



GOINS GALAXY OF STARS

OCTOBER NEWSLETTER WITH SEPTEMBER RESULTS



Spark a Chain Reaction September Winners

Queen of
Wholesale



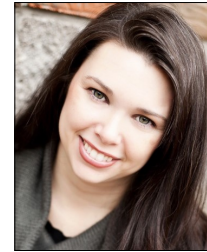
Nancy
Thompson



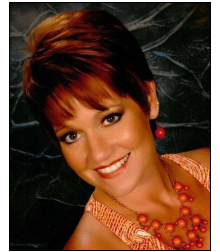
Nancy
Thompson



Keron
Kyzar



Jamie
Elmore



Daphne
Boswell



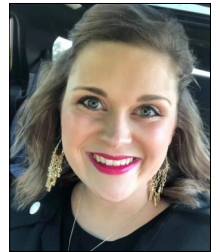
Tina
Hearn



Carol
Mitchell



Ashley
Ezell



Lori
Lister



Sonya
Goins



Welcome New Consultants

New Consultant

Elizabeth Eubanks
Paula Lowrey

From

Vancleave, MS
Hallandale Beach, FL

Recruiter

Nancy Thompson
Nancy Thompson

shooting for the top in retail sales *Stars*

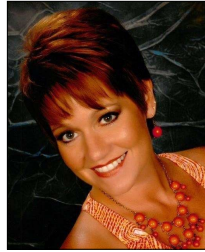
Company Court of Sales



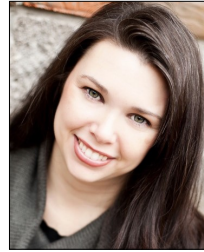
Nancy Thompson

Consultant

- 1 Nancy Thompson
- 2 Daphne Boswell
- 3 Jamie Elmore
- 4 Carol Mitchell
- 5 Tina Hearn
- 6 Keron Kyzar
- 7 Lori Lister
- 8 Angel Young
- 9 Anita Hallman
- 10 Lisa Ladner



Daphne Boswell



Jamie Elmore

YTD Retail

- \$10,631
- \$6,920
- \$4,880
- \$4,394
- \$4,350
- \$4,201
- \$3,324
- \$3,268
- \$2,997
- \$2,522

top team *Builders*

Company Court of Sharing



Nancy Thompson



Lauren Kyzar

Recruiter

- 1 Nancy Thompson
- 2 Lauren Kyzar

New Team Members

- 3
- 1

YTD Comm

- \$54
- 0

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

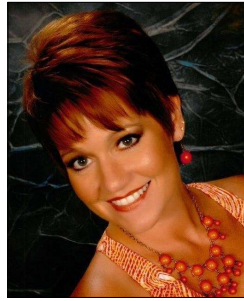
Unit

6 Team Members

Quarter 1 Star Achievers



Nancy Thompson
Pearl



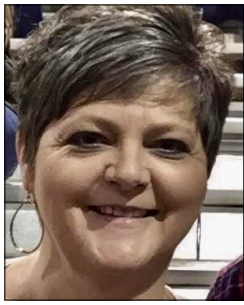
Daphne Boswell
Sapphire



Jamie Elmore
Sapphire



Carol Mitchell
Sapphire



Tina Hearn
Sapphire



Keron Kyzar
Sapphire



Lisa Ladner
Sapphire

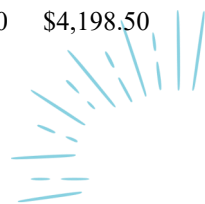


Sonya Goins
Sapphire



Quarter 2 On-Target Stars

Name	Total Credit	Sapphire	Ruby	Diamond	Emerald	Pearl
Nancy Thompson	\$ 1,248.50	\$ 551.50	\$1,151.50	\$1,751.50	\$2,351.50	\$3,551.50
Daphne Boswell	\$ 679.00	\$1,121.00	\$1,721.00	\$2,321.00	\$2,921.00	\$4,121.00
Ashley Ezell	\$ 600.50	\$1,199.50	\$1,799.50	\$2,399.50	\$2,999.50	\$4,199.50
Jamie Dale	\$ 554.00	\$1,246.00	\$1,846.00	\$2,446.00	\$3,046.00	\$4,246.00
Anita Hallman	\$ 538.00	\$1,262.00	\$1,862.00	\$2,462.00	\$3,062.00	\$4,262.00
Jamie Elmore	\$ 486.75	\$1,313.25	\$1,913.25	\$2,513.25	\$3,113.25	\$4,313.25
Holli Moss	\$ 463.00	\$1,337.00	\$1,937.00	\$2,537.00	\$3,137.00	\$4,337.00
Jackie Orr	\$ 421.00	\$1,379.00	\$1,979.00	\$2,579.00	\$3,179.00	\$4,379.00
Nedra Payne	\$ 416.00	\$1,384.00	\$1,984.00	\$2,584.00	\$3,184.00	\$4,384.00
Sonya Goins	\$ 601.50	\$1,198.50	\$1,798.50	\$2,398.50	\$2,998.50	\$4,198.50



November Celebrations



Name	Birthday	Name	Birthday
Jan Daigre	1 November	Linda Larson	15 November
Elizabeth Barnett	3 November	Donna Pope	15 November
Tiffany Smith	3 November	Carla Bittle	17 November
Brandy Lister	5 November	Kristy Campbell	17 November
Ann Wagner	5 November	Cyndy Codina	18 November
Kristy Mcknight	6 November	Cecelia Lawley	18 November
Rachel Wilhite	8 November	Judy Christian	19 November
Anita Hallman	9 November	Karen Findley	19 November
Ashley Nicholson	9 November	Denise Inmon	19 November
Heather Bates	10 November	Onalyn Robertson	26 November
Vanessa Berghaus	11 November	Cathy Bush	27 November
Anita Jensen	11 November	Jennifer Joyce	27 November
Dianne Battles	14 November	Jessica Dutton	30 November
Kathryn Lang	15 November	Leslie Walley	30 November



Name	Years
Shirley Williams	14
Hollie Higdon	9
Angie Kowzan	9
Heather Tomlinson	7
Anne McKinney	7
Amanda Lee	2
Tammy Moore	2
Catherine Hauser	1
Elizabeth Roberts	1
Kelly Gable	1
Kimberly Travis	1
Elaine Carter	1
Lynn Holmes	1
Kay McBride	1
Brenda McDonald	1
Martha Graham	1
Delaney McAleer	1
Carol Bozeman	1
Cierra Latham	1
Brandy Lister	1
Kailin Henry	1

Look Who Invested This Month

On Target Fall Consistency Challenge

Name	Amount	Name	Amount	Name	Amount
Nancy Thompson	\$ 1,172.00	Lauren Ballinger	\$ 278.75	Shannon Nece	\$ 229.00
Keron Kyzar	\$ 1,052.50	Heather Adams	\$ 278.00	Kelly Gable	\$ 228.50
Jamie Elmore	\$ 677.00	Patricia Wynn	\$ 275.00	Michelle Smith	\$ 228.50
Daphne Boswell	\$ 653.50	Cyndy Codina	\$ 274.75	Heather Tomlinson	\$ 228.00
Tina Hearn	\$ 604.00	Shirley Williams	\$ 274.00	Cynthia Slaughter	\$ 227.00
Carol Mitchell	\$ 603.00	Lisa Ladner	\$ 273.50	Cathy Bush	\$ 225.00
Ashley Ezell	\$ 600.50	Stacie Sherrow	\$ 273.50	Amanda Epperson	\$ 225.00
Lori Lister	\$ 600.50	Beverly Chopin	\$ 263.50	Jane Freeman	\$ 225.00
Jamie Dale	\$ 566.00	Melissa Wise	\$ 256.50	Linda Larson	\$ 147.00
Jackie Orr	\$ 421.00	Dianne Battles	\$ 255.50	Chasity Ware	\$ 132.50
Nedra Payne	\$ 416.00	Alicia Roderick	\$ 255.50	Melissa Smith	\$ 94.50
Dawn Boyd	\$ 379.00	Amy Rutledge	\$ 251.00	Hollie Higdon	\$ 92.00
Julie Bright	\$ 375.00	Melanie Crawford	\$ 249.00	Stephany Hernandez	\$ 87.00
Angel Young	\$ 347.50	Dana Taylor	\$ 239.00	Zoe Crafton	\$ 74.50
Cherie Simpson	\$ 343.50	Brenda McDonald	\$ 238.50	Jaime Haver	\$ 72.00
Diane Cornelius	\$ 337.50	Patricia Camp	\$ 238.20	Julie Goodwin	\$ 53.50
Lynette Clark	\$ 333.50	Anita Jensen	\$ 238.00	Taylor McLemore	\$ 46.00
Julie Williams	\$ 332.00	Tina Dorroh	\$ 234.50	Denise Thomas	\$ 36.00
Leslie Davis	\$ 324.50	Suellen Gibson	\$ 234.00	Elizabeth Chandler	\$ 35.50
Debra Baucom	\$ 317.50	Robin Kelley	\$ 234.00	Amy Mordecai	\$ 27.00
Jessica Mitchell	\$ 311.50	Brandy Lister	\$ 229.50	Kristin Pettey	\$ 13.50
Becky Cline	\$ 309.50	Donna Dewberry	\$ 229.30	Sonya Goins	\$ 601.50
Anita Hallman	\$ 279.50	Kara Burdine	\$ 229.00		



steppin' up the

Ladder



Senior

Consultant

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

<i>Dianne Battles</i>	<i>Lisa Locklier</i>
<i>Brenda Bosch</i>	<i>Carol Mitchell</i>
<i>Dawn Boyd</i>	<i>Holli Moss</i>
<i>Katie Collins</i>	<i>Nora Myers</i>
<i>Dawn Crocker</i>	<i>Nedra Payne</i>
<i>Shawna Dyer</i>	<i>Casey Rice</i>
<i>Callie Ellis</i>	<i>Serena J. Rice</i>
<i>Anita G. Hallman</i>	<i>Stacie Sherrow</i>
<i>Leigh Harbin</i>	<i>Krista K. Snyder</i>
<i>Tina Hearn</i>	<i>Jesse Touchstone</i>
<i>Lauren Kyzar</i>	<i>Linda White</i>
<i>Lisa Ladner</i>	



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
Lori Lister
Shanno Nece
Vickey Plant



Team Leader/ Elite Team Leader/ DIQ

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



Team Leaders

Daphne Boswell
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

OCTOBER 1-31, 2020

Double your Success

DO BUSINESS... ON THE DOUBLE



Earn Double
Credit toward
Seminar 2021

Court of Sales and Court of Sharing

Yahoo!!! We get double credit this month! Double credit is awesome because it means for all of your efforts this month, you get twice the credit for Queen's Courts! So if you have 4 new qualified team members, it counts as 8 for Queen's Court of Sharing, and if you order \$2000 w/s, it counts as \$8000 retail towards Queen's Court of Sales! So let's MAX IT OUT!!

CHANGE THE BELIEF, AND
THE THINKING CHANGES.

CHANGE THE THINKING, AND
THE ACTION CHANGES.

CHANGE THE ACTION, AND
THE RESULT CHANGES.

John Assaraf

a note from



I love the Fall! The crisp air, the fashion and styles, the pumpkin everything! Fall has always felt like it had limitless possibilities. This year has held new challenges for everyone, and the word for the year has been PIVOT - which Mary Kay girls have embraced and proven we have true grit.

As we enter Fall, we also enter the busiest shopping season of the year. Retailers all over the world are preparing their holiday strategies for this unique shopping season, are you? Take some time and plan out your own strategy - what are your sales and team building goals for the next three months? Think like a retailer - because you are one! You are the CEO of your Mary Kay business. Sit tall and have a planning session.

Plan out your next three months - what are your non-negotiable commitments? There will most likely be less in-person events this year, which may free up some time. Are you going to hold an open house this year? In person, online on your Facebook customer group? Put that in your calendar, and also when you will be sending out invites and follow ups. When do you have time to book zoom parties, facials, holiday makeovers, or coffee dates? Highlight all of those spots in pink on your calendar.

Zoom appointments can be faster than in person appointments, you can book them back to back, and invite people who don't know each other to the same event. You can also plan to go Live on your Facebook group for Holiday product previews!

In addition, take time to make customer service calls to help your customers with their holiday shopping. We have great products to offer our customers so be sure to share with everyone your gift giving and gift wrapping services. People are always looking for great customer service and convenience - and you can offer both! Explain how you can take something off their plate and make their lives a little bit easier! Show them that you care!

Treat your business like you would any other job during this busy time of the year. You will be thankful that you put forth the effort because you will be pleased with your results and the momentum you will have going into the next year!

xoxo,

Sonya



MARY KAY
**BRIGHT
IDEAS**

Get your pen and paper out for some great notes and be ready to get to fill your datebook. Independent Senior Sales Director Lisa Stengel shares how she generates leads to find hostesses.

WATCH NOW

9 Great Reasons

to start a MK Business
This Holiday Season



Get your gifts
for friends and family
(and yourself!)
at 50% off.



Earn extra spending
money for your
holiday shopping -
debt free holiday!



You could earn prizes
just for running your
business - who doesn't
love extra presents?



MK products are
consumable, meaning
with every holiday sale,
you are building a
reorder business for the
rest of the year!



You can sell in a variety
of ways - online,
in person, with Look
Books, on social media,
and via text.



You can have a
temporary holiday
business, or continue
on through the year -
it's up to you!



MK has products for
everyone - skincare,
cosmetics, fragrance,
& men's products, so
you can sell to anyone!



You make your own
schedule,
fit it in where you can
and balance with
family!



You're in business for
yourself - but not by
yourself. Your sales
director can help you
build a holiday sales
plan to meet your
goals!

MK HOLIDAY GIFT GIVING GUIDE BUNDLES



• \$114

Go-Girl

- TWMiracle Set 3D The Go Set
- MK Naturally Moisturizing Stick
- Beauty Blotters Oil-Absorbing Tissues
- MK Essential Brush Collection



• \$52

Stand Out in a Crowd

- Lash Intensity Mascara
- MK Semi-Matte Lipstick in Poppy Please
- MK Liquid Eyeliner Pen



• \$33

Mint to Be

- Mint Bliss lotion for Feet and Legs
- Gift with purchase fuzzy socks
- Satin Body Whipped Shea Crème



• \$52

Holiday Kiss

- MK Semi-Shine Lipstick in Red Smolder
- MK Lip Liner in Red
- Satin Lips Set



• \$30

Sleek Shave

- MKMen Shave Foam
- MKMen Cooling After-Shave Gel



• \$111

Party Ready Look

- Foil Eye Shadow Duo in Copper & Pyrite
- Chromofusion Eye Shadow in Espresso
- Petit Palette
- Waterproof Eye Liner Pen
- Lash Love Mascara
- Cream Blush Duo Stick in Pink & Glimmer
- Unlimited Lip Gloss in Iconic Red
- MK Lip Liner in Red

FRAGRANCE FOR MEN AND WOMEN - STARTING AT \$32



Goins Galaxy Of Stars



Sonya Goins

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

Important dates

October 12 - Columbus Day, Postal Holiday

October 17 - Last day to enroll for the Winter PCP

October 29 - Last day to place telephone orders for October

October 31 - Last day to place October on-line orders

November 11 - Veterans Day - Postal Holiday

November 25 - Last day to place telephone orders for November

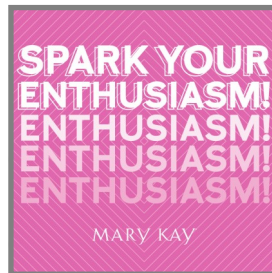
November 26 - Happy Thanksgiving - All Company Offices Closed

November 27 - Company Holiday - All Company Offices Closed

November 30 - Last day to place on-line orders for November



When you order \$600+ whsl in
October, you will receive this beautiful
NECKLACE
from the *Spark a Chain Reaction!*
Collection.



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