



# Walczak Warriors!

Check out our Unit Website & Hotline!

[www.melissawalczakmavens.com](http://www.melissawalczakmavens.com) (715) 875 6883 (Mon-Fri)

March 2018 Newsletter, February Results



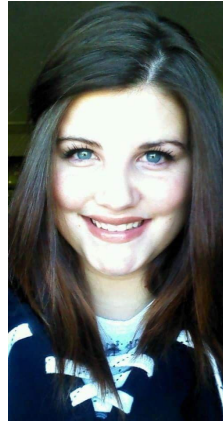
## Ordering Deadlines

- 29:** Last business day
- 31:** Last day for orders

## Friendly Reminders!

- **Star 4th Quarter Starts March 16th.**
- **New Faces Take You Places ends June 30, 2018.**
- **This is the last month for the "Try it" Contest.**
- **Career Conference is this month.**
- **Seminar registration starts soon!**

## Our Queens!



**Queen of Wholesale:**  
Alexandra McDermott



**Queen of Sharing:**  
It's a tie! See page 2!

## On Target Stars and Star Consultants



Third Quarter Ends—March 15, 2017

	Total	Sapphire	Ruby	Diamond	Emerald	Pearl
CHARLIENE FREY	\$1,205.50	\$594.50	\$1,194.50	\$1,794.50	\$2,394.50	\$3,594.50
LINDA LUTZEN	\$921.50	\$878.50	\$1,478.50	\$2,078.50	\$2,678.50	\$3,878.50
COLLEEN NORMAND	\$839.50	\$960.50	\$1,560.50	\$2,160.50	\$2,760.50	\$3,960.50
RHONDA COTA	\$759.50	\$1,040.50	\$1,640.50	\$2,240.50	\$2,840.50	\$4,040.50
ALEXANDRA MCDERMOTT	\$707.50	\$1,092.50	\$1,692.50	\$2,292.50	\$2,892.50	\$4,092.50
JEANINE HELGEVOLD	\$687.00	\$1,113.00	\$1,713.00	\$2,313.00	\$2,913.00	\$4,113.00
SANDRA TSCHUMPERLIN	\$604.50	\$1,195.50	\$1,795.50	\$2,395.50	\$2,995.50	\$4,195.50
CHARLEY CARLSON	\$577.50	\$1,222.50	\$1,822.50	\$2,422.50	\$3,022.50	\$4,222.50
SUSAN BAIER	\$534.10	\$1,265.90	\$1,865.90	\$2,465.90	\$3,065.90	\$4,265.90
KATHLEEN MICHALK	\$461.00	\$1,339.00	\$1,939.00	\$2,539.00	\$3,139.00	\$4,339.00
ANGELA SCHILLING	\$415.00	\$1,385.00	\$1,985.00	\$2,585.00	\$3,185.00	\$4,385.00
BRITTA BURGHARDT	\$402.50	\$1,397.50	\$1,997.50	\$2,597.50	\$3,197.50	\$4,397.50

# Recruiters and their team!

\* You are currently inactive. It only takes a \$225 wholesale order to get back on track!  
#T Status

## Offspring Directors

Chasity Austin  
Kim Mayer

## Senior Consultants

Recruiter :Laura T. Bauer  
Kelly L. Sutter  
\* Melissa R. Wait

Recruiter :Tammy Bourget  
Linda Lutzen

Recruiter :Charlene M. Frey  
Jeanine M. Helgevold  
Shannon R. Skow  
\* Kristine L. Brandt  
\* Teala Anne M. Mayer  
\* Rachel K. Wesley  
# Lisa Zara

Recruiter :Jennifer A. Lake  
Gloria M. Lake  
\* Teri L. Smith  
# Rhonda Lemke

Recruiter :Kathleen R. Michalk  
Josie Michalk

# Welcome!

Starting Something  
Beautiful....

From

Sharing Dreams...

Kristine L. Brandt  
Jessica L. Hallstrom  
Ashley A. Hanson  
Beth E. Juedes  
Alexandra McDermott  
Amy Switala

EMERALD, WI  
RICE LAKE, WI  
CHIPPEWA FALLS, WI  
EAU CLAIRE, WI  
RICE LAKE, WI  
EMERALD, WI

C. Frey  
A. McDermott  
M. Walczak  
M. Walczak  
M. Walczak  
K. Brandt

## Fuel your Passion!

**Earn this month's Passion Bracelet!** Place a cumulative \$600 or more w/s Section 1 order in March & the Passion Bracelet is yours!



## Be Consistent!

Earn the Bracelets for the months of March, April, May and June **AND** have one qualified new personal team member during the challenge period and you will receive the designer charm bracelet with the power word **SISTERS** and **an invitation to the City Girls & Pearls prize party at Seminar.** Plus, get awesome Bling Buttons for your Seminar badge!



## Congrats on your Order!

Alexandra McDermott	\$707.50
Jeanine M. Helgevold	\$687.00
Linda Lutzen	\$660.00
Sandra Tschumperlin	\$604.50
Charlene M. Frey	\$600.50
Angela Schilling	\$415.00
Stacy J. Berger	\$389.00
Stacey B. Murphy	\$370.50
Karen L. Bauer	\$357.50
K. Taylor-Multhauf	\$334.50
Monica E. Johnson	\$333.50
Colleen K. Normand	\$309.50
Susan Baier	\$305.00
Laura T. Bauer	\$265.00
Rhonda M. Cota	\$264.50
Tammy Bourget	\$243.90
Dina Babb	\$239.00
Shannon R. Skow	\$236.00
Lorena V. Vera	\$232.00
Kathleen Buse	\$231.95
Josie Michalk	\$229.50
Shelly D. Klukas	\$229.00
Kathleen R. Michalk	\$227.50
Dana M. Wuerch	\$154.00
Britta L. Burghardt	\$149.50
Kim L. Shew	\$62.00
Connie Easker	\$54.00

Hooray!

# Five Closing Questions for Team-Building Appointments

The following are the 5 closing questions taught by Mary Kay so many years ago to Cheryl Warfield:

**ONE:**

If you were to do this what do you think you would enjoy the most?

**TWO:**

What assets do you have that would make you an asset to Mary Kay?

**THREE:**

It takes \$100+ to become a consultant with Mary Kay. If I can show you how to take \$100 and turn it into \$1000 in 30 days could you find the \$100?

**FOUR:**

It takes about 2 hours to hold a skin care class from start to finish. How many 2 hour time slots do you think you could fit into an average week?

(From that question - 1 beauty show on a consistent weekly basis is worth approximately \$10,000 annually - you would take home \$5,000 of that. This is on average \$200 per class for 52 weeks. Would that be worth finding an extra (2,4,6, whatever) hours a week?

**FIVE:**

Is there any reason you wouldn't want to give this a try? I think you'd be great!!





Melissa Walczak  
E9956 50th Avenue  
Mondovi, WI 54755



## Promote the brush collection!

Everyone makeup artist knows how important good brushes are for makeup! They are the tools and you want good tools! Promote the brush collection on your social media sites. It's such a great way to boost sales.

Take an

**Snap a fun phoot of the brushes and use a tagline like...**  
*I'm brushing up on my makeup techniques with this awesome NEW #MaryKay Essential Brush Collection.*

*How can five brushes make it this easy to feel like a pro?  
My makeup ideas are endless!*

### TIPS ON TAKING A PICTURE:

- Lighting: Make sure you have enough light. Natural is best. (Hint: Stand or sit near a window.)
- Pick 3 to 5 props. We suggest using your date book, *Mary Kay*® jewelry you've earned, *The Look* and a personal item, such as a mug, clutch or pen.
- Place props on a white or simple neutral background, like a sheet of paper.
- Organize your props so the shot looks neat, but fun!

Practice makes perfect. Take several pics at different angles, then pick the best one.

