



Toni's Tigers

SEPTEMBER NEWSLETTER WITH AUGUST RESULTS

QUEEN OF WHOLESAL



Kathy Cochran

PROUD REDS



Kathy Cochran



Elaine McGuire



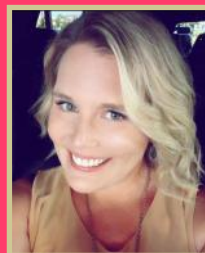
Carrie Hutchinson



POWER UP August Achievers



Kathy Cochran



Elyse Lassley



Jerrica McDowell



Toni Nipp



This could be YOU!



This could be YOU!

★ Quarter 1 On-Target Stars ★

Name	Whsl \$ + TB*	Sapphire	Ruby	Diamond	Emerald	Pearl
Kathy Cochran	\$1,633.50	\$166.50	\$766.50	\$1,366.50	\$1,966.50	\$3,166.50
Elyse Lassley	\$1,473.00	\$327.00	\$927.00	\$1,527.00	\$2,127.00	\$3,327.00
Jerrica McDowell	\$1,430.50	\$369.50	\$969.50	\$1,569.50	\$2,169.50	\$3,369.50
Carrie Hutchinson	\$1,089.00	\$711.00	\$1,311.00	\$1,911.00	\$2,511.00	\$3,711.00
Jennifer Meadows	\$992.50	\$807.50	\$1,407.50	\$2,007.50	\$2,607.50	\$3,807.50
Donna Ericson	\$782.50	\$1,017.50	\$1,617.50	\$2,217.50	\$2,817.50	\$4,017.50
Tracy Brazile	\$716.00	\$1,084.00	\$1,684.00	\$2,284.00	\$2,884.00	\$4,084.00
Elaine McGuire	\$710.00	\$1,090.00	\$1,690.00	\$2,290.00	\$2,890.00	\$4,090.00
Sheri LaMott	\$684.00	\$1,116.00	\$1,716.00	\$2,316.00	\$2,916.00	\$4,116.00
Sandra Lee	\$672.00	\$1,128.00	\$1,728.00	\$2,328.00	\$2,928.00	\$4,128.00
Tiffany Nipp	\$670.00	\$1,130.00	\$1,730.00	\$2,330.00	\$2,930.00	\$4,130.00
Cindy Goodell	\$649.00	\$1,151.00	\$1,751.00	\$2,351.00	\$2,951.00	\$4,151.00
Gloria Longbine	\$585.00	\$1,215.00	\$1,815.00	\$2,415.00	\$3,015.00	\$4,215.00
Hayley Derrington	\$551.20	\$1,248.80	\$1,848.80	\$2,448.80	\$3,048.80	\$4,248.80
Sonia Gray-Baez	\$540.00	\$1,260.00	\$1,860.00	\$2,460.00	\$3,060.00	\$4,260.00
Mary Ingleby	\$482.00	\$1,318.00	\$1,918.00	\$2,518.00	\$3,118.00	\$4,318.00
Toni Nipp	\$3,994.25	\$0.00	\$0.00	\$0.00	\$0.00	\$805.75

Shooting for the Stars!

TOP IN SALES COMPANY COURT OF SALES



Kathy Cochran



Jerrica McDowell



Elyse Lassley

CONSULTANT

Kathy Cochran

Jerrica McDowell

Elyse Lassley

Carrie Hutchinson

Donna Ericson

Sandra Lee

Gloria Longbine

Jennifer Meadows

Mary Ingleby

Elaine McGuire

YTD RETAIL

\$3,267.00

\$2,861.00

\$1,994.00

\$1,660.00

\$1,349.00

\$1,344.00

\$1,170.00

\$1,002.00

\$964.00

\$899.00

National COURT OF SALES



NATIONAL

\$40,000 rs/ \$20,000 whsl

AREA

\$20,000 rs/ \$10,000 whsl

UNIT

\$10,000 rs/ \$5,000 whsl

National COURT OF SHARING



NATIONAL

24 Team Members

AREA

12 Team Members

UNIT

6 Team Members

HOLIDAY SELLING & TEAM GUIDE



It's September, and the holidays are right around the corner! Get a head start on your holiday sales with Mary Kay's Holiday Sales and Team Building Guide! This guide is packed with tips, tricks, and strategies to help you maximize your earnings and build your team.

Watch the 2024 Team Building Holiday Video, take a look at the September guide, and start planning for a successful holiday season!

Download

Watch

Celebrating You!





OCTOBER BIRTHDAYS

CONSULTANT	DATE
Molly Edwards	1
Shari Welch	1
Miranda Szaloy	2
Donna Ericson	7
Peggy Szaloy	12
Angela Keeley	15
Veronica Huerta	17
Whitley Mitchell	30
Courtney Hembree	31

MK ANNIVERSARIES

CONSULTANT	YEARS
Carolyn Bushkie	42
Kathy Leteff	18
Deborah Chesser	15
Candice Warnock	11
Catalina Navarette	10
Jill Ebersold	8
Jennifer Campbell	4
Melissa Knowles	3
Linda Cantwell	2
Elizabeth Fannin	2
Mallori Baxter	1
Kasi Ure	1

LOOK WHO INVESTED

 Kathy Cochran	\$931.00	Deborah Wilson	\$264.50	Melissa Newbanks	\$227.00
Elyse Lassley	\$747.00	Nancy Wiedeman	\$258.50	Peggy Henry	\$225.50
 Jerrica McDowell	\$706.00	Pamela Cox	\$255.00	Carrie Hutchinson	\$122.50
Gloria Longbine	\$585.00	Marily Harrington	\$254.00	Tiffany Nipp	\$109.00
Sandra Lee	\$442.00	Leasley Davis	\$250.50	Melinda Weber	\$86.00
Donna Ericson	\$377.50	Tracy Brazile	\$249.00	Jennifer Ballard	\$76.00
Sheri LaMott	\$350.00	Jean Raisley	\$249.00	Cheryl Paget	\$58.00
Kathleen Rosco	\$348.00	Elaine McGuire	\$234.50	Judy Johnson	\$22.00
Wendy Tambunga	\$307.00	Norma Van Nostrand	\$229.50	Jennifer Meadows	\$19.00
Nicole Rushin	\$302.00	Jeanne Tickle	\$229.00	 Toni Nipp	\$1,307.50
Carolyn Bushkie	\$279.00	Brandy Monteleone	\$228.00	 On-Target for Year Long Consistency	
Hayley Derrington	\$275.50	Sonia Gray-Baez	\$227.00		

NATIONAL COFFEE DAY - SEPTEMBER 29



National Coffee Day is brewing on September 29th! Why not treat your customers to a fun promo with some special offers. Need prize ideas? Click the button for some or use your own ideas.

Here is a script you could use: It's National Coffee Day! Let's celebrate this caffeine-filled day with some fun!
Choose a number between 1 and 9, and I'll send you a special surprise based on your pick! Ready? Set... choose your number!

[Click for Details](#)



Steppin' Up The Ladder



SENIOR CONSULTANT

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

Carolyn Bushkie
Pat Creek
Hayley Derrington
Jerrica McDowell
Teri Meil



STAR TEAM BUILDER

3-4 Active Team Members
4, 6 or 8% Commissions
50% Discount on Red Jacket
\$50 Team Building Bonuses



Kathy Cochran
Elaine McGuire



TEAM LEADER/ ELITE TEAM LEADER/DIQ

5+ Active Team Members
9 or 13% Commissions
\$50 Team Building Bonuses
5% Second -Tier Team Commission (Elite/DIQ)

Carrie Hutchinson

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



Toni Nipp

START PLANNING
NOW

THE MARY KAY
FOUNDATION
inspiring beauty through caring

OCTOBER IS
**BREAST
CANCER**
AWARENESS MONTH

Details

POWERFUL AND IMPACTFUL

October and Breast Cancer Awareness Month are just around the corner! It's time to gear up for a powerful and impactful month for your business.

Here are some ideas for engaging with your customers:

- Pink Parties: Educate & entertain with pink-themed events.
- Customer Appreciation: Reward loyal customers for their support.
- Educational Workshops: Share tips on skin care & self-exams.

Breast Cancer Awareness Month is a powerful opportunity to make a difference in the lives of women while growing your business!

A BEAUTY BRIEFING WITH *Toni*

Believe in your heart
that you're meant to live
a life full of
passion, purpose,
magic and miracles.
~ Roy T. Bennett



Our Fall/Holiday Look started to mail this week, and it's filled with stunning new products, perfect for the upcoming festivities. Now is the time to connect with your customers about this exciting launch. The season of sparkle and shine is here!



WELCOME
NEW
CONSULTANTS

Kendra Jones

From Wilmer, TX

Sponsored by

Jerrica McDowell

Melissa Newbanks

From Severance, CO

Sponsored by

Toni Nipp

Fall is fast approaching; Summer is winding down and we are in full swing! It's time to harness our September superpowers and embrace the season of charge!

Did you know... September is Skincare awareness month! What a great time to rev up business and honor Mary Kay's 61 Year Anniversary!!

Here are a few things to keep in mind as we close out the first quarter and head into a new season:

- Fall/Holiday Look Books start mailing September 1. Early ordering privileges begin September 10, all consultants are able to order on September 15.
- Clean work areas; toss the old and restock supplies.
- Review and update your contact lists.
- Check your goals. Are they aligned with your vision for the year?
- Plan for the months ahead. Start thinking about the holidays.
- Try at least one new product and set up demo days with your customers.

Stay excited and fired up! This is going to be an AMAZING on-purpose month! I can't wait to see where we go next!

Love and Belief,

Toni



HAPPY ANNIVERSARY

61 Years of Beauty, Empowerment, and Innovation!

This month, we celebrate the incredible journey of Mary Kay Cosmetics. From its humble beginnings in 1963 to becoming a global beauty powerhouse, Mary Kay has inspired millions of women around the world. Happy Anniversary, Mary Kay!

Let's celebrate together! Share on your social media why you're grateful for Mary Kay, or reach out to someone you'd love to have join our Mary Kay team. Together, we can continue to inspire and empower women around the world.

FALL/HOLIDAY

Product Preview

Men's Hair and Body Wash Gift Set, \$28

NEW! Limited-Edition

Kick off his self-care routine with the limited-edition† Mary Kay® Men's Hair and Body Wash Gift Set that showers him in two fresh scents: MK High Intensity® and MK High Intensity® Sport.



NEW! Limited-Edition

Give the gift of sensorial self-care from head to toe with this full-body Belara® Bundle.



Belara® Body Lotion, \$22
Belara® Bundle, \$58

Liquid Eye Shadow, \$16



NEW! Limited-Edition Mary Kay Liquid Eye Shadow

Amp up your vibrant eye look in pigment-rich shades that range from subtle to intense.



Mary Kay Supreme Hydrating Lipstick

Supreme hydration meets intense color, now in five new royally hydrating shades.

Supreme Hydrating Lipstick, \$20

HOLIDAY BUSINESS PLANNING



MY HOLIDAY GAME PLAN

Get excited about this holiday season and make a BIG plan for what to accomplish. It will require a plan and a goal to work towards. This is the time to get ahead on your goals; pay off debt; work for something you want for you or your family. The sky is the limit! THINK BIG! GO TO WORK!

SEPTEMBER

- Plan your sales & personal calendar for the next 4 months
- Book skincare, supplements & fall look parties for Sept. and get wish lists from everyone
- Hold QVC style event in your customer VIP Group for Fall colors
- Have your customers invite friends to build your group
- Order Holiday products & gift wrapping supplies
- Anticipate sell-outs!
- Finish your STAR
- Contact Businesses for employee gifting/gift cards
- Contact Senior Centers for updated rules for Adopt-A-Grandparent
- Plan your Open House if you will be doing in-person
- Book Holiday Preview coffees w/ your customers
- Book them to be holiday hostesses for you
- Add a new team member as a "Holiday Consultant"
- Follow up with PCP customers once Fall/Holiday Look Books arrive

OCTOBER

- Create a Grab-and-Go gift basket with gift ready products and keep with you at all times
- Hold 5 Holiday Coffees
- Contact your customers' "Santas" about 12 days of Christmas
- Add team members so they can take advantage of Holiday Sales
- Follow up with businesses about employee gifts
- Launch your Adopt-A-Grandparent program
- Hold QVC style VIP Group event for Holiday products
- Send invites for in person Open House/ plan virtual Open House
- Hold skincare & mask parties - get wish lists and Santas from everyone
- Hold a product preview panel to get opinions on holiday products and book them to be a hostess
- Reverse Trick-or-Treat your neighbors - leave goody bags at their door with samples & info about gift wrapping services

NOVEMBER

- Hold 5 Holiday Coffees
- Hold updated QVC style Holiday product event
- Make a Holiday Glam Look video for your VIP Group and book glam parties
- Order your own gifts for friends and Family
- Send invites for open houses & follow up!
- Finish Adopt-A-Grandparent
- Get wish lists, invite guests to virtual events
- Call Santas, husbands, etc. for wish lists & 12 Days of Christmas
- Pink Friday / Small Business Saturday / Cyber Monday Sales
- Post in your customer group about stocking stuffers, gift sets, and gifts at different price points
- Hold Virtual Open House featuring Gift-Ready products in cute packaging
- Be sure inventory is ready for last-minute shoppers

DECEMBER

- Hold a "Last Minute Gifts" virtual open house - don't forget scents, bundles, men's products, stocking stuffers
- Deliver gifts
- Bring your Grab-and-Go basket EVERYWHERE with gifts at different price points
- Post in your VIP Group about your gift wrapping services
- Book "New Year, New You" skincare parties
- Hold virtual "Men Only" open house for gifting ideas
- Follow up with wish lists
- Finish your STAR
- Hold a 12 Days of Christmas Sale in your VIP Customer Group
- Call your customers for their PERSONAL needs - it's easy to forget yourself when you're shopping for others
- Sell New Year's Day "Morning After" Bundles with Indulge Soothing Eye Gel, Mint Bliss, and maybe a Charcoal Mask.

PLAN FOR SUCCESS



Toni's Tigers



Toni Nipp

7204 Ponte Vedra Dr
Frisco, TX 75036
214.226.7977

important dates

- Sep 1** - Fall/Holiday Look Books Begin Mailing
- Sep 2** - Labor Day
- Sep 13** - Mary Kay 61st Anniversary
- Sep 15** - Quarter 1 Ends
- Sep 16** - Quarter 2 Begins
- Sep 27** - Last day to place telephone orders
- Sep 30** - Last day to place on-line orders
- Oct 17** - Winter PCP Enrollment Ends
- Oct 30** - Last day to place telephone orders
- Oct 31** - Last day to place on-line orders

**POWER
YOUR
SALES**



When you order \$700+ whsl in
SEPTEMBER, you will receive this
MK-Branded Nylon Blanket
from the *Power Your Sales* Collection.

POWER YOUR SALES
12-MONTH CONSISTENCY CHALLENGE
JULY 2024 - JUNE 2025



Earn the Year Long Consistency Challenge
MK CALENDAR WITH QUOTES
when you achieve the *Power Your Sales*
Challenges each month,
July 2024 through June 2025.