



MARIA'S RISING STARZ

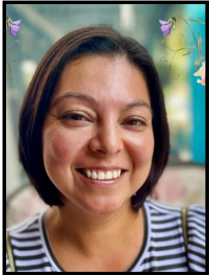
ESTRELLAS EN ASCENSO DE MARÍA



JUNE NEWSLETTER WITH MAY RESULTS

BOLETÍN DE JUNIO CON LOS RESULTADOS DE MAYO

Queen of Wholesale
reina del comercio
mayorista



Laura Guzman



Laura Guzman



Linda Montelo



Your Turn/Tu turno

ON-TARGET RISE & RADIATE
AND \$600 WHSL ACHIEVERS
TRIUNFADORA AVANZA MÁS Y CRECE
Y GANADORAS DE \$600 (WHSL)



"For every failure, there's an alternative course of action. You just have to find it. When you come to a roadblock, take a detour." — Mary Kay Ash

«Ante cada fracaso, existe un curso de acción alternativo. Solo tienes que encontrarlo. Cuando te encuentres con un obstáculo, toma un desvío». — Mary Kay Ash

On-Target Stars

Estrellas en el objetivo

Name Nombre	Whsl \$ + TB*	Sapphire Zafiro	Ruby Rubí	Diamond Diamante	Emerald Esmeralda	Pearl Perla
Elaine Herbst	\$873.00	\$927.00	\$1,527.00	\$2,127.00	\$2,727.00	\$3,927.00
Norma Rojas	\$650.50	\$1,149.50	\$1,749.50	\$2,349.50	\$2,949.50	\$4,149.50
Laura Guzman	\$641.50	\$1,158.50	\$1,758.50	\$2,358.50	\$2,958.50	\$4,158.50
Linda Montelo	\$626.50	\$1,173.50	\$1,773.50	\$2,373.50	\$2,973.50	\$4,173.50
Maria Garduno	\$578.60	\$1,221.40	\$1,821.40	\$2,421.40	\$3,021.40	\$4,221.40
Teresa Lopez	\$497.50	\$1,302.50	\$1,902.50	\$2,502.50	\$3,102.50	\$4,302.50
Maureen Marchese	\$477.50	\$1,322.50	\$1,922.50	\$2,522.50	\$3,122.50	\$4,322.50
Amparo Gutierrez	\$408.50	\$1,391.50	\$1,991.50	\$2,591.50	\$3,191.50	\$4,391.50
Maria Gonzalez	\$1,635.00	\$165.00	\$765.00	\$1,365.00	\$1,965.00	\$3,165.00

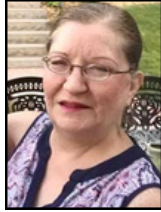


SALES LEADERS COMPANY COURT OF SALES

LÍDERES DE VENTAS TRIBUNAL DE VENTAS DE EMPRESAS



Maureen Marchese



Linda Montelo



Marina Martinez

NAME | NOMBRE

Maureen Marchese

Linda Montelo

Marina Martinez

Elaine Herbst

Rita Soto

Betty DeLira

Teresa Lopez

Laura Guzman

Maria Garduno

Amparo Gutierrez

YTD RETAIL

EL AÑO HASTA LA FECHA

\$5,468.00

\$4,331.00

\$3,613.00

\$3,542.00

\$3,355.00

\$3,086.00

\$2,857.00

\$2,757.00

\$2,710.00

\$2,511.00

QUEENS' COURT OF SALES

REINA

CORTES DE LAS VENTAS



QUEEN | REINA

\$45,000 retail | minorista
\$22,500 whsl | al por mayor

PRINCESS | PRINCESA

\$22,500 retail | minorista
\$11,250 whsl | al por mayor

UNIT | UNIDAD

\$11,250 retail | minorista
\$5,625 whsl | al por mayor

Pink Week Ideas | Ideas para la Semana Rosa



June 22–26 is the perfect time to add a little extra fun!

- Pink Picks Bundle – Feature your favorite pink products.
- Pick Your Pink Perk – Let customers choose a reward.
- Pink Selfie Challenge – Share a pink selfie for a giveaway entry.
- Pink Day Flash Sale – Offer a one-day special on 6/23.
- Pink Pop-Ups – Host quick beauty sessions or coffee chats.

Simple themes can spark excitement, engagement, and sales!

Del 22 al 26 de junio: ¡el momento perfecto para añadir un toque de diversión!

- Pack «Pink Picks»: tus productos rosas favoritos.
 - Beneficio «Pick Your Pink»: elige tu recompensa.
 - Desafío Pink Selfie: comparte una selfi en rosa para participar en un sorteo.
 - Venta flash «Pink Day»: oferta especial de un día el 23 de junio.
 - Eventos «Pink Pop-Up»: sesiones de belleza o charlas.
- Las temáticas sencillas pueden generar entusiasmo.



QUEENS' COURT OF SHARING

REINA

TRIBUNAL DE
COMPARTIR



QUEEN | REINA

24 Team Members
24 integrantes de equipo

PRINCESS | PRINCESA

12 Team Members
12 integrantes de equipo

UNIT | UNIDAD

6 Team Members
6 integrantes de equipo



ANOTHER YEAR OF FABULOUS OTRO AÑO FABULOSO



JULY | JULIO

BIRTHDAYS | CUMPLEAÑOS

NAME NOMBRE	DATE FECHA
Linda Awah	18 July
Dora Palafox	21 July
Alma Hernández	29 July
Linda Covarrubias	30 July

ANNIVERSARIES | ANIVERSARIOS

NAME NOMBRE	YEARS AÑOS
Maria Gonzalez	35
Helida Gonzalez	25
Mary Ann Monje	16
Myrna Quezada	6
Dora Palafox	3

INVESTING WITH GROWTH... GROWING WITH PURPOSE

INVERTIR EN CRECIMIENTO... CRECER CON PROPÓSITO

Laura Guzman	\$641.50
Linda Montelo	\$626.50
Elaine Herbst	\$431.00
Lynette Gerard	\$394.00
Betty DeLira	\$365.00
Maureen Marchese	\$326.50
Amparo Gutierrez	\$236.00
Dawn Marchese	\$232.00
Lisa Brigham	\$229.00
Francisca Vasquez	\$229.00
Jacqueline Sanchez	\$227.00
Wylene Ellis	\$225.50
Linda Awah	\$152.60
Linda Covarrubias	\$110.00
Anna Young	\$86.50
Linda Shaughnessy	\$74.20
Natalija Navardauskas	\$45.00
Maria Gonzalez	\$969.50

LOVE. LEAD. EARN. AMAR. LIDERAR. GANAR.



Maureen Marchese	4%	\$9.28
Marina Martinez	4%	\$9.02
Maria Gonzalez	13%	\$377.75



DOWNLOAD



DESCARGAR



GROWIN' & GOIN' UP

CRECIENDO Y SUBIENDO

Team Leader
Líder de equipo
Elite Team Leader
Líder de equipo elite
DIQ

Senior Consultant
Consultora Senior

Helida Gonzalez
Teresa Lopez
Maureen Marchese
Marina Martinez
Rita Soto

Star Team Builder
Impulsora de equipos
estrella



DIRECTOR | DIRECTORA

Maria Gonzalez



True-to-Me Challenge | Desafío Fiel a mí mismo



The True-to-Me Challenge is on! Sell 10+ NEW TimeWise 3D Foundations by June 30 and earn a Bling Button plus Seminar recognition. Orders placed on or after May 10 count. Tools to help you succeed:

DETAILS

- AI Foundation Finder with updated shades

DETAILS

- MK Confident Module for foundation-selling tips
Get ready to help customers find their perfect match!

¡Ya está en marcha el desafío «True-to-Me»! Vende 10 o más unidades de la NUEVA base TimeWise 3D antes del 30 de junio y gana un distintivo especial (Bling Button), además de reconocimiento en el Seminario. Cuentan los pedidos realizados a partir del 10 de mayo.
Herramientas para ayudarte a triunfar:

DETALLES

- Buscador de bases con IA y tonos actualizados

DETALLES

- Módulo «MK Confident» con consejos para vender bases
¡Prepárate para ayudar a tus clientas a encontrar su tono perfecto!





RISE+ RADIATE



POINTS TO

PARADISE

INDEPENDENT BEAUTY CONSULTANT CHALLENGE



Name: _____

Monthly Sales Goal \$ _____

of IPAs completed _____

of WAS turned in _____



Sell 5
Summer
Products!

Finish 4th Qtr Star
with \$1800+ w/s



MARY KAY
SEMINAR
2026

Register for
Seminar!



Order
\$600 W/S
Minimum



Contact Your
Orders from
FEB & MAR

(3 months out on supplies)



Complete
30 Faces in
30 Days



Sell \$300 by
the 15TH



ADD 2
New Team
Members



Earn YOUR
RED JACKET

Or help one of your
Team Members to
Earn Theirs



Post this on
your Fridge
or in your
Office



Promote
your
MyShop

Hold at least
10 in person
facials



Sell 5
Skin Care
Supplements!

MARY KAY
CLINICAL
SOLUTIONS



EARN
YOUR
LANYARD!

Grow your
Team!
Move up the
Career Ladder!



SELL 10 NEW
FOUNDATIONS



Attend All
Unit Meetings
this Month



Contact this
month's
Birthdays &
Anniversaries

Earn your Points
for Paradise!

\$2,000
Royal Caribbean
Cruise Voucher



Sell 3
Father's Day
Gift sets.



PRIZE CHART

- ★ 5 IPAs = 1 Prize
- ★ 10 IPAs = 2 Prizes
- ★ 15 IPAs = 3 Prizes
- ★ 20 IPAs = 4 Prizes

2025-2026

LET'S GO,
TEAM!



JUNE 2026

IPAs Contest





HELP ME EARN \$50 IN FREE MARY KAY!

Become My Silent Hostess!

No party. No cleaning. No guests to entertain.
Simply share my Mary Kay Look Book with friends,
family, coworkers, or neighbors and collect orders.

WHEN ALL 25 SPACES ARE FILLED, YOU'LL EARN
\$50 IN FREE MARY KAY PRODUCTS
of your choice!

\$50
FREE
PRODUCT
REWARD!

HOW IT WORKS

For every \$10 ordered,
write the customer's
name on one line.

Example:

\$10 Order = 1 Space
\$20 Order = 2 Spaces
\$50 Order = 5 Spaces
\$100 Order = 10 Spaces

Once all 25 spaces
are filled, choose \$50
in FREE Mary Kay
products!

PRODUCT LOTTERY CARD

1.	14.
2.	15.
3.	16.
4.	17.
5.	18.
6.	19.
7.	20.
8.	21.
9.	22.
10.	23.
11.	24.
12.	25.
13.	

☆ Plus, a Special Drawing! ☆

When all 25 spaces are filled, I will draw a number 1-25.

The customer whose name is on that line will win a SPECIAL GIFT!

Your Mary Kay Beauty Consultant

MARY KAY

THANK YOU FOR SUPPORTING MY MARY KAY BUSINESS!

JUNE SKIN CARE PRODUCT PROMOTION

JUNE 1 - 30 WHILE
SUPPLIES LAST

60% OFF



Immediately fills in
deep wrinkles as it
helps improve their
appearance over time.

Deep Wrinkle
Filler
\$50



Contours a firmer look
while helping cheeks,
jawline and neck
appear firmer and
more lifted.

Lifting Serum
\$74



Antioxidant mega
boost: a powerful
vitamin C and vitamin
E facial serum.

Replenishing
Serum C+E
\$64



Clinically shown to
reduce the appearance
of skin redness.

Barrier Restore
1:1:3
\$46



Minimize the impact of
facial expressions that
cause the appearance
of dynamic wrinkles.

Dynamic
Wrinkle Limiter
\$58



Clinically shown to
improve the look of
wrinkles, skin firmness,
radiance and
smoothness.

Retinol 0.3
\$70



Combat visible signs of
aging and reduce the
look of lines.

C +
Resveratrol
Line-Reducer
\$40



Boost hydration to
support the skin
barrier and reduce the
look of wrinkles.

HA + Ceramide
Hydrator
\$40



Reduce uneven skin
tone, improve
radiance, and protect
against discoloration.

Ferulic +
Niacinamide
Brightener
\$40



Reveal smoother skin,
combat dullness, and
improve texture.

PHA + AHA
Resurfacer
\$40



Repair and prevent
signs of aging!

- Foaming Cleanser - \$30
- Lifting Serum - \$74
- Day Cream SPF 30 - \$54
- Night Treatment - \$54
- Eye Renewal Cream - \$44

Volu-Firm
Set, \$230



Prevent premature
skin aging!

- 4-in-1 Cleanser - \$26
- Antioxidant Moisturizer - \$34
- Daytime Defender SPF 30 - \$34
- Nighttime Recovery - \$34



Miracle
Set,
\$116



BOSS

LET'S TALK MEN



MIX & MATCH: BUY 2 GET 1
HALF OFF, BUY 3 GET 1 FREE!

START WITH SMOOTH, CLEAR-LOOKING SKIN:



MKMen®
Regimen, \$70

Regimen includes Daily Facial Wash,
Moisturizing Shave Cream and
Ultimate Moisturizer.

ADD SMART SUN PROTECTION



Mary Kay® Mineral Facial
Sunscreen Broad Spectrum
SPF 30, \$28

Delivers 100% mineral
protection against UVA and UVB
rays. Powered by
zinc oxide.

AND A CUSTOMIZED SUPPLEMENT OR TWO...



Deep-Cleansing
Charcoal Mask, \$26



TimeWise Repair®
Revealing Radiance®
Facial Peel, \$68

Uses glycolic acid
to impact multiple
surface layers.



TimeWise® Microdermabrasion
Plus Set, \$58

Get the look of polished,
younger skin and significantly
smaller pores.

FINISH WITH A CONFIDENCE-BOOSTING SCENT!



NEW! Mary Kay® True Optimism™ Eau de Parfum, \$55
Cityscape® Cologne Spray, \$60
MK High Intensity® Sport Cologne Spray, \$50
MK High Intensity® Cologne Spray, \$50
MK High Intensity Ocean® Cologne Spray, \$50
Domain® Cologne Spray, \$45

BOSS

You and your families are cordially invited to attend our special
Tapella Family Awards Luncheon



Saturday, July 11, 2026

10:30 am (Head table seated)

Whitetail Ridge Golf Club
7671 Clubhouse Dr, Yorkville, IL 60560

Attire: Semi-Dressy

Adult meal: Honey Apple Pork Chop, Caesar salad,
lemon garlic green beans, roasted redskin potatoes,
warm rolls and butter, assorted cakes.

Iced tea, Coffee, Tea, Lemonade

\$40 adult

Child meal: (12 and under) chicken fingers, tater tots, Caesar salad

\$22 child

Special head table seating:

- Queen's Court of Sales (45,000 Retail)
- Queen's Court of Sharing (24 Qualified)
- Seminar Elite Princess Court of Sales (\$30,000 Retail)
- Tapella Princess Court of Sales (\$20,000 Retail)
- Seminar Princess Court of Sharing (12 Qualified)

Special Recognition & Gifts for:

- Tapella Family Court of Sales (\$16,000 Retail)
- Tapella Family Court of Sharing (6 Qualified)
- Retail Sales Club (\$4000 Retail and above)
- Unit Miss Go-Give Winners
- Unit Queens
- Unit Courts of Sales & Sharing
- 12 month Consistency Club
- 4 Quarter Star Consultants
- Rise + Radiate Achievers
- Consistent PCP Winners
- NEW Consultants this year



Tapella Annual Awards

Seminar 2025-2026

TAPELLA FAMILY ELITE PRINCESS COURT

\$30,000 Retail and above
Surprise gift - Head Table Seating

NATIONAL SHARING COURT

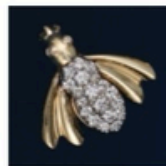
24 Qualified
Recruits

NATIONAL SALES COURT

\$45,000 Retail
Choice of Company Gift
Surprise gift - Head Table Seating

TAPELLA FAMILY PRINCESS SALES COURT

\$20,000 Retail & above
Surprise gift - Head Table Seating



TAPELLA FAMILY RECRUITING COURT

Court 6 Q
Surprise gift
Head Table Seating

TAPELLA FAMILY SALES COURT

\$16,000 Retail & above
Surprise gift

12 MONTH CONSISTENCY CLUB

Director's
Treasure Chest

PCP
Participants
in 4 mailings
Receive
a Gift

Annual Unit Miss Go-Give

UNIT RECOGNITION Awards Luncheon

UNIT QUEEN OF SHARING
and her Court

Unit QUEEN OF SALES
and her Court

Retail Sales Certificates

Retail Sales of \$4,000 - 45,000

SAVE THE DATE!

Awards Luncheon Saturday July 11, 2026

PINK week

B I N G O

DOWNLOAD

Wore
pink
today

Used
pink
lip
gloss

Gave a
compliment
to another
woman

Tried a
new
skincare
product

Took a
selfie

Supported
a small
business

Tried the
Skin
Analyzer
app

Used the AI
Foundation
Finder to
find my
shade

Tried a
new look
on the
Mirror
Me app

Washed
my face
morning
& night

Gave 3
people a
compliment

Drank
more
water

DESCARGAR

Semana Rosa

B I N G O

Hoy
lleve
puesto
algo
rosa

Usé
Brillo
labial
rosa

Le hice
un
cumplido a
otra mujer

Probé un
nuevo
producto
para el
cuidado
de la piel.

Me
hice
una
selfi

Apoyé a
una
pequeña
empresa

Probé la
aplicación
de análisis
de piel

Utilicé el
buscador de
bases con
IA para
encontrar
mi tono

Probé un
nuevo
estilo en la
aplicación
Mirror Me

Me lavé la
cara por la
mañana y
por la noche

Reservé mi
tratamiento
facial de
verano

Le recomendé
mi consultora
de MK a una
amiga

Hice un
cumplido
a tres
personas

Bebí
más
agua

Me tomé
10
minutos
para mí.

Probé unos
labios
llamativos



DOWNLOAD

Help women look & feel amazing!

Make your own schedule as you work
as much or as little as you'd like

Earn up to 50% profit
on everything you sell!

Sell products you can
with the highest quality

Work with a company
woman made for

Take advantage of
personal growth opportunities

Summer Sales

Totally Flexible,



¡Ayuda a las mujeres a verse y sentirse increíbles!

Crea tu propio horario y trabaja tanto o
tan poco como desees.

¡Gana un 50% de ganancia en todo lo
que vendas!

Vende productos en los que
puedas confiar.

Trabaje con una empresa fundada por
una mujer y hecha para mujeres.

Aproveche las oportunidades de
crecimiento educativo y personal

DESCARGAR

¡Concierto Paralelo de
Verano!

¡Totalmente Flexible, Totalmente Divertida!



A POWER NOTE FROM UNA NOTA PODEROSA DE MARIA



inspiration, connection, and memories that will fuel your business all year long!

¡Inspiración, conexión y recuerdos que impulsarán tu negocio durante todo el año!

Hello June!

The Seminar year is quickly winding down, making this the perfect time to finish strong and build momentum for the Pink New Year ahead.

A few ideas for a successful month:

- Reach out to your customers with a call or text
- Follow up with PCP clients or share the Summer Look Book
- Plan a summer sale or special promotion
- Focus on your top priorities for the month
- Try a new product and share your experience

Every step forward counts. Let's finish the Seminar year with confidence and make June a month to remember!



¡Hola, junio!

El año del Seminario está llegando a su fin rápidamente; es el momento perfecto para cerrar con fuerza y ganar impulso de cara al próximo "Año Nuevo Rosa".

Aquí tienes algunas ideas para lograr un mes exitoso:

- Contacta a tus clientas mediante una llamada o un mensaje de texto.
- Haz seguimiento a las clientas del PCP o comparte el catálogo de verano (*Summer Look Book*).
- Planifica una venta de verano o una promoción especial.
- Enfócate en tus prioridades principales para el mes.
- Prueba un producto nuevo y comparte tu experiencia.

Cada paso adelante cuenta. ¡Terminemos el año del Seminario con confianza y hagamos de junio un mes memorable!

Maria

June Promotion | Promoción de junio



Throughout June, qualifying skin care routine enhancers are 60% off retail, giving you extra profit on every sale.

- Extra profit on My Shop, Online Ordering, and CDS orders
 - Earn a Seminar 2026 Bling Button
 - Order \$500+ to receive 500 Points to Paradise bonus points
- Limited quantities available.

Durante todo el mes de junio, los productos seleccionados que complementan la rutina de cuidado de la piel tienen un 60 % de descuento sobre el precio de venta al público, lo que te permite obtener ganancias adicionales.

- Ganancias adicionales en pedidos de My Shop, pedidos en línea y pedidos CDS
 - Consigue un pin «Bling Button» para el Seminario 2026
 - Realiza un pedido de \$500 o más para recibir 500 puntos de bonificación «Points to Paradise»
- Cantidades limitadas.



IMPORTANT DATES

Jun 15 - 4th Quarter Ends
Jun 16 - 1st Quarter Begins
Jun 21 - Father's Day
Jun 29 - Last day to place telephone orders
Jun 30 - Last day to place on-line orders
Jun 30 - Last day of Seminar Year 2026
Jul 1 - Mary Kay Seminar 2027 Begins
Jul 4 - Independence Day
Jul 30 - Last day to place telephone orders
Jul 31 - Last day to place on-line orders



FECHAS IMPORTANTES

15 junio - Finaliza el 4.º trimestre
16 junio - Comienza el 1.er trimestre
21 junio - Día del Padre
29 junio - Último día para realizar pedidos por teléfono
30 junio - Último día para realizar pedidos en línea
30 junio - Último día del Año del Seminario 2026
1 julio - Comienza el Seminario Mary Kay 2027
4 julio - Día de la Independencia
30 julio - Último día para realizar pedidos por teléfono
31 julio - Último día para realizar pedidos en línea

Maria Gonzalez

8944 Doral Ln
Orland Park, IL
60462
(708)275-8333



The Rise + Radiate Challenge is your opportunity to grow steady sales, build momentum, and earn recognition all the way to Seminar 2026!

- Order \$600+ wholesale (Section 1) in any 4–6 months between Jan–June 2026
- Months do not need to be consecutive



El Desafío Rise + Radiate es tu oportunidad para aumentar tus ventas de forma constante, generar impulso y obtener reconocimiento hasta el Seminario de 2026.

- Realiza pedidos al por mayor de \$600 o más (Sección 1) durante 4 a 6 meses entre enero y junio de 2026.
- Los meses no tienen que ser consecutivos.