



Salada's Soaring Eagles

Lisa Salada, Sales Director

February 2026, January Results

Congratulations Monthly Achievers!



Queen of Sales
Jodi Fry



#2 Sales
Christina Weiss



#3 Sales
Marilyn Slater



Queen of Sharing
Kristin Householder



BEAUTY CONSULTANT SELLING CHALLENGE

JAN 1ST—JUNE 30TH 2026

Achieve this challenge when you order \$600 or more in wholesale Sec. 1 products each month for four, five or six months during the Jan. – June 2026 time frame.



4 MONTHS ACHIEVED
Standing Recognition at Seminar 2026!



5 MONTHS ACHIEVED
Earn a *Rise & Radiate Sash* and *Standing Recognition* at Seminar 2026!



6 MONTHS ACHIEVED
Earn a *Mary Kay-branded quilted cross-body* + a *Rise & Radiate Sash* and *On-Stage Recognition* at Seminar 2026!

Welcome New Consultants!

New Consultant

Karen Streit

From

Rockford, MI

Recruiter

Kristin Householder

\$600 and Above Club

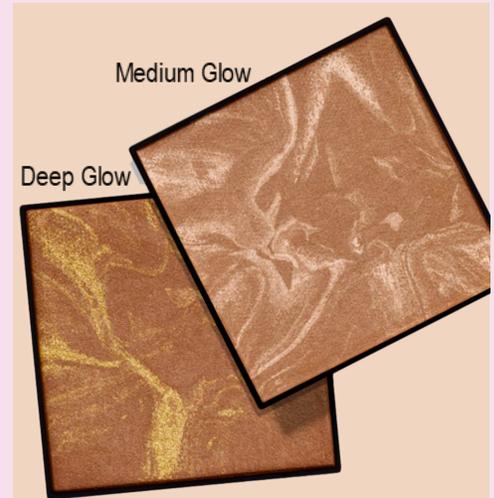
These consultants ordered \$600+ wholesale last month.

Lisa Salada

New! Spring 2026 Products



It's Back!
Special-Edition Mary Kay®
After-Sun Replenishing Gel, \$20



**READY FOR
RADIANCE?**

Swipe these marbled
powders where the sun kisses
your skin for a gorgeous glow,
no island required.

Limited-Edition[†] Mary Kay®
Illuminating Bronzer, \$22 each

SOAK IN SATIN *bliss.*

This spring, feel bliss from lips to
fingertips with this nourishing bundle.

- White Tea & Citrus Satin Hands[®]
Nourishing Shea Cream
- White Tea & Citrus Satin Lips[®]
Shea Butter Balm

Get your hands on this bundle fast –
it's only available while supplies last!



Mix & Mask, \$50

Includes:

- **NEW!** Mary Kay[®]
Hydrating Cream Mask
- Clear Proof[®] Deep-
Cleansing Charcoal
Mask

MEET YOUR *no-rinse* HYDRATION HERO.

Mary Kay[®] Hydrating
Cream Mask, \$24



GLOSSY. GORGEOUS. *giftable.*

SAME FORMULA.
NEW SHADES.

Limited-Edition Mary Kay Unlimited[®] Lip
Gloss, \$18 each

Available in Rose Noir, Lilac Love and
Cherry Red



Sparkling Stars

3rd Quarter 2026 Star Consultant Tracking: Dec. 16, 2025 — March 15, 2026

Star level currently achieved and amount needed for next star

Name	Current Wholesale	Sapphire \$1,800	Ruby \$2,400	Diamond \$3,000	Emerald \$3,600	Pearl \$4,800
Lisa Salada	\$941.00	\$859.00	\$1,459.00	\$2,059.00	\$2,659.00	\$3,859.00
Christina Weiss	\$746.00	\$1,054.00	\$1,654.00	\$2,254.00	\$2,854.00	\$4,054.00
Jodi Fry	\$586.50	\$1,213.50	\$1,813.50	\$2,413.50	\$3,013.50	\$4,213.50
Deborah Keebler	\$451.00	\$1,349.00	\$1,949.00	\$2,549.00	\$3,149.00	\$4,349.00
Marilyn Slater	\$356.00	\$1,444.00	\$2,044.00	\$2,644.00	\$3,244.00	\$4,444.00
Lorna Hawley	\$328.00	\$1,472.00	\$2,072.00	\$2,672.00	\$3,272.00	\$4,472.00
Brandi Underwood	\$326.00	\$1,474.00	\$2,074.00	\$2,674.00	\$3,274.00	\$4,474.00
Rebekah Griffin	\$302.00	\$1,498.00	\$2,098.00	\$2,698.00	\$3,298.00	\$4,498.00
Trisha Hamilton	\$299.00	\$1,501.00	\$2,101.00	\$2,701.00	\$3,301.00	\$4,501.00
Lisa Losse	\$290.00	\$1,510.00	\$2,110.00	\$2,710.00	\$3,310.00	\$4,510.00
Diana Hood	\$268.00	\$1,532.00	\$2,132.00	\$2,732.00	\$3,332.00	\$4,532.00
Carrie Hendrix	\$267.00	\$1,533.00	\$2,133.00	\$2,733.00	\$3,333.00	\$4,533.00
Kristin Householder	\$252.00	\$1,548.00	\$2,148.00	\$2,748.00	\$3,348.00	\$4,548.00
Stacie Solis	\$243.00	\$1,557.00	\$2,157.00	\$2,757.00	\$3,357.00	\$4,557.00
Cindra Ray Salisbury	\$227.00	\$1,573.00	\$2,173.00	\$2,773.00	\$3,373.00	\$4,573.00
Misty Fry	\$184.50	\$1,615.50	\$2,215.50	\$2,815.50	\$3,415.50	\$4,615.50
Londa Hebert	\$140.00	\$1,660.00	\$2,260.00	\$2,860.00	\$3,460.00	\$4,660.00
Veronica Nino	\$56.00	\$1,744.00	\$2,344.00	\$2,944.00	\$3,544.00	\$4,744.00
Ambry Vela	\$30.00	\$1,770.00	\$2,370.00	\$2,970.00	\$3,570.00	\$4,770.00
Allyson Sapp	\$10.00	\$1,790.00	\$2,390.00	\$2,990.00	\$3,590.00	\$4,790.00

Daily decisions determine destiny

- I am willing to do what I have not been willing to do in order to meet my goal.
- People don't decide their future, they decide habits that determine their future.
- What I do **daily** is deciding what I will become permanently.
- Nothing will ever dominate my life unless it happens **daily**.
- I can't change my life until I change something that I am doing **daily**.
- I can trace failure to something permitted to occur **daily**.
- I can trace uncommon success to habits I created **daily**.
- Habits are strengthened or changed by people I permit to be close to me **daily**.
- What I look at **daily** decides where I will go.
- I move toward the dominant picture in my mind **daily**.
- I can change a failure routine and do a success routine **daily**.

Author Unknown/Shared by NSD Jan Thetford on Intelliverse



Stand up and Shine!

**SEMINAR
AWARDS 2026
DARE TO
BE BOLD AND
BRILLIANT!**

Queen's Court of Sales

Queen's Court of Sales qualification: \$45,000 in retail sales.
Achievers can earn a choice of one: Radiant Amethyst Ring or \$500 cash reward.



Queen's Courts of
Personal Sales Ring



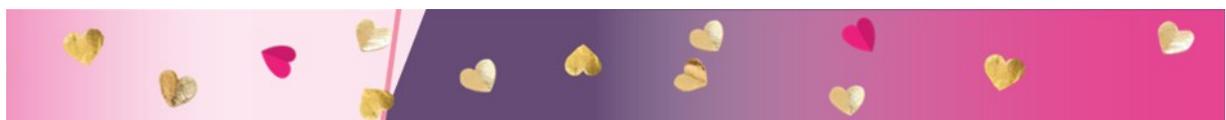
Queens and Runners-Up
of the Courts
and Unit Sales

#	Name	YTD Total	National Queen's Court of Sales: \$45,000 Retail	Princess' Court of Sales: \$20,000 Retail	Unit Court of Sales: \$10,000 Retail
1	Cindra Ray Salisbury	\$5,114.00	\$39,886.00	\$14,886.00	\$4,886.00
2	Christina Weiss	\$5,094.00	\$39,906.00	\$14,906.00	\$4,906.00
3	Londa Hebert	\$5,035.00	\$39,965.00	\$14,965.00	\$4,965.00
4	Lisa Losse	\$4,822.00	\$40,178.00	\$15,178.00	\$5,178.00
5	Ambry Vela	\$4,620.00	\$40,380.00	\$15,380.00	\$5,380.00
6	Jodi Fry	\$4,116.00	\$40,884.00	\$15,884.00	\$5,884.00
7	Deborah Keebler	\$3,370.00	\$41,630.00	\$16,630.00	\$6,630.00
8	Allyson Sapp	\$3,262.00	\$41,738.00	\$16,738.00	\$6,738.00
9	Veronica Nino	\$3,214.00	\$41,786.00	\$16,786.00	\$6,786.00
10	Sueann Petersen	\$2,558.00	\$42,442.00	\$17,442.00	\$7,442.00
11	Janet Yelding	\$2,430.00	\$42,570.00	\$17,570.00	\$7,570.00
12	Trisha Hamilton	\$2,408.00	\$42,592.00	\$17,592.00	\$7,592.00
13	Kristin Householder	\$2,164.00	\$42,836.00	\$17,836.00	\$7,836.00
14	Carrie Hendrix	\$2,148.00	\$42,852.00	\$17,852.00	\$7,852.00
15	Angelica Martinez	\$2,007.00	\$42,993.00	\$17,993.00	\$7,993.00
16	Amy Murphy	\$1,994.00	\$43,006.00	\$18,006.00	\$8,006.00
17	Barbara Rollins	\$1,964.00	\$43,036.00	\$18,036.00	\$8,036.00
18	Stacie Solis	\$1,897.00	\$43,103.00	\$18,103.00	\$8,103.00
19	Lisa Hill	\$1,862.00	\$43,138.00	\$18,138.00	\$8,138.00
20	Stephanie VanDerKooi	\$1,758.00	\$43,242.00	\$18,242.00	\$8,242.00

Queen's Court of Sharing

Queen's Court of Sharing Requirement: 24 Qualified Personal Team Members.
Achievers can earn a choice of one: Bee Fabulous Diamond Bee Pin or \$525 cash reward.

Name	Sem Qual Team Member	Sem Recruiter Comm Earned
Lisa Salada	1	\$196.00



Build Your Business

Wholesale Investments

Name	Amount
Jodi Fry	\$474.00
Christina Weiss	\$408.00
Marilyn Slater	\$356.00
Lorna Hawley	\$328.00
Brandi Underwood	\$326.00
Rebekah Griffin	\$302.00
Diana Hood	\$268.00
Kristin Householder	\$252.00
Stacie Solis	\$243.00
Trisha Hamilton	\$239.00
Cindra Ray Salisbury	\$227.00
Londa Hebert	\$140.00
Veronica Nino	\$56.00
Ambry Vela	\$30.00
Lisa Losse	\$18.00
Lisa Salada	\$837.00

Team Building

Name	Recruits
Kristin Householder	1

MARY KAY CAREER CONFERENCE 2026

NEW! CAREER CONFERENCE 2026 REGISTRATION CHALLENGE

Get ready to stand UP and shine! We're coming to nine cities across the U.S.! Registration opens on Feb. 6, 2026, at 8:30 a.m. CT for all sales force members! More registration, fees and deadline details will be available later this month on Mary Kay InTouch®.

Recognition: Career Conference 2026 Sales Director Reds Challenge: You and your Director could earn onstage recognition and a fabulous MK-branded makeup bag at Career Conference 2026.

Career Conference 2026 My Shop Challenge: Set up your online Shop, including a Mary Kay Stripe account, by Feb. 28, 2026, and register and attend Career Conference 2026 in person to receive a special My Shop lanyard.

See the Career Conference 2026 Recognition webpage for all qualifications and deadlines.

March 13-14, 2026

- Denver, Colo.
- Milwaukee, Wis.
- Pittsburgh, Pa.

March 20-21, 2026

- Anaheim, Calif.
- Atlantic City, N.J.
- St. Charles, Mo.

March 27-28, 2026

- Allen, Texas
- Chattanooga, Tenn.
- Orlando, Fla.

MARY KAY

BINGO CHALLENGE

FINAL
MONTH

Jan. 1st — Feb 28th

The Challenge:

This challenge is open to all independent sales force members. To qualify, you must complete all tasks and achieve active* status by the end of the challenge period. New Independent Beauty Consultants can join the challenge at any time. All independent sales force members will receive the same bingo tasks globally. An updated bingo card will be available on Mary Kay InTouch®. Each square represents a task, achievement or product-related action. The goal is to complete the entire card (Pink Out) by accomplishing these challenges.

The Rewards:

Those who Pink Out their card and achieve active* status by the end of the challenge can register to participate in a Global Virtual Bingo Party, featuring a virtual tour of Mary Kay Ash's office and the Richard R. Rogers Facility, with surprise VIP guests, a class on social media, rewards and more.

Mary Kay Career Path

Team Leader

Jodi D. Fry
 Carrie G. Hendrix
 Lisa K. Hill
 Jennifer A. Rachels
 Misty Fry
 Angelica A. Martinez
 *Kim New
 *Debra Schroeder
 *Susan Hamilton
 *Nancy N. Hulit
 *Lisa L. Dabney
 *Shannon Gannaway
 *Andrea B. Hufford
 #Trinity H. Ward
 #Kate Woehl

Senior Consultants

Londa Hebert
 Christine Christy
 -Narisha Cooley

Diana R. Hood
 Jodi D. Fry

Deborah K. Keebler
 Janet M. Yelding
 *Sueann Petersen

Angelica A. Martinez
 Dora Silvas

Cindra S. Ray Salisbury
 Rebekah Griffin

Senior Consultants

Barbara A. Rollins
 Marilyn L. Slater

Allyson H. Sapp
 Cindra S. Ray Salisbury

Christina R. Weiss
 Lisa M. Losse

* Indicates Inactive Status, # Indicates T Status, - Indicates New Consultants.
 Place a \$225 order to reactivate and regain your 50% discount!

Follow the Career Path to Success

<p>SENIOR CONSULTANT</p> <ul style="list-style-type: none"> • 1+ Active Consultants • 4% Commissions • \$50 bonuses 	<p>STAR TEAM BUILDER</p> <ul style="list-style-type: none"> • 3+ Active consultants • Wear The Red Jacket • 4% 6% or 8% commissions • \$50 bonuses 	<p>TEAM LEADER</p> <ul style="list-style-type: none"> • 5+ Active consultants • 9-13% Commissions • \$50 bonuses 	<p>ELITE TEAM LEADER <small>(OR, STEP UP TO DIQI)</small></p> <ul style="list-style-type: none"> • 8+ Active consultants • 9-13% team commissions • \$50 team-building bonus 	<p>NEW SALES DIRECTOR</p> <p>See intouch for all of the perks!</p> 
---	--	--	--	---



Mark Your Calendar

FEBRUARY 2026

- 1** Online Independent Sales Director-in-Qualification Commitment Form available beginning 12:01 a.m. CT.
- 2** Career Conference 2026 registration opens at 8:30 a.m. CT through Feb. 28, 2026, for NSDs and NSD Emeriti.
- 4** Last day to submit online Independent Sales Director-in-Qualification Commitment Form available until 11:59 p.m. CT.
- 5** Mary Kay National Area Zoom to Success call for Independent Sales Directors at 1 p.m. CT. Check your email for details and link.
- 6** Career Conference 2026 registration opens at 8:30 a.m. CT through Feb. 28, 2026, for all attendees.
- 7** Spring 2026 Preferred Customer Program™ customer mailing of *The Look* begins. (Allow 7-10 business days for delivery.)
- 10** Early ordering of the new Spring 2026 promotional items begins for Star Consultants who qualified during the Sept. 16 - Dec. 15, 2025, quarter and for Independent Beauty Consultants who enrolled in *The Look* for Spring 2026 through the Preferred Customer Program™.
- 13** Registration deadline to be considered a teacher at Career Conference 2026.
- 14** Valentine's Day.
- 15** Ordering for the Spring 2026 promotion begins for all Independent Beauty Consultants.
- 16** Consumer ordering for Spring 2026 promotion begins.
Presidents Day. Postal holiday.
- 27** Last day of the month for Independent Beauty Consultants to place telephone orders until 6 p.m. CT to count toward this month's Section 1 product sales volume.
- 28** Last day of the month for Independent Beauty Consultants and Sales Directors to place online orders and submit online Independent Beauty Consultant Agreements until 11:59 p.m. CT. Customer Success will open from 6 p.m. CT until 11:59 p.m. CT. to assist with resolving Agreement or ordering issues for month-end.
- Career Conference 2026 in-person registration, housing, cancellation and special needs requests deadlines at 11:59 p.m. CT.

Mary Kay Ash
FOUNDATION*

double
your impact

In February, every dollar* you give to the Mary Kay Ash Foundation® will be matched up to \$30,000.

DONATE TODAY!

*General donations received by February 28, 2026 at 11:59PM CST will qualify for matching funds.

Celebrate in March!

Birthdays

Anniversaries

Name	Day	Name	Years
Amanda Williams	3	Vicki Bejarano	21
Andrea Hufford	5	Lisa Hill	6
Marta Castro	8	Lisa Dabney	2
Ebba Furlong	8	Jamie Deen	1
Jamie Deen	16	Trisha Hamilton	1
Colette Krueger	21	Amanda Garcia	1
Lealonnie Flores	23	Norma Jenkins	1
Diana Hood	27	Misti Moses	1



Lisa Salada
Sales Director
 133 Sawbuck Trl
 Abilene, TX 80016
 (850) 240-5545
 lsaladainmarykay@gmail.com

To the Brilliant:



Promote Your Online Shop Like A Pro!

Check out the new "Promoting Your Online Shop" and "Golden Rule Customer Service" MKConfident™ modules.

Visit the new My Shop/Virtual Background section of Digital Image Library for the latest assets to promote your Shop on social media and help your customers navigate the platform.

SET UP OR MANAGE YOUR NEW ONLINE SHOP!

Procrastination & Success

Excerpts from the book *The Power of Focus*
 by the bestselling authors of the *Chicken Soup for the Soul Series* – Jack Canfield, Mark Victor Hansen & Les Hewitt



(Focusing Strategy #9 – Taking Decisive Action) Are you in the habit of putting things off? If it's any comfort, you're not the only one. Just about everyone procrastinates. Sometimes that's good, but mostly it's an insidious, chronic malaise that will cripple your future.

Decisiveness is your greatest ally as you chart your path through life. Procrastination is a thief, waiting in disguise to rob you of your hopes and dreams. .the Someday Syndrome is a fatal trap. Life is too short not to enjoy it to the fullest. Indecision and uncertainty will confine you to a world of "if only."

Generally speaking, lack of motivation is usually at the root of your procrastination. It's easier to put things off than it is to act decisively. Being conscious that you are going into a downward spiral of inactivity is important. When you are aware of this, have a little chat with yourself and focus on finding a way to work things out.

There are primarily two ways to motivate yourself: You can fear the consequences of not taking action; or you can get excited about the rewards and benefits of being proactive.



You must keep these two pictures front and center, one negative and one positive. Ask yourself, "What do I really want – a future where I'm always struggling to make ends meet, or a lifestyle of prosperity, joy and fulfillment?" The more vivid these two pictures are, the more decisive you will become. Don't allow yourself to be lulled into a false sense of security. When you hear that destructive little voice whispering inside your head, "Leave it until tomorrow, next week, next month or next year." Immediately flash those two pictures on your mental TV screen. What's the picture look like if you don't get started? Do you want to look back on your life with a big list of If Onlys? Of course not! Clearly understand this and feel the pain of your (procrastination).

Now flip the switch and take a look at the other picture. This time see all of the rewards and benefits that happened just because you took action and didn't hold back. Feast on this picture. Imprint it into your mind. Sense the feeling of accomplishment. Feel good about challenging yourself to a higher level of performance.