 \_\_\_\_\_
- 3 \_\_\_\_\_
- 4 \_\_\_\_\_
- 5 \_\_\_\_\_

# SIX MOST IMPORTANT THINGS LIST

From *Miracles Happen* by Mary Kay Ash



Early in my sales career, I heard a story that was to have a lasting effect upon me and the way I work. The subject was time management, and the story concerned Ivy Lee, a leading efficiency expert, and Charles Schwab, president of a then-small company called Bethlehem Steel.

Ivy Lee called on Charles Schwab and said to him, "I can increase your efficiency and your sales if you will allow me to spend 15 minutes with each of your executives."

Naturally, Schwab asked, "What will it cost me?"

"Nothing," Lee said, "unless it works. In three months, you can send me a check for whatever you think it's worth to you. Fair enough?"

Schwab agreed, so Lee spent 15 minutes with executives from the struggling young steel company and asked them to complete a single task. Every evening for the next three months, each executive was to make a list of the six most important things he had to do the next day. Finally, the executive was to rank the items in the order of importance.

"Each morning, begin with the first item on the list," she told them, and scratch it when it's finished. Just work your way right down those six items. If you don't get something finished, it goes to the next day's list."

At the end of the three-month trial, efficiency and sales had increased to such an extent that Schwab sent Lee a check for \$35,000. Now, that's still a lot of cash for such a small amount of work, but in today's money, \$35,000 would probably be the equivalent of \$350,000.

I was very impressed with the story. I thought that if such a list was worth \$35,000 to Charles Schwab, it was worth \$35 to me. So I pondered the moral. I took an old envelope out of my purse and wrote down the six most important things I had to do the next day. And I have continued making that "\$35,000 list" every single day of my life.

## 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](http://www.marnieyunger.com) and [marykayintouch.com](http://marykayintouch.com)

### Our, very important, Mary Kay zoom get together dates :

Tuesday January 14th 7:30

Tuesday January 28th 7:30

First half of February I am away

Tuesday February 18th 7:30

conference call # is 605-313-5107

enter 669034

this number is on [marnieyunger.com](http://marnieyunger.com)



Enroll

### Spring PCP closes January 17th!

Enroll your customers to receive the stunning spring Look Book with a sample—keeping you top of mind while they enjoy a sneak peek!

**BONUS:** Early enrollment unlocks first access to new spring products. Share the beauty first!

# A BEAUTY BRIEFING WITH *Marnie*

Happy New Year!!

Welcome to the second half of the Mary Kay Year. This is a wonderful time to reflect on your personal growth, as well as your business goals. Consider what has been working well and what areas you would like to improve.

Here are a few things to ponder as we kick start the new year.

- Where do I see myself at the end of the month/quarter/year?
- How do my goals match my vision?
- Do my actions align with my goals?
- What actions can I take to renew my commitment to my customers?
- What steps do I need to take for my business to thrive?

Take time for yourself to renew and rejuvenate. You are the curator of your business. Dare to dream and believe that through hard work and dedication, you CAN achieve!

Reminder, I am here for you to help put your plans into action. I am looking forward to connecting with you in the new year!

Love and Belief,

*Marnie*

## JAN. CHALLENGE

Start the new year strong with the Power UP & Party Challenge!



Place a \$1,000 wholesale Section 1 order and earn a beautiful Mary Kay-branded vanity mirror with tray. This reward is perfect for adding a touch of elegance to your space or gifting to hostesses to elevate their party experience.

Remember, the reward is first-come, first-served, so act fast to secure yours before supplies run out.

Start planning now to Power UP your parties and start 2025 with style!



## Marnie Yunger

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

## important dates

- Jan 1** - New Year's Day
- Jan 6** - Leadership Conference
- Jan 17** - Spring PCP enrollment ends
- Jan 20** - Martin Luther King Jr. Day
- Jan 30** - Last day to place telephone orders
- Jan 31** - Last day to place on-line orders
- Feb 7** - Spring Look Book begins mailing
- Feb 14** - Valentine's Day
- Feb 27** - Last day to place telephone orders
- Feb 28** - Last day to place on-line orders



When you order \$700+ whsl in  
JANUARY, you will receive this  
**MK BRANDED GARDENING SET**  
from the *Power Your Sales* Collection.



Earn the Year Long Consistency Challenge  
**MK CALENDAR WITH QUOTES**  
when you achieve the *Power Your Sales*  
Challenges each month,  
July 2024 through June 2025.