

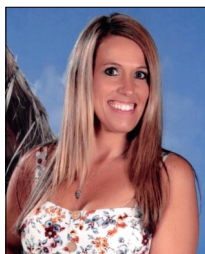


Goins Galaxy Of Stars

May Newsletter with April Results



YOU Can Do It April Winners



Stacie Sherrow



Nancy Thompson



Daphne Boswell



Anita Hallman



Jasmine Dedrick



Quarter 4 On-Target Stars

| Consultant | Contest Amount | Needed for Next Star |
|-------------------|----------------|----------------------|
| Nancy Thompson | \$ 1,704.15 | \$ 95.85 |
| Stacie Sherrow | \$ 1,256.50 | \$ 543.50 |
| Daphne Boswell | \$ 1,217.90 | \$ 582.10 |
| Teleisa Schofield | \$ 1,120.00 | \$ 680.00 |
| Amy Mordecai | \$ 836.00 | \$ 964.00 |
| Karley Vails | \$ 826.00 | \$ 974.00 |
| Jasmine Dedrick | \$ 772.00 | \$ 1,028.00 |
| Anita Hallman | \$ 678.00 | \$ 1,122.00 |
| Leigh Harbin | \$ 658.50 | \$ 1,141.50 |
| Lynn Johnson | \$ 610.50 | \$ 1,189.50 |
| Holli Moss | \$ 543.00 | \$ 1,257.00 |
| Shannon Miller | \$ 510.50 | \$ 1,289.50 |
| April Rhodes | \$ 473.00 | \$ 1,327.00 |
| Dianne Battles | \$ 435.30 | \$ 1,364.70 |
| Sonya Goins | \$ 847.00 | \$ 953.00 |



shooting for the top in retail sales

Stars

Company Court of Sales



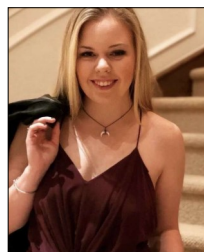
**Daphne
Boswell**

Consultant

- 1 Daphne Boswell
- 2 Nancy Thompson
- 3 Emily Hoskins
- 4 Becky Clanton
- 5 Linda Lynn
- 6 Betsy Summers
- 7 Jasmine Dedrick
- 8 Anita Hallman
- 9 Karley Vails
- 10 Jamie Elmore



**Nancy
Thompson**



**Emily
Hoskins**

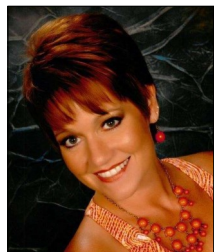
YTD Retail

- \$22,256
- \$19,494
- \$13,166
- \$10,701
- \$8,998
- \$8,955
- \$8,829
- \$8,386
- \$6,705
- \$6,173

top team

Builders

Company Court of Sharing



**Daphne
Boswell**

Recruiter

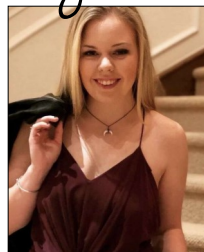
- 1 Daphne Boswell
- 2 Sonya Williams
- 3 Emily Hoskins
- 4 Nancy Thompson
- 5 Linda Lynn
- 6 Callie Ellis
- 7 Sonya Goins



**Sonya
Williams**

New Team Members

- 6
- 1
- 1
- 1
- 1
- 1
- 4



**Emily
Hoskins**

YTD Comm

- \$637
- \$108
- \$42
- \$41
- \$40
- \$24
- \$450

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



Welcome New Consultants

New Consultant

Jennifer McGuire
Angel Young

From

Northport, AL
Mobile, AL

Recruiter

Sonya Goins
Nancy Thompson

Twice as Nice Promotion



Queen's Court of Sales

Earn up to \$4,000 additional retail credit toward Seminar for each \$1 in personal retail production.



Queen's Court of Sharing

Share up to six new personal team members who become Great Start-qualified.

Mary Kay Texting Party



STEP 1: Make a list of 10-20 customers

STEP 2: Download the HiHello App

STEP 3: Use images provided at link below

STEP 4: Personalize a text and add the HiHello link

STEP 5: When she says yes, send her the Hostess Special

[**CLICK HERE FOR IMAGES AND SCRIPTS**](#)



June Celebrations



| Name | Birthday | Name | Birthday |
|-------------------|----------|------------------|----------|
| Mattie Marable | 2 June | Tina Hearn | 19 June |
| Kara Burdine | 8 June | Carlie Barbour | 21 June |
| Tina Dorroh | 8 June | Carla Malone | 23 June |
| Kimberly Driscoll | 9 June | Jamie Haney | 24 June |
| Carly Farish | 9 June | Lauren Kyzar | 24 June |
| Patricia Camp | 11 June | Casey Rice | 25 June |
| Jennifer Gadberry | 11 June | Elizabeth Little | 29 June |
| Ginger Tooke | 12 June | Linda Byrd | 30 June |

| Name | Years | Name | Years |
|-------------------|-------|--------------------|-------|
| Elizabeth Barnett | 25 | Niquel Young | 1 |
| Brenda Bosch | 24 | Brandy Walley | 1 |
| Daphne Boswell | 20 | Leslie Walley | 1 |
| Lynn Gunter | 19 | Sandra Walley | 1 |
| Ginger Carroll | 18 | Sarah Shoemaker | 1 |
| Amanda Epperson | 11 | Deborah Townley | 1 |
| Shannon Nece | 6 | Maya Allen | 1 |
| Jennifer Hill | 5 | Elizabeth Little | 1 |
| Jennifer McCollum | 3 | BreAnna Turner | 1 |
| Candace Hancock | 2 | Donna Dewberry | 1 |
| Victoria Gross | 1 | Emily Hoskins | 1 |
| Alyson Shreve | 1 | Elizabeth Hamarnah | 1 |
| Jacqueline Stump | 1 | Becky Clanton | 1 |



Look Who Invested This Month



On-Target Seminar Challenge

| Name | Amount | Name | Amount | Name | Amount |
|-------------------|------------|-------------------|-----------|--------------------|-----------|
| Stacie Sherrow | \$1,256.50 | Vicki Dunn | \$ 275.00 | Margaret Gray | \$ 229.00 |
| Nancy Thompson | \$1,081.15 | Debra Baucom | \$ 274.00 | Kay McBride | \$ 229.00 |
| Daphne Boswell | \$ 731.40 | Jennifer McCollum | \$ 268.00 | Veronica Peoples | \$ 228.50 |
| Anita Hallman | \$ 678.00 | Amy Mordecai | \$ 267.50 | Kristin Pettey | \$ 226.50 |
| Jasmine Dedrick | \$ 617.00 | Shirley Williams | \$ 266.50 | Chris Sanford | \$ 226.00 |
| April Rhodes | \$ 473.00 | Amber Williams | \$ 264.50 | Dana Taylor | \$ 225.50 |
| Karley Vails | \$ 467.00 | Susan Averette | \$ 254.50 | Teleisa Schofield | \$ 185.00 |
| Lisa Locklier | \$ 391.00 | Haleigh Creal | \$ 253.00 | Melanie Crawford | \$ 174.00 |
| Janice Bradford | \$ 385.50 | Jamie Dale | \$ 253.00 | Dawn Boyd | \$ 171.00 |
| Alison Sexton | \$ 371.00 | Liz Presley | \$ 250.75 | Dianne Battles | \$ 127.80 |
| Leslie Womble | \$ 365.50 | Jessica Henderson | \$ 250.50 | Stephany Hernandez | \$ 111.00 |
| Anita Jensen | \$ 360.00 | Linda Lynn | \$ 240.50 | Tammy Walters | \$ 101.00 |
| Sherian Newton | \$ 357.50 | Dorothy McInnis | \$ 239.50 | Emily Hoskins | \$ 98.00 |
| Jennifer Howell | \$ 348.00 | Traci Roller | \$ 238.50 | Tina Hearn | \$ 85.50 |
| Linda Larson | \$ 340.25 | Michalle Cox | \$ 234.50 | Jaime Haver | \$ 69.00 |
| Jessica Watkins | \$ 321.00 | Laura Strange | \$ 231.00 | Cherie Simpson | \$ 63.00 |
| Shannon Nece | \$ 294.00 | Jane Freeman | \$ 230.00 | Vickey Plant | \$ 29.00 |
| Ashley Williamson | \$ 293.50 | Casey Rice | \$ 230.00 | Kaycie Boyd | \$ 23.50 |
| Kammi Goins | \$ 287.50 | Jamie Britton | \$ 229.00 | Carla Bittle | \$ 17.50 |
| Jan Daigre | \$ 286.00 | Cathy Bush | \$ 229.00 | Sonya Goins | \$ 234.50 |
| Leah Sutton | \$ 284.00 | | | | |



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
Callie J. Ellis
Anita G. Hallman
Leigh Harbin
Emily Hoskins
Lauren Kyzar
Lisa A. Locklier
Linda C. Lynn
Holli E. Moss
Nora Myers
Shannon L. Nece
Nedra E. Payne
Vickey Plant
Casey L. Rice
Serena J. Rice
Nancy W. Thompson
Jessica L. Watkins
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

Elizabeth Barnett
Linda Larson
Krista K. Snyder



Team Leader/ Future Director/ DIQ

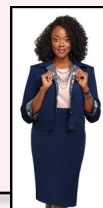
5+ Active Team Members
9 or 13% Commissions
\$50 Team Building Bonuses
Earn the use of a Career Car/ Cash Compensation



Future Director
Daphne Boswell
Team Leaders
Stephany Hernandez

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

WORKING

Virtually

Click here for
up-to-date business
ideas and tips to help
you during the
Covid-19 work from
home experience.

a note from

Sonya 

IF IT WASN'T **HARD**
everyone
WOULD DO IT. IT'S THE
HARD
THAT *Great.*
MAKES IT

We have experienced another month of social distancing... you have embraced it and made it work, exceptionally well! I cannot convey in enough words of how proud I am to be part of this company and working TOGETHER with all of you! You amaze me with your tenacity and determination. Your giving attitude, your willingness to try new things and seeing you cheer one another on warms my heart. I am seeing women do things they never thought they could do, I am seeing women do things they never wanted to do, and I am seeing women working with purpose and passion, getting things done! Keep it up!

The company is offering so many wonderful incentives to build our businesses:

Twice as Nice Promotion - Earn double credit for Queen's Courts

Double Great Start - \$100 for Great Start Qualified Team Members

Red Jacket Bonus - \$100 bonus for first time Red Jacket Earners

Rock it in Red - Earn your Red Jacket by June 30th and get it FREE

Discounted Customer Delivery Service

MK eStart - Jumpstart a business for \$30

What are your goals for the next 2 months of the Seminar year... make a plan, break it down into weeks and into days. Be sure to focus on completing your 6 most important things to do list, nightly. Focusing on incoming producing activities, getting up early and working consistently will help you reach your goals! We are in this together and I am here to help YOU!

xoxo,

Sonya

MARY KAY






SKIN ANALYZER



[CLICK TO WATCH VIDEO](#)

Flower Power

May Promotion

-  FULL BLOOM BOUQUET ~ 33 Flowers below AND a \$600 whsl order to earn a **\$25 RESTAURANT GIFT CARD**
-  BLOOMING BOUQUET ~ 23 Flowers below to earn a **\$15 COFFEE GIFT CARD**
-  BUDDING BOUQUET ~ 13 Flowers below and receive a **COFFEE GIFT CARD**

Pick your Flowers from May 1 - 31, 2020
Email completed sheet to me by June 5, 2020

Combine Flowers below to create a Magnificent May filled with SUCCESS!

- | | |
|---|--|
| _____ Hold a Virtual Party (3guests & \$100 sales)* | _____ Do a virtual product tutorial |
| _____ 3 Virtual Facials* | _____ Turn in WAS 4 times |
| _____ Sell 2 Satin Hands | _____ Attend 2 Virtual Meetings |
| _____ 5 Interviews/ 5 Texts with Follow-ups* | _____ Have a \$100 Day* |
| _____ New Team Member* | _____ 5 New Contacts/ Referrals* |
| _____ \$300 wk* | _____ 5 Customer Care Calls* |
| _____ Earn your You Can Do It Jewelry | _____ Be on target for STAR (\$900 whsl total) |
| _____ Have a Spring Cleaning Sale | _____ \$400 wholesale order |
| _____ Guest to virtual event* | _____ Sell a TW Repair Set* |
| _____ 2 New Virtual Bookings* | _____ Sell 2 Brush Sets* |

* May earn multiple points per activity

Going Galaxy Of Stars

Sonya Goins sonyagoins@gmail.com (205)310-1536

May Promotion

YOU CAN DO IT

\$250 Wholesale



Section 2 Love
Package of
samples

\$450 Wholesale

MK At Play Color
Correcting Stick



\$650 Wholesale



Pink Intuitive pH Lip Balm

\$1,000 Wholesale



MK At Play Color
Correcting Stick AND
Pink Intuitive pH Lip Balm



Going Galaxy Of Stars

Sonya Goins

(205)310-1536

sonyagoins@gmail.com

Pink
SUCCESS

NEW! Limited-Edition[†]
Lash Love Fanorama™
Mascara in I love black,
\$16



NEW! Limited-Edition[†] Mary Kay
At Play Color Correcting Stick,
\$14



NEW! Limited-Edition[†]
Mary Kay Intuitive pH Lip Balm,
\$18



NEW! White Tea &
Citrus Satin Body
Whipped Shea Crème,
\$22



Limited-Edition[†]
Mary Kay Eyelash
Curler, \$12

Special-Edition[†] Mary Kay®
Sun Care Subtle Tanning
Lotion, \$18**



**Special-
 Edition[†]**
Mary Kay®
Sun Care
After-Sun
Replenishing
Gel, \$15



NEW! Limited-Edition[†]
Mary Kay Masking
Towel Gift With
Purchase



Pink
 SUCCESS

FULLY *Fanned-Out Flutter!*

NEW! LIMITED-EDITION*
LASH LOVE FANORAMA™ MASCARA, \$16

Innovative NEW brush features three unique application zones to:

- 1 Coat:** Use the hourglass-shaped bristles to coat lashes.
- 2 Comb:** Flip the brush to the side, and use the rounded bristles to comb through every lash.
- 3 Fan out:** Use the fan tip of the brush to perfectly place individual lashes.

Same *Lash Love*® fan-favorite formula helps moisturize, strengthen and condition lashes.



BEFORE



AFTER 1 COAT



AFTER 2 COATS

MARY KAY

Contact me, your Mary Kay
Independent Beauty Consultant,
to get these must-haves.

CONSULTANT NAME / CONTACT

NEW! LIMITED-EDITION*
EYELASH CURLER, \$12

Meet your lashes' best friend! Before you finesse your fringe with the mascara you love, gently curl with this eye-catching tool. You can instantly make and impact to your lash look.



All prices are suggested retail. *Available while supplies last

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Goins Galaxy Of Stars



Sonya Goins

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Moundville, Alabama 35474
(205)310-1536

Important dates

- May 10** - Summer product early ordering for qualified Cons
- May 10** - Mother's Day
- May 12** - Mary Kay's Birthday
- May 15** - Summer Products available for all consultants to order
- May 25** - Memorial Day, all offices closed
- May 28** - Last day to place telephone orders for May
- May 31** - Last day to place on-line orders for May
- June 15** - Quarter 4 Contest Ends
- June 16** - Quarter 1 Contest Begins
- June 21** - Father's Day
- June 29** - Last day to place telephone orders for June
- June 30** - Last day to place on-line orders for June



When you order \$600+ whsl in
MAY, you will receive this beautiful
NECKLACE
from the You Can Do It Challenge!



- Achieve the *You Can Do It!* Challenge March to June.
- Add one *Great Start*-qualified* new personal team member.
- Attend Seminar 2020.