



Goins Galaxy Of Stars

July Newsletter with June Results



YOU Can Do It June Winners



Lisa
Locklier



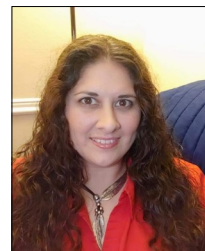
Daphne
Boswell



Nancy
Thompson



Anita
Hallman



Ruth
Stokley



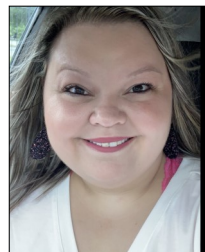
Lisa
Ladner



Megan
McCurry



Teleisa
Schofield



Kaley
Key



Sonya
Goins



YOU Can
Do It!!



Welcome New Consultants

New Consultant

Lisa Ladner
Ann Wagner

From

Mobile, AL
Leakesville, MS

Recruiter

Nancy Thompson
Heidi Shepherd

Be Driven



shooting for the top in retail sales

Stars

Company Court of Sales



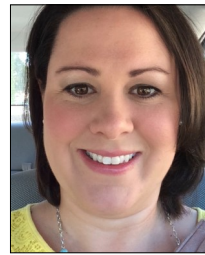
Daphne Boswell

Consultant

- 1 Daphne Boswell
- 2 Nancy Thompson
- 3 Shawna Dyer
- 4 Lori Lister
- 5 Linda White
- 6 Emily Hoskins
- 7 Anita Hallman
- 8 Becky Clanton
- 9 Jasmine Dedrick
- 10 Linda Lynn



Nancy Thompson



Shawna Dyer

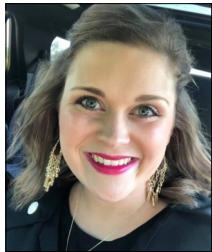
YTD Retail

- \$27,767
- \$25,290
- \$19,953
- \$17,048
- \$14,016
- \$13,626
- \$11,445
- \$10,701
- \$10,241
- \$10,158

top team

Builders

Company Court of Sharing



Lori Lister



Daphne Boswell



Nancy Thompson

Recruiter

- 1 Lori Lister
- 2 Daphne Boswell
- 3 Nancy Thompson
- 4 Jesse Touchstone
- 5 Sonya Williams
- 6 Stacie Sherrow
- 7 Shawna Dyer
- 8 Emily Hoskins
- 9 Linda Lynn
- 10 Sherry Tubbs
- 11 Linda White
- 12 Delaine Conway
- 13 Callie Ellis
- 14 Sonya Goins

New Team Members

- 3
- 7
- 6
- 1
- 1
- 3
- 1
- 1
- 1
- 2
- 1
- 1
- 1
- 4

YTD Comm

- \$1,053
- \$911
- \$422
- \$124
- \$108
- \$97
- \$79
- \$42
- \$40
- \$40
- \$36
- \$26
- \$24
- \$584

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

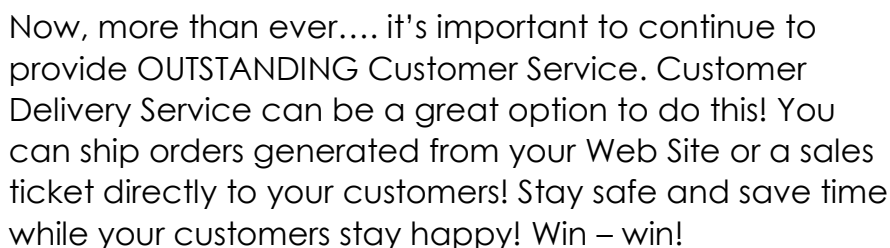
A decorative illustration of pink cherry blossoms with green leaves, located in the bottom right corner of the page.



Daphne Boswell
Emerald



Sonya Goins
Sapphire



****You must be active† and have a ProPay® account to utilize CDS.**

Did you know that 60 percent of Ind. Beauty Consultants who use the program are contacted by their customers, and 42 percent receive orders from their customers after *The Look* arrives in the mail?

>>>>>>>>>>>

Learn how this
program can help
build your business.

[illegible]

New Year New Goals - Independent Executive Senior Sales Director Karen Ridle shares how she focuses on creating Seminar year goals by using a formula to help determine how much needs to be sold each week to meet specific goals.



August Celebrations



Name	Birthday	Name	Birthday
Beverly Smith	1 August	Sandra Fair	14 August
Vickey Plant	4 August	Angel Young	18 August
Carolyn Cox	5 August	Alison Sexton	19 August
Daphne Boswell	8 August	Melanie Crawford	20 August
Beverly Chopin	10 August	Megan Dillon	21 August
Yvette Townsend	10 August	Kelli Fulton	21 August
Dawn Hoggle	11 August	Lacy Bazinet	23 August
Susan Averette	12 August	Julie Bright	24 August
April Rhodes	12 August	Leslie Davis	27 August
Sonya Williams	12 August	Tammy Bailey	30 August
Faith Patterson	13 August	Myranda Miller	30 August

Name	Years	Name	Years
Krista Snyder	27	Taylor McLemore	6
Stacey Cockrell	20	Teagan Ford	4
Dawn Boyd	20	Charlene Fikes	3
Jamie Britton	20	Carly Farish	3
Linda Gooden	20	Cynthia Slaughter	3
Margaret Gray	20	Nora Myers	2
Carol Hall	20	Nancy Thompson	2
Cherie Simpson	19	Amberia Rockwell	1
Jan Daigre	18	Tina Hearn	1
Casey Rice	17	Madison Herchenhahn	1
Debra Baucom	16	Brandi Lister	1
Leticia Worthington	13	Allison Sullivan	1
Becky Cline	13	Linda White	1
Shawna Dyer	11	Judy Nunnally	1
Janice Bradford	10	Tonia Giles	1
Katie Collins	7		



Look Who Invested This Month



Seminar Challenge Winner

Name	Amount	Name	Amount	Name	Amount	Name	Amount
Lisa Locklier	\$ 1,319.75	Casey Rice	\$ 316.50	Katie Collins	\$ 249.00	Shawna Dyer	\$ 203.50
Daphne Boswell	\$ 1,264.50	Jesse Touchstone	\$ 311.20	Kelly Gable	\$ 247.50	Haleigh Creal	\$ 118.00
Nancy Thompson	\$ 1,248.10	Donna Duke	\$ 309.50	Lacy Bazinet	\$ 240.50	Macy Dyer	\$ 114.20
Anita Hallman	\$ 749.45	Cyndy Codina	\$ 306.50	Sue Morris	\$ 236.50	Vickey Plant	\$ 94.75
Ruth Stokley	\$ 698.50	Sarah Wells	\$ 302.00	Stacie Sherrow	\$ 232.70	Beverly Chopin	\$ 88.00
Lisa Ladner	\$ 687.10	Sherian Newton	\$ 297.00	Sonya Williams	\$ 231.00	Jamie Dale	\$ 83.00
Megan McCurry	\$ 617.80	Ashley Williamson	\$ 292.00	Liz Presley	\$ 230.00	Belinda Hudson	\$ 71.00
Teleisa Schofield	\$ 612.00	Laurie Koester	\$ 288.00	Denise Robertson	\$ 230.00	Amy Mordecai	\$ 70.00
Kaley Key	\$ 601.00	Sandra Walley	\$ 287.00	Hollie Higdon	\$ 229.50	Michelle Smith	\$ 70.00
Jackie Orr	\$ 588.60	Leslie Womble	\$ 285.00	Denise Thomas	\$ 228.70	Kathryn Lang	\$ 65.90
Kimberlee Scheinert	\$ 541.50	Nancy Jones	\$ 282.00	Maya Allen	\$ 228.50	Jaime Haver	\$ 64.00
Jasmine Dedrick	\$ 525.50	Jeanie Sykes	\$ 280.20	Melanie Crawford	\$ 228.50	Emily Hoskins	\$ 61.00
Heather Adams	\$ 507.50	Karen Ray	\$ 275.00	Betsy Summers	\$ 228.50	Karley Vails	\$ 53.10
Angie Kowzan	\$ 425.00	Taylor McLemore	\$ 272.50	Jessica Dutton	\$ 228.00	Chasity Ware	\$ 39.00
Linda Larson	\$ 406.50	Elizabeth Barnett	\$ 266.00	Dawn Crocker	\$ 226.00	Carmelita Kendrick	\$ 38.50
Kim Butler	\$ 390.00	Angel Young	\$ 266.00	Lori Lister	\$ 226.00	Kristin Pettet	\$ 35.00
Tina Hearn	\$ 385.10	Brenda Bosch	\$ 265.50	Janet Kling	\$ 225.50	Kaycie Boyd	\$ 34.50
Lauren Elliott	\$ 378.50	Linda Lynn	\$ 260.50	Lacie Nolin	\$ 225.50	Cynthia Slaughter	\$ 27.00
Nedra Payne	\$ 375.50	Kathy Anders	\$ 258.00	Onalyn Robertson	\$ 225.00	Cathy Bush	\$ 21.50
Sherry Tubbs	\$ 369.20	Cay Strickland	\$ 257.00	Leslie Davis	\$ 224.50	Shannon Nece	\$ 8.00
Debra Baucom	\$ 359.00	Ava Tidwell	\$ 257.00	Janice Bradford	\$ 223.70	Sonya Goins	\$ 636.40
Jamie Haney	\$ 341.50	Sandra Fair	\$ 250.00				



steppin' up the

Ladder



Senior

Consultant

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

Dianne P. Battles
Dawn Boyd
Katie Collins
Dawn Crocker
Jamie Elmore
Anita G. Hallman
Leigh Harbin
Emily Hoskins
Nora Myers
Shannon L. Nece
Serena J. Rice
Krista K. Snyder
Brittany Sumrall
Jesse Touchstone
Sherry Tubbs
Sonya D. Williams



Star

Team Builder

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

Linda Larson
Lori Lister
Linda C. Lynn
Holli Moss
Vickey Plant
Stacie Sherrow



Team Leader/ Elite Team Builder/ DIQ

5+ Active Team Members
9 or 13% Commissions
\$50 Team Building Bonuses
Earn the use of a Career Car/ Cash Compensation



Elite Team Builder

Daphne Boswell

Shawna Dyer

Team Leaders

Elizabeth Barnett

Stephany Hernandez

Nancy Thompson

Director

9 or 13% Unit Commissions
9 or 13% Personal Commissions
\$100 Team Building Bonuses
Unit Bonuses
Earn the use of a Career Car or
Cash Compensation



Sonya Goins

Register for Mary Kay Seminar



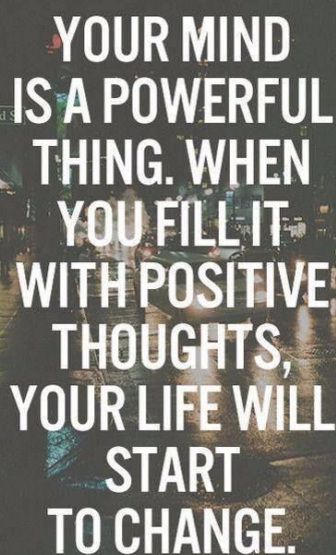
We couldn't be more thrilled about the over-the-top, unforgettable event we are planning for Seminar 2020. If you've never attended Seminar before, this is your chance to experience the inspiration, motivation, prizes and priceless education from Mary Kay superstars in the comfort and safety of your own home. And you won't want to miss the incredible speeches by top members of the Mary Kay independent sales force created just for this spectacular event!

Register for Seminar 2020 without canceling, and you will receive a \$20 wholesale/\$40 retail credit toward your first Section 1 product order placed from Aug. 28 through Sept. 30, 2020. Be sure to download the Mary Kay® Events – USA App, available free in the App Store or Google Play, to ensure you have all the schedules and reminders at your fingertips!

Register Now

a note from

Sonya 



**YOUR MIND
IS A POWERFUL
THING. WHEN
YOU FILL IT
WITH POSITIVE
THOUGHTS,
YOUR LIFE WILL
START
TO CHANGE.**

MARY KAY
SEMINAR
2020

Look who is
Registered for Seminar

Dianne Battles
Daphne Boswell
Jamie Dale
Jasmine Dedrick
Macy Dyer
Shawna Dyer
Jamie Elmore
Anita Hallman
Tina Hearn
Jessica Henderson
Emily Hoskins
Lisa Ladner
Lori Lister
Linda Lynn
Shannon Nece
Stacie Sherrow
Brittany Sumrall
Nancy Thompson
Sonya Goins

Happy Mary Kay New Year! I think we can all agree that Seminar 2020 was the most unique year we have ever experienced in our businesses! Many of you stepped way out of your comfort zone, were willing to learn new techniques and embraced the new virtual part of our business. And in the midst of all this, you continued to be positive, helpful and encouraging. Many of you stretched to reach goals, demonstrated to families the discipline it takes to reach your dreams and worked with focus and determination to the very end. It is such a gratifying feeling to know when you work with true commitment to your goal, results will follow. Sometimes we may not reach our goals in the timeframe that we planned, but when we continue to stay focused, our goals will be achieved. I am so honored to be working with such an incredible group of women, you emulate EXCELLENCE and TRUE INTEGRITY.

I want you to BELIEVE that your dreams can come true! Do not worry about what you see or don't see. Do not worry about what happened or didn't happen this past year. Focus forward and BELIEVE that you can make it happen, and then GO TO WORK! Remember, ACTIVITY PRODUCES RESULTS! Nothing can happen and dreams will not come true if you do not do the necessary activity. Your activity has to match your size of dream! DREAM Big, DO Big and then Big RESULTS will come!

If you want BIG Results, you have to be consistent in your daily activities and be sure they are Income Producing Activities. It will take effort and time, along with work that involves doing things that don't come easy. Determine what activity it will take to reach your goals. Goals need to be broken down into small steps; determine how many parties and sharing opportunities it will take to reach your goal, then break it down monthly, weekly and then daily. Finally, make the decision to commit to your goals. Work as if you have no choice.

Please know that I am here to help you make your dreams come true! I believe you can do anything you put your mind to, if you are willing to put forth the effort.

xoxo,

Sonya



START WITH A BANG!

“Enthusiasm spreads like a prairie fire before the wind. It is the leaping lightning that blasts every obstacle from its path, that effectively communicates and helps you sell your ideas to others.”

— Mary Kay Ash

You have the ability to spark blazes of success with every step you take on your Mary Kay journey. Even your smallest efforts create links that can help you achieve your next goal. When you focus on goals like consistent product sales and finding new faces, you create the courage, enthusiasm and momentum you need to reach new heights and to transform those around you. Whether you're working to make extra income, earn rewards, build teams or move forward in your career path, never underestimate the power of your actions to connect you to your dreams.

SPARK A CHAIN REACTION!

JULY 1, 2020 – JUNE 30, 2021

TAKE THE CHALLENGE!

Each month during the 2020 – 2021 Seminar year that an Independent Beauty Consultant places a \$600* or more wholesale Section 1 order, she can earn a monthly jewelry piece from the **Spark a Chain Reaction! Challenge Collection by R.J. Graziano**, like July's crystal-studded spark earrings! Establishing a strong customer base and selling enough product to support a \$600 a month wholesale Section 1 order means there's a lot you can do, like becoming a quarterly Star Consultant and so much more!



MARY KAY

*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 will also count toward your \$600 or more wholesale Section 1 order requirement. You'll receive your jewelry inside your qualifying order. One jewelry piece per achiever each month.




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Bee a Goal Getter!

Seminar 2021 Goals

I Will Be A...

_____ by August 1st
 _____ by September 1st
 _____ by October 1st
 _____ by November 1st
 _____ by December 1st
 _____ by January 1st  Leadership Conference
 _____ by March 1st  Career Conference
 _____ by July 1st  Seminar 2021

Career Level	Active* Team Members
Senior Consultant	1-2
Star Team Member	3-4
Team Leader	5-7
Elite Team Builder	8+
DIA	Add 10+ Active Team Members by the 1st of each month + Star
Grand Achiever 	Build to 16 team members w/ \$23,000 Team Production in 1-4 months
Director	Build to 24+ unit members w/ \$13,500 Unit Production in 1-3 months

*A consultant is considered active in the month she places a \$225 w/s order and the following 2 months.

Other Goals:

Number of Monthly Selling Appt. _____

Monthly Retail Goal: \$ _____

Quarterly Wholesale Goals: \$ _____

June 16 - Sept. 15 \$ _____

Sept. 16 - Dec. 15 \$ _____

Dec. 16 - Mar. 15 \$ _____

Mar. 16 - June 15 \$ _____

Monthly Team Building Appts _____

of New Team Members per month _____

Medal Goal (Gold=5, Silver=4, Bronze=3) _____

PCP Customers Enrolled Each Qtr _____

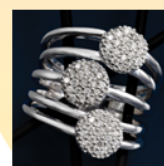
of Quarters as a Star Consultant _____

Queen's Court of Sales



\$40,000 Retail Production
07/01/20 - 06/30/21

Queen's Court of Sharing



Add 24 Qualified* Personal Team Members

07/01/20 - 06/30/21

*A Qualified Consultant is one who places a Minimum \$600 w/s Section 1 Product Order in the same or following month their agreement is received or if they achieve 1 quarter of Star Consultant status by June 15, 2021.

Goins Galaxy Of Stars



Sonya Goins

11857 Aspenwood Dr
Moundville, Alabama 35474
(205)310-1536

Important dates

July 10 - Last Day for Seminar Achievers to Register to receive prizes and recognition

July 17 - Last Day to Enroll for Fall PCP

July 19 - Holiday PCP Enrollment Begins

July 30 - Last day to place telephone orders for July

July 31 - Last day to place on-line orders for July

August 7 - Fall Look Book begins mailing

August 10 - Early order of Fall Products for Quarter 4 Stars and Fall PCP Participants

August 15 - Fall Products are available to all consultants

August 17 - Last day to enroll in the special edition Holiday PCP customer Look Book

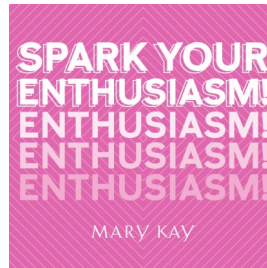
August 20 to 22 - Virtual Seminar

August 29 - Last day to place phone orders for August

August 31 - Last day to place on-line orders for August



When you order \$600+ whsl in
JULY, you will receive these beautiful
EARRINGS
from the *Spark a Chain Reaction!*
Collection.



Earn the Fall Consistency Challenge
BRACELET
when achieve the *Spark a Chain
Reaction!* Challenge each month,
July through December 2020.