



YUNGER & BETTER MILLIONAIRES

DECEMBER NEWSLETTER WITH NOVEMBER RESULTS

ON-TARGET IN NOVEMBER

POWER UP & GROW

ACHIEVED MONTH ONE

(\$600 WHOLESALE)

Queen of Retail



Gerry Schmidt
\$4,592

Queen of Wholesale



Danielle Durfee
\$2,019

Queen of Reorders



Danielle Durfee
\$3,112

Top Check for Nov.



Danielle Durfee
\$313



Danielle Durfee



Fran McMonagle



Gerry Schmidt



Stephanie Hill



Page Knox



Kelly Brown



Angela Maxwell



Marnie Yungler



Your Turn to Shine

Winter Glow Sessions



Get your January calendar glowing with Winter Glow Sessions!

Offer your customers a fun, refreshing start to the new year with a customized mini facial + color refresh designed to boost confidence and brighten winter skin.

Perfect for New Year resets, girls' nights in, or a simple self-care boost during the winter months.

Invite your customers to grab a spot now and start 2026 with their best glow yet!

Quarter 2 On-Target Stars

Name	Whsl\$+TB*	Sapphire	Ruby	Diamond	Emerald	Pearl
Danielle Durfee	\$4,557.00	\$0.00	\$0.00	\$0.00	\$0.00	\$243.00
Gerry Schmidt	\$3,581.00	\$0.00	\$0.00	\$0.00	\$19.00	\$1,219.00
Fran McMonagle	\$3,515.50	\$0.00	\$0.00	\$0.00	\$84.50	\$1,284.50
Angela Maxwell	\$2,246.50	\$0.00	\$153.50	\$753.50	\$1,353.50	\$2,553.50
Page Knox	\$1,733.50	\$66.50	\$666.50	\$1,266.50	\$1,866.50	\$3,066.50
Stephanie Hill	\$1,641.50	\$158.50	\$758.50	\$1,358.50	\$1,958.50	\$3,158.50
Christina Smith	\$1,530.00	\$270.00	\$870.00	\$1,470.00	\$2,070.00	\$3,270.00
Linda Zerbe	\$1,032.00	\$768.00	\$1,368.00	\$1,968.00	\$2,568.00	\$3,768.00
Cindy Martino	\$980.00	\$820.00	\$1,420.00	\$2,020.00	\$2,620.00	\$3,820.00
Rosemary Fisher	\$961.50	\$838.50	\$1,438.50	\$2,038.50	\$2,638.50	\$3,838.50
Kelly Brown	\$923.00	\$877.00	\$1,477.00	\$2,077.00	\$2,677.00	\$3,877.00
Linda Stettler	\$777.00	\$1,023.00	\$1,623.00	\$2,223.00	\$2,823.00	\$4,023.00
B.J. Henning	\$720.00	\$1,080.00	\$1,680.00	\$2,280.00	\$2,880.00	\$4,080.00
Patty Paul	\$712.75	\$1,087.25	\$1,687.25	\$2,287.25	\$2,887.25	\$4,087.25
MaryAnn Black	\$684.00	\$1,116.00	\$1,716.00	\$2,316.00	\$2,916.00	\$4,116.00
Janean Wood	\$649.00	\$1,151.00	\$1,751.00	\$2,351.00	\$2,951.00	\$4,151.00
Barbara D'Antonio	\$619.00	\$1,181.00	\$1,781.00	\$2,381.00	\$2,981.00	\$4,181.00
Marnie Yunger	\$5,030.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00



LOVE CHECKS

Danielle Durfee	13%	\$312.78	Patty Paul	4%	\$12.56
Angela Maxwell	9%	\$169.92	Lu Foley	4%	\$11.02
B.J. Henning	8%	\$200.16	Stephanie Hill	4%	\$10.20
Fran McMonagle	8%	\$89.76	Page Knox	4%	\$9.22
Gerry Schmidt	4%	\$21.00	Patricia Miyoshi	4%	\$9.12
Rhonda Salak	4%	\$17.60	Marnie Yunger	13%	\$409.53

Does not include Unit Commissions and Bonuses

DON'T GET LOST IN DECEMBER

Power Hour

Pick 1 focused hour a day for follow-ups + orders.



Batch Your Content

Pre-schedule posts so you can enjoy your week.



Use 2+2+2

Simple follow-ups keep customers feeling cared for.

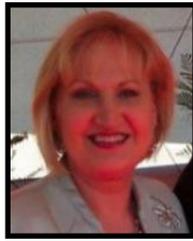


LET YOUR GOALS GROW

SALES LEADERS COMPANY COURT OF SALES



Danielle Durfee



Fran McMonagle



Gerry Schmidt

CONSULTANT

Danielle Durfee
 Fran McMonagle
 Gerry Schmidt
 Angela Maxwell
 Stephanie Hill
 Page Knox
 Christina Smith
 MaryAnn Black
 Linda Zerbe
 Cindy Martino

YTD RETAIL

\$17,223.00
 \$14,862.00
 \$11,652.00
 \$9,486.00
 \$4,695.00
 \$4,107.00
 \$3,408.00
 \$3,232.00
 \$3,064.00
 \$3,014.00

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

MK Holiday GIFT GIVING GUIDE

GIFTS UNDER \$25

- Shimmer Eye Shadow Stick
- Makeup Finishing Spray by Skindinavia
- White Tea & Citrus Satin Lips® Shea Butter Balm
- Hand Creams
- Indulge® Soothing Eye Gel

GIFTS UNDER \$50

- Mask Applicator & Deep-Cleansing Charcoal Mask
- Hydrogel Eye Patches
- Fragrance
- Go Sets
- Satin Hands Pampering Set

SPLURGE-WORTHY FAVES

- Revealing Radiance Facial Peel
- Essential Brush Collection
- Microdermabrasion Plus Set
- Clinical Solutions® Retinol 0.3
- Lifting Bio-Cellulose Mask

Gift Giving Guide

Sharing a gift guide can help make shopping simple and irresistible for your customers!

You could post this guide on social media, text it to your customers, or print it for your next open house – the easier you make it to shop, the faster those orders add up!

[DOWNLOAD](#)

[PRINT FLIER](#)

WOMEN WORKING WITH PASSION

NOVEMBER

\$100+ REORDERS

Fran McMonagle	\$3,112
Gerry Schmidt	\$1,910
Rosie Fisher	\$198
Danielle Durfee	\$1,035

\$200+ WEEKS

Fran McMonagle	\$512/\$768/\$1,358/\$756
Danielle Durfee	\$744/\$916
Gerry Schmidt	\$811/\$1,099/\$2,592
Patty Paul	\$1,017

SUMMARY SENDERS

Fran McMonagle
Danielle Durfee
Gerry Schmidt
Robin Kumm
Rosemary Fisher
Patty Paul

\$800+ MONTH

Fran McMonagle	\$3,394
Danielle Durfee	\$1,981
Gerry Schmidt	\$4,592
Patty Paul	\$1,017

\$200+ CLASSES

Danielle Durfee	\$202 Open House/\$745
Gerry Schmidt	\$2,592
Patty Paul	\$1,017 Show

BASICS SOLD

Danielle Durfee	2
Patty Paul	4
Fran McMonagle	4
Gerry Schmidt	4

\$60+ FACIAL

Fran McMonagle	\$124/\$158
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\$1,000+ Sales

Gerry Schmidt Patty Paul
Fran McMonagle Danielle Durfee

INNER CIRCLE CLUB

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

Fran McMonagle
Danielle Durfee



ANOTHER YEAR OF FABULOUS



JANUARY

BIRTHDAYS

MK ANNIVERSARIES

CONSULTANT	DATE	CONSULTANT	DATE	CONSULTANT	YEARS	CONSULTANT	YEARS
Lisa Kiefer	4	Rhonda Embardino	26	Joan Buck	46	Cheryl Ceresna	23
Lauren Kneezel	5	Sue Chrome	28	Gerry Schmidt	40	Linda Ellison	7
Sue Levush	7	Angie Amig	29	Della Ashton	30	Michelle St. Dennis	7
Charlene Floyd	8	Jane Matuli	29	Katherine McGlory	24	Jane Long	3
Jeanette Connaughton	12	Della Ashton	30				
Laura Mitchell	13	Cindy Miedwig	31				
Katherine McGlory	16						

INVESTING IN GROWTH... GLOWING WITH PURPOSE

Danielle Durfee	\$2,018.50	Azi Colling	\$314.00	Connie Jones	\$240.00
Fran McMonagle	\$1,409.00	Margaret Stahelek	\$306.00	Karen Vermillion	\$236.00
Gerry Schmidt	\$1,278.00	Rosemary Fisher	\$300.50	Donna Scharfetter	\$235.00
Stephanie Hill	\$1,077.50	Olivia Montes	\$293.00	Janilyn Elias	\$232.00
Page Knox	\$1,005.00	Linda Stettler	\$292.00	Laura Hunt	\$231.00
Kelly Brown	\$923.00	Denielle Zollo	\$282.50	Rhonda Salak	\$231.00
Angela Maxwell	\$603.00	MaryAnn Black	\$281.00	Jane Matuli	\$230.50
Christina Smith	\$566.00	Patricia Bradley	\$279.00	Brenda Wido	\$230.50
Leah Stallings	\$558.50	Marion Bauer	\$278.00	Deborah Farnish	\$230.00
Barbara Fletcher	\$525.00	Teryl Mullan	\$278.00	Maria Sanchez	\$228.00
Lisa Brown	\$505.00	Charlene Floyd	\$275.50	Cindy Martino	\$227.00
Marybeth Kolodney	\$447.50	Vera Bunch	\$269.00	Carolyn Degnan	\$226.00
Patricia Casciano-Light	\$440.00	Cindy Miedwig	\$267.00	Rachele Dominick	\$200.00
Kimberly Jones	\$405.00	Judith Meme	\$262.00	Therese Roman	\$198.00
Linda Ellison	\$380.25	Jeri Lewis	\$256.00	B.J. Henning	\$146.00
Patty Paul	\$368.50	Wendy Miller	\$255.00	Patricia Miyoshi	\$139.00
Marsha Kuhn	\$345.00	Kathleen Ingalls	\$252.50	Lorie McCafferty	\$120.00
Joan Buck	\$342.00	Deborah Hisiro	\$251.50	Pam Smart	\$116.00
Georgiana Glaeser	\$337.00	Amy Larsen	\$246.00	Robin Kumm	\$36.50
JoAnn Keane	\$335.00	Christina Niziolek	\$243.25	Marnie Yunger	\$2,650.50

"People who succeed have a goal, a dream and make their plans and follow them." - Mary Kay Ash



GROWIN' AND

GOIN' UP

SENIOR CONSULTANT

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

Laurie Ermentrout
Lu Foley
Linda Haney
Stephanie Hill
Page Knox
Cindy Martino
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

B.J. Henning
Fran McMonagle
Patricia Miyoshi



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

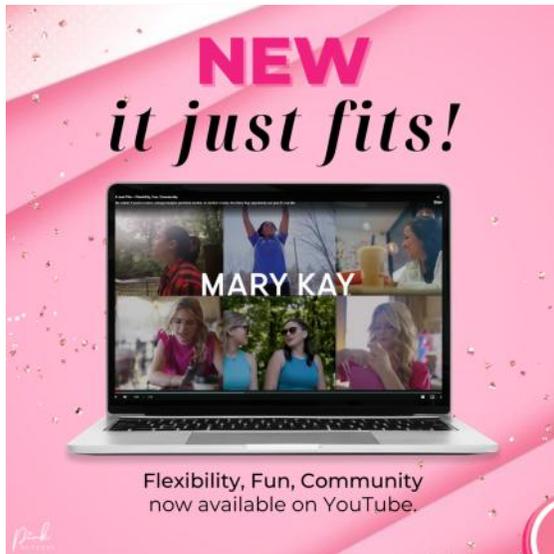
Gloria Walker
Jennifer Tito

2nd Line

Naomi Murray



Beauty and Confidence JUST FITS



Here's a beautiful new video from Mary Kay to share with your customers this week! It's a heartfelt reminder that beauty and confidence just fit with Mary Kay.

Post it in your customer group or text it to a few customers with a note like:

I just had to share this beautiful Mary Kay video—it's such a sweet reminder that beauty, confidence, and joy just fit!

Simple, genuine shares build the best connections. Plus, little touchpoints like this keep you top-of-mind, strengthen trust, and show your customers that you're here to support them—not just during the holidays, but all year long.

WATCH



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

~ Gift from your proud Director
~ (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™

YEAR END CHECKLISTS FOR YOUR MARY KAY BUSINESS

CLOSING THE YEAR FISCALLY:

Count Your Inventory:

By December 31, create a new order on InTouch and put your products in, and InTouch will total it for you. This will also help you know what you have and can place your order Dec. 31, so you are sure to have Winter colors and skin care available for your January appointments! Print for your records, then delete. If you have items on your shelf that are not on the current order sheet, remove them from your shelf and make a list of the wholesale value of each product. Name that list "Discontinued Products."

Measure and record the square footage of your "MK space":

This includes the closet where you keep your products, your office space, and anywhere else that is exclusively used for business. Take pictures of this space and file them with your other tax info. Do not have any personal items in the photos.

Document your ending mileage:

Document your ending mileage on all cars available for you to drive. You can track in your datebook, a small notebook in your car, or with a mileage app. Also, note the reason for each trip. Without documentation, you are throwing a \$1 bill away for every 2 miles driven!

Organize your income and expense receipts.

Collect or settle any outstanding product trades, customer deliveries, & outstanding customer balances owing.

WAS - Weekly Accomplishment Sheets Up-to-Date.

Starter Kit Refresh:

Go through your Starter Kit to refresh & restock any items you are running low on or you wish to start demonstrating. List these on a sales receipt labeled "Demo."

Personal Items & Inventory Refresh:

Fill in the holes with your personal use items and inventory.

Get a New Datebook

File your datebook with your tax records. If you have any business questions, Mary Kay has a tax info page. Please always consult a tax expert with any tax related questions. Especially with all the changes happening.

CLOSING THE YEAR MENTALLY:

Take time to answer the following & share with your Director if you choose:

What was my greatest blessing?

What was my greatest lesson?

What do "I wish I had?"

What am "I glad I did?"

What am I committing to changing in the next Year?

CLOSING THE YEAR PROFESSIONALLY:

Follow Up

Look back through my date book and notebooks to make lists of lingering customers, bookings, or recruiting prospects that I can follow up with next year.

Complete Undone Tasks

Look back through my date book, notebooks, lists, notes, etc. for any undone tasks that are still necessary to complete.

Clean Up

Clean up the work space. File or trash any unnecessary paper. Tip: Create Virtual and/or physical file folders by the month and file ideas in the month they will be used. Clean out your email—responding, deleting, or filing. Move out this year's records from their space to make room for next year's records, new systems, etc.

PREPARING FOR THE NEW YEAR: Where do you want to be one year from today?

Work on my bookings for January. Contact your customers, offering New Year, New You Makeovers, and anyone who books by the 15th will receive a special gift or discount (you decide).

Keep a sales slip each month titled: personal use items, demo items, products given away.

Use some type of system to provide an accurate record of your transactions, inventory, and sales reports.

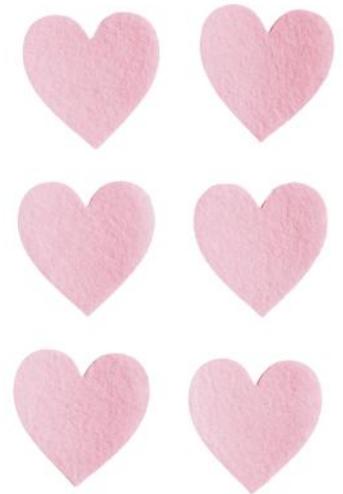
Take time to write out what you would like to do differently in the next year with your Business... Where is one area you would like to grow?

Take time to write down your GOALS for the year. Place pictures next to your goals and dates. Keep it in front of you at all times as a visual!

Let's Pretend You Are a Customer

Answer True or False

1. My Consultant always delivers my order in a timely manner.
2. My Consultant offers to introduce me to new products regularly.
3. My Consultant never calls me but responds when I call her.
4. My Consultant always has to search for the products I order.
5. My Consultant sends me a birthday card every year.
6. I never receive anything from my Consultant in the mail.
7. My Consultant never invites me to model her product.
8. My Consultant regularly updates my personalized skin care program.
9. My Consultant sent me a Thank You note for my business.
10. I get a regular newsletter or Season's Best from my Consultant.
11. My Consultant always looks professional and up-to-date when I do business with her.
12. My Consultant has invited me to several special events.
13. I know how my Consultant makes money.
14. My Consultant has offered me the incredible Mary Kay Opportunity.
15. My Consultant called me 2 days, 2 weeks and 2 months after my appt.
16. My Consultant has regularly offered to show me ways I can earn product.
17. I feel confident referring my friends to my Consultant, but she never asks.
18. My Consultant is enthusiastic and I feel good when I talk to her.
19. My Consultant has offered to let me field test and give my opinion of every product line.
20. My Consultant has offered to help me learn how to best use the color right for me.
21. I never heard from my Consultant again after I purchased my skin care set.
22. My Consultant drives a free car.
23. My Consultant has high standards and she's true to her word.
24. My Consultant sold me product I don't need.
25. I don't know where my Consultant is.
26. My Consultant booked my follow-up facial after I purchased my skin care set.
27. My Consultant teaches me something new each time I have an appointment with her.
28. My Consultant makes me feel special.
29. I am a preferred client, and am treated as one.
30. My Consultant helps me save time and money!



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 December 9th 7:30--
Holiday party by Zoom

Next meeting:
Tuesday January 6th 7:30
It's a New Year ---new you



Spring is on the way!

Important dates:

- Enrollment ends Dec 11
- Look Books start mailing Feb 7
- PCP enrollees will unlock early Spring product ordering on Feb 10



Welcome to the wonders of the holiday season! We are almost halfway through the Seminar Year, Quarter 3 is right around the corner, and we are **Powered UP and Growing!**

Here are a few ways to share your pink purpose and let your light shine.

Try Something New

Have you tried the new Barrier Restore or Shimmer Eye Shadow Sticks?! These hot new beauties are sure to be fan favorites.

Show Off Your Favorites

Your customers want to hear from YOU! Share your favorite must-haves at parties, facials, pink pop ins or on social media.

Shop Your Own Store

One of the best ways to support your business is to shop from your own store. From gorgeous skincare to exceptional beauty products, we have gifts for everyone!

Share the Opportunity

Share the gift of possibilities. Whether your Pink Passion is a full-time journey, a part-time joy, or somewhere in between, this is the perfect season to share the opportunity!

As we wrap up 2025, I hope you take time to recharge and savor the little moments. I'm truly grateful for you—and I can't wait to **POWER** into the new year together!

Love and Belief,

Marnie

NEW eCommerce - Dec 17



It's launching soon! The NEW eCommerce platform will be officially up and running on Dec 17th!

You'll soon see:

- A brand-new marykay.com, My Shop & Consultant Connector
- A NEW Shop Manager with Stripe integration
- Fresh tiered discounts
- An updated myCustomers platform (now with Customer Delivery Service!)

Are you ready to jump in and explore?

YUNGER & BETTER MILLIONAIRES



MARNIE YUNGER

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

IMPORTANT DATES

- Dec 1** - Cyber Monday
- Dec 11** - Spring PCP Enrollment Ends
- Dec 15** - Quarter 2 Ends
- Dec 16** - Quarter 3 Begins
- Dec 25** - Merry Christmas
- Dec 30** - Last day to place telephone orders
- Dec 31** - Last day to place on-line orders
- Jan 1** - New Year's Day
- Jan 30** - Last day to place telephone orders
- Jan 31** - Last day to place on-line orders

MARY KAY
POWER UP & GROW
SELLING CHALLENGE
TRACKING SHEET

The Power UP & Grow Selling Challenge time frames:
o July 1 - Aug. 30, 2025
o Sept. 1 - Oct. 31, 2025
o 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 Q2 Ship order amounts count toward your products. The Independent Beauty Consultant will receive their reward inside their qualifying order. One reward per achiever.

DOWNLOAD ↑

NOV. & DEC. CHALLENGE



Enjoy exclusive rewards when you achieve the *Power UP & Grow* Selling Challenge! Earn **800 STAR CREDITS** when you order \$600 or more in whsl Section 1 products* in November and December!