



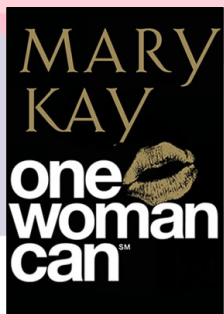
Jo's DREAMS

NEWSLETTER

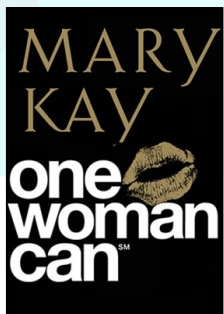


Living The Dream

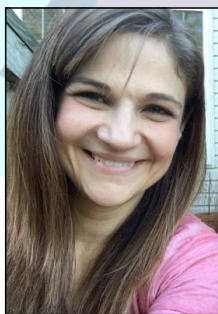
March 2021 Unit Newsletter



Monique Papia
Queen of Wholesale



This Could Be You
Queen of Sharing



Lisa LaMalfa
Queen of YTD Retail

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

**FIRE UP
YOUR
GOALS!**

MARCH

Congratulations On-Target Stars:

Here's how much you need to finish your next star by 3/15/21

Star Achieved	Name	Current Wholesale	WS Needed for Next Star
	Kelly Schadt-Kelly	\$504	\$1,297
	Tiffany Anthony	\$416	\$1,384
	Peggy Blackwell	\$375	\$1,425
	Lisa LaMalfa	\$364	\$1,436
	Melinda Coca Adams	\$309	\$1,491
	Stephanie Mansdoerfer	\$303	\$1,497
	Judith Dusek	\$279	\$1,522
	Maria Jannotti	\$273	\$1,528
	Amanda Iler	\$265	\$1,536
	Monique Papia	\$264	\$1,536
	Ellen Smith	\$251	\$1,550
	Vicky McShane	\$239	\$1,562
	Ashley Buttner	\$235	\$1,565
	Jorayn Lundy	\$231	\$1,570
	Kimberly Williams	\$227	\$1,574
	Kelly Hoehn	\$226	\$1,574
	Marie Achille	\$226	\$1,575
	Elizabeth Pyc	\$122	\$1,679
	Jeanne Peterson	\$120	\$1,680
	Danielle Borzor	\$116	\$1,684
	Carol Stone	\$92	\$1,709
	Miriam Johnson	\$84	\$1,716

Sparkle On! Each month you achieve the Spark a Chain Reaction Challenge, you'll receive a beautiful piece of jewelry from the exclusive collection by R.J. Graziano. Each piece serves as a reminder that you have sparked success in your business, and your production goals are a link to the next step.





From the Director's Chair

Dear Dream Members!

As we jump into March, I am so very excited. Mary Kay's Clinical Solutions is just astounding. So many of my customers are loving this new product, and I am sure yours are too. If you haven't tried it yet, order today, and pick up some of the cute limited-edition lip kits while you're at it. I love being a part of a company that enriches women's lives during International Women's Day, and so we're going to rock this entire month. That's actually one of the themes- Rockin' Recognition. I hope you'll join us on Wednesdays for the Facebook Group Live event.

We are a few months away from the end of the seminar year, and this has certainly been one of the most unique seminar years I've ever experienced. It got me thinking about how each of our journeys is different and unique as well. Each day we pause, check in on our business and our goals, and remind ourselves of why we are pursuing them. Each day may look and feel a little different too. While you may be out selling product to pay for private school, today you may also be reaching out to change a friend's life, to boost someone's confidence, or to offer great service because you really care. Some days you may just go through the motions and you're grateful you have things on the books because you'd rather just stay in bed. What matters most is that we keep showing up, keep checking our progress, and keep working that next step towards our goal. By renewing our focus each day, we often are intuitively drawn to certain people and to new ideas and practices, and when those moments come, it feels amazing!! That's when we feel so lucky and make our own luck.

I believe our unit is out there making miracles happen every day in Miracle Filled March! Think of all the new prospects ready to begin their business. When was the last time you were around a new consultant? They generate tremendous amounts of energy and excitement! Our momentum is building as we are stepping out of our comfort zones and sharing this opportunity! Do you realize you are only a decision away from Rockin' a Red Jacket?!! Keep focused on making March your BEST month ever. Forget the luck and get out there to make those miracles happen!

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 every **Monday at 7pm EST** for Consultant Training Zoom 528 478 3269
- **Monday's 6pm EST** Career Chats Zoom 750 123 9828
- **Thursday's 8pm EST-Nighttime** Facial Fun Zoom 750 123 9828
- **In Person Recognition Event Saturday March 28th Location TBA**
- **March 3,10,17 & 24 Join Mary Kay LIVE on My Mary Kay Facebook page- Prizes & Recognition**
- **April 1:** Online DIQ commitment form available beginning 12:01 am Central time until midnight on the 3rd.
- **April 2:** Good Friday. All Company offices closed.
- **April 4:** Easter Sunday
- **April 17:** Last day to enroll online for summer PCP mailing of The Look, including sample (while supplies last).
- **April 21:** Happy Administrative Professional's Day!
- **April 22:** Happy Earth Day.
- **April 23 & 24:** Virtual Career Conference- Stay Tuned to InTouch for registration details
- **April 29:** Last day of the month for consultants to place telephone orders.
- **April 30:** Last day of the month for consultants to place online orders. Online agreements 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.



each and
EVERY DAY,
ask yourself:
WHY NOT?

Mary Kay



Year to Date Retail Court

1	Lisa LaMalfa	\$4,038.00
2	Amanda Iler	\$3,817.00
3	Carol Stone	\$3,687.50
4	Miriam Johnson	\$3,662.50
5	Tiffany Anthony	\$3,158.00
6	April Aaron	\$2,922.00
7	Cris Olerich	\$2,367.00
8	Melissa Leedy	\$2,283.00
9	Kelly Schadt-Kelly	\$2,119.00
10	Danielle Borzor	\$2,052.50
11	Peggy Blackwell	\$1,592.00
12	Ashley Buttner	\$1,578.50
13	Judith Dusek	\$1,465.00
14	Jorayn Lundy	\$1,411.00
15	Marie Achille	\$1,353.00
16	Elizabeth Pyc	\$1,285.00
17	Staci Jones	\$1,220.00
18	Gayle Marretta	\$1,181.00
19	Stephanie Mansdoerfer	\$1,132.50
20	Melinda Coca Adams	\$1,086.00

Thank You Consultants Who Invested in Their Businesses in February

Monique Papia
\$264.00

Ellen Smith
\$250.50

Featured Product of the Month:

NEW! Lip Kit,
\$28 each

Expertly paired lip liner
and matching lipstick
shades offer seamless
color. Available in Nude
& Pink.



Spring 2021 Program PCP Participants

Melissa Olsheski
Monique Papia
Judith Dusek
Staci Jones
Cris Olerich
Kelly Schadt-Kelly

Ask Yourself: Who Do You Know?

FORMER OCCUPATION:
Homemaker

*"You have to go out every
day to sell and see the
potential in people. Success
is not at home. It's in
working with honesty and
commitment."*

National Sr. Sales Director :
Rosa Bonilla



Our Unit At A Glance

Consultants

Amanda Iler
Ashley Buttner
Carol Stone*
Chloe Bethel*
Cris Olerich*
Danielle Borzor*
Diane Bryant*
Elizabeth Pyc*
Ellen Smith
Gayle Marretta*
Jeanne Peterson*
Jorayn Lundy
Judith Dusek
Kelly Hoehn*
Kelly Schadt-Kelly
Kimberly Williams*
Lisa LaMalfa
Maria Jannotti*
Marie Achille
Melinda Coca Adams
Melissa Leedy*
Miriam Johnson*
Monique Papia
Peggy Blackwell
Sandralee Elsenbroek*
Simone Montoute*
Stephanie Mansdoerfer
Tiffany Anthony
Tracey Reger*
Vicky McShane

Ready to Move On Up!

All active consultants can earn a one-time \$100 Red Jacket Team-Building Bonus for adding a first-time Red Jacket!

Senior Beauty Consultant

Requirements:

- 1-2 Active Personal Team Members
- You Must Be Active

Benefits:

- 4% personal team commission

Star Team Builder

Requirements:

- 3-4 Active Personal Team Members
- You Must Be Active

Benefits:

- Wearing a Fabulous Mary Kay Red Jacket!
- Earn a 4%, 6% or 8% team commission
- Earn a first-time Red Jacket bonus
- Receive TB bonuses



Team Leader

Requirements:

- 5-7 Active Personal Team Members
- You Must Be Active

Benefits:

- Earn a 9%-13% personal team commission
- Receive \$50 Team-Building bonuses
- Earn the use of a Career Car or Cash Compensation



Elite Team Leader

Requirements:

- You Must Be Active
- 8+ Active Personal Team Members

Benefits:

- Earn a 9%-13% personal team commission
- Receive Team-Building bonuses

Director-In-Qualification

Requirements:

- 10 Active Personal Team Members
- You Must Be A Star This Quarter (or Last Quarter)

Qualification

Requirements:

- Qualify in 1-3 months
- 24 total active DIQ unit members
- \$13,500 total DIQ unit wholesale production
- \$4,000 monthly DIQ unit wholesale production minimum
- \$3,000 maximum personal wholesale production



Haven't joined My Mary Kay Facebook Group?

You're missing out! It's the official Facebook group exclusively for U.S. Consultants. From live videos and promotions to product education and coaching, this private group has everything to keep you up to date on all things Mary Kay!

We're Rockin' Recognition in March!

MK's planned a weekly Facebook Live series on the My Mary Kay Facebook group, where we'll celebrate a distinct group of achievers each week with fabulous prize giveaways and interactive online recognition. The Reco Girls prize patrol will also be in the virtual house to randomly surprise and delight those who tune in and share their Seminar goals in the social feed. It's going to be a blast that you will not want to miss!

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!



March Birthdays

Colette Vann	07
Lori Sanchez	10
Melissa Leedy	13
Ana Maria Hernandez	20
Irene Earley	23

March Anniversaries

Veronica Warren	6
Jorayn Lundy	2
Krista Darby	1
Ana Maria Hernandez	1

"I say luck is when an opportunity comes along and you're prepared for it."

~Denzel Washington

Truck Team Contests

Pre SPARK
1st-15th!

Place a \$225 whs
order by The 15th
&
Earn a Gift Card!



Jo's Dreams "Truck Team"

**MARCH Unit
Goals!!**

15 Selling Appointments
15 Career Chats
5 Sparklers
5 NEW Unit Members
2 Recruiters
\$8000 Unit Production

Pizza Party at our Monthly Event
when we hit our goals!
(Last Saturday of the month @
6pm!)

**JO'S DREAMS MARCH "TRUCK TEAM"
WHOLESALE CLUB CONTEST**



**\$420 WHOLESALE
MK TRAVEL SHOE
BAG!**

\$600 WHOLESALE SECTION 2 SUPPLIES!

**\$800 WHOLESALE
YOUR CHOICE!**



**\$1000 WHOLESALE
DESIGNER HANDBAG!**



**"PRE-SPARK" GIFT CARD BONUS REWARD
WHEN YOU ORDER \$225 WHOLESALE BY THE
15TH OF THE MONTH!**

PIC-COLLAGE

Jo's Dreams "Truck Team"
Results Club Contest

We are looking for 20 women who
could use \$210 every 2 weeks!

**BE the Woman &
RECRUIT the Women!
2 Way s to Win!**

*I Did \$420
Wholesale!*



*I Have 2 New
Team Members!*

"I Did Both" BONUS!!!

BOTH Prizes + Gift Card!

PIC-COLLAGE

**Jo's Dreams
March "Truck Team"
Activity Club Contest**

1

**Hold 4 Selling
Appointments**

2

**Hold 4 Sharing
Appointments**

3

**See 10
Faces**

**Do 2 out of 3 =
FREE Product!**

**Do All 3 =
Product + MK Gift!**

PIC-COLLAGE

2021 Jo's Dreams Regular Unit Happenings

Consultant Training
Mondays @ 7-8pm
zoom.us / code 528
478 3269



Nighttime Facial Fun
Thursdays @ 8pm
zoom.us / code 750 123 9828



Career Chats
Mondays @ 6pm
zoom.us / code
750 123 9828

IN-PERSON Recognition Event
Last Saturday of Every Month
@ 6pm / Locations TBD Monthly

PIC•COLLAGE

Mary Kay Multi-Unit Monthly Motivation!

In-Person
Special Event
&
Recognition
Night



Last Saturday of Every
Month @ 6pm

See You There!
March 27th @ 6pm

@ Raining Berries
25595 Sierra Center Blvd.
Lutz, FL 33559

PIC•COLLAGE

Truck Team March 2021

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
I attended my Unit Meetings Every Week!	Monday = "Monday" 1 0 < 0 2 "" 1	Monday = "Tuesday" 1 1 < 0 2 "" 22	Monday = "Wednesday" 1 2 < 0 0 3 "" 33	Monday = "Thursday" 1 3 < 0 4 "" 44	Monday = "Friday" 1 4 < 0 5 "" 55	Monday = "Saturday" 1 5 < 0 6 "" 66
	Sell a Mascara & Remover \$32	Share with 1 Person	Sell a Lipstick \$18	Sell a Repair Set \$205	Hold a Selling Appointment	Sell a Soap & Sanitize Set \$18
7	8	9	10	11	12	13
Sell a Mint Bliss \$11	Sell a Satin Body Set (wash, scrub, lotion) \$54	Sell a Fragrance \$40	Hold a Selling Appointment	Share with 1 Person	Sell a Filled Petite Palette \$40	Sell a Clinical Solutions Set \$120
14	15	16	17	18	19	20
Sell a 3D Set \$110	Hold a Selling Appointment	Sell a Foundation & Primer \$45	It's St. Patrick's Day! Sell an Emerald Noir Eye Shadow \$8	Sell a Hand Cream \$12	Share with 1 Person	Sell a Targeted Action Toning Lotion & Subtle Tanning Lotion \$50
21	22	23	24	25	26	27
Share with 1 Person	Sell an Eye Patches \$40	Sell a Clinical Solutions Set \$120	Sell an MK Men Shave Foam & After Shave Gel \$30	Sell a Satin Set (Hands & Lips) \$58	Sell a Lip Gloss \$16	Hold a Selling Appointment
27 = 0, "" 27 < 31 28 "" 2828	28 = 0, "" 28 < 31 29 "" 2929	29 = 0, "" 29 < 31 30 "" 3030	30 = 0, "" 30 < 31 31 "" 3131		0 = 0, "" 28 < 31 29 "" 29 : 0 = 0, "" 29 < 31 30 "" 30	
Sell a Clearproof Set \$45	Sell a Color Look (Filled Palette, Gloss & Remover) \$120	Hold a Selling Appointment	Sell a Microderm Set \$55	\$210 Week 1 _____ \$210 Week 2 _____	\$210 Week 3 _____ \$210 Week 4 _____	I did \$800 Wholesale Club!
I did my Pre-Spark \$225 Wholesale by the 15 th 10 = 0, "" 30 < 31 31 "" 31	I have a new Team Member! 0 = 0, "" 31 < 31 31 ""	I did \$420 Wholesale Club!	I held 4 Selling Appointments this month!	I did BOTH! \$420 Wholesale & 2 Team Members!	I am a Sparkler! \$600 Wholesale Club!	I put product on 10 faces this month!
	I have a new Team Member?	I did \$1000 Wholesale Club!	I held 4 Sharing Appointments This Month!			

"BE THE WOMAN & RECRUIT THE WOMEN" Sell \$210/Week To Order \$420+/Mo!
\$210 in sales x 4 weeks
= \$840 Retail
= \$420 in orders
= \$420 in your pocket!

Sell and Share Any Box on Any Day!
Pick a selling and/or sharing goal every day (or equivalent dollar amount)! You will receive additional prizes when you've sold/shared on 10, 15 or 20 days of the month!

Check Your Boxes to Track Your Progress!
And Watch Your Income Rise and Business Grow!

"I am Looking for 20 Women who could use \$210 every 2 weeks in 2021. Who do you know that needs extra money?"

A MARY KAY CAREER CAN REALLY

Put You In The GREEN!

Aye! With a Career Opportunity like Mary Kay, you won't need the Luck 'O the Irish to rake in the GREEN! And this is no Blarney!!

Thanks to Marla Young for the original inspiration for this idea.



- **SO MANY OPTIONS!**

You can choose to do one-on-one facials, double facials, classes, internet sales, book orders, fundraisers, office sales... the possibilities are endless! And there are NO Quotas! You can also choose to move on up or stay a consultant.

- **HOT PRODUCTS!**

Mary Kay simply has the *best* products on the market! We stay current with market trends and fashions! We also have amazing timeless skincare, and our customers are very loyal to our brand!

- **ADVANCE AT YOUR OWN PACE!**

How many companies allow YOU to decide when you want to be promoted? Mary Kay does! You can move yourself up the Career Path whenever you decide to! There's NO "glass ceiling" and no limit to how far you can go!

- **MONEY!**

Mary Kay pays the highest commission in the Direct Sales Industry - 50%! No one pays more, and very few meet this level!

- **REORDER BUSINESS!**

With a consumable product like ours, your customers will wash the product down the sink every night, use it up, and need more!

- **ON-GOING, FREE TRAINING!**

Your Sales Director will be your business mentor & cheer you to success! There is also LOTS of training on your Mary Kay In Touch website and in your kit! Weekly meetings provide on-going training, support, & recognition!

- **CARS!**

You can qualify for the use of a Career Car: the Cruze; the Equinox, Ford Fusion, or the famous Pink Cadillac! Or choose Cash Compensation!

- **KEEP FAMILY & FRIENDS ON YOUR CUSTOMER LIST!**

It doesn't matter where they live or even if you move! Your business goes with you, because there are NO territories! You can have customers and team members all over the country!

Sharing Tips

MILLIONS OF WOMEN CAN
BECAUSE OF MARY KAY.

YOU CAN, TOO!

#MyMKLife

Don't be afraid of a NO. Everyone has them, and the world doesn't come to an end. If you don't ask, you won't get a no, but you'll never get a yes!

We Believe
IN THE
EMPOWERMENT
OF WOMEN

Don't be like the man who approached W. Clement Stone and asked for referrals. Stone suggested he use the phone book since there were lots of people there. The man assured him he couldn't do that but knew he could sell if Mr. Stone would give him some leads. He left with a list the secretary prepared and was back a week later raving about his results and asking for another list. He was again advised to go to the phone book and again said he could never do that. "But you just did!" was Mr. Stone's reply. I asked my secretary to take one name from the A's one from the B's, etc.

Don't prejudge. You'll want to give her the opportunity to make her decision.

- If she is rich, she may need Mary Kay for personal growth.
- If she is successful, she can be successful through Mary Kay without compromising her priorities.
- If she is busy, busy people get the most done.
- If she needs money, that's why she needs Mary Kay!
- If she can borrow the money for her starter kit and/or inventory, she can repay that loan from her Mary Kay profits, not her already tight budget. Remember, many NSDs had little or no money when they started!

Always follow up! Unless someone says absolutely no, they may be scared and need more information. Let them know you are thinking of them. Call them and thank them again for being your guest. You don't want time to slip away before you follow up.

There is no shortage of people, but there is often a shortage of belief. Mary Kay says, "If you think you can, you can... if you think you can't, you're right!" Take time to learn how much what you say and think to yourself will make a difference in your success by the power of your subconscious mind.

Don't be afraid of inventory. I would tell a prospective team member that I decided to stock inventory from the beginning because it enabled me to provide on-the-spot delivery. You may want to tell them that they can make that decision after they decide they want to become a Consultant. It isn't a requirement to have inventory, so their first decision simply needs to be their commitment to begin.

Bring a guest to everything!

- Ask someone to come as your model.
- Ask her because she was your high hostess last week or she was your highest reorder for the week.
- Ask because you want to share your unit meeting with her. Ask for whatever reason, and bring a guest to everything!
- Ask her because you CARE. You'll never know whether she'll love it unless you bring her.

By Karen B. Ford

MILLIONS OF WOMEN CAN
BECAUSE OF MARY KAY.

YOU CAN, TOO!

#MyMKLife

Are you Ready to E-Party?

Hi Everybody!

I am so excited about what I am about to share with you! I am hosting an E-Party with Mary Kay for my consultant, _____. I would love to later do a fun girlfriend party in person, but this is a way to let you know what I already know... how great Mary Kay products are! My consultant's personal website address is www.marykay.com/ . Her site has the full Mary Kay catalog, lots of great gift ideas for every holiday, product education, and great links about health and beauty.



An E-Party is where you visit _____'s website within a certain time frame, and I earn Free Product for any orders that are placed from you during that time, just as if we had the party in person!

What is in it for you? When your order totals \$40 or more, you get an awesome gift with purchase. For each \$40 of your order, your name goes in a drawing for the Mary Kay Brush set... (a must have). And you have the opportunity to schedule your own appointment with her to enjoy some in-person pampering time and have the opportunity to get FREE product or great discounts!

I know that you will enjoy your online shopping 'experience. Simply go to her site at the above address, enjoy shopping in your pjs, and choose either in-person payment or online. In addition, in the comments section, tell her that you are part of my E-Party so I will get credit. She will deliver it to your door or mail it to you if you live out of town or out of state... You will love working with _____. She is fun, helpful, and never pushy.. Thank you in advance for your support.

Oh, just one more thing. If you have a consultant who works regularly with you for your skin care, color and gift needs, _____ would never take your business. You can shop for this class, but she won't keep a file on you for future reference, so please tell her when you speak or email.

Our E-Party will begin on _____ and continue until _____. Feel free to email _____ with any questions.

Today is the day...my E-Party has started! It will run until _____ (date, time). So, be sure to visit _____ site at www.marykay.com/ _____ before my time expires.

Her site has a full online catalog with some interactive things as well. She accepts Visa, MasterCard, Discover, check, or cash, and it is totally secure. As a reminder, for each \$40 of orders on your ticket, your name will be entered into a drawing for an awesome set of Mary Kay brushes. See online. And when your ticket is \$40 or more, you get a great gift with purchase.

If you decide to host your own E-Party or a group appointment, you will get an additional gift, and you will help me as well. Make sure to email _____ directly from the site and tell her that I am your hostess! Her email is _____@marykay.com. Thanks everybody! **Have fun!**



THE THREE D's of SUCCESS

**FIRE UP
YOUR
GOALS!**

DESIRE

Desire is the starting point of every decision you make. Before any improvement takes place, you must desire to make a change in your life. It can be the desire to get in shape, to have more energy and vitality during the day. It can also be the desire to make more money and enjoy what you do for a living. Whatever change takes place for good or bad, it must start with a desire. What do you desire? What changes do you think about making each day? Perhaps you want to stop smoking, or lose some unwanted weight. Whatever it is, realize that before it can happen, you must have a strong desire to make it so. Once that is in place, you can proceed to the next piece of the puzzle...

DECISION

This is where the action takes place. Having the desire to change is not enough; you must also make the decision to put your thoughts into motion. Knowledge isn't necessarily power. It only becomes powerful when you put it into practice. The same is true for your desires. Have you made a concrete decision to begin taking action towards your desires? If you have merely tossed an idea around in your head from time to time, you won't soon realize success. You must decide with conviction that you will make a change for the better, and that you deserve greater success and happiness. Take action, make the decision to improve.

DEDICATION

Having the dedication to stick with your desires in the face of obstacles and setbacks completes our picture of success. No one does everything perfectly their first time. You won't either. Accept that short-term failures can happen, and learn from them. Keep your initial desire in mind during the process and you'll maintain the dedication necessary for success. Keep your goal in front of you. Never let it slip from your mind or memory. Life is hectic and can seem overwhelming at times. It is vital that you not let your goals and dreams be put on hold while you put out the fires of everyday living. Write them down, draw them, talk about them, think about them, act on them...do what it takes to keep your dreams alive and well until they become part of your reality. If you have the desire, make the decision to take action, and dedicate yourself to the goal; you will be successful in the end. You can put this advice to use right here, right now.

Every success, no matter how great or small, is the direct result of the three D's. Without them, you will have no chance of improving your life, no chance of living your dreams. But with them, you will have the power to create a new life and look forward to each day more than the one before.

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

MARY KAY

HELP! MAYDAY! SOS!

Taken from an article by Martha Beck

1. **Frame all your problems as how-to questions.** Simply phrase all your problems as "how" questions: "How do I break through the glass ceiling in this company?" "How should I go about changing this flat tire?" "How can I help cure this disease?" Whether your problem is tiny or monumental, asking "How...?" means you're a capable person in the process of becoming even more capable—not a charity case or a manipulator's mark. The more actively you pursue the knowledge and skills to extricate yourself from a mess, the more new sources you'll locate.
2. **Locate sources of information and insight.** The more specific your how-to questions, the more quickly they'll lead to useful strategies or solutions from individuals, books, TV shows, websites and a thousand sources you won't even notice until your attention is primed. As New York Times columnist Thomas Friedman (among others) has pointed out, the accessibility of information has exploded so dramatically over the past few decades that humble individuals can now solve problems and perform feats once reserved for a few elite experts. To paraphrase the adage: If you wheedle a fish from someone, you'll eat for a day; if you wheedle advice from a great fisherman, you'll eat for a lifetime.
3. **Take fishing lessons.** The key here is that you're soliciting help that won't diminish the resources of the other person. Each person's supply of "fish" (time, energy, funding) is limited, but fishing know-how can be replicated infinitely, at negligible cost. Even if you're going with a money problem to your filthy rich uncle, ask for education, not a handout. "Please give me money" is a self-disempowering request. "Please show me how to resolve this financial muddle" is a self-empowering one, even if Uncle Buckmeister also pitches in with a cash donation (which he's much more likely to do for a determined problem-solver than a simple beggar). If you honestly set out to learn how to untangle your own snafus, you'll find that even people who shy away from raw neediness start offering advice.
4. **Receive with gratitude, not grasping.** Whether you've asked for it or not, help that's given freely is part of grace, meaning that the only response necessary to satisfy the norm of reciprocity is gratitude. And what I mean by gratitude is not "Thanks...and what else can you do for me?" Grasping at help like a drowning swimmer tends to scare away the resources you've already got, as well as potential assistance. Once you start pushing the limitations of your own abilities and learning to solve your own dilemmas, you'll find that many are actually out there looking for you, wanting to be of use to you.
5. **Pay it forward.** You're going to end up receiving support--both material and intangible--much of which you couldn't repay if you wanted to. (Who could pay back the gifts of a great teacher?) At this point, the norm of reciprocity will express itself in you as a spontaneous desire (not obligation) to help others. You'll come to understand that asking for aid doesn't need to be dangerous. By playing an active part in your own deliverance, you'll get the most helpful thing of all: the realization that anyone--angry spouse, lost pet, struggling novelist, tiny newborn, grieving parent, or you at your very worst—is always well within the reach of grace.

This time of year it's easy to get overwhelmed. There's so much going on for everyone. Don't be afraid to reach out and ask for help! Your family and friends will be happy to rally around you and pitch in. When offering help and support to your new team members and sister consultants, remember to let them learn while you earn! When you set an example, you will teach them to do the same—and you'll both WIN!

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MARCH

SPRING INTO ACTION AND FIRE UP YOUR GOALS FOR BUILDING YOUR BUSINESS. BOOK MORE PARTIES, SELL MORE *MARY KAY*® PRODUCTS, MEET POTENTIAL NEW TEAM MEMBERS AND SHARE THE OPPORTUNITY EVERY CHANCE YOU GET. ALL OF THESE THINGS CAN IGNITE YOUR DRIVE AND DETERMINATION AND HELP YOU MOVE CLOSER AND CLOSER TO YOUR GOALS.

Your first goal can be about increasing sales.

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 March jewelry piece designed by R.J. Graziano. The **March jewelry piece is a pair of elegant gold-tone link earrings** that can be worn alone or with other pieces of the *Spark a Chain Reaction!* jewelry collection you have earned or could earn when you achieve your monthly production goals.

*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 order requirement. You'll receive your jewelry piece inside your qualifying order. One jewelry piece per challenge achievement each month.

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SPARK A CHAIN REACTION!

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



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28830 Falling Leaves Way
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WORDS OF WISDOM BY MARY KAY ASH

I believe that appreciation is the oil that makes the wheels of progress turn. I think it is so necessary to make people feel important because I truly believe that God did not have time to make a nobody – just a somebody.



This is your day to March Forth!

Folks who know me well know that I believe that the time to do something is always now. We should never wait until tomorrow to pursue the dreams that live in our hearts today. Too often we miss opportunities because we are more focused on waiting for the perfect day and moment instead of seizing all that today has to offer.

So while I don't believe in perfect days, I can't ignore the calendar. It is March 4th. Whether you see the date on TV, on your smart phone, or on your computer, the message is the same. Today is the day for you to **MARCH FORTH!**

We're familiar with the word forth meaning to move onward or outward in place or space, but the definition also includes coming out from concealment or inaction.

One of the most powerful pieces of advice I received came from my friend Valorie Burton. Valorie is an accomplished author, life coach and

speaker. She wrote, "Procrastination is one of the most effective and consistent thieves of untapped potential."

This is the perfect day to delete excuses and insert effort behind your talents. Don't let your goals intimidate you. Every step forward is progress. Thomas Edison once said, "If we did all the things we are capable of, we would astound ourselves."

And always keep in mind that even what you may see as your worst can outshine someone else's best. But you can't maximize your potential if you don't take the first step and march forth.

What are you marching toward this week?

By Mary Kay Chief Marketing Officer
Sheryl Adkins-Green

