

Marnie Yunger

Millionaires

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December Newsletter with November Results

new faces take you places BRACELET

Queen of Retail



Gerry Schmidt

Queen of Wholesale



Fran McMonagle

Queen of Reorders



Angela Maxwell \$2,764

Top Check for Nov.



Fran McMonagle





Gerry Schmidt



Fran McMonagle



Earned Nov. Bracelet New PLACES PLACES



Angela Maxwell



Lu Foley



Maud Palmer



Marnie Yunger



It's sad that many people never commit their lives to something that has the prospect of greatness because they fear failure. Many people deliberately set their goals too low to reduce the possibility of disappointment. Obviously our goals must be realistic but high enough so that success causes us to stretch...so you must dare. Remember, mountain-moving faith is not just dreaming and desiring, it is also daring to risk failure. ~ Mary Kay Ash

ON-TARGET STAR CONSULTANT

Consultant	Current	Sapphire	Ruby	Diamond	Emerald	Pearl
GERRY SCHMIDT	\$6,946.00	****	****	****	STAR	STAR
FRAN MCMONAGLE	\$3,870.00	****	****	****	STAR	\$930.00
ANGELA MAXWELL	\$3,342.00	****	****	STAR	\$258.00	\$1,458.00
LU FOLEY	\$1,800.00	STAR	\$600.00	\$1,200.00	\$1,800.00	\$3,000.00
PAGE KNOX	\$1,469.00	\$331.00	\$931.00	\$1,531.00	\$2,131.00	\$3,331.00
MAUD PALMER	\$1,465.00	\$335.00	\$935.00	\$1,535.00	\$2,135.00	\$3,335.00
MARIA OLDER	\$1,166.50	\$633.50	\$1,233.50	\$1,833.50	\$2,433.50	\$3,633.50
PATTY PAUL	\$1,017.50	\$782.50	\$1,382.50	\$1,982.50	\$2,582.50	\$3,782.50
JOAN BUCK	\$851.00	\$949.00	\$1,549.00	\$2,149.00	\$2,749.00	\$3,949.00
LAURIE ERMENTROUT	\$786.00	\$1,014.00	\$1,614.00	\$2,214.00	\$2,814.00	\$4,014.00
CINDY MARTINO	\$776.00	\$1,024.00	\$1,624.00	\$2,224.00	\$2,824.00	\$4,024.00
CHARLENE FLOYD	\$770.00	\$1,030.00	\$1,630.00	\$2,230.00	\$2,830.00	\$4,030.00
ROSEMARY FISHER	\$668.50	\$1,131.50	\$1,731.50	\$2,331.50	\$2,931.50	\$4,131.50
LINDA HANEY	\$655.50	\$1,144.50	\$1,744.50	\$2,344.50	\$2,944.50	\$4,144.50
DOLORES BERGEY	\$613.50	\$1,186.50	\$1,786.50	\$2,386.50	\$2,986.50	\$4,186.50
KATHERINE MCGLORY	\$610.00	\$1,190.00	\$1,790.00	\$2,390.00	\$2,990.00	\$4,190.00
LINDA STETTLER	\$578.00	\$1,222.00	\$1,822.00	\$2,422.00	\$3,022.00	\$4,222.00
JOSI SMITH	\$562.50	\$1,237.50	\$1,837.50	\$2,437.50	\$3,037.50	\$4,237.50
MARION BAUER	\$547.25	\$1,252.75	\$1,852.75	\$2,452.75	\$3,052.75	\$4,252.75
CAROLYN DEGNAN	\$538.50	\$1,261.50	\$1,861.50	\$2,461.50	\$3,061.50	\$4,261.50
ALICE GONDECK	\$513.75	\$1,286.25	\$1,886.25	\$2,486.25	\$3,086.25	\$4,286.25
KATHY HAHN	\$507.50	\$1,292.50	\$1,892.50	\$2,492.50	\$3,092.50	\$4,292.50
MARYANN BLACK	\$500.50	\$1,299.50	\$1,899.50	\$2,499.50	\$3,099.50	\$4,299.50
LISA BROWN	\$499.00	\$1,301.00	\$1,901.00	\$2,501.00	\$3,101.00	\$4,301.00
PAM SMART	\$466.00	\$1,334.00	\$1,934.00	\$2,534.00	\$3,134.00	\$4,334.00
MELISSA WILSON	\$461.25	\$1,338.75	\$1,938.75	\$2,538.75	\$3,138.75	\$4,338.75
BARBARA FLETCHER	\$460.00	\$1,340.00	\$1,940.00	\$2,540.00	\$3,140.00	\$4,340.00
SHELLEY DESMAN	\$449.00	\$1,351.00	\$1,951.00	\$2,551.00	\$3,151.00	\$4,351.00
MARYBETH KOLODNEY	\$436.50	\$1,363.50	\$1,963.50	\$2,563.50	\$3,163.50	\$4,363.50
JERI LEWIS	\$430.50	\$1,369.50	\$1,969.50	\$2,569.50	\$3,169.50	\$4,369.50
JOANN KEANE	\$428.50	\$1,371.50	\$1,971.50	\$2,571.50	\$3,171.50	\$4,371.50
CHERYL CERESNA	\$426.00	\$1,374.00	\$1,974.00	\$2,574.00	\$3,174.00	\$4,374.00
ANAMARIA HAZEL	\$425.00	\$1,375.00	\$1,975.00	\$2,575.00	\$3,175.00	\$4,375.00
BRENDA WIDO	\$415.50	\$1,384.50	\$1,984.50	\$2,584.50	\$3,184.50	\$4,384.50
PATRICIA HARRISON	\$413.50	\$1,386.50	\$1,986.50	\$2,586.50	\$3,186.50	\$4,386.50
DENIELLE ZOLLO	\$401.00	\$1,399.00	\$1,999.00	\$2,599.00	\$3,199.00	\$4,399.00
MARNIE YUNGER	\$3,658.25	****	****	****	STAR	\$1,141.75

shooting for the

top in retail sales

Company Court of Sales



Gerry Schmidt



Angela Maxwell



Fran McMonagle

	Consultant	Retail	YTD PCP	YTD
1	Gerry Schmidt	\$21,457.00	\$0.00	\$21,457.00
2	Angela Maxwell	\$13,248.00	\$0.00	\$13,248.00
3	Fran A. McMonagle	\$11,216.50	\$0.00	\$11,216.50
4	Lu Foley	\$6,904.00	\$0.00	\$6,904.00
5	Maud B. Palmer	\$6,592.00	\$0.00	\$6,592.00
6	Laurie Ermentrout	\$5,165.50	\$0.00	\$5,165.50
7	Patty Paul	\$3,759.00	\$0.00	\$3,759.00
8	Page Knox	\$3,418.00	\$0.00	\$3,418.00
9	Linda G. Haney	\$3,173.00	\$0.00	\$3,173.00
10	Rosemary H. Fisher	\$2,556.50	\$0.00	\$2,556.50

We are looking for women to be in the Unit Court of Sharing.

Share this Career Opportunity with everyone you facial!

PCP Spring Envollment

Enrollment Information:

- •Enroll Dec. 16 Jan. 17, 2018
- Mails Feb. 15 arrives in 7 to 10 business days
- •Only 70¢ per name**



national court of sales

>---- National

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

> Hrea

\$20,000 Retail \$10,000 who

→ Unit

\$10,000 Retail \$5,000 whol





>---> National

24 Team Members

> → Area

12 Team Members

>---> Unit

6 Team Members



women working with passion ((0)).



\$100+ REORDERS

Fran McMonagle	\$2,015
Maud Palmer	\$1,735
Angela Maxwell	\$2,764
Lu Foley	\$714
Gerry Schmidt	\$947
Rosie Fisher	\$201
Page Knox	\$1,351
Fran Nase	\$110
Laurie Ermentrout	\$687
Alice Gondeck	\$950

\$800+ MONTH

Fran McMonagle	\$3,191
Gerry Schmidt	\$5,612
Angela Maxwell	\$3,280
Maud Palmer	\$1,735
Page Knox	\$1,416
Rosie Fisher	\$1,008
Maria Older	\$1,700
Alice Gondeck	\$1,000

\$200+ WEEKS

Maud Palmer	\$301/\$506/\$239/\$357/\$333
Fran McMonagle	\$922/\$742/\$1,527
Gerry Schmidt	\$2,718/\$1,948,\$244/\$703
Angela Maxwell	\$272/\$220/\$654/\$735/\$1.399
Page Knox	\$206/\$304/\$449/\$457
Marie Older	\$1,700
Lu Foley	\$301/\$306
Laurie Ermentrout	\$569
Rosie Fisher	\$837
Alice Gondeck	\$300/\$250/\$250/\$200

\$60+ FACIAL

Fran McMonagle	\$227
Angela Maxwell	\$205/\$311

\$200+ CLASSES

Maria Older	\$1,700 open house
Gerry Schmidt	\$1,948/\$2718 open house's
Rosie Fisher	\$807 open house
Fran McMonagle	\$949 open house

SUMMARY SENDERS

Maud Palmer Fran McMonagle Angela Maxwell Gerry Schmidt Lu Foley Page Knox Rosie Fisher Fran Nase Laurie Ermentrout Maria Older Alice Gondeck

BASICS SOLD

Angela Maxwell	3
Fran McMonagle	2
Lu Foley	1

\$1000+ Sales

Fran McMonagle Angela Mawell Gerry Schmidt Maud Palmer Page Knox Rosie Fisher Maria Older Alice Gondeck

On Target Consistency Club

Laurie Ermentrout Maud Palmer Lu Foley Patty Paul Angel Maxwell Gerry Schmidt Fran McMonagle

Inner Circle Club

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

Tran McMonagle





Happy Birthday

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

MK Anniversary

Anniversaries	Years
Joan K. Buck	38
Gerry Schmidt	32
Della Ashton	22
Robin Hubner	18
Katherine A. McGlory	16
Cheryl A. Ceresna	15
Teresa Valadez	9
Karen K. Brown	7

Look Who Invested.

Name	Amount	Name	Amount	Name	Amount
Fran A. McMonagle	\$1,830.50	Cindy L. Martino	\$331.00	Dia Mantakounis	\$228.50
Angela Maxwell	\$1,541.50	Alison Hadden	\$326.00	Linda Ellison	\$226.50
Maud B. Palmer	\$645.50	Christina C. Smith	\$318.00	Patricia I. Miyoshi	\$225.50
Gerry Schmidt	\$637.00	Elizabeth A. Endres	\$311.50	Patti D. Martino	\$225.50
Lu Foley	\$600.00	Linda Stettler	\$286.00	Laura A. Korell	\$225.00
Josi Smith	\$562.50	Alice L. Gondeck	\$285.00	Janis S. Innocenti	\$225.00
Page Knox	\$561.00	Carolyn A. Degnan	\$279.00	Schwanda T. Gittens	\$225.00
Linda G. Haney	\$528.50	Dawn Hunter	\$269.50	Lisa A. Kiefer	\$199.50
Maria Older	\$506.50	Lynnette Hearne	\$268.50	Anamaria C. Hazel	\$196.50
Lisa K. Brown	\$499.00	Joan K. Buck	\$262.00	Jeri J. Lewis	\$179.00
Kathy A. Hahn	\$486.50	Marion W. Bauer	\$258.00	Brenda L. Wido	\$164.50
Rosemary H. Fisher	\$478.50	Ann Marie Sher	\$244.00	Mary Ann C Schussler	\$128.50
Laurie Ermentrout	\$477.50	Maryellen Curran	\$243.00	Patricia Harrison	\$127.00
Barbara J. Fletcher	\$460.00	Marybeth Kolodney	\$241.00	Caroline K. Chestnut	\$78.00
Shelley Desman	\$449.00	Beth Bridges	\$237.50	Laura Hunt	\$66.00
JoAnn D. Keane	\$428.50	Kathy M. Agster	\$236.00	Connie Jones	\$55.50
Patty Paul	\$407.50	Angie Amig	\$234.00	Brooke Harvey	\$47.50
Dolores R. Bergey	\$388.50	Brenda P. Lovell	\$233.50	Elaine Kady	\$42.50
Ronni S. Casey	\$373.25	Liduvina Caserta	\$232.50	Barb P. Schran	\$36.00
Katherine A. McGlory	\$356.00	Della Ashton	\$232.00	Carolyn L. Seitz	\$25.00
Jennifer Pellegrino	\$349.00	Annette P. Vasquez	\$229.50	Frances J. Nase	\$22.50
Melissa Wilson	\$342.00	MaryAnn Black	\$229.50		

steppin'up the Ladder

Senior

1-2 Active Team Members

4% Commissions

Eligible to order Red Jacket (2 Active)

Recruiter : Joan K. Buck Nina M. McCausland Recruiter: Laurie Ermentrout

Kathleen K. Ingalls

Josi Smith

* Carrie A. Lager

Recruiter :Lu Foley

Elizabeth A. Endres

Charlene Floyd * Mandy Ballard

Recruiter : Alice L. Gondeck

Laura A. Korell

* Marilyn Hopper

* Susan Parenteau

Recruiter: Christine Hanson

Kathy A. Hahn

Recruiter : Janis S. Innocenti

Rosemary H. Fisher

Adriane Cirelli

Recruiter: Page Knox

Brenda L. Wido

Recruiter: Cindy L. Martino

Patti D. Martino

Janean H. Wood

* Susan R. Gold

Kathy Thompson

Recruiter : Maria Older

Odilia Sexto

Recruiter : Maud B. Palmer

Deborah A. Farnish

Christina C. Smith

* Barbara C. D'Antonio

* Marguerite S. Furyk

* Wendy Griffin

* Mary Kay Roehr

Recruiter: Beth Pellegrino

Jennifer Pellegrino

Margaret A. Stahelek

Pamela Bernet

Recruiter: Gerry Schmidt

Laurie Ermentrout

Barbara J. Fletcher

Josefa Alegre

Recruiter: Sarah I. Schudel-Boy

Patty Paul

C. Viktora-Sewell

* Amy Ibanez-Ohm

Sherrin L. Sundstrom # Johanna L Washington

Star

3-4 Active Team Members

4% Commissions

\$50 Red Jacket Rebate

\$50 Team Building Bonus

Recruiter: Linda G. Haney

Beth Bridges

Shelley Desman

Schwanda T. Gittens

Nadja D. Newhall

* Alison L Dudenbostel

* Georgiana H. Glaeser

* Joyce A. Lang

* Barbara G. Leistrum

Christina M Niziolek

Heather M. Simon

Recruiter: Anamaria C. Hazel

Liduvina Caserta

Elaine Kady

Carolyn L. Seitz

* Audrey C. Johnson

* Barb P. Schran

Karen K. Brown

Teresa Vinson

Recruiter: Angela Maxwell

Maryellen Curran

Marybeth Kolodney

Dia Mantakounis

Bridget R. Young

Recruiter: Linda Stettler

Janet Beil

Rene L. Giacono

Beverly G. Klein

Recruiter: Mary A. Taylor

Cheryl A. Ceresna

Kathryn A. Chase

Sarah T. Cleaveland

Antoniette Etts

* Carol J. Howard

* Ali Jacob

* Peggy A. Jubar

Kathleen MacDonnell

Team Leader/ Future Director/ DIQ

5+ Active Team Members

9 or 13% Commissions

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

Compensation

Recruiter: Fran A. McMonagle

Dolores R. Bergey

MaryAnn Black

Marianne L. Buehler

Christine Cucchiaro

Denielle Zollo

* Denise K. Alderfer

* Leah Stallings

* Susan M. Woehr

Robin Hubner

Carol Puzzella

Director

5+ Active Team Members

9 or 13% Unit Commissions

9 or 13% Personal Commissions

\$100 Team Building Bonuses

Unit Bonuses

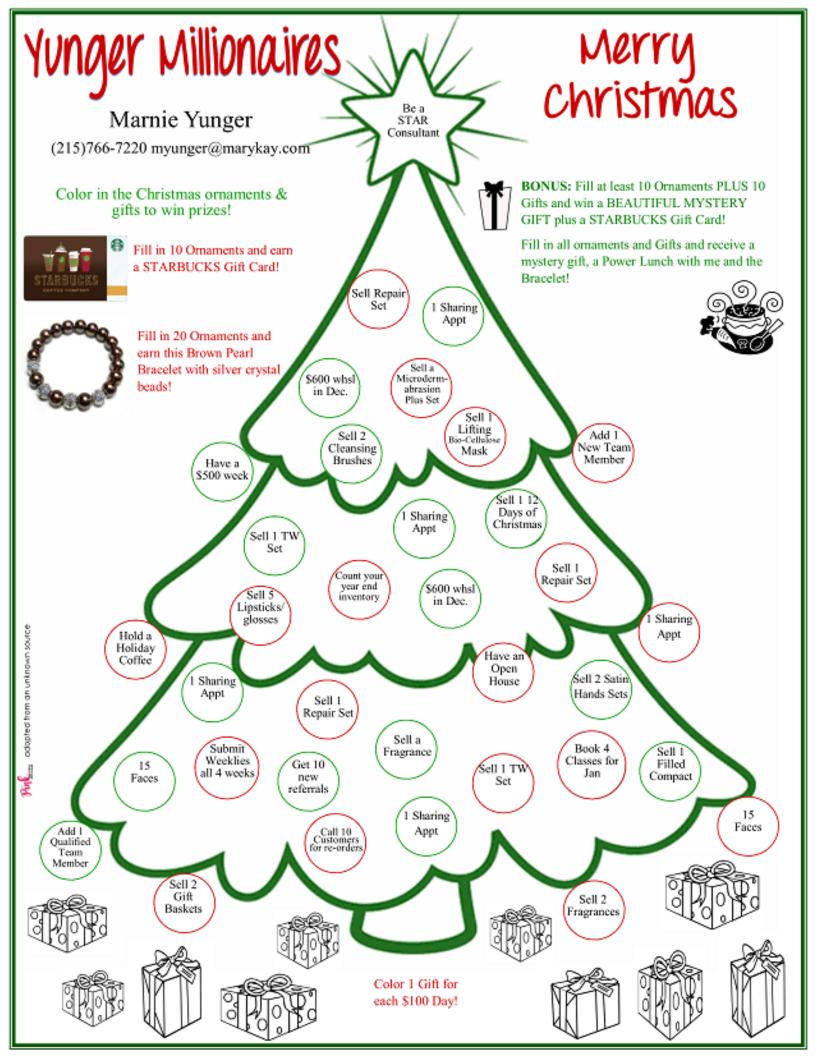
Earn the use of a Career Car or Cash Compensation

1st Line

2nd Line B.J. Henning Naomi Schenk

Gloria Walker Jennifer Tito





Contests and Prizes

Seminar 2018

Year Long Receive b \$12,000 Re Contests 8 Recruits

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

Weekly & Monthly Contests

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 qualific

~ 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

Inner Circle Consistency Club

Rules: Every consultant that places at least a \$225 wholesale order (minimum \$225) in July and August will win a prize from me! When you place a \$225 or more wholesale every month thereafter without missing a month, you will receive a prize each month and remain in the INNER CIRCLE 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 2016 --- you will have won a SENSATIONAL GIFT from Marnie. IT WILL BE PRESENTED TO YOU AT OUR Annual Awards Event honoring you as an INNER CIRCLE Consistency Club Member.

Find your place to WINII Visualize your goal and work with consistencyll Success is never inside the comfort zonel

Get excited about the business woman that your are becoming!

discover what you LVE...

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m NEW \ FACES \ } take \ you \ {
m PLACES \ } \end{array}
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Let's Focus on the New Faces Take You Places Career Conference Consistency Challenge!



Focus on the Bracelet:

FOCUS Independent Beauty Consultants and Sales Directors who achieve the New Faces Take You Places Challenge for the months

of December, January and February and attend Career Conference will receive the exclusive consistency challenge bracelet with a crystal-encrusted charm featuring the power word FOCUS. Plus, you'll get an awesome Bling Button for your Career Conference badge! Remember, you must attend Career Conference to receive the bracelet.



Focus on the CCVIP Luncheon:

Independent Beauty Consultants and Sales Directors who achieve the New Faces Take You Places Career Conference Consistency

Challenge AND who have one qualified* new personal team member during the contest period will earn an invitation to the CCVIP Luncheon!

*Go to Mary Kay InTouch® for complete contest rules and details.



MARY KAY



Friends and Family!

When you list the names and phone numbers of your friends or family members, they will receive a fabulous free makeover!

CONTEST: Be the FIRST to fill in all lines and win a *Fabulous* gift!

Name		Phone	Best Way to Reach (Circle One)	
1.		()	TEXT	CALL
2.			TEXT	CALL
3.		()	TEXT	CALL
4.		()	TEXT	CALL
5.		()	TEXT	CALL
6.			TEXT	CALL
7.			TEXT	CALL
8.			TEXT	CALL
9.			TEXT	CALL
10.		()	TEXT	CALL
11.		()	TEXT	CALL
12.		()	TEXT	CALL
13.		()	TEXT	CALL
14.		()	TEXT	CALL
15		()	TEXT	CALL
16		()	TEXT	CALL
17		()	TEXT	CALL
18.		()	TEXT	CALL
19		()	TEXT	CALL
20.		()	TEXT	CALL

Please be assured that I treat each friend or family member with the utmost care and respect! Thank you for supporting my small business!

Your Full Nan	ne:		Date:	



Upcoming Events

Tuesday, December 12th

POT LUCK SUPPER & HOLIDAY PARTY, Marnie's, 6:30pm

Tuesday, December 19th

Conference Call 8pm 515-739-1034 669034# Merry Christmas!!

Tuesday, January 9th

Wow Meeting, Marnie's, 7pm Goal Setting for the new year!!!

Tuesday, January16th

Conference Call 8pm 515-739-1034 669034#

Parties and faces is how you will build you business. Please hop on a call or attend one meeting this month – Much Excitement and Education join in-see your business Excel!!!

Go to our website and see all that is there for you !!!!!www.marnieyunger.com

ALTHOUGH NO ONE can go back and make a

BRAND NEW START,

ANYONE

can start from now and make a

BRAND NEW ENDING.

CARL BARD AMERICAN WRITER AND EDITOR

a note from Marnie

It's the Most Wonderful Time of the Year!!! 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.

Now, business talk; holiday sales are in full swing! Do your customers know about your holiday specials and FREE gift wrapping and delivery service that you offer? Offer attractive last minute gifts, stocking stuffers and gift certificates.

Are you focused on finishing your STAR by December 15! Offer a special on Gift Certificates, "\$100 Gift Certificate for only \$75." You could do this as a 3 Day Only special! Being a STAR will help you keep your shelves stocked with product, having the availability to give your products immediately to your customers which has been proven that you will then sell more when you can give it to your customers immediately!

Remember, Mary Kay said it costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town!

With Love,

Marnie

Mary A. Taylor

L& ve Checks

13% Recruiter Commission Level		Laurie Ermentrout	\$22.50
Marnie R. Yunger	\$605.54	Janis S. Innocenti	\$19.14
(does not include unit commissions & bonuses)		Sarah Schudel-Boyer	\$16.30
9% Recruiter Commission Level Fran A. McMonagle	\$55.62	Anamaria C. Hazel	\$13.44
		Maud B. Palmer	\$12.72
		Lu Foley	\$12.46
10/ P		Linda Stettler	\$10.42
4% Recruiter Commission Level		Cindy L. Martino	\$9.02
Gerry Schmidt	\$37.50	Alice L. Gondeck	\$9.00
Linda G. Haney	\$36.46 \$28.50		\$6.58
Angela Maxwell		Page Knox	φυ.36

\$25.80

Yunger & Better Millionaires



Marnie Yunger

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important Dates

December 15 - Quarter 2 Star Contest Ends

December 16 - Quarter 3 Star Contest Begins AND Spring PCP Enrollment begins

December 25 - Merry Christmas - All offices closed

December 26 - Company Holiday - All offices closed

December 28 - Last day to place telephone orders for December

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

January 15 - Martin Luther King Jr. Day -Postal Holiday

January 17 - Spring PCP Enrollment Ends

January 27 - Last day to place telephone orders for January

January 30 - Registration opens for 1st week of Career Conference

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

Holiday Delivery DEADLINE



To ensure delivery of your orders before the holidays, your product orders must be received and processed by Monday, Dec. 11.

Career Conference 2018 save the Date

March 16-17 March 23-24 March 25-26

Get wrapped up in the infectious energy of positive, driven women who are also seeking success in their Mary Kay businesses! Cities new your and dates will be available soon.



