



Jo's DREAMS

NEWSLETTER

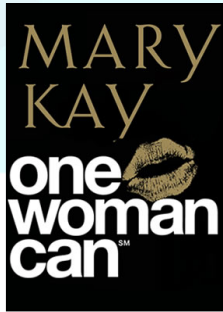


Living The Dream

July 2020 Unit Newsletter



Staci Jones
Queen of
Wholesale



This Could
Be You
Queen of
Sharing



Staci Jones
Queen of YTD
Retail

#OneWomanCan
*Lead, Live and Thrive
by Remaining True
to Herself.*



EMBRACE YOUR DREAMS!

CONGRATULATIONS TO OUR QUARTER 4 *stars!*

~~Pearl~~
Melissa Olsheski

~~Ruby~~
Miriam Johnson

~~Sapphire~~
Staci Jones

CHOOSE TO BE A STAR THIS QUARTER & CLAIM YOUR PRIZE!





From the Director's Chair

Dear Dream Members!

I am so excited! Mary Kay has set us up to have one of our best years ever. Did you know that Mary Kay has excelled in this unique business environment? We've

always been customer focused and cared more about people and love than profits or losses. It's no surprise then that we've had some of our best sales and sharing months in years these past few months. I'm so proud of our unit for reaching out and showing how much you care about your customers. Those relationships mean so much. This incredible setup for July means we're ready for one of our best years yet.

It makes me think of an old story where Michelangelo presented one of his commissioned statues. When asked how he did it, he replied that he saw an angel in the marble, and so he carved until he set it free. I wonder how many of us live our lives this way? There's a life we are meant to live, full of meaning and purpose and beauty, but we feel trapped by a stone-cold casing of fear or doubt or uncertainty. I hope we will all choose instead to break free this year. I want to carve away those things that are holding me back and choose to be the magnificent, powerful woman I am meant to be! I hope you feel the same way and will join me.

Take some time to visit Intouch this week and check out all the great new things Mary Kay has to offer in this new year. They are keeping some of their great promotions like eStart, Great Start, Bring Your Besties, and Red Jacket Bonuses, and the You Can Do It! Challenge is now the Spark a Chain Reaction Challenge. They are also helping us kickstart the New Year with a Hydrogel Selling Challenge, and they are continuing the successful CDS Discount until September 30th. Plus, Mary Kay is offering Seminar online this year. It's going to be amazing, so register today! There are so many incredible resources out there! I hope you'll check them out, find a few tools that are perfect for you, and get on the phone today. I appreciate each of you working your businesses where you are and finding a way to forge your own path during these unprecedented times. Let's chip away our doubt and be that encouraging voice to each person we reach this month. I can't wait to celebrate our successes both financially and by empowering the women around us. This will be an amazing year!

Love and Belief, Melissa

Daily Motivation: "Circle 7 Hotline": 641-715-3900
access code:929282#

***** Go to www.josdreams.com for DETAILED info on ALL current calendar items, contests, challenges, trainings, tips, new consultant orientations and upcoming events *****

Important Dates:

Join us for Tuesday Virtual Unit Meetings
7:30pm EST Zoom ID 5167301986

Join us for Skin Care Saturday's (2nd & 4th)
Saturday each month Noon at Pretty in Pink Studio

- **Register for Virtual Seminar by July 10th to receive recognition & prizes** otherwise deadling is Aug. 13 Cost is \$40
- **August 1:** Online DIQ commitment form available beginning 12:01 am central time until midnight on the 3rd. Class of 2021 Offspring Challenge begins– will you choose to join me as a director this year?
- **August 7:** Fall PCP customer mailing of The Look begins. (Allow 7-10 business days for delivery). Fall promotion early ordering for all consultants begins.
- **August 10:** Early ordering of the new fall items begins for Stars who qualified March 16-June 15th and consultants who enrolled in the fall edition of The Look through PCP.
- **August 15:** Fall 2020 promotion early ordering for all consultants begins.
- **August 16:** Fall promotion begins. Official on-site date.
- **August 17:** Last day to enroll online for the Holiday PCP mailing of The Look.
- **August 20-22:** Virtual 2020 Seminar
- **August 28:** Last day of the month for consultants to place telephone orders.
- **August 31:** Last day of the month for consultants to place online orders. Agreements will be accepted until midnight central time. Last business day of the month. Orders and agreements submitted by mail must be received today to count towards this month's production.

**SPARK
A CHAIN
REACTION!**

Year to Date Retail Court

1	Staci Jones	\$18,043.65
2	Cris Olerich	\$10,243.00
3	Miriam Johnson	\$5,651.00
4	Lisa LaMalfa	\$5,455.00
5	Ashley Buttner	\$4,952.40
6	Amanda Iler	\$3,952.00
7	Carol Stone	\$3,575.50
8	Melissa Leedy	\$3,505.00
9	Peggy Blackwell	\$3,309.00
10	Kelly Schadt-Kelly	\$3,036.00
11	Anna Hutchinson	\$3,018.00
12	Simone Montoute	\$2,973.50
13	April Aaron	\$2,922.50
14	Tiffany Anthony	\$2,861.00
15	Kimberly Williams	\$2,860.80
16	Irene Earley	\$2,691.00
17	Elizabeth Pyc	\$2,430.00
18	Gayle Marretta	\$2,232.00
19	Judith Dusek	\$1,801.50
20	Ellen Smith	\$1,630.00

Our Top 5 Wholesale Orders For June



Staci
Jones



Miriam
Johnson



Cris
Olerich



Irene
Earley



Simone
Montoute

Thank You Consultants Who Invested in Their Businesses in June

Staci Jones	\$620.00
Miriam Johnson	\$615.00
Cris Olerich	\$366.40
Irene Earley	\$360.00
Simone Montoute	\$328.00
Bernadette Seguin	\$316.50
Christine Riordan	\$291.70
Gayle Marretta	\$286.00
Elizabeth Pyc	\$257.50
Jorayn Lundy	\$237.00
Sandralee Elsenbroek	\$228.40
Karly Crotty	\$227.50
Lori Sanchez	\$226.50
Summer Muhanna	\$225.00

Featured Product of the Month:

Limited-Edition MK Intuitive pH Lip Balm, \$18, Limit of 2

This Berry lip balm not only changes color, it shows how the power of pink can change lives. See it transform hue once applied, adjusting to your unique pH chemistry for a perfectly flattering finish. It provides a subtle flush of one-of-a-kind color.



**SPARK YOUR
ENTHUSIASM!
ENTHUSIASM!
ENTHUSIASM!
ENTHUSIASM!**

MARY KAY

Ask Yourself: Who Do You Know?

FORMER OCCUPATION:

Accounting Student, Howard University, Washington, D.C.

"I believe that real happiness is a choice, and I work diligently to maintain a perpetual state of glee, never giving anyone or any situation the power to change my attitude."

Independent National
Director : Mia Mason Porter



Our Unit At A Glance

Senior Consultants

Judith Dusek*
Melissa Leedy

Marie Achille*
Melinda Coca Adams
Miriam Johnson
Monique Papia*

Consultants

Amanda Iler
Ana Maria Hernandez*
Anna Hutchinson*
April Aaron
Ashley Buttner*
Audrey Pease*
Bernadette Seguin
Carol Stone*
Christine Riordan
Colette Vann*
Cris Olerich
Diane Bryant
Elizabeth Pyc
Ellen Smith*
Gayle Marretta
Gina Desmond*
Irene Earley
Jennifer Malone*
JoAnn Kinard*
Jorayn Lundy
Joy Valeski*
Karly Crotty
Kelly Schadt-Kelly
Kimberly Williams
Krista Darby*
Leslie Oputa*
Lisa LaMalfa
Lori Sanchez
Maria Jannotti*

Patricia Venable*
Peggy Blackwell*
Sandralee Elsenbroek
Simone Montoute
Staci Jones
Stephanie Mansdoerfer
Summer Muhanna
Teresa Williamson*
Tiffany Anthony*
Veronica Warren

Team Commissions

4% Commission Level

Judith Dusek \$12.66

Sharing the opportunity can take you anywhere you want to go! Be in the Queen's Court of Sharing with 24 new qualified personal team members this year!



July Birthdays

Arissa Hill	2
Staci Jones	7
Kimberly Williams	9
Anna Hutchinson	13
Jeanne Peterson	13

July Anniversaries

Teresa Williamson	9
Patricia Venable	7
Vicky McShane	4
Jeanne Peterson	2

"A man cannot directly choose his circumstances, but he can choose his thoughts, and so indirectly, yet surely, shape his circumstances." ~James Allen

JO'S DREAMS 2020-2021 UNIT CHALLENGE

Seminar 2021 Goal-Double Unit Size

10+10+10 CHALLENGE

Every month I challenge our unit to do...

10 Spark a Chain Reaction Achievers

10-New Unit Members

10K Unit Production

(Chats must be followed up by Melissa)



***Each unit member who does
10+ Career Chats each month
earns a special prize!***



Spark a Chain Reaction!
Order \$600+ Wholesale and earn your prize!



Seminar 2020!
You can register for Seminar 2020 on Intouch today!



Be An All Star!
Be a Star each quarter and earn your fantastic prize



Fall Consistency!
Spark a Chain Reaction all 3 months and earn your prize!



Bee Dazzled!
Help our unit earn this fantastic piece together!



Hydrogel Challenge!
MK has challenged us to sell 125,000 this month! Let's do it!



YTD Retail Court Prizes!
Are you ready to walk across the Seminar 2021 Stage?

MARY KAY®

GREAT Start

It's a fabulous New Year, and MK has all the programs to make this one of our best! Let's Dazzle! Let's Shine! Let's Spark a Chain Reaction!



What more could you ask for? How about these extended Promotions from last year? Let's work full circle-Book, Coach, Sell, & Share. We'll make 2020-2021 our best yet!



Be a Star Consultant!
It's a new quarter! Plan to finish your star this quarter!



Hope you're loving our new products. Plus-July 29th is National Lipstick Day!



Bring Your Besties!



\$100 Red Jacket Bonus!
1st Time Red Jackets earn a fantastic \$100 Bonus!



eStart Success!
eStart has been so successful that it's extended until Sept. 30



RJ Team Building Bonus!
Earn \$100 for every first-time Red Jacket on your personal team.



CDS Discounted!
MK is offering delivery at a special rate until Sept 30!

Bring Your Besties!
This New Consultant Promo has been extended until June!

QUESTIONS TO PLAN A PERSONAL BEST YEAR

1. How are you feeling about your business right now?
2. What would you need to achieve in the new seminar year to feel really good about yourself?
3. Why is this particular goal meaningful for you now?
4. What are you determined to hold weekly in personal selling and sharing business to support this goal?
5. What potential obstacles do you foresee?
6. What will you do when that happens?
7. What role do you want me to play in support of you as your director? (Build confidence, personal accountability, etc.)
8. What system do you have in place to keep you focused on this goal?
9. Specifically how many selling and team-building appointments are needed to stay on your datebook at all times, regardless of life circumstances and how you are personally feeling?
10. What do you have now for the next 7-10 days in personal business?
11. What is your next correct step?
12. How do you plan to hold yourself accountable?



*If there were ever an important time to be communicating with me, it's now!!! Let's start this seminar year off right! For most people, when they get overwhelmed, they just shut down! The quickest way to get back out the door is to **TALK WITH ME!** I acknowledge there will be challenges in life, but we can brainstorm together on how to overcome them bit by bit! Together, our experience can help bridge that gap for you and new clients or team members! Here are a few questions to get you started!*

Some Sample Verbal Affirmations

To Jump Start Your New Year The Right Way!

- | | | |
|--|--|--|
| ◇ I am the type of person who goes over, under, around, & through any obstacle that gets in my way. | ◇ I am a master booker, and I book _____ selling appointments each and every week. | ◇ I love booking and holding skin care classes and interviews! |
| ◇ When the going gets tough, the tough get going. | ◇ I am a booking machine—everyone wants to book a class with me. I sell basics and book classes from every class. | ◇ I am consistent and persistent. |
| ◇ Everyday and everyway, By the Grace of God, I am getting better and better! | ◇ I love the phone and am excited to get on it to book interviews and new selling appointments, service my customers, and work with my team. | ◇ I put our fantastic products on _____ new faces weekly. |
| ◇ I feel happy, I feel healthy, I feel terrific! | ◇ I sell \$_____ in new sales each and every week. | ◇ It feels so great having a love check of \$_____ or more each and every month. |
| ◇ After all, the mark of a person is not how far and how fast they run from their problems, but how well they meet, face, and deal with those problems each day... | ◇ I book _____ interviews each and every week. | |
| ◇ I can, I will, and I'm going to succeed today! | ◇ I personally interview _____ new team members each and every month. | |
| ◇ I am radiant, radiating women to me who book, buy, and sell the best brand of skin care and color cosmetics. | ◇ I personally share with new qualified team members each and every month. | |

I DARE YOU TO PICK ANY OF THESE AFFIRMATIONS AND USE THEM DAILY FOR THE NEXT 21 DAYS. CALL ME AND LET'S TALK ABOUT IT AFTER YOU COMMIT TO DOING THIS.

THE ULTIMATE EYE AWAKENING

Take the #MKHYDROGELLING challenge. More info at [instagram.com/marykayus](https://www.instagram.com/marykayus)

Mary Kay® Hydrogel Eye Patches, \$40, pk./30 pairs

Treat your skin to a burst of cooling hydration. These pick-me-up patches, which contain glycerin to moisturize and help with water loss, gently hug the eye area to lock in benefits and help with the look of puffiness and dullness. Wait 20 tranquil minutes as the patches work their magic.

MARY KAY
HYDROGEL EYE PATCHES
TIMBRES HYDROGEL POUR LES YEUX
PARCHES DE HYDROGEL PARA OJOS
30 PAIRS | PAIRES | PARES
3.5 OZ. NET WT. / 100 g



BENEFITS:



COOL



SOOTHE



HYDRATE



DEPUFF



CONTACT ME, YOUR INDEPENDENT BEAUTY CONSULTANT, FOR YOUR EYE-TRANSFORMING PRODUCTS.

MARY KAY

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CONTINUE THE TRANSFORMATION BY ADDING YOUR FAVORITE EYE CREAM AFTER USE!

TimeWise® Firming Eye Cream, \$32

Indulge® Soothing Eye Gel With Calming Influence® Botanical Blend, \$16

MKMen® Advanced Eye Cream, \$26

TimeWise® Age Minimize 3D® Eye Cream, \$36

TimeWise Repair® Volu-Firm® Eye Renewal Cream, \$42



START WITH A BANG!

JULY

Add some pep to your step, and start the new Seminar year off right!

When you approach each day with fresh energy, forward momentum and a determined attitude that expects nothing less than success, you'll see incredible changes in every area of your business.

It starts with your sales goal. When you set and achieve a retail selling goal to support a \$600* or more wholesale Section 1 order this month, you will earn the July jewelry piece, designed by R.J. Graziano. The July jewelry piece is a pair of star-studded dangle earrings to light the way forward. These earrings are perfect worn alone and are sure to complement many of the *Spark a Chain Reaction!* jewelry pieces you'll earn when you achieve this production goal in the months ahead.

So get started by channeling your energy into product sales and team-building, and fuel your fire for the rest of the year!

SPARK A CHAIN REACTION!

Visit *Mary Kay InTouch*® for complete challenge rules and details.

*The \$600 or more wholesale Section 1 order requirement per month can be placed in one single order or placed in cumulative orders, as long as the orders are placed in the same calendar month. Customer Delivery Service, Guest Checkout and EZ Ship order amounts also will count toward your \$600 or more wholesale Section 1 requirement. You'll receive your jewelry piece inside your qualifying order. One jewelry piece per contest achievement each month.

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Return Service Requested



**Words of Wisdom
by Mary Kay Ash**

Enthusiasm spreads like a prairie fire before the wind. It's the leaping lightening that blasts every obstacle from its path that effectively communicates and helps you sell your ideas to others.

INCOME PRODUCING ACTIVITIES

(IPAs)

- A. One Skin Care Class (3 facials and \$100+ retail)
- B. Two Facials (\$100+ retail)
- C. Customer Service Sales (\$100+ retail)
- D. One Interview (questionnaire completed and turned in)
- E. Follow up with sharing material (ask closing questions and turned in)
- F. \$100 in sales in one day
- G. One Guest/Model who stays for marketing information (questionnaire completed and turned in)
- H. Seven NEW contacts (phone or in person—must get name and telephone number)
- I. Two NEW Bookings
- J. One NEW Team Member

DO YOU WANT RESULTS FROM YOUR MARY KAY BUSINESS? MONEY?? CAR?? DIRECTORSHIP??

Concentrate on... IPAs

In this day and age, it's time to work smarter and harder. By getting back to the basics of Mary Kay, your business will succeed, and you'll take advantage of tried and true methods that others have worked out before you. Use scripts from Intouch. Work full circle. Hold classes instead of facials. Most importantly— focus each moment you are working your business on Income Producing Activities! It's important to make money and get greater results from your business. The only way to do that is to focus on doing those activities that will get you to where you want to be and work those activities consistently!

Part-Time Consultant (Part-Time Pay)

Complete any five activities each week or one per day.

Full-Time Consultant (Full-Time Pay)

Complete any 10 activities each week or two per day.

Want to Drive FREE! (Full-Time Pay)

Complete any 15 activities each week or three per day.