YUNGER AND

Millionaires



UNIT GOALS 65 STARS

2 OFFSPRING DIRECTORS

\$650,000 CIRCLE OF EXCELLENCE

December Newsletter with November Results

Queen of Retail



Gerry Schmidt \$6,134



Gerry Schmidt \$1,375

Queen of Wholesale Queen of Reorders Top Check for November



Gerry Schmidt \$6,134





Mary Taylor \$101

RE Dur Proud



Mary Taylor



Maud Palmer



Linda Haney



Gerry Schmidt



Sarah Boyer



Kathy Agster



Fran McMonagle



Linda Stettler



Laurie Ermentrout



Anamaria Hazel



Cindy Martino

On-Target STARS

Star Consultant Program

Sept. 16 to Dec. 15, 2016

MARY KAY











| Consultant | Current | Sapphire | Ruby | Diamond | | Pearl |
|--------------------|--------------------------|------------|------------|------------|--------------------|------------------------|
| GERRY SCHMIDT | \$6,441.75 | | **** | **** | STAR | STAR |
| FRAN MCMONAGLE | \$4,162.55 \$2,200.60 | | | \$799.40 | STAR \$1,399.40 | \$637.45 \$2,599.40 |
| ANGELA MAXWELL | | STAR | \$199.40 | * | | |
| MAUD PALMER | \$1,907.00 | STAR | \$493.00 | \$1,093.00 | \$1,693.00 | \$2,893.00 |
| LAURIE ERMENTROUT | \$1,805.00 | | \$595.00 | \$1,195.00 | \$1,795.00 | \$2,995.00 |
| ALICE GONDECK | \$1,803.00 | | \$597.00 | \$1,197.00 | \$1,797.00 | \$2,997.00 |
| CHRISTINA SMITH | \$1,353.00 | | \$1,047.00 | \$1,647.00 | \$2,247.00 | \$3,447.00 |
| CINDY MIEDWIG | \$1,204.50 | | \$1,195.50 | \$1,795.50 | \$2,395.50 | \$3,595.50 |
| PAGE KNOX | \$1,051.50 | | \$1,348.50 | \$1,948.50 | \$2,548.50 | \$3,748.50 |
| JANIS INNOCENTI | \$1,012.50 | | \$1,387.50 | \$1,987.50 | \$2,587.50 | \$3,787.50 |
| LINDA HANEY | \$914.00 | | \$1,486.00 | \$2,086.00 | \$2,686.00 | \$3,886.00 |
| CINDY MARTINO | \$872.00 | \$928.00 | \$1,528.00 | \$2,128.00 | \$2,728.00 | \$3,928.00 |
| MARIA OLDER | \$831.50 | | \$1,568.50 | \$2,168.50 | \$2,768.50 | \$3,968.50 |
| DOLORES BERGEY | \$822.00 | | \$1,578.00 | \$2,178.00 | \$2,778.00 | \$3,978.00 |
| MARYANN BLACK | \$796.95 | \$1,003.05 | \$1,603.05 | \$2,203.05 | \$2,803.05 | \$4,003.05 |
| ROSEMARY FISHER | \$767.75 | \$1,032.25 | \$1,632.25 | \$2,232.25 | \$2,832.25 | \$4,032.25 |
| LINDA STETTLER | \$742.50 | \$1,057.50 | \$1,657.50 | \$2,257.50 | \$2,857.50 | \$4,057.50 |
| ANAMARIA HAZEL | \$739.00 | \$1,061.00 | \$1,661.00 | \$2,261.00 | \$2,861.00 | \$4,061.00 |
| JOAN BUCK | \$729.50 | \$1,070.50 | \$1,670.50 | \$2,270.50 | \$2,870.50 | \$4,070.50 |
| SUSAN SAUTNER | \$660.10 | \$1,139.90 | \$1,739.90 | \$2,339.90 | \$2,939.90 | \$4,139.90 |
| CAROLYN DEGNAN | \$634.00 | \$1,166.00 | \$1,766.00 | \$2,366.00 | \$2,966.00 | \$4,166.00 |
| LAURA HUNT | \$618.50 | \$1,181.50 | \$1,781.50 | \$2,381.50 | \$2,981.50 | \$4,181.50 |
| LU FOLEY | \$601.00 | \$1,199.00 | \$1,799.00 | \$2,399.00 | \$2,999.00 | \$4,199.00 |
| BARB SCHRAN | \$560.50 | \$1,239.50 | \$1,839.50 | \$2,439.50 | \$3,039.50 | \$4,239.50 |
| MARY ANN SCHUSSLER | \$547.65 | \$1,252.35 | \$1,852.35 | \$2,452.35 | \$3,052.35 | \$4,252.35 |
| SUSAN GOLD | \$547.50 | \$1,252.50 | \$1,852.50 | \$2,452.50 | \$3,052.50 | \$4,252.50 |
| ANTONIETTE ETTS | \$535.50 | | \$1,864.50 | \$2,464.50 | \$3,064.50 | \$4,264.50 |
| MARION BAUER | \$529.25 | \$1,270.75 | \$1,870.75 | \$2,470.75 | \$3,070.75 | \$4,270.75 |
| JOANN KEANE | \$515.00 | \$1,285.00 | \$1,885.00 | \$2,485.00 | \$3,085.00 | \$4,285.00 |
| DIA MANTAKOUNIS | \$514.00 | \$1,286.00 | \$1,886.00 | \$2,486.00 | \$3,086.00 | \$4,286.00 |
| CARRIE LAGER | \$500.50 | \$1,299.50 | \$1,899.50 | \$2,499.50 | \$3,099.50 | \$4,299.50 |
| BEVERLY KLEIN | \$499.50 | | \$1,900.50 | \$2,500.50 | \$3,100.50 | \$4,300.50 |
| KATHY HAHN | \$498.75 | | \$1,901.25 | \$2,501.25 | \$3,101.25 | \$4,301.25 |
| LORI MCLAUGHLIN | \$482.50 | | \$1,917.50 | \$2,517.50 | \$3,117.50 | \$4,317.50 |
| JOSI SMITH | \$469.00 | \$1,331.00 | \$1,931.00 | \$2,531.00 | \$3,131.00 | \$4,331.00 |
| BRENDA WIDO | \$468.00 | \$1,332.00 | \$1,932.00 | \$2,532.00 | \$3,132.00 | \$4,332.00 |
| AZI COLLING | \$451.00 | \$1,349.00 | \$1,949.00 | \$2,549.00 | \$3,149.00 | \$4,349.00 |
| VERA BUNCH | \$431.00 \$449.75 | \$1,350.25 | \$1,950.25 | \$2,550.25 | \$3,150.25 | \$4,350.25 |
| | \$449.73 \$448.00 | | | | | \$4,352.00 |
| RHONDA EMBARDINO | | \$1,352.00 | \$1,952.00 | \$2,552.00 | \$3,152.00 | |
| SHELLEY DESMAN | \$446.00 | \$1,354.00 | \$1,954.00 | \$2,554.00 | \$3,154.00 | \$4,354.00 |
| PATTY PAUL | \$443.00 | \$1,357.00 | \$1,957.00 | \$2,557.00 | \$3,157.00 | \$4,357.00 |
| BARBARA FLETCHER | \$439.50 | \$1,360.50 | \$1,960.50 | \$2,560.50 | \$3,160.50 | \$4,360.50 |
| THELMA SAM | \$426.00 | \$1,374.00 | \$1,974.00 | \$2,574.00 | \$3,174.00 | \$4,374.00 |
| LYNNETTE HEARNE | \$414.00 | \$1,386.00 | \$1,986.00 | \$2,586.00 | \$3,186.00 | \$4,386.00 |
| MARNIE YUNGER | \$4,045.00 | **** | **** | **** | STAR | \$755.00 |

January EFLEBRATIONS

E Happy Birthday

| Birthdays | Day |
|----------------------|-----|
| Kathy Thompson | 1 |
| Lisa A. Kiefer | 4 |
| Karen K. Brown | 5 |
| Lauren E. Kneezel | 5 |
| Sue Levush | 7 |
| Mary Ann C Schussler | 7 |
| Charlene Floyd | 8 |
| Carol J. Howard | 9 |
| Jeanette Connaughton | 12 |
| Jan M. Erenius | 16 |
| Katherine A. McGlory | 16 |
| Bridget R. Young | 25 |
| Rhonda M. Embardino | 26 |
| Angie Amig | 29 |
| Della Ashton | 30 |
| Cindy M. Miedwig | 31 |

Stappy MK Anniversary

| Anniversaries | Years |
|----------------------|-------|
| Joan K. Buck | 37 |
| Gerry Schmidt | 31 |
| Della Ashton | 21 |
| Robin Hubner | 17 |
| Katherine A. McGlory | 15 |
| Cheryl A. Ceresna | 14 |
| Teresa Valadez | 8 |
| Karen K. Brown | 6 |

Women Working with Passion in November

\$100+ REORDERS

 Maud Palmer
 \$2,665

 Gerry Schmidt
 \$6,134

 Alice Gondeck
 \$844

 Angela Maxwell
 \$1,551

 Rosie Fisher
 \$716

 Susan Sautner
 \$563

 Page Knox
 \$1,506

 Lu Foley
 \$792

 Fran McMonagle
 \$1,039

 Maria Older
 \$1,400

 Patty Paul
 \$336

\$800+ MONTH

Fran McMonagle \$1,334 Gerry Schmidt \$6,134 Alice Gondeck \$1,399 \$2,665 Maud Palmer Angela Maxwell \$3,246 \$1,506 Page Knox Maria Older \$1,400 Rosie Fisher \$1,617 Patty Paul \$965

\$200+ WEEKS

Maud Palmer \$466/\$378/\$403/\$415/\$1.004 Fran McMonagle \$742/\$392 Gerry Schmidt \$4,149/\$1,985 \$300/\$501/\$319/\$279 Alice Gondeck \$417/\$300/\$381/\$1,993 Angela Maxwell Page Knox \$815/\$691 Lu Foley \$300/\$301 Maria Ólder \$1,400 Rosie Fisher \$901/\$551 Susan Sautner \$563 Patty Paul \$573/\$232

\$200+ CLASSES/Open House

Angela Maxwell \$569/\$1,126
Gerry Schmidt \$4,149/\$1,985
Maria Older \$1,400
Rosie Fisher \$901
Patty Paul \$529

SUMMARY SENDERS

Alice Gondeck Maud Palmer Fran McMonagle Angela Maxwell Rosie Fisher Gerry Schmidt Denise Alderfer Page Knox Patty Paul Cindy Miedwig Susan Sautner Maria Older Lu Foley

BASICS SOLD

Alice Gondeck

\$60+ FACIAL

Alice Gondeck \$300/\$100/\$155 Fran McMonagle \$95

Consistency Club Inner Circle On-Target

Gerry Schmidt Fran McMonagle Angela Maxwell Laurie Ermentrout Cindy Miedwig Maud Palmer

\$1000+ Sales

Gerry Schmidt
Maud Palmer
Fran McMonagle
Angela Maxwell
Page Knox
Maria Older

Look who Invested this Month



Earned the "Embrace Your Dreams" Bracelet ** for November

| | | | | # X2.A | |
|----------------------|--------------|----------------------|----------|----------------------|----------|
| Name | Amount | Name | Amount | Name | Amount |
| Gerry Schmidt | **\$1,375.00 | Susan Parenteau | \$333.50 | Barbara V. Magarity | \$227.50 |
| Angela Maxwell | **\$1,059.60 | Barb P. Schran | \$329.00 | Beth Bridges | \$227.00 |
| Maud B. Palmer | **\$1,005.50 | Elizabeth Kruzits | \$328.00 | Annette P. Vasquez | \$226.65 |
| Laurie Ermentrout | **\$1,000.50 | Jeri J. Lewis | \$324.50 | Patricia Harrison | \$226.50 |
| Maria Older | **\$831.50 | Kathleen K. Ingalls | \$301.50 | Nina M. McCausland | \$226.00 |
| Alice L. Gondeck | **\$729.00 | Anamaria C. Hazel | \$282.00 | Brenda P. Lovell | \$226.00 |
| Fran A. McMonagle | **\$674.50 | Beverly G. Klein | \$270.00 | Deborah A. Farnish | \$226.00 |
| Page Knox | **\$644.00 | Patricia A. Bradley | \$259.00 | Beth Pellegrino | \$225.50 |
| Christina C. Smith | **\$637.50 | Virginia A. Harze | \$257.00 | Kathleen MacDonnell | \$225.00 |
| Cindy M. Miedwig | **\$602.50 | Josefa Alegre | \$238.50 | Lynnette Hearne | \$187.50 |
| Cindy L. Martino | \$596.00 | Carole Ziegler | \$237.50 | Dia Mantakounis | \$147.00 |
| Dolores R. Bergey | \$590.50 | Joan K. Buck | \$234.50 | Mary Ann C Schussler | \$143.65 |
| Lori McLaughlin | \$482.50 | Elaine Kady | \$233.00 | Pam J. Smart | \$135.00 |
| Azi Colling | \$451.00 | Cynthia S. Ferrari | \$232.50 | Jeanette Connaughton | \$119.50 |
| Vera Bunch | \$449.75 | Susan M. Woehr | \$231.50 | Janis S. Innocenti | \$112.50 |
| Patty Paul | \$443.00 | Joyce A. Lang | \$230.50 | Melissa Wilson | \$108.00 |
| Carolyn A. Degnan | \$420.50 | Lori S. Holder | \$229.50 | Linda G. Haney | \$76.50 |
| MaryAnn Black | \$384.20 | Kathy A. Hahn | \$229.25 | Antoniette Etts | \$55.00 |
| Janean H. Wood | \$379.50 | Carolyn L. Seitz | \$229.25 | Lisa K. Brown | \$53.00 |
| Rosemary H. Fisher | \$375.50 | Donna A. Terry | \$229.00 | Margaret A. Stahelek | \$47.50 |
| Barbara C. D'Antonio | \$375.50 | Linda Stettler | \$229.00 | Laura M. Thomas | \$43.50 |
| Susan R. Sautner | \$350.10 | Peggy M. Johnson | \$228.50 | Brenda L. Wido | \$38.50 |
| Kathy Thompson | \$348.50 | Della Ashton | \$228.50 | Frances J. Nase | \$22.50 |
| Barbara J. Fletcher | \$348.50 | Caroline K. Chestnut | \$227.60 | Laura Hunt | \$22.00 |

Shooting for the STA

Top in Retail Sales

Company Court of Sales



Gerry Schmidt



Fran McMonagle

YTD PCP

Retail



Angela maxwell

YTD Retail

| Consultant | | | | |
|------------|----------|--|--|--|
| 1 | Gerry So | | | |

| 1 | Gerry Schmidt | \$17,981.50 | \$6,820.00 | \$24,801.50 |
|----|--------------------|-------------|------------|-------------|
| 2 | Fran A. McMonagle | \$11,157.50 | \$4,717.00 | \$15,874.50 |
| 3 | Angela Maxwell | \$8,875.20 | \$4,305.20 | \$13,180.40 |
| 4 | Maud B. Palmer | \$7,493.00 | \$3,393.00 | \$10,886.00 |
| 5 | Laurie Ermentrout | \$6,842.00 | \$3,700.00 | \$10,542.00 |
| 6 | Cindy M. Miedwig | \$6,177.50 | \$2,464.00 | \$8,641.50 |
| 7 | Christina C. Smith | \$5,323.50 | \$2,754.00 | \$8,077.50 |
| 8 | Alice L. Gondeck | \$4,124.00 | \$3,136.00 | \$7,260.00 |
| 9 | Page Knox | \$3,590.50 | \$2,121.00 | \$5,711.50 |
| 10 | Janis S. Innocenti | \$3,214.50 | \$1,789.00 | \$5,003.50 |

Top Team Builders

Company Court of Sharing



Susan Sautner

Recruiter

Susan Sautner

New Team Members

YTD Comm \$29.03

National Court of Sales

→ National

\$40,000 Retail \$20,000 whst

D Area

\$20,000 Retail \$10,000 whole

→ Unit

\$10,000 Retail \$5,000 whole



National Court of Sharing

→ National

24 Team Members

D Area

12 Team Members

Dhit.

6 Team Members



Steppin' Up the Ladder



1-2 Active Team Members

4% Commissions

Eligible to order Red Jacket (2 Active)

Recruiter: Marion W. Bauer Christine Hanson

Recruiter: Lisa K. Brown Caroline K. Chestnut

Beverly Vitek

Recruiter : Joan K. Buck

Nina M. McCausland

Recruiter: Lu Foley Elizabeth A. Endres

Charlene Floyd * Mandy Ballard

Recruiter : Alice L. Gondeck

Laura A. Korell Susan Parenteau

* Marilyn Hopper

Recruiter: Christine Hanson

Kathy A. Hahn

Recruiter : Janis S. Innocenti

Rosemary H. Fisher

Adriane Cirelli

Doris E. Diaz

Recruiter: Page Knox

Brenda L. Wido

Recruiter: Angela Maxwell

Marybeth Kolodney

Dia Mantakounis

* Maryellen Curran

Bridget R. Young

Recruiter: Patricia I. Miyoshi

Anamaria Fuller

Teresa Valadez

Marlyn Z. Preston

Recruiter: Patty Paul

Azi Colling

Recruiter: Beth Pellegrino

Pamela Bernet

Margaret A. Stahelek

* Jennifer Pellegrino

Recruiter: Catherine C. Refice

Jeanette Connaughton

Donna A. Terry

Recruiter: Annette P. Vasquez

Mercedes Soto

4% Commissions

\$50 Red Jacket Rebate

\$50 Team Building Bonus



Recruiter : Maud B. Palmer

Deborah A. Farnish

Christina C. Smith

Wendy Griffin

* Linda M. Partin

* Mary Kay Roehr

* Susan D. Sinkler

Marguerite S. Furyk

Recruiter: Gerry Schmidt

Laurie Ermentrout

Barbara J. Fletcher

Amy Ibanez-Ohm

C. Viktora-Sewell

Recruiter: Linda Stettler

Rene L. Giacono

Beverly G. Klein

Sherrin L. Sundstrom

Johanna L Washington

Patty Paul

Janet Beil

Recruiter: Sarah Schudel-Boyer

Josefa Alegre

Barbara C. D'Antonio

Recruiter: Kathy M. Agster Barbara V. Magarity MaryBeth Sedgwick Josephine R. Stott

Recruiter: Laurie Ermentrout Kathleen K. Ingalls

Carrie A. Lager Josi Smith

Recruiter :Linda G. Haney

Beth Bridges

Shellev Desman

Joyce A. Lang

Barbara G. Leistrum * Alison L Dudenbostel

* Georgiana H. Glaeser

* Nadja D. Newhall

Schawanda Gittens

Christina M Niziolek

Margaret Quinn

Heather M. Simon

Recruiter: Anamaria C. Hazel Audrey C. Johnson

Elaine Kady

Barb P. Schran

Carolyn L. Seitz

* Karen K. Brown

Teresa Vinson

Liduvina Caserta

Recruiter: Cindy L. Martino

Susan R. Gold

Kathy Thompson

Janean H. Wood

* Patti D. Martino

Recruiter: Fran A. McMonagle

Denise K. Alderfer

Dolores R. Bergey

MaryAnn Black

Susan M. Woehr

* Christine Cucchiaro

* Denielle Zollo

Marianne L. Buehler

Robin Hubner

Carol Puzzella

Team Leader/ **Future Director**

5+ Active Team Members

9 or 13% Commissions

\$50 Team Building Bonuses Earn the use of a Career Car or Cash

Compensation

Recruiter: Mary A. Taylor

Cheryl A. Ceresna

Kathryn A. Chase

Antoniette Etts

Sarah T. Cleaveland

Carol J. Howard Ali Jacob Kathleen MacDonnell * Charlotte B. Hill * Peggy A. Jubar

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 Renee Delescavage

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

Color in the Christmas ornaments & gifts to win prizes!



Fill in 10 Ornaments and earn a STARBUCKS or Wa wa Gift Card!



earn this Gold or Silver Tone Flower and Beads Stretch Charm Bracelet

> Have a \$500 week

Fill in 20 Ornaments and

Sharing Appt

Submit

Weeklies

all 4 weeks.

Sell 1 TW

Sell 5 Lipsticks/ glosses

Hold a Holiday Coffee

15 Faces

Add 1 Qualified Team Member

www.pinksuccess.net adopted from an unknown source







BONUS: Fill at least 10 Ornaments PLUS 10 Gifts and win a BEAUTIFUL MYSTERY GIFT plus a STARBUCKS or Wa wa Gift Card!

MERRY

Christmas

Fill in all ornaments and Gifts and receive a mystery gift, a Power Lunch with me and Bracelet!

Add 1

New Team

Member

1 Sharing Set Appt

> Sell a Microderm abrasion Plus Set

Sell 2 Cleansing Brushes

\$600 whsl

in Dec.

Sell 1 Repair Set

Call 10

Get 10

new

referrals

Sell Repair

Sharing

Appt

Sell I Volu-Firm

Eye Cream,

Count your year end inventory

Sell a

Fragrance

\$400 whsi in Dec.

Sell 1 12 Days of Christmas.

> Sell 1 Repair Set

lave an Open

Sell 2 Satin Hands Sets

Sell 1 TV Set

Sharing Appt

Book 4 Classes for Jan

Sell 1 Filled Compact

Sharing

Appt

30 Faces







Color 1 Gift for each \$100 Day!



Sell 2 Fragrances







CONTESTS & PRIZES



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

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.

Find your place to WM!! Visualize your goal and work with consistency!!

Success is never inside the comfort zone!

Get excited about the business woman that your are becoming!!

discover what you LVE...

VEEKLY & MONTHLY

Welcome Back to Wonderful!

DEC. 1-31, 2016

Do you remember the thrill of starting your Mary Kay business and the joy that came with getting to know determined, inspirational women like you? Just follow these three steps to earn a FREE* TimeWise® Microdermabrasion Plus Set, \$55 suggested retail, and get back on the path to success!

"DON'T PUT OFF 'TH TOMORROW WHAT IT IS THAT YOU WIANT TO DO. START NOW, DO IT NOW, START DOING WHATEVER IT IS THAT WILL MAKE YOUR DREAM A REALITY."

> RESTART. Sign a new Independent **Beauty Consultant** Agreement.

PURCHASE. Purchase a \$25 Second Chance Starter Kit or MARY KAY \$100 Starter Kit.

Place an initial wholesale Section 1 order of \$600 or more by Jan. 31, 2017.** (excluding shipping, handling and tax)

If you're ready to make this a December to remember, contact me! I can help you rediscover your dreams and turn them into destiny!

The following restrictions apply: Participants must be eligible to submit a new Independent Beauty Consultant Agreement to the Company and it must be received and accepted by the Company Dec. 1 through Dec. 31, 2016.

1 FL. OZ. / 29 ml

"Limit one retail-sized TimeWise® Microdermabrasion Plus Set per Independent Beauty Consultant only while supplies last and with a \$600 or more wholesale Section 1 order (\$1,200 or more suggested retail) excludes shipping, handling and tax. Your initial wholesale Section 1 order must be received and accepted by the Company by Jan. 31, 2017 to qualify to receive the FREE" TimeWise®

Microdermabrasion Plus Set. Sales tax is required on the suggested retail value of the FREE* TimeWise® Microdermabrasion Plus Set.

"Purchasing inventory is an individual decision, and it's certainly not a requirement for you to begin your Mary Kay business. We always recommend that you determine what activity level you plan to pursue in your Mary Kay business. Then, if appropriate for your personal circumstances, invest in a level of inventory that supports that activity. If you decide that this opportunity is not right for you, Mary Kay will repurchase, at 90 percent of your original net cost,

original and unused Section 1 products, as long as these items were purchased by you from the Company within one year prior to return. Please refer to your Independent Beauty Consultant Agreement for complete details.

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Embrace Your Dreams Career Conference Challenge

Dec. 1, 2016 - Feb. 28, 2017

Get energized at Career Conference 2017, and have the Year of Your Dreams. You can qualify to earn an invitation to the Career Conference VIP Luncheon where you will receive the special Career Conference Embrace Your Dreams bracelet which encourages you to follow Mary Kay Ash's lead and "Eat Dessert First." You will earn these two wonderful rewards if you are:

- An Independent Beauty Consultant or an Independent Sales Director who achieves the Embrace Your Dreams Challenge in December, January and February.
- A NEW Independent Beauty Consultant whose Independent Beauty Consultant Agreement is received
 and accepted by the Company in the month of January and who achieves the Embrace Your Dreams Challenge
 in January and February.
- An Independent Sales Director who from July 1, 2016, to Feb. 28, 2017, is on-target for the \$500,000 Circle
 of Achievement with at least \$330,000 in unit estimated retail production.

For all of the qualification details, visit the *Embrace Your Dreams* Challenge page on *Mary Kay InTouch®*. And I look forward to seeing you show off your new bracelet at Career Conference 2017.





>>12 DAYS OF << CHRISTINAS

Package Options



EYE LINER LIP GLOSS MASCARA LIP LINER

MINT BLISS ENERGIZING FOOT LOTION
3 PIECE SATIN HANDS PAMPERING SET
MK COMPACT W/ APPLICATORS
3 MINERAL EYE COLORS
CHEEK COLOR
TRAVEL ROLL-UP BAG
5 PIECE BRUSH COLLECTION W/ BAG

FACIAL CLEANSING CLOTHS

\$249 Package

EYE LINER
LIP GLOSS
MASCARA
LIP LINER
MINT BLISS ENERGIZING FOOT LOTION
3 PIECE SATIN HANDS PAMPERING SET

HYDRATING LOTION
INDULGE SOOTHING EYE GEL
OIL-FREE EYE MAKEUP REMOVER
2-IN-1 BODY WASH & SHAVE
CREAM EYE COLOR

THINKING OF YOU EAU DE PARFUM

\$199 Package

EYE LINER
LIP GLOSS
MASCARA
LIP LINER
MINT BLISS ENERGIZING FOOT LOTION
SATIN HANDS HAND CREAM
HYDRATING LOTION
INDULGE SOOTHING EYE GEL
OIL-FREE EYE MAKEUP REMOVER
2-IN-1 BODY WASH & SHAVE
CREAM EYE COLOR
BEAUTY BLOTTERS

WANT TO SWITCH OUT ITEMS IN THE MENU CHOICES ABOVE? SWAP OUT FOR THESE ITEMS:

BEAUTY BLOTTERS • ACNE TREATMENT GEL • EYE PRIMER • CREAM EYE COLOR • EXTRA EMOLLIENT NIGHT CREAM 2-IN-1 BODY WASH & SHAVE • HYDRATING LOTION • OIL-FREE EYE MAKEUP REMOVER • INDULGE SOOTHING EYE GEL

MONEY THAT CAN BE MADE FROM 12 DAYS BASKETS JUST USING THE \$199 PACKAGE AS AN EXAMPLE:



12 Day Baskets @ \$199 = \$995 in Sales = profit of \$497.50



12 Day Baskets @ \$199 = \$1,990 in Sales = profit of \$995.00



12 Day Baskets @ \$199 = \$2,985 in Sales = profit of \$1,492.50

12 Days of Christmas Script

- Hi______ this is _____ with Mary Kay. (I'm your wife Lisa's Mary Kay Consultant) Do you have just a minute? Great!! You know Christmas is just around the corner and I'm calling to save your life this Christmas. No malls and no decisions, does that sound good to you?
- I have a great gift option for your wife. She will go crazy over this and you will look terrific. It's a 12 days of Christmas Basket. Each day, for the 12 days prior to Christmas, she will choose a gift out of her basket and open it. Each day she will open a special gift hand picked for her. There are 3 options to choose from: 199, 249, or 299. Would you like to go with the 299 or was the 199 more of what you had in mind? (Let him speak first:))
- Second Property Second Prop
- >> How about your mother? How much would you like to spend?
- » Great! Have we covered all the special women in your life?
- » Now would you like me to deliver these to you or the recipients? (Schedule a delivery time and write it on his sales ticket)
- I take all major credit cards, checks or cash... which would you prefer to use? Thanks so much for your business!!!

Star Consultant Quarter 2 ENDS December 15th!

What is Star Consultant?

You become a Star Consultant when you place a minimum of \$1,800 in wholesale orders within a quarter.

At that level, each time you add a New "Qualified Team Member, you can earn an additional 600 contest credits.

BE GREAT! BE BOLD! BE A STAR!

Why You should be a star:

- "Star Consultant Prizes from Mary Kay "Ladder of Success Jewelry
- * Recognition at our Quarterly Awards Event
- *Customer Referrals from Mary Kay on your
 - Personal Shopping website
 - *Stars earn Cars & Become Directors
 - You'll have a Loyal ReOrdering
 Customer Database & More

Use these ideas to help you reach your STAR Consultant Goals:

- * Contact Customers with December Birthdays & offer them a discount to get together with you to try the NEW Winter Products!
- * Challenge 5 of your BEST Customers to sell \$100 Each and reward them with a Special Gift from you when they sell \$100!
 - * Sell \$24 to 24 People in 24 Hours
- * Demo Satin Hands on 30 People to sell 15 sets! You can visit schools on lunch break to treat the teachers to a FUN start to the year!
- * Book 5 Guests/Models to your meeting this week and offer her a Special Gift when she brings 1 Friend with her!

Star Levels:

4800 - PEARL 3600 - EMERALD 3000 - DIAMOND 2400 - RUBY 1800 - SAPPHIRE * Contact your Customers to provide them with excellent Customer service! Check in with them, see how their doing with their existing products, ASK what they want to replenish and ASK if they'd like to get together with you to try the NEW HOLIDAY Products!

Being a Star Consultant every Quarter is not a goal_ it is a Standard! Edenssite

upcoming Events

Tuesday December 13th Holiday Party at Marnie's, 6:30pm; Pot Luck Dinner & Gift exchange; please RSVP to Marnie

Tuesday December 20th Conference Call at 8pm

Nothing the week of Dec. 26th

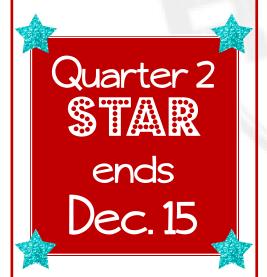
<u>Tuesday January 3rd</u> Brain Trust meeting at Marnie's, 7pm

Saturday, January 7th January Jumpstart 9am-3pm, King of PRussia

Tuesday January 10th Conference Call at 8pm

Go to our website and see all that is there for you !!!!!

www.unitnet.com/marnieyunger



—A Note > From Marnie <

Merry December! This is such a fun and exciting time of the year. I am thankful for YOU and I am thankful for the opportunities that my business with Mary Kay has given to me and my family. It is my wish for you to take advantage of all the wonderful things your Mary Kay Starter Kit provides and the education available to you.

Have you written down your sales goal for December? Connect with your customers and be sure to let them know about your free delivery and other services that can help them this holiday season. Let them know you can help with last minute gifts for teachers, unexpected guests coming, stocking stuffers and all the other wonderful things available.

You may have heard me talk about this in the past, but I just love sharing this in December; I would love to see us GIVE all during December, showing others the CHRISTMAS PRESENCE with random "Acts of Kindness." This can be shown in many different ways: pay for someone's order behind you in the drive-thru; offer to rake leaves or shovel snow; babysit for a family so the parents can go on a date or for someone that may be single parent who needs some alone time; buy someone coffee or lunch and sit with great listening ears and make it all about them; the list can go on and on! Christmas all month long!!! I would love to hear about your experiences when you give the CHRISTMAS PRESENCE to another person.

Get appointments on your books NOW, and book their second appointments and parties for January. Wouldn't it be nice to have a JUMP START for the New Year and be on the path to reaching your goals!

With Love and Belief,

Marnie

| 13% Recruiter Commission Level | | Linda Stettler | \$20.82 |
|---|----------|---------------------|---------|
| Marnie R. Yunger | \$624.89 | Linda G. Haney | \$18.30 |
| (does not include unit commissions & bonuses) | | Patty Paul | \$18.04 |
| | | Sarah Schudel-Boyer | \$17.72 |
| 9% Recruiter Commission Level | | Janis S. Innocenti | \$15.02 |
| Mary A. Taylor | \$101.21 | Alice L. Gondeck | \$13.34 |
| ivially 11. Tuylor | | Laurie Ermentrout | \$12.06 |
| 4% Recruiter Commission Level | | Christine Hanson | \$9.17 |
| Gerry Schmidt | \$63.50 | Lisa K. Brown | \$9.10 |
| Maud B. Palmer | \$49.56 | Kathy M. Agster | \$9.10 |
| | | Joan K. Buck | \$9.04 |
| Fran A. McMonagle | \$48.25 | Angela Maxwell | \$5.88 |
| Anamaria C. Hazel | \$31.65 | Beth Pellegrino | \$1.90 |
| Cindy L. Martino | \$29.12 | Page Knox | \$1.54 |





Marnie Yunger

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

Important Dates

December 15 - Quarter 2 Star Contest Ends

December 16 - Quarter 3 Star Contest Begins

December 25 - Merry Christmas

December 30 - Last day to place telephone orders for December

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

HOLIDAY DELIVERY



To ensure delivery of your orders before the holidays, your product orders must be received and processed by **Friday**, **Dec. 9**.





Earn your Embrace Your Dreams Bracelet when you order \$600 whsl in DECEMBER. Orders may be cumulative.

CONSISTENCY IS KEY