

# Million \$\$\$ Dazzlers

June 2025  
Newsletter  
May 2025 Results

## Congratulations Star Consultants!

Contest Quarter 4: March 16 through June 15, 2025



**Jeanie Kleen**



**Sapphire**  
142 Career Stars

**Joan Bert-McBurney**



**Sapphire**  
114 Career Stars

**Holly Cox**



**Sapphire**  
9 Career Stars

**Lets have a huge round of applause for Jeanie and Holly!!! They are four-quarter All Stars and achieved the Company's Year-long Consistency Challenge!**

Keep working your business, ladies! To participate in the *All-Star* Star Consultant Program and to achieve amazing rewards and prizes, Independent Beauty Consultants must achieve Star Consultant status all four quarters of a Seminar year.

### What it takes to be a Star:

**Quarterly Sapphire Star:**

\$1,800 Wholesale\*

**Four-Quarter Sapphire All Star:**

\$7,200 Wholesale & 4 quarters as a Star\*

**Quarterly Emerald Star:**

\$3,600 Wholesale\*

**Four-Quarter Diamond All Star:**

\$14,400 Wholesale & 4 quarters as a Star\*

**Quarterly Ruby Star:**

\$2,400 Wholesale\*

**Four-Quarter Ruby All Star:**

\$9,600 Wholesale & 4 quarters as a Star\*

**Quarterly Pearl Star:**

\$4,800 Wholesale\*

**Four-Quarter Pearl All Star:**

\$19,200 Wholesale & 4 quarters as a Star\*

**Quarterly Diamond Star:**

\$3,000 Wholesale\*

**Four-Quarter Diamond All Star:**

\$12,000 Wholesale & 4 quarters as a Star\*

\*Adding qualified recruits can increase your points!  
Each qualified recruit you add during the quarter will add \$600 to your wholesale amount (for purposes of determining your Star level).



## MONTHLY SELLING CHALLENGE

**July 1, 2024 and June 30, 2025**

It's time to unleash gravity-free thinking and turn goal-setting into goal-getting with the *Power Your Sales* Monthly Selling Challenge. Each month during the 2024–2025 Seminar year that an you order \$700 or more in wholesale Section 1 products, you can earn the monthly reward from the *Power Your Sales* Monthly Selling Challenge. The fabulous monthly rewards can't be found in a store – you can only get them by achieving this challenge.

## **Congratulations May Winners!**

**Holly Cox**



**Kathy Metcalf**

**Joan Bert-McBurney**

**Ann Petroni**



They earned this colorful Mary Kay-branded insulated cooler for achieving the *Power Your Sales* Monthly Selling Challenge in May!



Earn this sparkly pink Mary Kay-branded tumbler when you achieve the *Power Your Sales* Monthly Selling Challenge in June!

## **New Consultants**

### **Consultant**

Shawna Harmon

### **From**

Portland, OR

### **Proud Sponsor**

Jeanie Kleen

*Welcome to our Unit!*



Congratulations on your decision to begin a business with one of the best business opportunities available for women today! It's not where you start but where you finish so enjoy the journey along the way! Be patient, persistent, and **never, never, never give up!**

## **Welcome Back Reinstated Consultants!**

### **Consultant**

Blanca Gibbons  
Sue Laird  
Kathy Magnum  
Debra Streeter

### **From**

Anaheim, CA  
Huntington Beach, CA  
Brea, CA  
Vista, CA

### **Proud Sponsor**

None  
None  
None  
Ann Petroni



**for rejoining our unit..  
We're glad to have back  
on our team!**



# *From the Director's Chair*



## *Race to the Seminar Finish Line!*

Dear Dazzler,

Wow, can you believe we are in the last month of our Seminar Year? We need to be FOCUSED to achieve our goals and we need EVERYONE to play full out to the end of the Seminar year! I am so excited to run with you to the finish line! Together we can make great things happen. Please know that you can count on me to cheer you on and get a plan of action for the success you desire!

This time of year is so exciting with childrens' baseball & soccer games, weddings, graduations and all kinds of celebrations. How wonderful that we can weave our Mary Kay business around our life by just sprinkling it in between all the other exciting things that are happening. I believe one of the best advantages of being a Mary Kay Beauty Consultant is the opportunity to have a flexible schedule. What a gift!! Make sure that when you are out and about at all those wonderful social functions, that you have your "Mary Kay face" on and your business cards and samples with you so you can hand them out to people you meet. I've never met anyone who didn't want a free sample! Use the places where you are to build your business.

Always remember what Mary Kay said, "The purpose of having business cards is to give them away. Think about it, you know who you are, you know where you live, and you know what you are selling. The idea is to let other people know!! So make sure you give them away!" Great words of advice from Mary Kay Ash.

I am so very proud to be your director!

*Love, Barbara*



### *Dollars for Dazzlers Continues!*

**When we reach our minimum monthly Unit production goal, we will have a drawing for cash!**



Receive **one entry for every \$225 in wholesale** you order in a month.

When we reach our minimum production goal of **\$10,000 wholesale**, one lucky winner will receive **\$50 cash!**

When we reach our minimum production goal of **\$12,000 wholesale**, one lucky winner will receive **\$100 cash!**

When we reach our minimum production goal of **\$16,000 wholesale**, **two** lucky winners will receive **\$100 cash each!**

In order to collect your winnings, **you must notify me that you saw your name in the newsletter!** Look for it - it's in here somewhere! Let me know when you see your name and I will send you your winnings.

## Seminar Year 2025: July 1, 2024 through June 30, 2025

As of May 31st, 2025

### Court of Sales Top 5

#1



**Jeanie Kleen**  
\$18,302

#2



**Holly Cox**  
\$15,753

#3

Please send  
me your picture  
so I can feautre  
you!

**Carol Barlow**  
\$14,203

#4

Please send  
me your picture  
so I can feautre  
you!

**Joan Bert-McBurney**  
\$12,067

#5



**Corby Garay**  
\$8,660

### Court of Sales 6-20

#### Consultant

Ann Petroni  
Kathy Metcalf  
Mary Turley  
Jeannie Bettencourt  
Helen Lee  
Sherry Roberts  
Susie Trattler  
Kathi Fried  
Marge Griffin  
Laurie Evans  
Corinne Hooton  
Elvira Aboytes  
Veronica Castellanos  
Konnie Sartain  
Jennifer Vigil

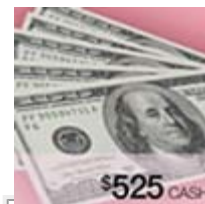
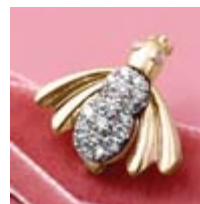
#### YTD Sales

\$7,558  
\$5,128  
\$5,028  
\$4,821  
\$3,891  
\$3,568  
\$3,498  
\$3,448  
\$3,157  
\$3,142  
\$3,044  
\$2,809  
\$2,690  
\$2,418  
\$2,399

### Court of Sharing

Looking for our new Queen!

#### Queen's Court of Sharing 24 Qualified\* Recruits



Be recognized on stage at Seminar  
and receive your choice of the  
diamond bee pin, ring, or charm bracelet!

\* Qualified: New Consultant must  
place \$600 wholesale order.

#### Queen's Court of Sales \$40,000 Personal Retail Production



Be recognized on stage at Seminar and  
choose one of these awesome prizes!

See you at the top!

# Congratulations Monthly Queens!



**Queen of Wholesale**  
Kathy Metcalf

Each Month, the Queen of Recruiting and the Queen of Wholesale will receive a gift! If there is a tie in the Recruiting category, the winner will be based on the new member's wholesale order.



**Queen of Recruiting**  
Jeannie Kleen

## Wholesale Orders Over \$225



Consultant	Amount
Kathy Metcalf	\$829.00
Holly Cox	\$731.00
Ann Petroni	\$727.50
Joan Bert-McBurney	\$727.00
Carol Barlow	\$543.00
Corby Garay	\$473.50
Jeanie Kleen	\$411.00
Sherry Roberts	\$375.00
Corinne Hooton	\$368.00
Helen Lee	\$367.00
Debra Streeter	\$348.50
Kathy Mangum	\$296.00
CynDee Allen	\$267.00
Dolores Cortez	\$257.00
Carolyn Hinmon	\$250.00
Susie Trattler	\$250.00
Laurie Evans	\$244.50
Yesenia Calderon Rodriguez	\$244.00
Blanca Gibbons	\$241.00
Moya Riley	\$232.50
Sue Laird	\$232.00
Jeannie Bettencourt	\$231.50
Angela Isaacs	\$228.00
Jane Schattke	\$227.75

Look Who's Working!



## Super Team Builders

**Consultant**  
Jeannie Kleen

**Recruits**  
1



## The Check Club

### 9% Recruiter Commission Level

Consultant	Amount
Carol Barlow	\$20.84
<b>6% Recruiter Commission Level</b>	
Jeanie Kleen	\$49.86
<b>4% Recruiter Commission Level</b>	
Jane Schattke	\$29.10
Holly Cox	\$19.12
Kathi Fried	\$14.72
Ann Petroni	\$13.94
Elvira Aboytes	\$9.76
Joan Bert-McBurney	\$9.60
Marge Griffin	\$8.64



Unfortunately, we didn't reach our Unit Wholesale goal of \$10,000 in May... We were only \$316 short!!! There was no monthly cash drawing. Remember, you could win this month by placing your \$225 wholesale order! Your order could make the difference. I want to give away up to \$200 CASH so let's reach our goal this month! I know we can if we work a little harder and you just might earn some cash.

# Climbing the Ladder of Success

## Ladies in Red

3 or more Active Team Members

### Team Leader Carol Barlow

Jeannie Bettencourt  
Moline V. Codner  
Jennifer J. Vigil  
Esther F. Gilliland  
Lisa J. Jordan  
\*Patty J. Huntley  
\*Charlene R. Lee  
\*Penny Munz  
\*Mary A. Turley  
\*Sylvia A. Danhouser  
\*Martha Sanchez

### Star Team Builder Jeanie Kleen



Janet L. Art  
Holly A. Cox  
Colleen Hubbell  
Lynn C. Ransford  
Shawna Harmib



Spot reserved  
for you!

## Red Ahead

Senior Consultants  
(1-2 Active Team Members)



### Joan Bert-McBurney

Diana E. Ceperley  
\* Christine Tapparo  
\*Darlene T. Hinson  
\*Colette M. Wagner  
Ann Petroni  
Debra Streeter  
Wanda M. Nootens

### Kathi Fried

Corinne L. Hooton  
Holly A. Cox  
Angela Isaacs  
Susie Trattle  
Lori Hafemann  
\*Stacie Bough  
Jane Schattke  
Ann Petroni

### Liz Donnan

Jane Schattke  
\*Anna Shoun  
Elvira Aboytes  
Yesenia Calderon Rodriguez  
Evelyn R. Aboytes  
Eulogia Vázquez  
Marge Griffin  
Marian A. Anderson

\*Indicates Inactive

*Follow the Steps to Success!*



**Don't stop until you get to the top!**



## June



Consultant	Day	Name	Year
Colleen Hubbell	2	Kathy Mangum	44
Martha Hurtado	2	Dee Green	36
Lisa Jordan	4	Jennifer Waters	35
Vicki Williams	7	Marge Griffin	31
Anna Shoun	13	Bobbi Scharton	24
Tosha Kurtz	24	Colleen Hubbell	22
Jennifer Nelson	24	Corinne Hooton	14
Marlen Moreno Rodriguez	27	Rosemary Douglas	10
Mary Conaway	28	Jamie Brownlee	5
		Rosalva Morales	4
		Thelma Lagasca	4
		Sylvia Danhouser	2
		Goldeen Burton	1



**Join the  
Grow & Celebrate Challenge  
to Build, Lead and Ignite!**

**April 1 – June 30, 2025**

It's time for you to take the next step for your business. We challenge you to grow your business and nurture your path to leadership by getting involved in the *Grow & Celebrate* Team Leader Challenge! Think beyond the reward to sustainable growth through boosted sales and strong teamwork. This three-part challenge can enhance leadership skills and strengthen the bond with our amazing Independent Beauty Consultants. Let's embark on this exciting journey together!

### **The Challenge:**

**Goal:** Become a Team Leader, Elite Team Leader or in the Sales Director-in-Qualification Program with 5 or more active\* personal team members by June month end.

(Eligibility: In order to participate in this first challenge, Beauty Consultants, Senior Beauty Consultants and Star Team Builders must have 4 or fewer active\* personal team members as of March 31, 2025.)

**The Reward:** Achieve the challenge and attend Seminar 2025 to receive a special lanyard at Bling Badge pickup!

### **Step UP to Sales Director Promotion Sales Director Debuts January – July 2025**



Mary Kay Ash believed in the power of visualizing your goal, writing it down, telling others about it and making it happen. You have the opportunity to make the second half of this Seminar year epic by setting and getting your goal to become an Independent Sales Director with this motivational promotion and inspiring incentive!

Debut by July 31st with wholesale Section 1 sales volume of \$22,000 cumulative sales (May - July) and you'll receive an invitation to the New Sales Director Retreat in Fall 2025. This is not just any retreat; it's a one-time only experience. Your hotel will be paid for and you'll receive \$500 cash reward for expenses. The retreat will take place October 17 and 18, 2025.

# CELEBRATE THE SKIN YOU'RE IN!

## JUNE SKIN CARE PRODUCT PROMOTION

**55% off\* SRP on qualifying skin care sets and regimens June 1–30, while supplies last!**

“Set” yourself up for sales success (and reward opportunities) before Seminar. Profit potential like this doesn’t come around every day, so snag your discounted sets while you can!



<b>QUALIFYING SKIN CARE SETS AND REGIMENS</b> (Limit of six per set/regimen per Independent Beauty Consultant)	<b>Beyond Ultimate TimeWise® Miracle Set®</b> Normal/Dry or Combination/Oily	<b>Ultimate TimeWise® Miracle Set®</b> Normal/Dry or Combination/Oily	<b>TimeWise® Miracle Set®</b> Normal/Dry or Combination/Oily	<b>Mary Kay® Skin Care</b> Hydrating or Mattifying Regimen	<b>Clear Proof® Acne System</b>
<b>Suggested Retail Price (SRP)</b>	\$208.00	\$150.00	\$116.00	\$80.00	\$56.00
<b>Standard Wholesale Cost (50% Discount†)</b>	<del>\$104.00</del>	<del>\$75.00</del>	<del>\$58.00</del>	<del>\$40.00</del>	<del>\$28.00</del>
<b>Potential Profit</b>	\$104.00	\$75.00	\$58.00	\$40.00	\$28.00
<b>YOUR COST</b> <b>June Skin Care Product Promotion Wholesale Cost (55% Discount*)</b>	\$93.60	\$67.50	\$52.20	\$36.00	\$25.20
<b>YOUR PROFIT POTENTIAL</b> <b>Sold at full SRP**</b>	<b>\$114.40</b>	<b>\$82.50</b>	<b>\$63.80</b>	<b>\$44.00</b>	<b>\$30.80</b>

\*This offer applies only to the June Skin Care Product Promotion. Offer begins June 1 and ends June 30, 11:59 p.m. CT. Available while supplies last. Limit of six applies to each qualifying skin care set/regimen per Independent Beauty Consultant at the fixed wholesale price while supplies last. Tax will be charged on the full suggested retail price of each product in this offer. On-hold orders containing any of the 55% off suggested retail price June Skin Care Product Promotion qualifying sets/regimens must be resolved by 11:59 p.m. CT on June 30. If not cleared as noted, the June Skin Care Product Promotion products will be removed from your cart. No exceptions will be made after the deadline. Available only through Online Ordering and Customer Delivery Service through

myCustomers™, but does not include orders placed through marykay.com, Guest Checkout or EZ Ship.

†To participate in the June Skin Care Product Promotion, an Independent Beauty Consultant must be active and qualify for the Earned Discount Privilege. An Independent Beauty Consultant is considered active with personal retail sales of \$225 in wholesale Section 1 products and will remain active for two months following any month with this amount in sales.

\*\*The gross profit calculation is based on products being sold at the suggested retail prices; however, all Independent Beauty Consultants are

independent contractors and can choose to sell these products at any price they desire.

Due to the June Skin Care Product Promotion, your wholesale total may be less than you expect, so please make sure to check your wholesale totals before checking out.

The Company grants all Mary Kay Independent Beauty Consultants a limited license to duplicate this page in connection with their Mary Kay businesses. This page should not be altered from its original form nor incorporated into other materials.

# Build Your Hive

July 1, 2024 - June 30, 2025

**\$500 Cash Challenge**

**Buzz into action to achieve our goal to add  
24 New Unit Members!!**



When you add a new team member, and they place their first order to become Active within two months, I will put both your name and your new team member's name on a randomly generated numbered bee. **When all of bees have been named, there will be a \$500 cash drawing! If your bee's number is drawn, you and your new team member will share the \$500 cash award, \$250 each.** The more new team members you add, and the more bees you'll have named after you, the more chances you have to win. Plus, it gives your new Team Member another reason to actually start her business!

**#1**



**#2**



**#3**



**#4**



**#5**



**#6**



**#7**



**#8**



**#9**



**#10**



**#11**



**#12**



**#13**



**#14**



**#15**



**#16**



**#17**



**#18**



**#19**



**#20**



**#21**



**#22**



**#23**



**#24**

**Carol Burrus**



**Eva Buford**

# star consultant Program

june 16 – sept. 15, 2025

## pearl

Apple AirPods 4  
Item 15-4366



Crossnet H2O  
Pool Game  
Item 09-2481



## pearl

Ring Pan-Tilt Indoor  
Security Camera – White  
Item 03-12187



Zwilling Eight-Piece  
Stainless Steel Knife Set  
with Wood Case  
Item 15-2903

## emerald

Tory Burch Miller Slider  
Bracelet – Tory Gold/Pink  
Item 06-5561



DIFF Carson Sunglasses –  
Amber Tortoise  
with Blue Lens  
Item 01-19322



## diamond

Sport-Brella Versa-Brella  
XL Canopy Umbrella –  
Midnight Blue  
Item 08-2717



Cuisinart Pulp Control  
Citrus Juicer  
Item 07-4915

## ruby

Calpak Insulated  
Lunch Bag – Daisy  
Item 14-4594



S'well Ice Cream Pint  
Cooler – Rose Agate  
Item 08-2426



Hari Mari Dunes  
Flip Flops – Blush  
Available in sizes 6-11  
Item 19-3365 – 19-3370



## sapphire

Nadri Camila  
Pearl Drop Earrings  
Item 06-5350



Hydrapak Voyager  
40oz. Stainless Steel  
Tumbler – Iceberg  
Item 09-2434



Shiraleah Riva  
Tote – Navy  
Item 01-23455



# STAR POWER

## 25 REASONS TO BE A STAR



1. Earn Excellent Income
2. Build Inventory
3. Earn Ladder Pin & Star for Ladder
4. Company Quarterly Prize
5. Company Recognition
6. Unit Recognition
7. Pride and Satisfaction in a Job Well Done
8. Star Consultants are "Great Consultants"
9. Gives you Something to Crow About
10. Builds Self-Esteem
11. Builds a Happy Customer Base
12. Your Customers Like to do Business with a Successful Consultant
13. Product on Your Shelf Motivates You to Book and Sell
14. You're never Broke When you Have Product on Your Shelf to Sell
15. Builds Self Confidence
16. First Step to Becoming a Red Jacket
17. First Step to Becoming a Director
18. Helps Build Protective Shield Against Negativity
19. Shows you are a Unit Team Player
20. Take Advantage of Product Bonuses
21. Mary Kay will give customer referrals from the Mary Kay 1-800 number
22. Accumulate Points for Yearly Awards
23. Receive Priority Registration for Seminar
24. Feels Fantastic to be an Achiever
25. Stars Drive Cars!

### What it takes to be a Star:

Quarterly Sapphire Star: \$1,800 Wholesale\*  
Four-Quarter Sapphire All Star:  
\$7,200 Wholesale & 4 quarters as a Star\*

Quarterly Ruby Star: \$2,400 Wholesale\*  
Four-Quarter Ruby All Star:  
\$9,600 Wholesale & 4 quarters as a Star\*

Quarterly Diamond Star: \$3,000 Wholesale\*  
Four-Quarter Diamond All Star  
\$12,000 Wholesale & 4 quarters as a Star\*

Quarterly Emerald Star: \$3,600 Wholesale  
\*Four-Quarter Diamond All Star  
\$14,400 Wholesale & 4 quarters as a Star\*

Quarterly Pearl Star: \$4,800 Wholesale\*  
Four-Quarter Pearl All Star  
\$19,200 Wholesale & 4 quarters as a Star\*

\*Adding qualified recruits can increase your points!  
Each qualified recruit you add during the quarter will add \$600 to your wholesale amount (for purposes of determining your Star level).

When you are selling enough product to be a consistent Star Consultant You  
are meeting enough women to build a team - Results:  
Directorship, Free Cars and the opportunity to help Change Lives!

## Are you Trying?

From Mary Kay's writings "From My Heart to Yours", Page 49

Now, I have a question for you. With all the goals and prizes and recognition that MK has to offer, are you achieving them, or are you "trying" to achieve them?

A University Professor noticed an interesting phenomenon that happens at the end of every Semester. During final exams, she receives an answering machine message from one of her students that goes something like this: "Dr. Smith, our class has its final exam tonight, and something has come up. I'm just calling to tell you that I will TRY to be there." The interesting thing is that, in her 19 years of teaching, the person who leaves that message has never once shown up! WHY? Because "TRYING" is "LYING".

Did you ever notice that you cannot "TRY" to dive off the high diving board? You cannot "TRY" to eat dinner tonight. You cannot "TRY" to get the report in on time. Get the point? There is no such thing as "TRY". Either you DO, or you DO NOT. There is no in-between. In "The Empire Strikes Back", Yoda says to Luke Skywalker, "DO or DO NOT. There is no "TRY"!" You can prove Yoda wrong by going to the Dictionary and finding the word "TRY". It's there. But this is Yoda's point: the word "TRY" is not in the vocabulary of high-achieving people! Federal Express has it right. They don't tell you that they'll "TRY" to get your package to its destination on time. Their slogan is: "Absolutely, Positively, Overnight!" Great advice! No matter what you want to accomplish... JUST DO IT!!

I thank God for you daily, and appreciate you as part of my life! Thank you for choosing CHARACTER over CONVENIENCE, HONESTY over DECEPTION, & FAITHFULNESS over TEMPTATION!

It's sad that many people never commit their lives to something that has the prospect of greatness because they fear failure. Many people deliberately set their goals too low to reduce the possibility of disappointment. Obviously, our goals must be realistic enough so that success causes us to stretch... so you must dare. Remember, mountain-moving faith is not just dreaming & desiring, or TRYING. It is also daring to risk failure!

**Barbara De Lachica**

**Exec. Sr. Sales Director**

35509 Vista Del Luna

Rancho Mirage, CA 92270

866-378-2640

[barbara.delachica@verizon.net](mailto:barbara.delachica@verizon.net)

[www.myunitsite.com/bdelachica](http://www.myunitsite.com/bdelachica)

