

Monday, Nov 3, 2025

CONTESTS & PROMOTIONS

☺ **From Nov 1 - 30** when you place a single order for at least \$450 retail (\$225 Wholesale) you will receive on FREE pack of 5 reusable Makeup Remover Rounds while supplies last!

☺ **eCommerce Launch Date December 17th!** Check out The Connect Hub on Intouch for tutorial videos and checklists for setting up a My Shop Account and Stripe credit card processing account.

☺ **NEW Quarterly Drawing with \$500 in CASH giveaways 10/1/25-12/31/25** - \$250 will be given to a guest and \$250 to a consultant. Guests earn entries into this drawing by being a hostess, holding a sharing appointment or becoming a beauty consultant. Entry deadline is Sat. 1/3. We will have a LIVE give-away via zoom on Mon. Jan 5th at 8pm ET (7pm CT). This is a great way to ask for sharing appointments!

☺ **Power Up & Grow Selling Challenge Nov 1 - Dec 31**

Challenge 1: Sell \$1200 RETAIL/ Order **\$600 WHOLESALE** for **BOTH** months and earn the **800 Star Credits Reward!!** Congratulations to **Cindy Buffamonte** and **Debby LaMendola** for earning the Mary Kay Branded Felt Board!

Challenge 2: Debut as a NEW Sales Director Aug 1 - Jan 1, 2026 and earn a beautiful Bryan Anthony's Bee Necklace onstage at Leadership 2026

Challenge 3: Sales Directors who debut 2 or more first line offspring Sales Directors from Aug 1 - Jan1, 2026 will be invited to the Hat Bar Experience at Leadership 2026.

☺ **Unit Sales Consistency Challenge**

SELLING: July 1, 2025 – June 30, 2026 Each month when you place a cumulative **\$250+** W/S Sect 1 order, you will be on target to receive Consistency Club Prizes.

6 Month Consistency Challenge - July thru Dec - Consultants who complete a \$250 W/S order EACH month will receive a special prize! Congratulations to **Cindy Buffamone, Yajaira Toro and Michelle Sterner** who are ON TARGET by placing a \$250+ W/S order in July, August, September and October!

12 Month Consistency Challenge - Consultants who complete the challenge each month July through June 2025 can earn an additional Special Prize!

☺ **Star Consultant program!** Stretch to be a Star Consultant between **Sept 16th - Dec 15th** to earn a beautiful prize from Mary Kay! Sell an avg of \$300/week during the 13 weeks of the qtr to reach this goal. Plus you may receive referrals from Mary Kay as only Star Consultants are eligible for referrals! Congratulations to **ON TARGET Quarter 2 Stars: Yajaira Toro, Joanna Smith, Karen Koeppel, and Cindy Buffamonte!**

☺ **ALL-STAR Star Consultant Consistency Prizes** – Earn a DUNE London accessory or handbag, featuring iconic Mary Kay motifs such as jeweled bee details, when you are a Star Consultant every quarter! These prizes will be available at Seminar 2026. **On Target: Angela Jacob, Yajaira Toro and Cindy Buffamonte!**

☺ **UPDATE on The Queen's Court of Personal Sales** - qualification is now **\$45,000** Retail for the Seminar Year July 1, 2025 - June 30, 2026, which is selling \$866 per week!

☺ **Current Startup Options!**

- eStart \$35
- Pro Start \$90

CALENDAR

- ☺ **Mondays from 7:00 - 8:00pm ET (6:00 - 7:00pm CT)** - Monday Success Meetings on Zoom - NOTE NEW LINK!! Please Join Us!
<https://zoom.us/j/3369637376?pwd=Q1Qxck5lZTV1Y0F5emdBTExrWFBVZz09>
- ☺ **Wed. Nov 5th** - The Winter Look Book mails to our customers. Plan your follow up calls!
- ☺ **Mon. Nov 10th** - Early Ordering of the new Winter Products begins for 1st Qtr. Star Consultants and consultants who enrolled customers in the Winter Preferred Customer Program!
- ☺ **Wed. Nov. 12th - 8:00 - 10:00pm ET (7:00 - 9:00pm CT)** **Mary Kay National Area Virtual Fall Advance “Power UP and Elevate your Future!”** Get inspiration from corporate and sales force leaders who are deeply passionate about the MK opportunity and its enduring legacy. Go to Mary Kay National Area on Intouch to tune in.
- ☺ **Sat. Nov 15th** - Ordering for the NEW Winter Products begins for ALL consultants!
- ☺ **Mon. Nov 17th** - **Registration Opens for DIQs for Leadership Conference.** Registration Fee is \$215 if registered by Dec. 29th.
- ☺ **Sun. Nov. 30th** - Last day to place orders for the month and be a part of the Consistency Club!
- ☺ **Thurs. Dec 11th** - Deadline to enroll your customers for the Spring Preferred Customer Program for \$.95/customer. These Spring Look books mailed will include a sample of an exciting new skin care product launching in Spring 2026!
- ☺ **Wed. Dec 17th at 10am ET (9am CT)** - The NEW eCommerce platform goes LIVE!
- ☺ **Sat. Jan 10th - January Jumpstart** - Stay tuned for details
- ☺ **Sat. Jan 17 - Tues. Jan 20th** - Leadership Conference 2026 in Nashville, Tenn for all Sales Directors & DIQs!!
- ☺ **Fri. Mar 13th - Sat Mar 14th** - Career Conference in Pittsburgh, PA. Plan NOW to attend!
- ☺ **Aug. 7th - Aug 10th** - Mary Kay Diamond Seminar in Fort Worth, Texas! Plan NOW!!

RESOURCES

- ☺ **LEGENDS UNIT WEBSITE** www.debbylamendola.net Check it for Unit promos & training.
- ☺ **Daily Motivation Calls:** **Million Dollar Message** – 641-715-3900 Access Code 44336#

“Thought For The Week” - by Mary Kay Ash

“Make every day count, make every hour count, make every minute count. And don’t stop until you have exercised your full potential, realized your impossible dream and fulfilled your total destiny to become the person that you and only you are capable of being. Achieving success is a daily process.”