



YUNGER & BETTER MILLIONAIRES

JANUARY NEWSLETTER WITH DECEMBER RESULTS

Queen of Retail



Fran McMonagle
\$5,375

Queen of Wholesale



Fran McMonagle
\$2,185

Queen of Reorders



Marie Costello
\$5,214

Top Check for Dec.



Danielle Durfee
\$138

ACHIEVER

POWER UP & GROW

ACHIEVED MONTH ONE & TWO
(\$600 WHOLESALE)



Fran McMonagle



Danielle Durfee



Gerry Schmidt



Stephanie Hill



Angela Maxwell



Marnie Yunger

Quarter 2 Star Achievers



Danielle Durfee
PEARL



Fran McMonagle
PEARL



Gerry Schmidt
EMERALD



Stephanie Hill
RUBY



Angela Maxwell
RUBY



Marnie Yunger
PEARL

Quarter 3 On-Target Stars

Name	Whsl\$+TB*	Sapphire	Ruby	Diamond	Emerald	Pearl
Fran McMonagle	\$446.00	\$1,354.00	\$1,954.00	\$2,554.00	\$3,154.00	\$4,354.00
Stephanie Hill	\$377.00	\$1,423.00	\$2,023.00	\$2,623.00	\$3,223.00	\$4,423.00
Danielle Durfee	\$370.50	\$1,429.50	\$2,029.50	\$2,629.50	\$3,229.50	\$4,429.50
Janilyn Elias	\$347.00	\$1,453.00	\$2,053.00	\$2,653.00	\$3,253.00	\$4,453.00
Christina Smith	\$339.00	\$1,461.00	\$2,061.00	\$2,661.00	\$3,261.00	\$4,461.00
Angela Maxwell	\$308.00	\$1,492.00	\$2,092.00	\$2,692.00	\$3,292.00	\$4,492.00
Pamela DeHart	\$298.00	\$1,502.00	\$2,102.00	\$2,702.00	\$3,302.00	\$4,502.00
Rusty Johnson	\$289.00	\$1,511.00	\$2,111.00	\$2,711.00	\$3,311.00	\$4,511.00
Virginia Harze	\$254.00	\$1,546.00	\$2,146.00	\$2,746.00	\$3,346.00	\$4,546.00
Lu Foley	\$250.00	\$1,550.00	\$2,150.00	\$2,750.00	\$3,350.00	\$4,550.00
Lisa Verani	\$237.00	\$1,563.00	\$2,163.00	\$2,763.00	\$3,363.00	\$4,563.00
Adriane Cirelli	\$230.00	\$1,570.00	\$2,170.00	\$2,770.00	\$3,370.00	\$4,570.00
Cheryl Ceresna	\$228.50	\$1,571.50	\$2,171.50	\$2,771.50	\$3,371.50	\$4,571.50
Robin Kumm	\$228.00	\$1,572.00	\$2,172.00	\$2,772.00	\$3,372.00	\$4,572.00
Sarah Copestake	\$226.25	\$1,573.75	\$2,173.75	\$2,773.75	\$3,373.75	\$4,573.75
Marnie Yunger	\$558.00	\$1,242.00	\$1,842.00	\$2,442.00	\$3,042.00	\$4,242.00



LOVE CHECKS



Danielle Durfee	9%	\$137.61
B.J. Henning	6%	\$77.61
Gerry Schmidt	4%	\$39.48
Angela Maxwell	9%	\$38.43

Cindy Martino	4%	\$17.64
Lu Foley	4%	\$9.02
Stephanie Hill	4%	\$2.72
Marnie Yunger	13%	\$660.47

Does not include Unit Commissions and Bonuses

JANUARY RESET: 3 SIMPLE WAYS TO START THE NEW YEAR STRONG



LET YOUR GOALS GROW

SALES LEADERS COMPANY COURT OF SALES



Fran McMonagle

CONSULTANT

- Fran McMonagle
- Danielle Durfee
- Gerry Schmidt
- Angela Maxwell
- Stephanie Hill
- Christina Smith
- Page Knox
- Cindy Martino
- B.J. Henning
- MaryAnn Black



Danielle Durfee



Gerry Schmidt

YTD RETAIL

- \$19,231.00
- \$18,642.00
- \$15,634.00
- \$11,141.00
- \$6,234.00
- \$5,074.00
- \$4,255.00
- \$3,496.00
- \$3,266.00
- \$3,232.00

QUEENS' COURT OF SALES



QUEEN

\$45,000 rs/ \$22,500 whsl

PRINCESS

\$22,500 rs/ \$11,250 whsl

UNIT

\$11,250 rs/ \$5,625 whsl

Planner Tip for 2026

Planner Tip for 2026
Try color-coding your calendar to create balance and momentum.

Pink - Mary Kay Success Meeting

Blue - Personal Time

Yellow - Family Time

Green - Mary Kay Income-Producing Activities

When you can see where your time is going, it's easier to stay consistent – without burnout.

Use your weekly plan sheet to map out your colors before the week begins so your priorities don't get pushed aside.

PRINT FLIER



QUEENS' COURT OF SHARING



QUEEN

24 Team Members

PRINCESS

12 Team Members

UNIT

6 Team Members

WOMEN WORKING WITH PASSION

DECEMBER

\$100+ REORDERS

Fran McMonagle	\$4,999
Angela Maxwell	\$864
Rosemary Fisher	\$861
Danielle Durfee	\$832
Robin Kumm	\$157
Marie Costello	\$5,214
Stephanie Hill	\$1,416

\$800+ MONTH

Fran McMonagle	\$5,375
Marie Costello	\$5,214
Stephanie Hill	\$1,416
Angela Maxwell	\$1,530
Rosemary Fisher	\$861
Danielle Durfee	\$832

\$200+ WEEKS

Fran McMonagle	\$1,319/\$2,581/\$785/\$256/\$434
Danielle Durfee	\$262/\$240/\$336
Angela Maxwell	\$562/\$968
Rosemary Fisher	\$817
Stephanie Hill	\$782/\$428/\$205

\$60+ FACIAL

Fran McMonagle	\$256/\$80
Angela Maxwell	\$124/\$374/\$168
Danielle Durfee	\$76

SUMMARY SENDERS

Fran McMonagle
Danielle Durfee
Robin Kumm
Rosemary Fisher
Marie Costello
Stephanie Hill
Angela Maxwell

BASICS SOLD

Angela Maxwell	3
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\$1,000+ Sales



Marie Costello Stephanie Hill
Fran McMonagle Angela Maxwell

INNER CIRCLE CLUB

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

Fran McMonagle
Angela Maxwell



ANOTHER YEAR OF FABULOUS



FEBRUARY

BIRTHDAYS

MK ANNIVERSARIES

CONSULTANT	DATE	CONSULTANT	DATE	CONSULTANT	YEARS
Kelly Brown	4	Barbara Fletcher	14	Lisa Verani	36
Pam Smart	4	Marnie Yunger	14	Laura Hunt	23
Kathy Hahn	5	Margaret Stahelek	17	MaryAnn Black	23
Thelma Sam	6	Janis Innocenti	19	Lorie McCafferty	21
Jane Long	7	Carolyn Degnan	24	Antoniette Etts	1
Carrie Lager	10	Angela Fattizzo	24		
Maria Older	11	B.J. Henning	24		

INVESTING IN GROWTH... GLOWING WITH PURPOSE

Fran McMonagle	\$2,184.50	Rusty Johnson	\$289.00	Mandy Dillard	\$225.50
Gerry Schmidt	\$1,991.00	Kathy Hahn	\$280.00	Patricia Bradley	\$225.00
Laurie Ermentrout	\$987.00	Nancy Hafner	\$256.50	Sue Chrome	\$225.00
Christina Smith	\$833.00	Lu Foley	\$250.00	Lorie McCafferty	\$225.00
Angela Maxwell	\$827.50	Cindy Martino	\$241.00	Amy Larsen	\$199.00
Stephanie Hill	\$769.50	Lisa Verani	\$237.00	Vera Bunch	\$175.00
Danielle Durfee	\$709.50	Linda Haney	\$235.00	Sue Levush	\$156.00
Linda Stettler	\$506.00	Patricia Harrison	\$232.00	Laura Hunt	\$112.00
Rosemary Fisher	\$499.00	B.J. Henning	\$231.00	Olivia Montes	\$95.00
Susan Gold	\$441.00	Adriane Cirelli	\$230.00	Page Knox	\$74.00
Therese Roman	\$408.00	Cheryl Ceresna	\$228.50	Diana Spangler	\$68.00
Janilyn Elias	\$347.00	Robin Kumm	\$228.00	Della Ashton	\$43.00
Pamela DeHart	\$298.00	Melissa Wilson	\$227.00	Marnie Yunger	\$2,438.25
Tracey Hanwell	\$297.00	Peggy Johnson	\$226.00		

New Year. New Night Routine.



January is the perfect time to help customers refresh their evening skincare habits – simple, realistic, and doable.

Invite them to a quick nighttime routine appointment focused on:

- * Cleansing the day away
- * Targeted treatment or serum
- * Night moisturizer
- * Pillow-friendly skincare tips

Here's a script you could use to reach out:

"Hey! With the new year here, I'm helping a few friends create a super simple night skincare routine that actually fits real life. It only takes about 5 minutes – would you like me to customize one for you?"



GROWIN' AND

GOIN' UP

SENIOR CONSULTANT

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

Laurie Ermentrout
Linda Haney
Stephanie Hill
Page Knox
Cindy Martino
Patricia Miyoshi
Patty Paul
Rhonda Salak
Gerry Schmidt



TEAM BUILDING
MK CONFIDENT MODULE



STAR TEAM BUILDER

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

Lu Foley
B.J. Henning
Fran McMonagle



READY IN RED
MK CONFIDENT MODULE



TEAM LEADER ELITE TM 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



DIQ
MK CONFIDENT MODULE

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



New Year Reset Mini Bundle



CREATE A NEW YEAR SKIN RESET
MINI-BUNDLE

January is the perfect time to keep things simple, effective, and easy to say yes to! Here's a sales idea: Create a "New Year Skin Reset" mini-bundle and share it as a limited-time January reset – you could even offer 26% off to kick off the new year!

Bundle includes:

- Cleanser
- Mask
- Moisturizer

Small bundles = easier choices, faster decisions, and more sales. Perfect for follow-ups, quick texts, or add-ons to skincare appointments this month.



DOWNLOAD

Contests and Prizes

Seminar 2025/26

Year Long Contests

Receive beautiful gifts at our annual awards night

\$10,000 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

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 MK Co.
Pearls of Sharing	~ Earn your Pearls of Sharing by holding interviews and building your team - earrings, bracelet, & necklace
Qualified Team Member	Move up the ladder~

Inner Circle Consistency Club

Rules: When you place a \$225 or more wholesale every month without missing a month, you will receive a prize in December, remain in the 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 2026 - you will have won a GIFT from Marnie. IT WILL BE PRESENTED TO YOU AT OUR Annual Awards Event honoring you as an Consistency Club Member.

INNER CIRCLE sell \$1000 a month and maintain 3 Active Team Members

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**

A New Year in the Making!

**A January prize is headed your way!
Be in the know & win yours ahead of when you can order!**



Everyone who places a \$300+ wholesale order will receive

ONE NEW PRODUCT

from Mary, ahead of time, before Consultants can order in February!

January 1-31 2026



CASH DRAWINGS

**We will have a \$25 cash drawing at \$10,000
&
Another \$25 cash drawing at \$12,000**

Rise & Radiate Consultant Selling Challenge

**Consultants who order \$600/mo wholesale from
January to June 2026 will earn this MK branded
quilted crossbody!**

Prize awarded even if you don't attend Seminar



MK Goal Setting

6 MONTH FOCUS

My primary 6-Month Goal:

Choose ONE main focus

- Consistent weekly sales
- Star Consultant
- Career Path movement
- Power/Perfect Start consistency
- Becoming a Director
- Other: _____

Systems I Will Use:

Check all that apply

- Weekly plan sheet
- 6 Most Important Things
- Customer follow-up system
- Booking tracker
- Sample tracking
- Unit meetings/trainings
- Accountability partner

Time Commitment:

My business will grow to the level I show up.

Daily: _____ minutes

Weekly: _____ hours

Success looks like:

Check all that apply

- \$_____ average weekly sales
- Orders submitted monthly
- _____ New customers per month
- _____ Bookings per month
- Attending unit events consistently
- Feeling confident + in control of my business

Top Five Power Actions:

These are non-negotiables for the next 6 months

1. _____
2. _____
3. _____
4. _____
5. _____

Tip: If it doesn't move sales, bookings, or confidence it's not a power action.

Challenges & My Plan: This creates resilience BEFORE life happens.

The challenge that could slow me down:

What I will do instead:

Support & Accountability

How I want my Director/Leader to support me:

How I'll stay accountable:

My Commitment

Progress over perfection. Action over excuses.

For the next 6 months, I commit to showing up consistently and believing in my ability to grow.

Name: _____ Date: _____

New Year New Business!

Check out the top reasons why women start their own Mary Kay businesses!



Earn extra spending money, or a full-time income - it's up to you!

Get recognized for a job well done with prizes, perks, and bonuses every month - in addition to sales and commission!



Earn the use of a brand new career car working part-time hours!

The New Year is a perfect time for New Beginnings and taking control of your life! Mary Kay Consultants make their own schedule and choose who they work with!



Service your customers in-person or remotely with video calls and MK Apps!



Build your confidence, business skills, and group of friends with a network of supportive women!



A POWER NOTE FROM MARNIE

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 January 20th 7:30
our Zoom connection

Tuesday February 4th 7:30
our Zoom connection

Tuesday February 17th 7:30
our Zoom connection



LOOK WHO ENROLLED

Gerry Schmidt
Danielle Durfee
Fran McMonagle
Lu Foley
Laurie Ermentrout
Patty Paul
Stephanie Hill
Angela Maxwell
Linda Stettler
B.J. Henning
Christina Smith
MaryAnn Black

Cindy Martino
Rosemary Fisher
Linda Haney
Patricia Miyoshi
Jeri Lewis
Joan Buck
Robin Kumm
Donna Scharfetter
Therese Roman
Charlene Floyd
Marnie Yunger

Happy New Year! There are so many exciting things happening - ecommerce, top notch beauty products, amazing prizes - this is a great time to reflect on goals and opportunities.

Here's a catchy list to jump start your **GOALS** for the New Year!

G - Grab an accountability partner. Sharing your goals and progress is a great way to stay motivated and keep your goals top of mind.

O - Organize and plan. What did you achieve last month/quarter/year? Did you reach your desired outcome? Write down what you will do again and what you will do differently. Be specific with your goals and intentional with your plan.

A - Activate. The only way to achieve your goals is to get started! Track progress, note what works, what doesn't and reach out for support.

L - Learn and share. Participate in training, bootcamps or workshops and then share. Sharing lessons and ideas boosts collaboration and creativity while strengthening your own skills. It's a win win win!

S - Shine bright! YOU are amazing! Strive to bring your best in all you do, stand out from the crowd and be authentically you!

May you be filled with renewed zest knowing each day brings a new opportunity to learn, believe, and achieve. Dare to dream and then dare to succeed!

Love and Belief,

Marnie

Get INTENTIONAL

WEEKLY IPAS
(INCOME PRODUCING ACTIVITIES)

If you are improving faster than you want to make sure you are spending your time wisely on activities that are actually creating revenue, instead of just keeping you busy! Each week, reach your IPAs so you can see where you are spending your time and where you need to make adjustments!

IPA	SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
Get 7 new names & numbers							
Get 2 new bookings							
Hold an On-the-Go Appointment							
Hold a Facial							
Host a Party							
Have 10 guests to an event							
Sell 100s							
Call 5 customers for records							
Share a Marketing video w/ survey							
Hold a Case Study Interview							
Add a new Team Member							

How many should I do?? This depends on your goals.

PART-TIME CONSULTANT	FULL-TIME CONSULTANT	GOAL TARGET FOR DIG
5 IPAs/week	10 IPAs/week	15 IPAs/week

January Pro Tip: before you get busy, get intentional.

Write down your top 3 income-producing activities for the month – things like:

- Booking
- Follow-ups
- Team building

When your time feels limited, focus here first before anything else. These are the activities that move your business forward!

DOWNLOAD

