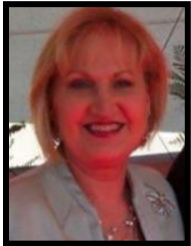




YUNGER & BETTER MILLIONAIRES

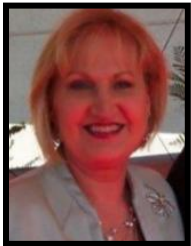
OCTOBER NEWSLETTER WITH SEPTEMBER RESULTS

Queen of Retail



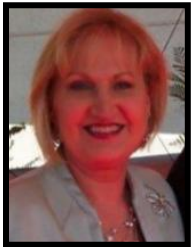
Fran McMonagle
\$4,215

Queen of Wholesale



Fran McMonagle
\$1,913

Queen of Reorders



Fran McMonagle
\$3,962

Top Check for Sept.



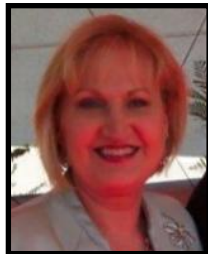
Danielle Durfee
\$53

ON-TARGET IN SEPTEMBER

POWER UP & GROW

ACHIEVED MONTH ONE

(\$600 WHOLESALE)



Fran McMonagle



Danielle Durfee



Gerry Schmidt



Angela Maxwell



MaryAnn Black



Janean Wood



Barbara D'Antonio



Marnie Yunger



Your Turn to Shine



Look Who Enrolled

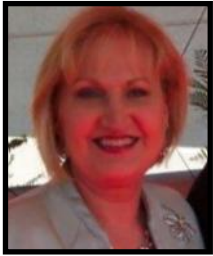
Gerry Schmidt
Danielle Durfee
Fran McMonagle
Lu Foley
Laurie Ermentrout
Patty Paul
Stephanie Hill
Linda Stettler

B.J. Henning
Christina Smith
MaryAnn Black
Cindy Martino
Rosemary Fisher
Angela Maxwell
Donna Scharfetter
Patricia Miyoshi

Brenda Wido
Joan Buck
Jeri Lewis
Therese Roman
Mandy Dillard
Charlene Floyd
Robin Kumm
Marnie Yunger



Quarter 1 **Star** Achievers



Fran McMonagle
PEARL



Danielle Durfee
EMERALD



Gerry Schmidt
EMERALD



Angela Maxwell
RUBY



Marnie Yunger
PEARL



Pick a Pumpkin **Sales Idea**



Looking for a fun, seasonal way to boost engagement AND sales? Try this playful "Pick a Pumpkin" game with your customers! Whether you share it on National Pumpkin Day (10/26) or anytime this fall, it's guaranteed to add festive excitement. **Click DETAILS** for prize ideas.

Script You Can Use:

"Who's ready for some pumpkin fun? Pick your pumpkin and drop the number in the comments! Every pumpkin has a special surprise just for YOU. I will message you with your exclusive offer—celebrate fall in style!"

Star Consultant Tip



Here's your friendly reminder that being a Star isn't just about points—it's about building consistency in your business, taking care of your customers, and setting yourself up for bigger wins down the road.

Star Tip of the Day: Break your wholesale goal into weekly bites. Instead of waiting until the last week, aim to pace yourself by dividing your goal by the number of weeks left. This keeps the momentum going AND makes it less stressful! You've got this, and your future Star recognition is worth it!

🎉 LET YOUR GOALS GROW 🎉

SALES LEADERS COMPANY COURT OF SALES



Fran McMonagle



Danielle Durfee



Gerry Schmidt

CONSULTANT

Fran McMonagle
Danielle Durfee
Gerry Schmidt
Angela Maxwell
Stephanie Hill
Cindy Martino
MaryAnn Black
Christina Smith
Janean Wood
Charlene Floyd

YTD RETAIL

\$8,702.00
\$8,157.00
\$6,268.00
\$5,347.00
\$2,108.00
\$1,820.00
\$1,814.00
\$1,318.00
\$1,298.00
\$1,284.00

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

QUEENS' COURT OF SHARING



QUEEN

24 Team Members

PRINCESS

12 Team Members

UNIT

6 Team Members

Breast Cancer Awareness Month

BREAST CANCER AWARENESS MONTH



October is Breast Cancer Awareness Month! Mary Kay continues to stand strong in the fight with our Pink Changing Lives® initiative. As consultants, we have a beautiful opportunity to create change—by sharing this mission with our customers.

Let's go beyond pink this October:

- Highlight Pink Changing Lives at your parties & in your posts.
- Share personal stories of hope and strength.
- Invite customers to shop knowing their purchase supports a powerful cause.

Together, we can make an impact that lasts far beyond October.

DETAILS



WOMEN WORKING WITH PASSION

SEPTEMBER

\$100+ REORDERS

Fran McMonagle	\$3,962
Gerry Schmidt	\$1,140
Rosie Fisher	\$476
Robin Kumm	\$244
Angela Maxwell	\$1,044
Donna Scharfetter	\$230

\$200+ WEEKS

Fran McMonagle	\$250/\$374/\$1,347/\$1,286/\$1,246
Danielle Durfee	\$333/\$326
Gerry Schmidt	\$219/\$663
Rosemary Fisher	\$338
Angela Maxwell	\$975/\$293/\$647/\$639
Donna Scharfetter	\$230

SUMMARY SENDERS

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

\$800+ MONTH

Fran McMonagle	\$4,215
Danielle Durfee	\$858
Angela Maxwell	\$2,554
Gerry Schmidt	\$1,140

\$60+ FACIAL

Angela Maxwell	\$180/\$128/\$78/\$293/\$276/ \$116/ \$439
Fran McMonagle	\$40/\$60/\$153

BASICS SOLD

Danielle Durfee	1
Angela Maxwell	4



\$1,000+ Sales

Gerry Schmidt
Fran McMonagle
Angela Maxwell



INNER CIRCLE CLUB

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

Angela Maxwell
Gerry Schmidt



ANOTHER YEAR OF FABULOUS



NOVEMBER BIRTHDAYS

NOVEMBER MK ANNIVERSARIES

CONSULTANT	DATE	CONSULTANT	DATE	CONSULTANT	YEARS	CONSULTANT	YEARS
Marguerite Furyk	1	Barbara D'Antonio	21	B.J. Henning	44	Josefa Alegre	20
Patti Martino	10	Jeri Lewis	21	Janis Innocenti	29	Jane Matuli	15
Fran McMonagle	11	Nancy Hafner	24	Sue Levush	24	Lauren Kneezel	14
Lisa Brown	18	Laura Gaddy	27	Stephanie Taylor	22	Angie Amig	10
Pamela DeHart	19	Brenda Swartz	30	Patricia Miyoshi	21	Amy Larsen	7
				Carolyn Degnan	20		

INVESTING IN GROWTH... GLOWING WITH PURPOSE

Fran McMonagle	\$1,913.00	Charlene Floyd	\$307.00	Josefa Alegre	\$227.00
Danielle Durfee	\$1,276.00	Patty Paul	\$301.25	Susan Parenteau	\$227.00
Angela Maxwell	\$1,011.00	Cindy Martino	\$297.00	Brenda Wido	\$227.00
MaryAnn Black	\$677.50	Lisa Kiefer	\$286.00	Diane Boland	\$226.00
Gerry Schmidt	\$659.00	Christina Smith	\$285.00	Teresa Valadez	\$225.50
Janean Wood	\$649.00	Jane Long	\$282.00	Rachele Dominick	\$225.00
Barbara D'Antonio	\$619.00	Kris Ordinsky-Parks	\$271.00	Lorie McCafferty	\$225.00
Jeri Lewis	\$461.50	Diane Peterson	\$264.00	Rosemary Fisher	\$141.00
Marion Bauer	\$416.00	Christine White	\$254.00	Kathy Hahn	\$64.00
Stephanie Hill	\$372.00	Janis Innocenti	\$250.00	B.J. Henning	\$57.00
Linda Stettler	\$344.25	Carolyn Degnan	\$244.50	Laura Hunt	\$44.00
Donna Scharfetter	\$337.50	Page Knox	\$244.00	Therese Roman	\$33.00
Robin Kumm	\$334.00	Lynnette Hearne	\$235.00	Marnie Yunger	\$1,040.00
Sue Chrome	\$315.00	Patricia Miyoshi	\$232.00		
Lu Foley	\$308.00	Laura Gaddy	\$230.00		



LOVE CHECKS



Danielle Durfee	8%	\$52.72	Patricia Miyoshi	4%	\$19.58
Angela Maxwell	6%	\$40.29	Lu Foley	4%	\$12.28
B.J. Henning	4%	\$51.04	Page Knox	4%	\$9.08
Fran McMonagle	4%	\$27.10	Gerry Schmidt	4%	\$9.08
Cindy Martino	4%	\$25.96	Marnie Yunger	13%	\$501.67

Does not include Unit Commissions and Bonuses



GROWIN' AND

GOIN' UP

SENIOR CONSULTANT

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

Lu Foley
Linda Haney
B.J. Henning
Page Knox
Cindy Martino
Fran McMonagle
Patricia Miyoshi
Rhonda Salak



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

Danielle Durfee
Angela Maxwell
Gerry Schmidt



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)



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



AI-Powered Foundation Finder



DETAILS



Say hello to the NEW AI-Powered Foundation Finder — now on marykay.com and your Personal Web Site!

This smart tool helps your customers find their perfect shade in seconds. Just scan, match, and glow!

Pro Tip: Remind your customers to take their scan in good natural light (facing a window works best!) for the most accurate match. And for those with specific skin concerns, you're their go-to for expert advice.

Let the AI do the matching — YOU make the sale!

NEW! AI-POWERED FOUNDATION FINDER

MEET YOUR MATCH!

- Now LIVE on your MK website
- Hassle-free Use on Mobile
- Good Lighting for Great Results

DOWNLOAD



October

GOLDEN
Rules

\$350 WHOLESALE

\$5 Coffee Card



\$500 WHOLESALE

\$10 Coffee Card



\$700 WHOLESALE

Limited Edition **PRODUCT**
or \$10 Coffee Card



\$1,000 WHOLESALE

2 Limited Edition **PRODUCTS**
AND \$10 Coffee Card



Yunger Millionaires

Marnie Yunger (215)858-8710 myunger@comcast.net

Pink
SUCCESS

Contests and Prizes

Seminar 2025/26

Year Long Contests

Receive beautiful gifts at our annual awards night

\$10,000 Retail
8 Recruits
\$20,000 Retail
12 Recruits
\$40,000 Retail
24 Recruits

~ Unit Year-End Court
~ Unit Year-End Court
~ Go-Give Princess Court
~ Go-Give Princess Court
~ Mary Kay's National Court
~ 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

100 Faces

Star Consultant

~ Gift from your proud Director
~ **(any three months)** Prize to be announced
~ 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 - ear-
rings, 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 **L♥VE**™

Mascara-thon

It's time for a Mascara-thon!!
Stock up on your favorite Mary Kay Mascara & Eye Makeup Remover.

LASH INTENSITY MASCARA

\$18

Multiply the look of your lashes with Lash Intensity® Mascara. Expand and extend your lashes with a mascara dedicated to multi-directional performance. The shorter bristles of the brush help build volume, while the longer bristles stretch and extend the formula from root to tip.

LASH LOVE MASCARA

\$16

Define your lashes with Lash Love® Mascara! This formula delivers four times the volume for an ultra plush lash look that's great for any occasion.

ULTIMATE MASCARA

\$16

Get the look of bigger and bolder lashes in just a couple of swipes. Mary Kay® Ultimate Mascara™ delivers the extreme volume you have been looking for. Do you have light-colored lashes and want a natural look? This formula comes in both Black and Black Brown for naturally defined lashes!

LASH LOVE FANORAMA MASCARA

\$16

Not sure what you really want out of a mascara? No worries! Lash Love Fanorama® Mascara has you covered. This mascara features the same Lash Love® formula with an innovative brush. The three unique application zones allow you to coat, comb and fan out lashes for panoramic lashes of your own.

WATERPROOF MASCARA

\$16

Your go-to mascara if you deal with smudging due to sweating, an oily complexion or humidity! This one-and-done, waterproof mascara is great for anyone who is active or wants a long-wearing mascara.

GREAT HEIGHTS MASCARA

\$18

Take your lashes to new heights with Mary Kay® Great Heights™ Mascara, delivering buildable, clump-free length and weightless all-day hold!

OIL-FREE EYE MAKEUP REMOVER

\$20

Gently removes eye makeup, including waterproof mascara, without tugging or pulling the delicate skin in the eye area. Formula does not leave skin feeling greasy.

BOGO

BUY 1, GET 1 HALF OFF!
BUY 2, GET 1 FREE!



DOWNLOAD



Holiday Sales

TRACKING SHEET

My Holiday Sales Goal _____

OCTOBER

Week:

	New leads	Booking attempts made	# of New Bookings	Selling apts held	Total Weekly Sales

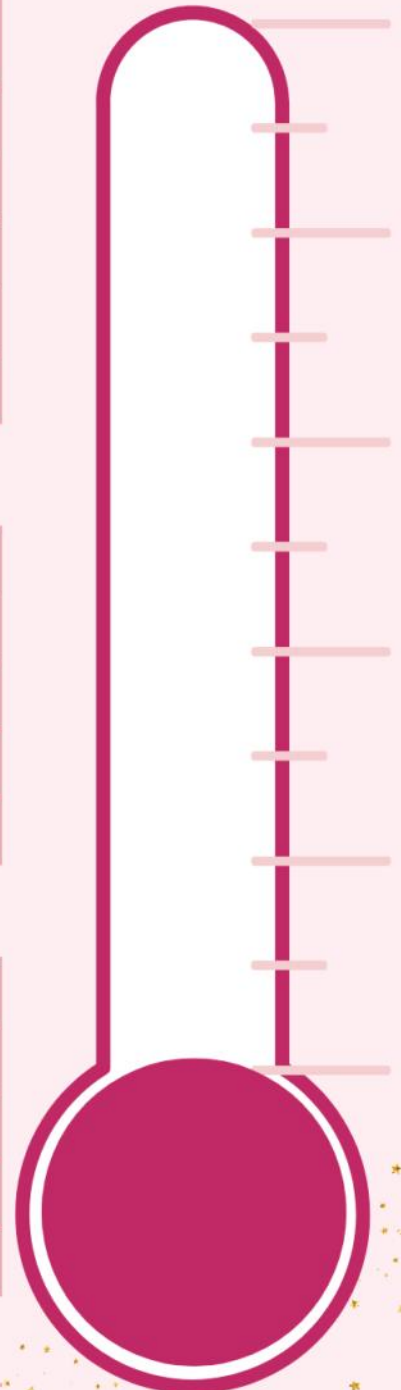
NOVEMBER

Week:

DECEMBER

Week:

TOTALS:



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

Monday (yes, Monday) October 13th
Zoom call 7:30pm

Tuesday October 28th Zoom call
7:30pm



Celebrate how far you've come with Mary Kay! **How to Enter:**

*Share your MK I-story—show a throwback or speak to your younger self.

*Caption why she'd be proud—confidence, growth, friendships, or business skills.

*Tag @marykayus (IG) or @marykay (FB) + use **#MyMKLife**

Prizes: 26 winners—MKConnections + Mary Kay bundle!

Post by Oct. 31 to inspire others and maybe spark their MK journey!

DETAILS



I am so excited for an Outstanding October! Summer activities are shifting into fall festivities; and soon we will be heading into the hustle and bustle of the holidays. Now is the time to plan for a **prosperous** and **abundant** season!

Here are a few tips to prepare your business as we move from the sizzle of summer to the cozy days of fall.

•Plan your calendar - Strategize personal and work days. Think ahead to opportunities like Pink Friday, Small Business Saturday and Cyber Monday.

•Prepare your inventory - What items will you keep on hand? We have the best skincare and beauty products! Limited Editions and gift bundles are great for on-the-go sales and last-minute shoppers.

•Dazzle with digital media - Send ecards, schedule posts and share the Fall/Holiday Look Book link to stay engaged with family, friends and customers.

•Follow up with clients - Reach out to your PCP list and check in with customers who have not ordered in a while.

While you're planning your calendar and making connections, remember you may be the only personal interaction someone else has - even small gestures can bring great joy! Enjoy the process and reap the progress!

Love and Belief,

Marnie

New Retinol 0.3



Have you tried the latest dermocosmetic innovation, Retinol 0.3 yet? Just one pump a night delivers powerful results that are gentle enough to use from day one.

Clinically shown to improve the look of:

- Deep lines & wrinkles
- Skin firmness & radiance
- Tone, smoothness & blotchiness

Share the simple message: "One pump. Every night. Real results."

This product is a game-changer—perfect for sparking conversations, booking skincare sessions, and re-engaging your clients who want visible results!

DETAILS



YUNGER & BETTER MILLIONAIRES



MARNIE YUNGER

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

IMPORTANT DATES

- Oct 1** - Winter PCP enrollment ends
- Oct 30** - Last day to place telephone orders
- Oct 31** - Last day to place on-line orders
- Nov 10** - Early ordering begins
- Nov 15** - Ordering open for all
- Nov 27** - Thanksgiving
- Nov 28** - Pink Friday
- Nov 28** - Last day to place telephone orders
- Nov 29** - Small Business Saturday
- Nov 30** - Last day to place on-line orders
- Dec 1** - Cyber Monday

MARY KAY

POWER UP & GROW SELLING CHALLENGE TRACKING SHEET

The Power UP & Grow Selling Challenge time frames:
• July 1 - Aug. 30, 2025
• Sept. 1 - Oct. 31, 2025
• Nov. 1 - Dec. 31, 2025

A challenge is achieved when an Independent Beauty Consultant or Independent Sales Director orders \$600 or more in wholesale Section 1 products* each month during any challenge time frame.

How To: Check each box once you've reached \$600 in wholesale Section 1 products for that month. You must check a box two months in a row to achieve one of the challenge time frames (Ex. July and August, September and October, November and December). If requirements are met, you can earn special Power UP & Grow Selling Challenge rewards featured on Mary Kay InTouch®.

CHALLENGE 1:

July \$600	+	Aug. \$600
---------------	---	---------------

CHALLENGE 2:

Sept. \$600	+	Oct. \$600
----------------	---	---------------

CHALLENGE 3:

Nov. \$600	+	Dec. \$600
---------------	---	---------------

*Not to legitimate consumer demand. The order(s) can be a single order or cumulative orders of \$600 with Customer Delivery Service, Guest Checkout and EZ Ship order amounts count toward your products. The Independent Beauty Consultant will receive their reward inside their qualifying order. One reward per achiever.

DOWNLOAD ↑

SEPT - OCT CHALLENGE



Enjoy exclusive rewards when you achieve the
Power UP & Grow Selling Challenge! Earn this

MK Branded Felt Board and 400 Star Credits

when you order \$600 or more in whsl Section 1
products* in September and October!