



Salada's Soaring Eagles

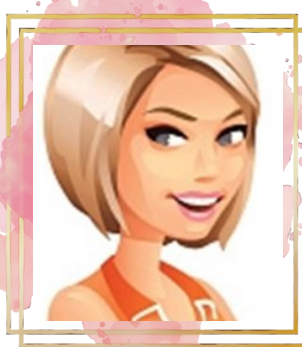
Lisa Salada, Sales Director

July 2026, June Results

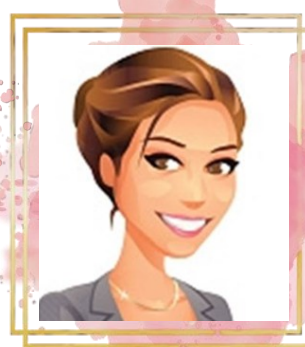
Congratulations Monthly Achievers!



Queen of Sales
Londa Hebert



#2 Sales
Ambry Vela

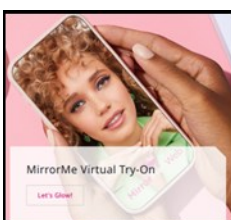


#3 Sales
Crystal Leake

HAPPY NEW *pink* YEAR!

Do you know that within your power lies every step you ever dreamed of **stepping**, & within your range lies every joy you ever dreamed of **seeing**? Within yourself lies everything you ever dreamed of **being**.

Mary Kay



Mary Kay® Mirror Me Web: Smarter. Simpler. Seamless.

Trying on Mary Kay® color products just got easier. On Aug. 1, 2026, Mary Kay® Mirror Me will be exclusively on marykay.com and your online Shops. The Mary Kay® Mirror Me app will no longer be available in the app store, and all future updates will be available only on the web version.

Your customers will be able to try shades instantly — no app download required. With a refreshed design and deeper integration with online shopping, your customers can discover, try on and purchase products directly from this mobile-friendly website. It also delivers enhanced makeup application performance for a more elevated experience.

\$600 and Above Club

These consultants ordered \$600+ wholesale last month.

Londa Hebert

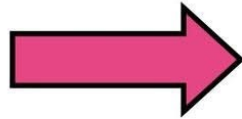
Lisa Salada



★★★★★
**LOVE IT.
RATE IT.
SHARE IT!**

This probably won't surprise you, but **98% of customers** look at reviews when making purchasing decisions. (In fact, you're probably one of those customers!) That's why Mary Kay is so excited to add the ratings and reviews feature to marykay.com (including to your Personal Web Site)!

1



2



3

Greater Sales Potential

Ratings and reviews build trust, credibility, confidence and loyalty with the product and with the brand. They can attract new customers and lead to higher sales! Simply put, product ratings and reviews build confidence and can turn browsers into buyers.

Better Online Visibility for Mary Kay® Products

Ratings and reviews can boost search rankings on your Mary Kay® Personal Web Site or on marykay.com. Websites that have ratings and reviews show up more often in search results than sites that don't. That's because search engines give them a boost.

Help Your Customer Make a Purchasing Decision

When a customer is unsure about purchasing a Mary Kay product, show her the reviews on marykay.com. Positive reviews can help her decide to ultimately make a purchase.

How Your Customers Can Leave Reviews

Your customers will go to the product page on marykay.com or on your Mary Kay Personal Web Site and select Review. Customers identify as a customer (or if you're leaving a review, select "I'm an Independent Beauty Consultant" from the drop-down menu). Submit the review.

NOTE: Your customers will automatically receive an email from Mary Kay on your behalf asking them to submit a review two weeks after they purchase a product from your Mary Kay® Personal Web Site.



If your customers leave a three- or four-star review, that's OK! Reviews with fewer than five stars are impactful and show the authenticity of reviews.



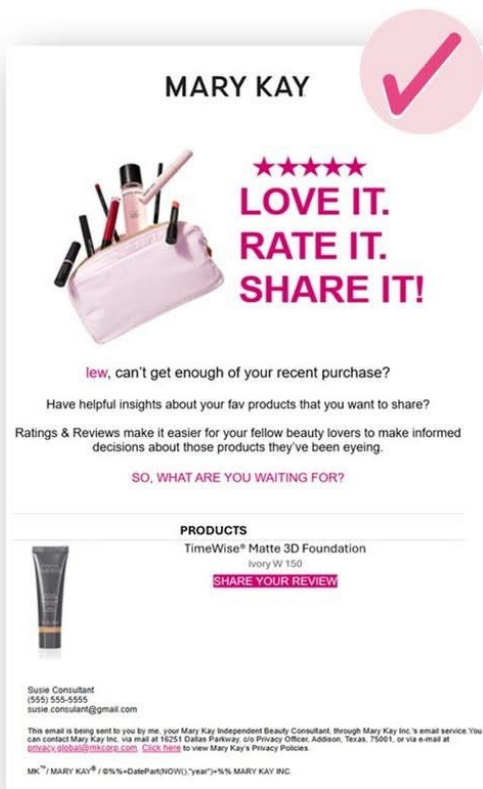
Best Practices for Beauty Consultants to Leave a Review

DO:

- Remember that product reviews are a sales tool. Ensure that the product reviews you write help customers make purchasing decisions.
- Be positive and constructive. If you have product concerns, please share them directly with the Company.
- Be specific about what you like about each product.
- Remember, it is required by law to disclose that you are a Mary Kay Beauty Consultant. Customers need to know about that connection!
- Add selfies or photos without filters or editing.
- Leave one review per product. (Reviews are specific to the product, not the shade.)
- Write original text that offers unique insight into your personal experience with the product.

DO NOT:

- Exaggerate, make false statements, medical claims or earnings claims.
- Upload images of yourself in career apparel, images at Mary Kay events or images that include children or minors. Also, avoid using photos downloaded from Company websites or publications.



Sparkling Stars

1st Quarter 2026 Star Consultant Tracking: June 16, — September 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
Londa Hebert	\$591.20	\$1,208.80	\$1,808.80	\$2,408.80	\$3,008.80	\$4,208.80
Lorna Hawley	\$379.60	\$1,420.40	\$2,020.40	\$2,620.40	\$3,220.40	\$4,420.40
Stacie Solis	\$283.40	\$1,516.60	\$2,116.60	\$2,716.60	\$3,316.60	\$4,516.60
Cindra Ray Salisbury	\$274.00	\$1,526.00	\$2,126.00	\$2,726.00	\$3,326.00	\$4,526.00
Lisa Losse	\$257.60	\$1,542.40	\$2,142.40	\$2,742.40	\$3,342.40	\$4,542.40
Sueann Petersen	\$243.00	\$1,557.00	\$2,157.00	\$2,757.00	\$3,357.00	\$4,557.00
Ambry Vela	\$242.20	\$1,557.80	\$2,157.80	\$2,757.80	\$3,357.80	\$4,557.80
Janet Yelding	\$214.60	\$1,585.40	\$2,185.40	\$2,785.40	\$3,385.40	\$4,585.40
Allyson Sapp	\$151.60	\$1,648.40	\$2,248.40	\$2,848.40	\$3,448.40	\$4,648.40
Brandi Underwood	\$130.00	\$1,670.00	\$2,270.00	\$2,870.00	\$3,470.00	\$4,670.00
Jodi Fry	\$41.00	\$1,759.00	\$2,359.00	\$2,959.00	\$3,559.00	\$4,759.00
Christina Weiss	\$13.00	\$1,787.00	\$2,387.00	\$2,987.00	\$3,587.00	\$4,787.00

4TH QUARTER STARS

Sapphire



Londa Hebert

Sapphire



Lisa Salada



CELEBRATE!

2026 Seminar Achievers



2026 Queen
of Sales

**Londa
Hebert**

2. Cindra Ray Salisbury
3. Jodi Fry
4. Christina Weiss
5. Ambry Vela
6. Allyson Sapp
7. Lisa Losse
8. Deborah Keebler
9. Veronica Nino
10. Amy Murphy



2026 Queen of
Sharing

**Lisa
Salada**



Build Your Business

Wholesale Investments

Name	Amount
Londa Hebert	\$1,123.20
Ambry Vela	\$533.20
Crystal Leake	\$499.00
Sueann Petersen	\$494.00
Cindra Ray Salisbury	\$413.00
Carrie Hendrix	\$387.60
Lorna Hawley	\$379.60
Misty Fry	\$304.00
Stacie Solis	\$283.40
Bonnie Stanke	\$264.80
Lisa Losse	\$257.60
Allyson Sapp	\$232.60
Janet Yelding	\$214.60
Brandi Underwood	\$130.00
Jodi Fry	\$73.00
Veronica Nino	\$22.00
Christina Weiss	\$13.00
Lisa Salada	\$664.80

BE AN
ALL-STAR!
EARN STUNNING REWARDS
ALL YEAR LONG!

NEW
ALL-STAR STAR
CONSULTANT
PROGRAM

CONSISTENCY.
COMMITMENT.
YOU.
THAT'S HOW
YOU SHINE!

BOOK PARTIES • TAKE CARE OF CUSTOMERS • TRACK YOUR GOALS
BE THE STAR OF YOUR SEMINAR YEAR!

\$2,000
Royal Caribbean
Cruise Voucher

MAY 1 – OCT. 31, 2026

SET SAIL FOR A
*Sensational
Summer!*

**POINTS TO
PARADISE**

Independent
Beauty Consultant
Challenge

A Consultant must have a minimum of 25,000 points, to earn fantastic rewards – from chic designer accessories to an exclusive Royal Caribbean cruise voucher.

There are three ways Consultants can earn points:

1. Personal Sales Volume: \$1 retail sales volume = 1 point.
2. An Independent Beauty Consultant must have a minimum of 10,000 points from personal sales volume to achieve the challenge. There is no maximum.
3. Debut as an Independent Sales Director: 5,000 points

Seminar 2026 Booster - Consultants who register for and attend Seminar can earn 500 additional points

Ready to set sail? Visit intouch for details

MARY KAY

Mary Kay Career Path

Team Leader

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

Senior Consultants

Diana R. Hood
 Jodi D. Fry

Deborah K. Keebler
 Sueann Petersen
 Janet M. Yelding

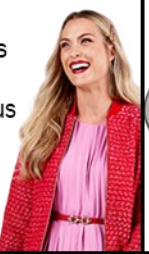
Angelica A. Martinez
 Dora Silvas

Allyson H. Sapp
 Cindra S. Ray Salisbury

Christina R. Weiss
 Lisa M. Losse

* Indicates Inactive Status, # Indicates T Status, - Indicates New Consultants.

Place a \$450 retail order to reactivate and regain your 50% discount! Your MyShop orders count towards your retail total for the month.

Follow the Career Path to Success				
SENIOR CONSULTANT • 1+ Active Consultants • 4% Commissions • \$50 bonuses 	STAR TEAM BUILDER • 3+ Active consultants • Wear The Red Jacket • 4% 6% or 8% commissions • \$50 bonuses  	TEAM LEADER • 5+ Active consultants • 9-13% Commissions • \$50 bonuses  	ELITE TEAM LEADER (OR, STEP UP TO DIQ!) • 8+ Active consultants • 9-13% team commissions • \$50 team-building bonus  	NEW SALES DIRECTOR See intouch for all of the perks!   



Mark Your Calendar

JULY 2026

1 New Seminar Year (2026-2027) begins.

Online Independent Sales Director-in-Qualification Commitment Form available beginning 12:01 a.m. CT.

Seminar 2026 registration cancellation deadline at 11:59 p.m. CT.

3 Independence Day Observed. All Company offices closed.

4 Independence Day. Postal holiday.

6 Last day to submit online Independent Sales Director-in-Qualification Commitment Form. Commitment Form available until 11:59 p.m. CT.

7 Mary Kay National Area *Zoom to Success* call for Independent Sales Directors at 1 p.m. CT. Check your email for details and link.

10 Deadline for all Seminar Awards 2026 jewelry selections. If a selection is not made, it will default to a cash reward.

16 Holiday 2026 Preferred Customer Program™ online enrollment begins for *The Look*, including an exclusive sample (while supplies last).

26 Seminar 2026 special needs request deadline at 11:59 p.m. CT.

30 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.

31 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 be open until 11:59 p.m. CT to assist with resolving Agreement or ordering issues for month-end.

Registration deadline for the Seminar 2026 General Session Viewing option.



Words of Wisdom from Mary Kay

When I first conceived the idea of Mary Kay Cosmetics, it was my dream to build a company based on the Golden Rule. It was and is my sincere desire that each and every one of our Consultants learns to live by this beautiful rule, not only in her career but also in her personal life. I have found the Golden Rule is the secret of a happy, fulfilled life. If there ever is a question about how to deal with a situation, simply put yourself in the place of the other person and treat that person as you would want to be treated. I promise you that, in the long run, you will always gain much more than you may lose.

Celebrate in August!

Birthdays

Name	Day
Deborah Keebler	4
Debbie Decker	6
Stephanie VanDerKooi	8
Janet Yelding	11
Amanda Garcia	14
Kari Aleman	15
Barbara Rollins	17
Jennifer Rachels	18
Susan Hamilton	24
Lisa Salada	30
Allyson Sapp	30

Anniversaries

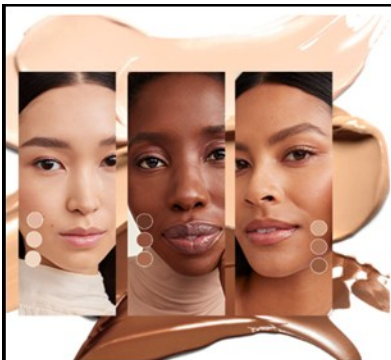
Name	Day
Amanda Williams	2



Lisa Salada
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(850) 240-5545
lsaladainmarykay@gmail.com



To the Brilliant:



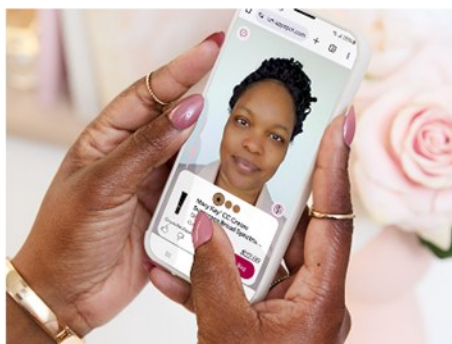
Scan, Click, It's a Match

AI foundation matching tool is your business partner! As a Mary Kay Consultant, you're a trusted skin care advisor, a flawless face pro, and a go-to for gorgeous color products. With this exclusive AI tool available on marykay.com and on your personalized online Shop, you can take away your customers' foundation frustrations and become the ultimate matchmaker. Help boost your Mary Kay® foundation sales by sharing how easy it is to scan and select a foundation in a snap. Whether you are hosting a party, a one-on-one consultation, or chatting with your customers virtually, our AI-powered Foundation Finder tool seamlessly boosts your business, one match at a time!



Hassle-Free Use on Mobile

In seconds, our mobile-friendly tool will match you to your foundation shade.



Good Lighting for Great Results

Our AI technology removes all the guesswork with machine-learning ingenuity — just head to a window for even, natural lighting and get the best results.



No Downloads Necessary

It's integrated into your online shopping experience, so whether you're visiting marykay.com or browsing the iCatalog, you can easily scan and find your match.