

GRACE LEMKE UNIT

POWER Your Sales

SEPTEMBER NEWSLETTER FEATURING AUGUST RESULTS



Sales Director
Grace Lemke



GOALS:

♥ Top Trip to Hungary

♥ \$650,000 Circle of Excellence

Designed for SD Grace Lemke by EdensSite.com

WE'RE LOOKING FOR 10 RED JACKETS!

WHO WILL *Move Up The Career Path?*

D.I.Q.

GO ALL IN WITH 10! (10+ Active team members growing to 24 with 10 qualified in 1-4 months) All benefits below plus, eligible to become a Sales Director!

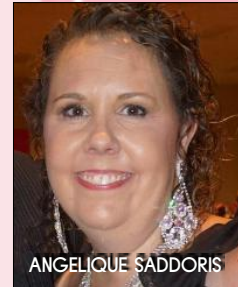
ELITE TEAM LEADER

(8+ Active team members) All benefits below, plus eligible to wear the Future Director Scarf & to submit DIQ Commitment Card!

TEAM LEADER

(5-7 Active team members) All benefits below, plus 9-13% commission!

YOUR NAME & PHOTO HERE AS YOU MOVE UP!



ANGELIQUE SADDORIS

STAR TEAM BUILDER

(3-4 Active team members) 4% Commission, plus \$50 Red Jacket Rebate, eligible for \$50 Bonuses & can wear the coveted RED JACKET!



BRANDY CLAEYS

SENIOR CONSULTANTS

1-2 Active Team Members & 4% Commission

SHELLY BAUER
EMILY DOCHTERMAN
CHRISTINE EFFERDING
KAITLYN HANSEN

ASHLEY MINARD
ELIZABETH THURSTON
KELLY WILSON
SAMANTHA WRIGHT



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MARY KAY star consultant Program

AVAILABLE SEPT. 20, 2024
Q3 STARS GET PRIORITY ACCESS!

SAPPHIRE
GAIAM Mary Kay®-Branded
Yoga Mat with Cinch Strap
LIMITED QUANTITIES!

June 16 - Sept. 15, 2024

Be a rising star! You can earn exciting prizes and experiences in the Star Consultant Program while building your Mary Kay business. Here's a small selection of featured prizes this quarter, but check the Star Consultant Program Boutique website for even more rewards. And don't forget: The achievements you enjoy through the Star Consultant Program can help you earn rewards in other Mary Kay® programs, so keep reaching for the stars!

pearl



Dyson Humdinger Handheld Vacuum
Item 04-8249

Coleman Fun on the Water Package
Includes Two-Person Kayak, Paddle, Foot Pump, Seats and Cooler
Item 08-1833

pearl



Supersonic 24" DLED Smart HDTV With Google Assistant
Item 03-13865

American Tourister Color 2-Piece Hardside Luggage Set - Silver
Item 14-4257

pearl



Ring Video Doorbell - Satin Nickel
Item 03-9921

Brighton Tapestry Collection Newark Two-Tone Watch
Item 15-7926

pearl



Julika Isabella Acrylic Pitcher With Four Glasses
Item 18-3591

Chi Volumizer 4-in-1 Blowout Brush - Rose Gold
Item 03-21526

emerald



Home Bluetooth Speaker and Karaoke Microphone
Item 16-4181

MacKenzie-Childs Royal Star Beverage Bucket
Item 16-3325

diamond



Kate Spade Let's Rally Pickleball Set
Item 09-2466

Coleman Gol 7' x 7' Dome 3-Person Tent
Item 08-990

ruby



Mr. Bar-B-Q 20-Piece Barbecue Tool Set With Case
Item 06-1995

Lilly Pulitzer Oversized Beach Towel - Suite Views
Item 08-2149

sapphire



Kate Spade Small Square Stud Earrings - Opal Glitter
Item 06-5321

Peepers Logging Out Sunglasses - Pink
Item 01-21389

Nostalgia 7-Egg Capacity Electric Egg Cooker
Item 01-6416

Congratulations STARS!



GRACE LEMKE



ANGELIQUE SADORIS



KELLY WILSON



ASHLEY MINARD

ON TARGET Quarter 1 Stars

| NAME | WS IN | SAPPHIRE |
|----------------------------|------------|------------|
| <u>Samantha Wright</u> | \$1,565.35 | \$234.65 |
| <u>Stacie Baker</u> | \$1,374.75 | \$425.25 |
| <u>Kelly Morrison</u> | \$938.95 | \$861.05 |
| <u>Shelly Bauer</u> | \$872.90 | \$927.10 |
| <u>Brandy Claeys</u> | \$869.50 | \$930.50 |
| <u>Joy Pilcher</u> | \$848.00 | \$952.00 |
| <u>Lindsey Roggensack</u> | \$722.05 | \$1,077.95 |
| <u>Paige Bildstein</u> | \$644.20 | \$1,155.80 |
| <u>Amanda Murray Dynes</u> | \$601.85 | \$1,198.15 |

Quarter ENDS September 15th!

Please note, product pricing and availability are subject to change. Some items cannot be shipped outside the United States. Items that cannot be shipped are noted in the item descriptions in the Star Consultant Program Boutique. All third party trademarks, registered trademarks and service marks are the property of their respective owners.

Sales Director
Grace Lemke



GRACE LEMKE UNIT **POWER** *Your Sales*

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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 Independent Beauty Consultant orders \$700* or more in wholesale Section 1 products, she can earn the monthly reward from the Power Your Sales Monthly Selling Challenge. The order(s) can be a single order or cumulative orders of \$700* or more as long as they occur during a single month. Establishing a strong customer base and selling \$700* or more a month in wholesale Section 1 products can help her Power UP her Mary Kay business! The fabulous monthly rewards can't be found in a store - you can only get them by achieving this challenge.

POWER *Your Sales* AUGUST CHALLENGE Achievers



GRACE LEMKE



KELLY WILSON



ANGÉLIQUE SADORIS



ASHLEY MINARD

Earned this powerfully playful Mary Kay-branded dominoes and playing cards set for achieving the Power Your Sales Monthly Selling Challenge in August!



POWER *Your Sales* SEPTEMBER CHALLENGE

Earn this pretty and practical nylon outdoor blanket that features the Mary Kay® logo when you achieve the Power Your Sales Monthly Selling Challenge in September!



YOUR NAME HERE!



POWER *Your Sales* CONSISTENCY



GRACE LEMKE



KELLY WILSON



ANGÉLIQUE SADORIS

Achieve the Power Your Sales challenge every month July 2024 June 2025, can earn a Mary Kay branded perpetual calendar file with Mary Kay Ash quotes.



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MONTHLY QUEENS

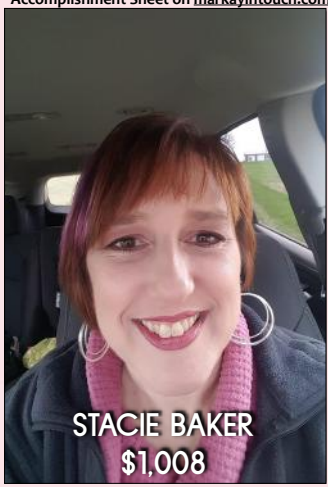


“Success requires competition, but a successful salesperson knows that the competition is not with someone else. It is with himself.”

ManyRay
WISDOM

QUEEN OF SALES

Based on submission of your Weekly Accomplishment Sheet on markayintouch.com



WAS WEEKS
7/28 - 8/31

- ELIZABETH HULSBINK \$462
- CAROL TIETJEN \$438
- WHITNEY GEHRS \$414
- PAIGE BILDSTEIN \$259
- ANGELIQUE SADDORIS \$150

QUEEN OF WHOLESALE

Minimum \$400+ WS Shown



RUNNERS UP

- ASHLEY MINARD \$818.50
- ANGELIQUE SADDORIS \$702.50
- BRANDY CLAEYS \$542.00
- STACIE BAKER \$522.25
- EMILY DOCHTERMAN \$518.50
- SAMANTHA WRIGHT \$452.50

QUEEN OF SHARING

Based on New Team Members Added



RUNNERS UP

You can be featured here next month when you add new team members this month!!

SEMINAR '25 YTD QUEENS

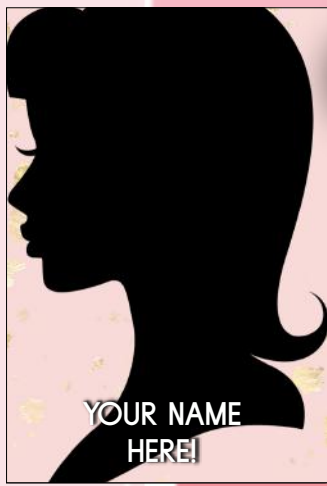
COURT OF SALES

Queens Court of Sales \$40,000 Retail



COURT OF SHARING

Queens Court of Sharing 24 (\$600) Recruits



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WELCOME New Consultants

NEW CONSULTANT

RECRUITER

Who will be here next month?

Team Building MEDALS

EARN A TEAM BUILDING MEDAL WITH 3+ NEW TEAM MEMBERS IN A MONTH!



BRONZE MEDAL: 3 NEW Team Members

SILVER MEDAL: 4 NEW Team Members

GOLD MEDAL: 5 NEW Team Members



Preferred Customer PROGRAM

From early ordering privileges to sharing the latest-and-greatest beauty pro tips with your customers, you gain so many perks for enrolling in the Preferred Customer ProgramSM.

CONGRATULATIONS HOLIDAY PARTICIPANTS!

*PHOTO RECOGNITION WITH 100+ CUSTOMERS ENROLLED



GRACE LEMKE



ANGELIQUE SADDORIS



AMY WAGNER



SHELLY BAUER

Shelly Bauer
Brandy Claeys
Kelly Wilson
Kanya Petersen
Emily Olson
Dallas Harry

Whitney Gehrs
Rachel Vela
Samantha Wright
Joy Pilcher
Paige Bildstein
Kelly Lohman

Lindsey Roggensack

WINTER ENROLLMENT OPENS SEPTEMBER 16TH!

HAPPY BIRTHDAY

| | |
|---------------------|------------|
| Kanya Petersen | 5 October |
| Elizabeth Thurston | 7 October |
| Riley Quick | 17 October |
| Christine Efferding | 22 October |
| Taylor Cooley | 25 October |
| Deven Wilson | 28 October |
| Nancy Olson | 30 October |

HAPPY MK ANNIVERSARY

| | |
|------------------|----------------|
| Felicia Bonyng | 12 yrs October |
| Marlene Merkes | 9 yrs October |
| Kanya Petersen | 9 yrs October |
| Michele Errthum | 7 yrs October |
| Carla Riley | 3 yrs October |
| Hanna Huerta | 2 yrs October |
| Riley Quick | 2 yrs October |
| Tammy Quick | 2 yrs October |
| Deb Searles | 2 yrs October |
| Ashley Adams | 2 yrs October |
| Haley Van Cleave | 1 yr October |
| Paige Bildstein | 1 yr October |

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Glemke03@gmail.com
UnitNet.com/GracLemke

Grace Lemke
Sales Director

ENRICH EVERY WISH.

Discover self-care surprises and gifting gems all season long, thanks to a treasure trove of thoughtful *Mary Kay*® products.

SEPTEMBER 2024 LAUNCH



REVEAL A WEALTH OF COLOR.

Discover pigment-rich shades that deliver an effortless matte look. Create a look that's all your own by blending out for a softer look or by building up for more intensity. You can layer these Liquid Eye Shadow shades or wear them one at a time.

NEW! Limited-Edition® *Mary Kay*® Liquid Eye Shadow, \$16 each

- Sand Dune
- In the Trees
- Warm Desert



REIGN SUPREME ALL SEASON.

Drench lips in luscious hydration, rich color and brilliant shine with *Mary Kay*® Supreme Hydrating Lipstick. Choose from 15 majestic shades sure to offer a luxe experience to anyone on your list – including yourself!

Mary Kay® Supreme Hydrating Lipstick, \$20 each

FIVE NEW SHADES!

- Mauve Crush
- Toasted Plum
- Black Cherry
- Hushed Blush
- Natural



HEIGHTEN EVERY SENSE.

For the woman who seeks life's challenges and knows how to play up her strengths, *Belara*® hits all the right notes. Buy this perfectly balanced fragrance as an Eau de Parfum, a Body Lotion or a bundle of both!

Belara® Eau de Parfum, \$44

NEW! Limited-Edition® *Belara*® Body Lotion, \$22

NEW! Limited-Edition® *Belara*® Bundle, \$58

Save
when you
buy the
bundle!



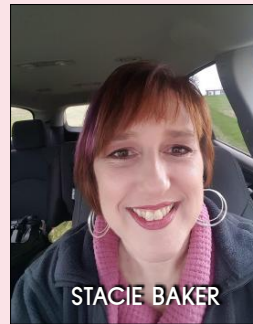
ENHANCE HIS DAILY EXPERIENCE.

Kick off his self-care routine with a refreshing gift set that includes Hair and Body Wash in two scents: *MK High Intensity*® and *MK High Intensity*® Sport.

NEW! Limited-Edition® *Mary Kay*® Men's Hair and Body Wash Gift Set, \$28

Congratulations to those who
**COMPLETED OUR MONTHLY
RECOGNITION TRACKING:**

https://docs.google.com/spreadsheets/d/1qdtTzius-OdBc7ZBoJYuAWNvKhcodeNagFoUYiSGg_Y/edit?usp=sharing



STACIE BAKER



ANGELIQUE SADDORIS

**SUBMIT YOUR RECOGNITION ON OUR
GOOGLE FORM EACH MONTH FOR
RECOGNITION BY THE 8TH!**