

# MARCH NEWSLETTER

February 2026 Results

## CONGRATULATIONS

on investing in your business last month!

Jordan Allen  
Robin Owins

Margarita Reyes  
Minta Leusch

Christine M. Williamson  
\*Bold denotes \$600+ whls



## FEBRUARY ACHIEVERS

**4 months Achieved:**  
Standing recognition at  
Seminar 2026.

**5 months Achieved:**  
Earn a Rise + Radiate  
sash to wear as  
recognition!

**6 months Achieved:**  
Earn a Mary Kay  
branded quilted  
crossbody & a  
special Six-Month  
Achiever sash at  
Seminar!



**Jordan  
Allen**  
\$3,971 ws



**Robin  
Owens**  
\$771 ws



**Margarita  
Reyes**  
\$606 ws



# MARCH

*momentum*



**\$10 ESTART!**

## MARCH 2026 ESTART PROMOTION

March 1-31, 2026

Ready for a bold ask? Incoming Consultants can start their Mary Kay business for only \$10 in March!



Please discuss with Chris as we have additional benefits to include with NEW team members the month of March

## SALES DOUBLE CREDIT PROMOTION

March 1-15, 2026

Earn \$1 in Seminar double credit for each \$1 in estimated retail sales on orders received and accepted by the company March 1–March 15, 2026.

(\*max bonus: \$2,000 in retail bonus credit in addition to monthly est. retail max of \$13,000)

## SHARING DOUBLE CREDIT PROMOTION

March 1-31, 2026

Earn double credit toward Seminar Awards 2026 when you add Great Start-qualified new personal team members March 1-March 31, 2026!

(max bonus: 6 GSQ team members in addition to monthly cap of 13 GSQ team members)



**DOUBLE CREDIT!**



**DOUBLE CREDIT!**



# MARCH

## *momentum*

### COURT OF SALES

March 1-15, 2026



Retail	Bonus	Total Credit
\$100	\$100	\$200
\$450	\$450	\$900
\$800	\$800	\$1,600
\$1,200	\$1,200	\$2,400
\$2,000	\$2,000	\$4,000
\$3,600	\$2,000	\$15,000

\*max bonus: \$2,000 in retail bonus credit in addition to monthly estimated retail maximum of \$13,000

### UNIT RETAIL CREDIT

March 1-15, 2026



Unit Retail	Bonus	Total Credit
\$2,500	\$2,500	\$5,000
\$10,000	\$10,000	\$20,000
\$20,000	\$20,000	\$40,000
\$30,000	\$20,000	\$50,000

\*max bonus: \$20,000 in unit retail bonus credit

### COURT OF SHARING

March 1-31, 2026



Great Start Qualified	Bonus	Total
1	1	2
3	1	4
5	3	12
7	4	15
10	5	19

Earn double credit for up to 6 Great Start qualified new personal team members!

*Double* your success in March  
with these *branded* items

Place **\$1000** wholesale order  
**March 1** through the 15th  
and choose the **show and go organizer**  
or the **trunk organizer** with  
**insulated bag + Crossbody  
wristlet**

**Order \$600**  
and choose one of the items



**Crossbody wristlet**



+

**Show and Go Organizer**



**Crossbody wristlet**

+



**Trunk Organizer  
with Insulated Bag**

Million \$ Message

641-715-3900

Pin: 44336#

Dial in Monday through Friday for the Million \$ Message—a quick dose of inspiration and motivation to fuel your success!

Don't miss this powerful way to kick-start your day and stay focused on your goals!

Let's make every day a million-dollar day! 💖👩🏻

MARCH  
2026



SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
1	2 Jumpstart Your Week By Appt. With Chris  Business Exchange Guest Event 7pm - 8:30pm EST	3	4 Winning Wednesday 7:30pm CST / 8:30pm EST  Virtual Skincare Class 8pm CST / 9pm EST	5   Live Sharing Event 8pm CST / 9pm EST	6 New Consultant Training 9am CST / 10am EST Zoom: 229 200 8860 PW: Achievers	7   Rise To Red Charleston, SC
8 Jennifer's Launch Party  Red Event 8pm CT / 9pm ET	9 Jumpstart Your Week By Appt. With Chris  Power Boost Monday 6:30pm CST / 7:30pm EST Zoom: 229 200 8860 PW: Achievers	10	11 Margaritaville Market 9am - 1pm CST  Winning Wednesday 7:30pm CST / 8:30pm EST  Masks! 8pm CST / 9pm EST	12   Live Sharing Event 8pm CST / 9pm EST	13 New Consultant Training 9am CST / 10am EST Zoom: 229 200 8860 PW: Achievers	14
15 End of Quarter 3	16 Quarter 4 Begins Summer PCP Enrollment Begins Jumpstart Your Week By Appt. With Chris  Business Exchange Guest Event 7pm - 8:30pm EST	17  <b>HAPPY ST. PATRICK'S DAY</b>	18 Winning Wednesday 7:30pm CST / 8:30pm EST  CONSULTANTS ONLY Running Towards the finish Line 8pm CST / 9pm EST	19   Live Sharing Event 8pm CST / 9pm EST	20 New Consultant Training 9am CST / 10am EST Zoom: 229 200 8860 PW: Achievers	21
22	23 Jumpstart Your Week By Appt. With Chris  Power Boost Monday 6:30pm CST / 7:30pm EST Zoom: 229 200 8860 PW: Achievers	24	25 Winning Wednesday 7:30pm CST / 8:30pm EST  TOP 10 8pm CST / 9pm EST	26   Live Sharing Event 8pm CST / 9pm EST	27 CAREER CONFERENCE  Attending Career Conference in Orlando	28 CAREER CONFERENCE  Attending Career Conference in Orlando
29	30 Jumpstart Your Week By Appt. With Chris  Business Exchange Guest Event 7pm - 8:30pm EST	31 Last day of the month to place online orders.				

Winning Wednesday Zoom Information

Zoom ID: 433 954 0508 / PW: 354074  
7:30pm CST / 8:30pm EST

All Wed. & Thurs. events  
are guest events except CALLING  
ALL CONSULTANTS

Wed. & Thurs. Janis Trude Events

Zoom ID: 899 5946 8497 / PW: MKPINK  
8pm CST / 9pm EST

MARCH BIRTHDAYS

MARCH ANNIVERSARIES



Stefanie Fowler 03/13  
Robin Owens 03/21  
Brianna Randall 03/24



Stefanie Fowler 2 yrs  
Minta Leusch 2 yrs

Welcome to The Luxe Legacy Unit



**Monica Grayson**  
Recruited by  
Margarita Reyes



**Angelia Benjamin**  
Recruited by  
Michelle Harris

🎉 NEW EVENT ALERT! 🎉

We are now meeting the 1st & 3rd Monday of every month at the Broad Street Business Exchange – and since there are 5 Mondays this month AND next month, we'll be adding an EXTRA event both months!

This is your moment, ladies 🙌  
Start lining up your guests NOW!

Every event is an opportunity to:

- ✨ Share the vision
- ✨ Introduce them to our sisterhood
- ✨ Grow your team
- ✨ Multiply your income

Let's not wait until the week of – begin inviting today and fill those seats!

Who are you bringing to the next one?



## STAR CONSULTANTS ON TARGET

Consultant Name	WS ordered TD	Sapphire ws needed	Ruby ws needed	Diamond ws needed	Emerald ws needed	Pearl ws needed
Jordan Allen	\$4,383	✓	✓	✓	✓	\$417
Christine Williamson	\$4,176	✓	✓	✓	✓	\$624
Robin Owens	\$797	\$1,003	\$1,603	\$2,203	\$2,803	\$4,003
Margarita Reyes	\$606	\$1,194	\$1,794	\$2,394	\$2,994	\$4,194
Stefanie Fowler	\$436	\$1,363	\$1,963	\$2,563	\$3,163	\$4,363
Minta Leusch	\$325	\$1,474	\$2,074	\$2,674	\$3,274	\$4,474
Vicki Connelly	\$268	\$1,532	\$2,132	\$2,732	\$3,332	\$4,532
Michelle Harris	\$232	\$1,568	\$2,168	\$2,768	\$3,368	\$4,568
Jenee Dupuis	\$230	\$1,570	\$2,170	\$2,770	\$3,370	\$4,570

I've added Lori's Facebook link below if you'd like to follow her — she shares some truly amazing information! As an International Beauty Educator, Product Knowledge Specialist, and Confidence-Building Makeup Artist, she pours so much value into everything she teaches. You'll definitely want her on your feed!



<https://www.facebook.com/lorihogg?>



**SUMMER**  
PCP ENROLLMENT  
IS NOW **OPEN**

ENROLL YOUR CUSTOMERS TO RECEIVE THE NEW SUMMER EDITION OF THE LOOK!

- ONLY 95 ¢ PER NAME!
- BEGINS MAILING MAY 8
- CUSTOMERS ENJOY A FREE SAMPLE INSIDE
- YOU'LL ENJOY EARLY ORDERING PRIVILEGES!

ENROLLMENT IS OPEN:  
MARCH 16 - APRIL 17

### PCP Enrollment Opens March 16th!

Our Preferred Customer Program (PCP) enrollment is opening back up on March 16th — and this is the perfect time to get your customers enrolled!

#### Why enroll your customers?

- They receive exclusive product samples mailed directly to them
- They get The Look® digital magazine for beauty tips & trends
- They'll stay in the loop on new products + promotions
- It helps you build stronger, more consistent customer relationships

PCP keeps you connected to your customers while Mary Kay helps you market to them behind the scenes

Our Quarter 3 Star Party, Fashioned for the Stars: A Luxe Tea Party, is happening March 19th at 8PM EST and it's going to be an elegant night of recognition, glam, and celebration!

And guess what... there is **STILL** time to finish strong and earn your place as a Star Consultant! Don't miss your chance to be celebrated in style – let's close it out and shine bright! ✨

Quarter 3 Star Party  
*Fashioned for the Stars*  
**A LUXE TEA PARTY**

**MARCH 19, 2026**  
**8PM EST**

**SERVE LOOKS. SIP TEA. CASH GIVEAWAYS**

Join us for a chic, high-fashion virtual tea where elegance meets achievement. We're honoring our shining stars in style—with glam looks, graceful sips, and well-deserved recognition. Pinkies up as we celebrate excellence, confidence, and success together.

*Star achievers will be sent zoom information*

*Fashioned for the Stars*  
**A LUXE TEA PARTY**

MARY KAY

**I'M GOING TO THE TEA PARTY**

**Jordan Allen**

Huge congratulations to Jordan for earning her spot as a Star Consultant and securing her seat at our Fashioned for the Stars: A Luxe Tea Party! ✨🌟 I am so proud of you for finishing strong and shining bright!

Now the question is... who's going to join her? 🙌 There's still time to make it happen — let's see who will be celebrating with us on March 19th!

## We're Promoting Comfort & Courage Boxes!

This season we are spreading strength, confidence, and love through our Comfort & Courage Boxes — blessing women in domestic violence shelters one box at a time.

Encourage your customers to sponsor a box (\$35 each) and help us reach more women with beauty and hope!

### Prefer Adopt-a-Grandparent?

You can absolutely still offer that option! Let your customers choose how they'd like to give back — both opportunities make a huge impact.

### New Consultants Alert!

When someone joins our Luxe Legacy Unit, she'll receive a New Team Member Tote filled with:

- 10 Hand Creams
- 10 Mascaras
- 10 Charcoal Masks

Let's promote with purpose, share the love, and line up those conversations!



**Comfort & Courage Box**  
SPREADING STRENGTH,  
ONE LIPSTICK AT A TIME

🏠 ✨ We're Spreading beauty through purpose and service by creating Comfort & Courage Boxes — care packages filled with beauty essentials, thoughtfully curated for women in domestic violence shelters. A small gesture that reminds these women they are seen, valued, and incredibly strong. ✨💕

How You Can Help:

- ♥ Sponsor a Comfort & Courage Box (\$35 covers 1 box!)
- ♥ Our goal is to provide 100 women this gift! Please spread the word and share the love!

LET'S BRING JOY, CONFIDENCE, AND HEALING  
ONE COMFORT & COURAGE BOX AT A TIME.  
BECAUSE EVERY WOMAN DESERVES TO FEEL  
BEAUTIFUL AND BRAVE.

♥ 30 COMFORT & COURAGE BOXES • \$1050
♥ 15 COMFORT & COURAGE BOXES • \$525
♥ 5 COMFORT & COURAGE BOXES • \$175
♥ 3 COMFORT & COURAGE BOXES • \$105
♥ 2 COMFORT & COURAGE BOXES • \$70
♥ 1 COMFORT & COURAGE BOX • \$35

**\$35 • COMFORT & COURAGE BOX • \$35**



**The Future Red Jackets**  
of the  
**LUXE LEGACY UNIT**

**New Team Member Tote:**  
10 Hand Creams • 10 Mascaras • 10 Charcoal Masks



**Comfort & Courage Box**

♥ 30 Comfort & Courage Boxes = \$1050
♥ 15 Comfort & Courage Boxes = \$525
♥ 5 Comfort & Courage Boxes = \$175
♥ 3 Comfort & Courage Boxes = \$105
♥ 2 Comfort & Courage Boxes = \$70
♥ 1 Comfort & Courage Boxes = \$35

Career Conference is almost HERE and I cannot contain my excitement!!

We are just around the corner from one of the most powerful, energizing, belief-building weekends of the year – and it's going to be AMAZING!

Here are a few sneak peeks at:

🏠 Where we're staying (because yes, we're doing it in style!)

👕 Our Friday t-shirts (you KNOW we're going to show up looking unified and fabulous!)

This weekend is about:

♥ Big goals

♥ Big growth

♥ Big recognition

♥ And BIG belief in what's possible

If you're attending – start packing, start planning, and start EXPECTING breakthroughs!  
If you're not – let this be your motivation for next time. You belong in rooms that stretch you.

Let's go represent. Let's go grow. Let's go GLOW.

✳️ If you are attending - please check out BOARDS for materials you will want to review to prepare.



**On-Target Single, Double & Triple Star achievers will be recognized on stage and receive these gorgeous prizes – so let’s finish strong and make sure YOU are walking across that stage! 🙌🌟**

MARY KAY  
**CAREER CONFERENCE**  
2026

**SEMINAR AWARDS 2026 ON-TARGET SINGLE, DOUBLE & TRIPLE STAR**

On-target Single, Double & Triple Star achievers are eligible to receive onstage recognition and stunning prizes as they cross the Career Conference stage!

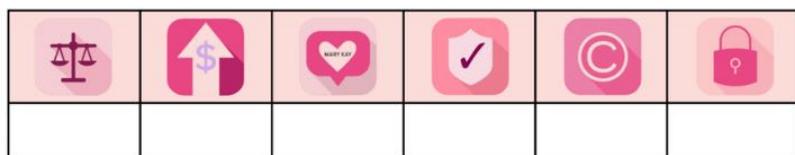
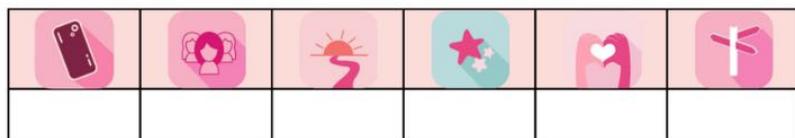



**SINGLE STAR**

**DOUBLE STAR & TRIPLE STAR**



UNIT: *The Luxe Legacy Unit* NAME: \_\_\_\_\_



**Don't forget to complete your MK Confident Training so you can earn your BLING BADGES 💎**

**How fun will it be to walk into Career Conference and pick up the recognition you worked for?! 🙌👏**

**Finish strong. Get it done. Go grab your sparkle at conference!**

# WEEKLY GUEST EVENTS

(See "Boards" for specific weekly flyers for all events).



## WEDNESDAYS

**WINNING WEDNESDAY**  
7:30pm CT / 8:30pm ET

DRAWINGS for FREE product giveaway & FREE E-Start!

HOST



GOLD CIRCLE NSD  
Bridget Shaw

ZOOM Link: <https://zoom.us/j/4339540508>  
Meeting ID: 433-954-0508  
Password: 354074

*Join Us For A Guest Event*  
(Unless otherwise noted)

Every Wednesday night, we're hosting a Virtual Guest Event (unless otherwise noted) where we'll spotlight a different product each week! From skincare must-haves to makeup favorites, you and your guests will get expert tips, live demos, and even fun giveaways!



HOSTED BY  
National Sales Director  
*Janis Trude*

**WEDNESDAYS**

6PM PT / 8PM CT /  
9PM EST

ZOOM ID: 899 5946 8497  
PW: MKPINK

**FREE PRODUCT GIVEAWAYS &**



  
KENDRA SCOTT



kate spade



## THURSDAYS

*Live* MARY KAY  
**SHARING EVENT!**



HOSTED BY  
National Sales Director  
*Janis Trude*

**EVERY THURSDAY**  
6PM PT. 8PM CT. 9PM ET

Zoom 899 5946 8497  
Password MKPINK

*Plus...*  
We're giving away  
5 FREE eStarts!



# 10 Top Recruiting Tips FOR MARCH

by Shelly Gladstein, NSD

1

**Put your honest effort in.** Don't just go through the motions—you have to put your leg over the fence and your heart over the line. Let people know you care about them—after all, they are joining YOUR team.

2

**ASK people to LISTEN.** Don't ask them to join. Tell them you have an idea that they need to explore with Mary Kay—let's do coffee—you'd like to see what they think.

3

**READ positive literature DAILY.** Don't get off that wagon.

4

**STAY excited about their possibilities.** Get them psyched about the company first, not inventory.

5

**Be a people mover!** Move them off your "maybe" list onto a "yes" or a "discard." Move ON!

6

**Appointments are guest events.** Make sure you have at least 10 guest events (shows count) in one month.

7

**Make a list** of everyone you want to BOOK and everyone you want to RECRUIT and keep it organized and growing.

8

**Be proactive about booking** 10 classes immediately. Book, double book, offer MORE. Directors, whatever you challenge your unit to do, you do it too!

9

**Have your motto** become, "let it be me that is the initiator"—and don't get distracted.

10

**Get it totally straight that you WILL get a GOLD or Double GOLD.** Have it in your head and heart and be completely purpose driven.

March is FULL of fun dates to celebrate! 🎉 We've got International Women's Day, a little Friday the 13th fun, and St. Patrick's Day 🍀 just to name a few – so let's use these moments as excuses to connect, celebrate, and book those appointments!



March 8, 2026  
**International Women's Day**

Here's to strong women.

PAJAMA GRAPHICS



**Happy FRIDAY the 13th!**

Did you know Mary Kay Ash started her business on Friday the 13<sup>th</sup> and built her office on the 13<sup>th</sup> floor? At Mary Kay, we believe that 13 is a symbol of courage!

PAJAMA GRAPHICS

