

Monday, Dec. 8, 2025

CONTESTS & PROMOTIONS

☺ **New Product Drop** - to help elevate your Holiday Sales, we have 3 new limited edition products to tempt your customers with. **Lavender & Coconut Body Spray \$18; Lavender & Coconut Hand Cream \$12 and Waterproof Eyeliner in Copper \$14. Order yours while supplies last!**

☺ **Saddle Up For Success Jan Jumpstart** - Excellent training and inspiration to help you cross the finish line at Seminar 2026! Light beverages and snacks provided.

When: Sat. Jan 10, 2026 from 9:30am - 12:30pm

Where: Fox Creek Community Center, 9510 Transit Rd, East Amherst

Registration: \$20 by Dec 15 (\$25 after Dec 15) Pay by Venmo @Sandra-Braun-10 and complete registration form

https://docs.google.com/forms/d/e/1FAIpQLSfzJgEZ5meyQmegHfOubID_ISKx6x6Zq7nHnzQokUEeQQqyzw/viewform

Recognition: Mid-Year Retail Sales & Sharing; Star Consultants; Red Jackets & DIQs; Kit & Commit Achievers. Special Pizza Party Celebration immediately following for: Red Jackets up to DIQs, Queens of Courts, Retail Sales above \$10,000, 6+ Great Start Team Members and Kit & Commit Achievers.

☺ **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. Jan 3rd. 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 **Yajaira Toro, Kelley Fisher & Cindy Buffamonte** for qualifying for November!

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 - Jan 1, 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 Buffamonte, Yajaira Toro and Michelle Sterner** who are **ON TARGET** by placing a \$250+ W/S order in July, Aug., Sept., Oct. and Nov.!

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 Ruby Star Angela Jacob and Sapphire Star Kelley Fisher!! ON TARGET Quarter 2 Stars: Yajaira Toro, Michelle Sterner 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!**

☺ **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>

☺ **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!

☺ **Mon. Dec 15th** - Deadline to place product orders to ensure delivery before Christmas!

☺ **Mon. Dec 15th** - Deadline for Early Bird Registration (\$20) for Saddle Up For Success January Jumpstart. See details above.

☺ **Mon. Dec 15th** - Last day to finish the 2nd Quarter Star Consultant challenge!!

☺ **Wed. Dec 17th at 6:00pm** - Unit Holiday Party at Debby's House - RSVP by 12/13 with what food item you can bring. Also bring a \$25 gift for a gift exchange!

☺ **Wed. Dec 17th at 10am ET (9am CT)** - The NEW eCommerce platform goes LIVE!

☺ **Wed. Dec. 31st** - Last day to place orders for the month and be a part of the Consistency Club!

☺ **Sat. Jan 10th** - Saddle Up for Success January Jumpstart

☺ **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 - "Belief" by Mary Kay Ash

"Still another necessary element of being your best is believing in yourself - capitalizing on your assets and making the most of your talents. Then decide what changes you want to make and what area you'd most like to improve. Once you know what it takes to make you feel terrific - and believe it's possible - you can start a positive move in that direction."