



GOINS GALAXY OF STARS

SEPTEMBER NEWSLETTER WITH AUGUST RESULTS



Spark a Chain Reaction August Winners

Queen of Wholesale



Nancy
Thompson



Nancy
Thompson



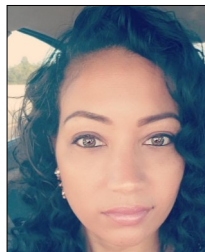
Keron
Kyzar



Daphne
Boswell



Jamie
Elmore



Lycretia
Adams



Carol
Mitchell



Tina
Hearn



Sonya
Goins



Welcome New Consultants

New Consultant

Lisa Carnahan
Tammy Dolbear
Jasman Gist
Barbara Krech
Lynn Pearson

From

Petal, MS
Richton, MS
Miami, FL
Foley, AL
Greensboro, AL

Recruiter

Shawna Dyer
Lori Lister
Denise Thomas
Linda Larson
Daphne Boswell

SPARK A CHAIN REACTION!

shooting for the top in retail sales *Stars*

Company Court of Sales



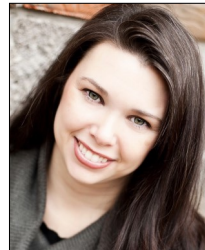
Nancy Thompson

Consultant

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



Daphne Boswell



Jamie Elmore

YTD Retail

- \$8,287
- \$5,613
- \$3,526
- \$3,188
- \$3,142
- \$2,573
- \$2,438
- \$2,123
- \$1,865
- \$1,859

top team *Builders*

Company Court of Sharing



Nancy Thompson

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 On-Target Stars



Name	Total Credit	Sapphire	Ruby	Diamond	Emerald	Pearl
Nancy Thompson	\$ 3,930.50	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 869.50
Daphne Boswell	\$ 1,791.00	\$ 9.00	\$ 609.00	\$ 1,209.00	\$ 1,809.00	\$ 3,009.00
Lisa Ladner	\$ 1,559.10	\$ 240.90	\$ 840.90	\$ 1,440.90	\$ 2,040.90	\$ 3,240.90
Carol Mitchell	\$ 1,535.00	\$ 265.00	\$ 865.00	\$ 1,465.00	\$ 2,065.00	\$ 3,265.00
Tina Hearn	\$ 1,432.10	\$ 367.90	\$ 967.90	\$ 1,567.90	\$ 2,167.90	\$ 3,367.90
Lisa Locklier	\$ 1,359.75	\$ 440.25	\$ 1,040.25	\$ 1,640.25	\$ 2,240.25	\$ 3,440.25
Jamie Elmore	\$ 1,321.50	\$ 478.50	\$ 1,078.50	\$ 1,678.50	\$ 2,278.50	\$ 3,478.50
Debra Baucom	\$ 980.50	\$ 819.50	\$ 1,419.50	\$ 2,019.50	\$ 2,619.50	\$ 3,819.50
Heather Adams	\$ 952.70	\$ 847.30	\$ 1,447.30	\$ 2,047.30	\$ 2,647.30	\$ 3,847.30
Anita Hallman	\$ 832.80	\$ 967.20	\$ 1,567.20	\$ 2,167.20	\$ 2,767.20	\$ 3,967.20
Keron Kyzar	\$ 764.00	\$ 1,036.00	\$ 1,636.00	\$ 2,236.00	\$ 2,836.00	\$ 4,036.00
Jasmine Dedrick	\$ 748.50	\$ 1,051.50	\$ 1,651.50	\$ 2,251.50	\$ 2,851.50	\$ 4,051.50
Holli Moss	\$ 689.00	\$ 1,111.00	\$ 1,711.00	\$ 2,311.00	\$ 2,911.00	\$ 4,111.00
Lori Lister	\$ 659.50	\$ 1,140.50	\$ 1,740.50	\$ 2,340.50	\$ 2,940.50	\$ 4,140.50
Teleisa Schofield	\$ 612.00	\$ 1,188.00	\$ 1,788.00	\$ 2,388.00	\$ 2,988.00	\$ 4,188.00
Sherian Newton	\$ 611.00	\$ 1,189.00	\$ 1,789.00	\$ 2,389.00	\$ 2,989.00	\$ 4,189.00
Lycetia Adams	\$ 606.50	\$ 1,193.50	\$ 1,793.50	\$ 2,393.50	\$ 2,993.50	\$ 4,193.50
Melanie Crawford	\$ 593.00	\$ 1,207.00	\$ 1,807.00	\$ 2,407.00	\$ 3,007.00	\$ 4,207.00
Ruth Stokley	\$ 591.00	\$ 1,209.00	\$ 1,809.00	\$ 2,409.00	\$ 3,009.00	\$ 4,209.00
Ashley Williamson	\$ 550.50	\$ 1,249.50	\$ 1,849.50	\$ 2,449.50	\$ 3,049.50	\$ 4,249.50
Kimberlee Scheinert	\$ 541.50	\$ 1,258.50	\$ 1,858.50	\$ 2,458.50	\$ 3,058.50	\$ 4,258.50
Lynn Johnson	\$ 532.00	\$ 1,268.00	\$ 1,868.00	\$ 2,468.00	\$ 3,068.00	\$ 4,268.00
Callie Ellis	\$ 507.00	\$ 1,293.00	\$ 1,893.00	\$ 2,493.00	\$ 3,093.00	\$ 4,293.00
Denise Thomas	\$ 505.20	\$ 1,294.80	\$ 1,894.80	\$ 2,494.80	\$ 3,094.80	\$ 4,294.80
Linda Larson	\$ 502.00	\$ 1,298.00	\$ 1,898.00	\$ 2,498.00	\$ 3,098.00	\$ 4,298.00
Meagan Skelton	\$ 496.50	\$ 1,303.50	\$ 1,903.50	\$ 2,503.50	\$ 3,103.50	\$ 4,303.50
Stacie Sherrow	\$ 490.70	\$ 1,309.30	\$ 1,909.30	\$ 2,509.30	\$ 3,109.30	\$ 4,309.30
Katie Collins	\$ 474.00	\$ 1,326.00	\$ 1,926.00	\$ 2,526.00	\$ 3,126.00	\$ 4,326.00
Jennifer Howell	\$ 473.00	\$ 1,327.00	\$ 1,927.00	\$ 2,527.00	\$ 3,127.00	\$ 4,327.00
Liz Presley	\$ 465.00	\$ 1,335.00	\$ 1,935.00	\$ 2,535.00	\$ 3,135.00	\$ 4,335.00
Judy Christian	\$ 453.50	\$ 1,346.50	\$ 1,946.50	\$ 2,546.50	\$ 3,146.50	\$ 4,346.50
Dianne Battles	\$ 434.50	\$ 1,365.50	\$ 1,965.50	\$ 2,565.50	\$ 3,165.50	\$ 4,365.50
Chasity Ware	\$ 429.50	\$ 1,370.50	\$ 1,970.50	\$ 2,570.50	\$ 3,170.50	\$ 4,370.50
Angie Kowzan	\$ 425.00	\$ 1,375.00	\$ 1,975.00	\$ 2,575.00	\$ 3,175.00	\$ 4,375.00
Sonya Goins	\$ 1,952.90	\$ 0.00	\$ 447.10	\$ 1,047.10	\$ 1,647.10	\$ 2,847.10

All 3 Programs Extended Until June 30, 2021



\$100 Red Jacket Bonus



Bring Your Besties
Starter Kit Discount



Red Jacket Team
Building Bonus

October Celebrations



Name	Birthday	Name	Birthday
Macy Dyer	1 October	Krista Snyder	20 October
Elizabeth Chandler	3 October	Courtney Lay	21 October
Denise Thomas	3 October	Alicia Roderick	21 October
Lori Lister	4 October	Lacie Nolin	24 October
Jane Johnson	5 October	Jamie Dale	25 October
Amanda Lee	8 October	Jennifer McGuire	25 October
Tammy Walters	8 October	Angela Patterson	25 October
Suellen Gibson	12 October	Robin Kelley	28 October
Ginger Carroll	14 October	Angie Kowzan	28 October
Andrea Monsour	17 October	Stephany Hernandez	29 October
Ashley Williamson	17 October	Amy Mordecai	29 October
Brenda Bosch	20 October		

Name	Years	Name	Years
Cecelia Lawley	25	Carla Bittle	4
Vickey Plant	21	Callie Ellis	3
Lynn Griffin	16	Cindy Clark	3
Erica Cochran	13	Heather Bates	3
Alison Sexton	11	Melissa Wise	2
Leigh Harbin	11	Delaine Conway	1
Kimberly Irvin	10	Lanan Brewer	1
Jessica Mitchell	10	Kim Conway	1
Sherian Newton	8	Kimberly Driscoll	1
Kim Butler	8	Stephanie Cameron	1
Angela Patterson	6	Noelle Dyer	1
Kimberlee Scheinert	5	Tiffany Bradley	1
Jessica Dutton	5	Kristy Mcknight	1
Tammy Walters	4	Sharron Moore	1

Happy MK Anniversary



Look Who Invested This Month

Name	Amount
Nancy Thompson	\$ 1,244.50
Keron Kyzar	\$ 764.00
Daphne Boswell	\$ 728.00
Jamie Elmore	\$ 607.50
Lycetia Adams	\$ 606.50
Carol Mitchell	\$ 605.50
Tina Hearn	\$ 601.00
Meagan Skelton	\$ 496.50
Anita Hallman	\$ 496.10
Judy Christian	\$ 453.50
Lori Lister	\$ 425.50
Chasity Ware	\$ 351.50
Elizabeth Barnett	\$ 346.50
Ginger Carroll	\$ 338.50
Lisa Carnahan	\$ 330.60
Linda White	\$ 327.00
Elizabeth Chandler	\$ 318.50
Sherian Newton	\$ 314.00
Leslie Walley	\$ 312.00
Carla Bittle	\$ 311.50
Zoe Crafton	\$ 303.00
Haleigh Creal	\$ 300.00
Delaine Conway	\$ 284.50

Name	Amount
Chris Sanford	\$ 267.00
Michalle Cox	\$ 265.50
Ruth Stokley	\$ 263.50
Stephany Hernandez	\$ 262.60
Melissa Smith	\$ 262.00
Denise Thomas	\$ 260.50
Deborah Smithson	\$ 259.00
Ashley Williamson	\$ 258.50
Kara Griffin	\$ 255.50
Vickey Plant	\$ 255.00
Callie Ellis	\$ 254.50
Tera Duncan	\$ 253.00
Kathy Ridings	\$ 252.50
Lisa Ladner	\$ 249.50
Donna Duke	\$ 245.50
Laura Strange	\$ 243.25
Linda Larson	\$ 236.50
Julie Goodwin	\$ 235.00
Kristin Pettey	\$ 235.00
Liz Presley	\$ 235.00
Jasmine Dedrick	\$ 234.50
Ginger Tooke	\$ 230.50
Stacie Sherrow	\$ 230.00

On Target Fall Consistency Challenge

Name	Amount
Hollie Higdon	\$ 229.50
Kailin Henry	\$ 229.00
Paige Lesley	\$ 229.00
Suzan Morris	\$ 228.75
Dorothy McInnis	\$ 228.00
Jennifer Howell	\$ 226.50
Andrea Allen	\$ 226.00
Katie Collins	\$ 225.00
Becky Jones	\$ 225.00
Heather Adams	\$ 167.20
Cay Strickland	\$ 133.25
Tammy Dolbear	\$ 115.00
Angel Young	\$ 96.50
Cathy Bush	\$ 92.00
Emily Hoskins	\$ 57.50
Kaley Key	\$ 52.00
Betsy Summers	\$ 49.00
Denise Robertson	\$ 43.00
Erica Cochran	\$ 40.00
Shannon Nece	\$ 32.50
Dianne Battles	\$ 27.00
Sonya Goins	\$ 705.00



steppin' up the

Ladder



Senior

Consultant

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

Brenda Bosch
Katie Collins
Dawn Crocker
Callie Ellis
Jamie Elmore
Anita G. Hallman
Leigh Harbin
Tina Hearn
Lauren Kyzar
Lisa Ladner
Holli Moss
Shannon L. Nece
Serena J. Rice
Stacie Sherrow
Krista K. Snyder
Brittany Sumrall
Jesse Touchstone
Linda White



Star

Team Builder

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

Stephany Hernandez
Linda Larson
Lori Lister
Carol Mitchell
Nora Myers
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



Elite Team Leader
Daphne Boswell

Team Leaders
Elizabeth Barnett
Shawna Dyer
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

MARY KAY
SEMINAR
2020

SEMINAR EDUCATION

EDUCATION FOR ALL CONSULTANTS

Watch Now

Learn from the best. Grow your
business skills with online classes!

Seminar is available to EVERYONE on Intouch! That's right, even if you never registered, you now have access to the speeches, recognition, motivation and classes from Seminar! (If you did register, you are being refunded.) No excuses, Seminar is available to you- take advantage of this unique virtual opportunity and dig in! You can find the broadcasts in the video lounge under Seminar 2020.

WATCH SEMINAR

I PLANNED
MY SUCCESS.
I KNEW IT
WAS GOING
TO HAPPEN.

Erykah Badu

a note from

Sonya 

Wouldn't you love to CREATE more time... Well you can! When you set up your systems, processes, delegate and plan, you will have more time to focus on your goals. Plus, have time to refuel and be with your family. It may require more time and effort upfront, but in the long run you will CREATE more time. Are you completing your Weekly Plan Sheet every Sunday?

When you follow your weekly plan sheet, treating it like your boss, you will be laser focused. You will notice that you can accomplish more in a fraction of the time rather than if you did not follow your weekly plan sheet. And a great benefit to this is, once this becomes a habit, you build momentum and excitement in your business. Momentum takes less energy to keep going, and you become unstoppable. Be in the ZONE!

Are you taking time to plan for appointments, being prepared, not in a hurry? When we live life in a hurried fashion, we miss out on so many wonderful opportunities. When we are in a hurry, we cannot show love and kindness very easily, always thinking of what we have to hurry to get done before we can move onto the next task. Schedule in time to prepare for your appointments so you can be all in at each one, looking prepared and professional, focused on your guests, whether it is virtual or face to face.

The best selling season of the year is quickly approaching. Hold your parties now, offer great customer service and build your customer base deep and wide! Let your new and existing customers know that you will be having an open house/ virtual holiday sale within the next couple months. Let them know what types of gift giving services you will be offering and examples of who they can shop for with you. Do your best to hold the sale at the same time every year so it becomes a Holiday "habit" for your customers to attend.

Take time to plan for your success!

xoxo,

Sonya

Look who Participated
in the

Holiday PCP 

Shawna Dyer
Nancy Thompson
Anita Hallman
Jamie Elmore
Betsy Summers
Chasity Ware
Tina Hearn
Linda Larson
Carol Mitchell
Lisa Ladner
Denise Thomas
Dianne Battles
Brenda Bosch



Listen to Susie Moeller chat with Laura about the changes she has made and the positive momentum that has come because of them.

WATCH NOW

HOLIDAY BUSINESS PLANNING

Get excited about this holiday season and make a BIG plan for what to accomplish. It will require a plan and a goal to work towards. This is the time to get ahead on your goals; pay off debt; work for something you want for you or your family.

The sky is the limit! THINK BIG! GO TO WORK!

My 2020 Holiday Game Plan

SEPT

- Plan your sales & personal calendar for the next 4 months
- Book skincare, supplements & fall look parties for Sept. and get wish lists from everyone
- Hold QVC style event in your customer FB Group for Fall colors - have your customers invite friends to build your group
- Order Holiday products & gift wrapping supplies - anticipate sell-outs!
- Finish your STAR
- Contact Businesses for employee gifting/gift cards
- Contact Senior Centers for updated rules for Adopt-A-Grandparent
- Plan your Open House if you will be doing in-person
- Book Holiday Preview coffees w/ your customers
- book them to be holiday hostesses for you
- Add a new team member as a "Holiday Consultant"
- Follow up with PCP customers once Holiday Look Books arrive

OCT

- Create a Grab-and-Go gift basket with gift ready products and keep with you at all times
- Hold 5 Holiday Coffees
- Contact your customers' "Santas" about 12 days of Christmas
- Add team members so they can take advantage of Holiday Sales
- Follow up with businesses about employee gifts
- Launch your Adopt-A-Grandparent program
- Hold QVC style FB Group event for Holiday products
- Send invites for in person Open House/ plan virtual Open House
- Hold skincare & mask parties - get wish lists and Santas from everyone
- Hold a product preview panel to get opinions on holiday products and book them to be a hostess
- Reverse Trick-or-Treat your neighbors - leave goody bags at their door with samples & info about gift wrapping services

NOV

- Hold 5 Holiday Coffees
- Hold updated QVC style Holiday product FB event
- Make a Holiday Glam Look video for your FB Group and book glam parties
- Order your own gifts for friends and Family
- Send invites for open houses & follow up!
- Finish Adopt-A-Grandparent
- Get wish lists, invite guests to virtual events
- Call Santas, husbands, etc. for wish lists & 12 Days of Christmas
- Pink Friday / Small Business Saturday / Cyber Monday Sales
- Post in your customer group about stocking stuffers, gift sets, and gifts at different price points
- Hold Virtual Open House featuring Gift-Ready products in cute packaging
- Be sure inventory is ready for last-minute shoppers

DEC

- Hold a "Last Minute Gifts" virtual open house - don't forget scents, bundles, men's products, stocking stuffers
- Deliver gifts
- Bring your Grab-and-Go basket EVERYWHERE with gifts at different price points
- Post in your FB Group about your gift wrapping services
- Book "New Year, New You" skincare parties
- Hold virtual "Men Only" open house for gifting ideas
- Follow up with wish lists
- Finish your STAR
- Hold a 12 Days of Christmas Sale in your FB Customer Group
- Call your customers for their PERSONAL needs - it's easy to forget yourself when you're shopping for others
- Sell New Year's Day "Morning After" Bundles with Indulge Soothing Eye Gel, Mint Bliss, and maybe a Charcoal Mask.



PLAN FOR SUCCESS

HOLIDAY Products 2020



**Satin Hands® Shea
Hand Soap, \$10**



Eyelash Curler, \$12



Mini Essential Brush Set, \$15



**Men's Hair and Body
Wash Gift Set, \$26**



**Mini Blending
Sponge Set, \$12**



**Hand Cream and
Lip Balm Set, \$18**



**Mad About Masking®
Mask Pod Gift Set, \$25**

Gift Box Set, \$6

Gift With Purchase



Goins Galaxy Of Stars



Sonya Goins

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

Important dates

September 10 - Early Ordering for Q 4 Stars & Holiday PCP

September 13 - Mary Kay Inc. 57th Anniversary

September 15 - Quarter 1 Star Contest Ends AND Holiday Products avail. to all consultants

September 16 - Quarter 2 Star Begins & Winter PCP Enrollment begins

September 29 - Last day to place phone orders for September

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

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

**LINK
TO THE
LEGACY.**

SEPTEMBER



When you order \$600+ whsl in
September, you will receive this beautiful

BRACELET

from the *Spark a Chain Reaction!*
Collection.

**SPARK YOUR
ENTHUSIASM!
ENTHUSIASM!
ENTHUSIASM!
ENTHUSIASM!**

MARY KAY



Earn the Fall Consistency Challenge

NECKLACE

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