

Salada's Soaring Eagles

Lisa Salada, Sales Director



August 2026, July Results

CONGRATULATIONS ACHIEVERS!



Queen of Sales
Deborah Keebler



#2 Sales
Amy Murphy



#3 Sales
Barbara Rollins



YTD Queen of Sales
Deborah Keebler



Queen of Sharing
Lisa Salada

WELCOME NEW CONSULTANTS!

New Consultant

Debra Christian
Oriana Chun
Jill Jones

From

Mesquite, TX
North Las Vegas, NV
Abilene, TX

Recruiter

Lisa Salada
Lisa Salada
Lisa Salada



\$600 & ABOVE CLUB

3 months of \$600+ = Star Consultant Status

Lisa Salada
Deborah Keebler



DiSC® for Team Builders

The response to the following statement might help you ascertain someone's behavioral style:

Tell me a little bit about yourself.

	D Dominance	I Influence	S Steadiness	C Conscientiousness
How she will most likely respond to statement	Will talk about her job and accomplishments	Will talk about herself and what she likes	Will talk about her family and the work she does for family or church	Will ask you to clarify the question, perhaps saying, "What do you mean by that question?"
Characteristics	• Results-oriented • Career-focused • Makes quick decisions • Direct • Independent • Self-confident • Impatient	• People-oriented • Recognition-focused • Expressive • Loves to talk • Enthusiastic • Impulsive • Not detail-oriented	• Family-oriented • Security-focused • Loyal • Easy going • Abides by the rules • Friendship is important • Slow to change	• Detail-oriented • Perfectionist • Analytical • Exacting • Precise • Organized • Likes the facts
What you might focus on during team-building appointment	• Leadership and income potential • Independence • Moving quickly up the career path • Be your own boss • Flexibility	• Working with people • Prizes • Impact she can have on others • Ability to be creative • Recognition • Seminar	• Keeping priorities in order • Time spent with family and how this will help her provide for them • Friends she will make • Free education she'll receive	• Able to work own hours • Personal growth • Leadership • Will appreciate all educational material available
Team-building appointment	• Short appointment • Be brief, but thorough • Don't dwell on the fluff • Explain marketing plan • Provide direct answers • Outline steps to leadership roles • Let her do the talking • Will probably decide quickly	• Long appointment • Allow time for relationship-building • Let her do the talking • Simple explanations • Don't bore her with details • Ask her lots of questions • Provide I-stories of people who've been successful • Show pictures rather than written material • Will probably decide quickly	• Give simple explanations • Share the facts about how much it costs, how much time it takes, how to get started • Explain how she'll be able to fit it into her busy schedule • Answer questions • Will probably take more than 1 appointment	• Be concise • Build on Company's credibility • Use facts in print • Answer all questions • Explain exactly what it takes to move up the career path • Will probably take more than 1 appointment

BRILLIANT STARS

1st Quarter Star Consultant Tracking: June 16 — September 15, 2026

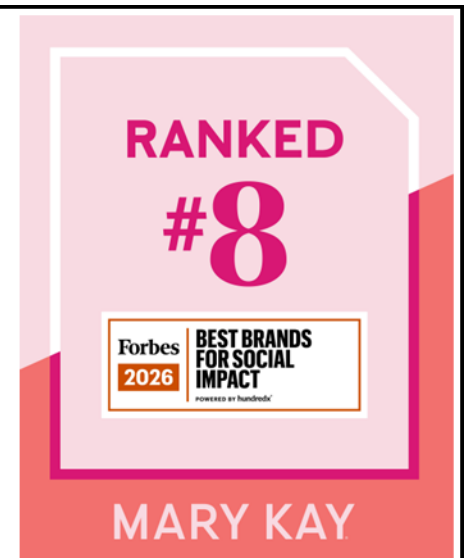
Star level currently achieved and amount needed for next star

Name	Current Wholesale	Sapphire \$1,800	Ruby \$2,400	Diamond \$3,000	Emerald \$3,600	Pearl \$4,800
Lisa Salada	\$829.00	\$971.00	\$1,571.00	\$2,171.00	\$2,771.00	\$3,971.00
Deborah Keebler	\$612.50	\$1,187.50	\$1,787.50	\$2,387.50	\$2,987.50	\$4,187.50
Londa Hebert	\$591.20	\$1,208.80	\$1,808.80	\$2,408.80	\$3,008.80	\$4,208.80
Ambry Vela	\$515.70	\$1,284.30	\$1,884.30	\$2,484.30	\$3,084.30	\$4,284.30
Sueann Petersen	\$454.50	\$1,345.50	\$1,945.50	\$2,545.50	\$3,145.50	\$4,345.50
Amy Murphy	\$448.50	\$1,351.50	\$1,951.50	\$2,551.50	\$3,151.50	\$4,351.50
Melanie Lerman	\$400.00	\$1,400.00	\$2,000.00	\$2,600.00	\$3,200.00	\$4,400.00
Lorna Hawley	\$379.60	\$1,420.40	\$2,020.40	\$2,620.40	\$3,220.40	\$4,420.40
Barbara Rollins	\$343.00	\$1,457.00	\$2,057.00	\$2,657.00	\$3,257.00	\$4,457.00
Jodi Fry	\$329.00	\$1,471.00	\$2,071.00	\$2,671.00	\$3,271.00	\$4,471.00
Christina Weiss	\$295.00	\$1,505.00	\$2,105.00	\$2,705.00	\$3,305.00	\$4,505.00
Cindra Ray Salisbury	\$285.00	\$1,515.00	\$2,115.00	\$2,715.00	\$3,315.00	\$4,515.00
Stacie Solis	\$283.40	\$1,516.60	\$2,116.60	\$2,716.60	\$3,316.60	\$4,516.60
Debra Lowry	\$279.00	\$1,521.00	\$2,121.00	\$2,721.00	\$3,321.00	\$4,521.00
Lisa Losse	\$257.60	\$1,542.40	\$2,142.40	\$2,742.40	\$3,342.40	\$4,542.40
Jill Jones	\$254.00	\$1,546.00	\$2,146.00	\$2,746.00	\$3,346.00	\$4,546.00
Oriana Chun	\$239.00	\$1,561.00	\$2,161.00	\$2,761.00	\$3,361.00	\$4,561.00
Diana Hood	\$228.50	\$1,571.50	\$2,171.50	\$2,771.50	\$3,371.50	\$4,571.50
Angelica Martinez	\$228.50	\$1,571.50	\$2,171.50	\$2,771.50	\$3,371.50	\$4,571.50
Janet Yelding	\$214.60	\$1,585.40	\$2,185.40	\$2,785.40	\$3,385.40	\$4,585.40

Mary Kay Is #8 on Forbes' Best Brands for Social Impact List.

Out of 5,500 brands and 4.5 million consumer ratings, Mary Kay rose to #8 on Forbes' Best Brands for Social Impact list in 2026, up from #9 in 2025. This global recognition celebrates the meaningful impact happening every day across our markets and corporate initiatives to enrich women's lives. Share the news!

Forbes also named Mary Kay Ash as #54 on their Top 250: America's Greatest Historic Innovators. Leading up to the United States' 250th birthday, Forbes published an article profiling the top 250 of America's greatest historic innovators.



DAZZLE ON STAGE!

SEMINAR AWARDS 2027

From Queen to regal Runner-Up, wear your rewards with pride as you continue to shine brighter than ever before!



Court of Personal Sales: Choice of the Endless Sparkle Bracelet or a \$500 cash reward.



Court of Sharing: Choice of the Bee Fabulous Diamond Bee Pin or a \$525 cash reward.



Queens and Runners-Up of the Courts and Unit Sales

Queen's Court of Sales

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

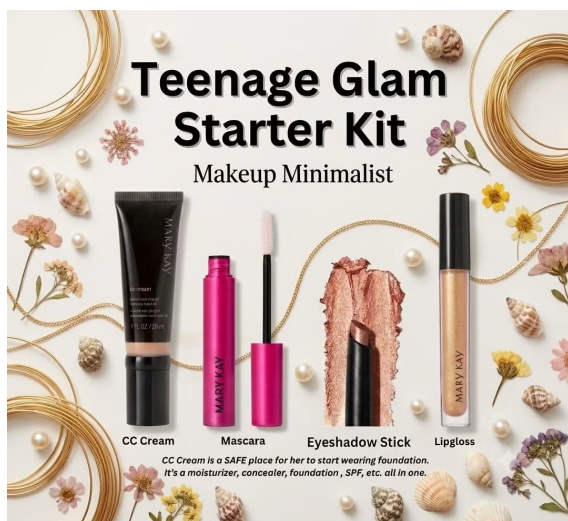
#	Name	YTD Total	National Queen's Court of Sales: \$45,000 Retail	National Princess' Court of Sales: \$22,500 Retail	Unit Court of Sales: \$11,250 Retail
1	Deborah Keebler	\$1,225.00	\$43,775.00	\$21,275.00	\$10,025.00
2	Amy Murphy	\$897.00	\$44,103.00	\$21,603.00	\$10,353.00
3	Barbara Rollins	\$686.00	\$44,314.00	\$21,814.00	\$10,564.00
4	Christina Weiss	\$564.00	\$44,436.00	\$21,936.00	\$10,686.00
5	Debra Lowry	\$558.00	\$44,442.00	\$21,942.00	\$10,692.00
6	Ambry Vela	\$547.00	\$44,453.00	\$21,953.00	\$10,703.00
7	Jill Jones	\$508.00	\$44,492.00	\$21,992.00	\$10,742.00
8	Oriana Chun	\$478.00	\$44,522.00	\$22,022.00	\$10,772.00
9	Diana Hood	\$457.00	\$44,543.00	\$22,043.00	\$10,793.00
10	Angelica Martinez	\$457.00	\$44,543.00	\$22,043.00	\$10,793.00
11	Trisha Hamilton	\$208.00	\$44,792.00	\$22,292.00	\$11,042.00
12	Veronica Nino	\$149.00	\$44,851.00	\$22,351.00	\$11,101.00
13	Shannon Gannaway	\$144.00	\$44,856.00	\$22,356.00	\$11,106.00
14	Carrie Hendrix	\$112.00	\$44,888.00	\$22,388.00	\$11,138.00
15	Allyson Sapp	\$100.00	\$44,900.00	\$22,400.00	\$11,150.00
16	Cassandra Barber	\$50.00	\$44,950.00	\$22,450.00	\$11,200.00
17	Cindra Ray Salisbury	\$22.00	\$44,978.00	\$22,478.00	\$11,228.00
18	Jodi Fry	\$22.00	\$44,978.00	\$22,478.00	\$11,228.00
19	Lisa Salada	\$1,658.00	\$43,342.00	\$20,842.00	\$9,592.00



INVESTING IN GROWTH

Wholesale Investments

Name	Amount
Deborah Keebler	\$612.50
Amy Murphy	\$448.50
Barbara Rollins	\$343.00
Christina Weiss	\$282.00
Debra Lowry	\$279.00
Ambry Vela	\$273.50
Jill Jones	\$254.00
Oriana Chun	\$239.00
Diana Hood	\$228.50
Angelica Martinez	\$228.50
Trisha Hamilton	\$145.60
Shannon Gannaway	\$100.80
Veronica Nino	\$74.50
Carrie Hendrix	\$56.00
Cassandra Barber	\$50.00
Allyson Sapp	\$50.00
Jodi Fry	\$11.00
Cindra Ray Salisbury	\$11.00
Lisa Salada	\$829.00



\$2,000 Royal Caribbean Cruise Voucher
MAY 1 – OCT. 31, 2026

SET SAIL FOR A
Sensational Summer!

Halfway Point to Paradise!

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. Consultants must have a minimum of 10,000 points from personal sales volume to achieve the challenge. There is no maximum.
3. Personal Team Retail Sales Volume – \$1 retail sales volume = 1 point
4. 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
SEMINAR
2026
Fort Worth, Texas

- Diamond Aug. 8–10
- Emerald Aug. 11–13
- Sapphire Aug. 14–16

Seminar 2026 Registration Is Still Available!

With Seminar 2026 taking place this month, you can build on the event's energy and momentum to carry it into the new Seminar year!

Reminder: Only the Fast Pack will be available for purchase at the MKConnections® booth on-site at Seminar Expo. If you are attending Emerald or Sapphire Seminars and want to use a MKConnections® voucher on-site for a Fast Pack, you must redeem your star credits by Aug. 2. Please check your email or scan the QR code displayed at Seminar to take advantage of the online offer and shop all items!

TOGETHER WE SPARKLE!

Star Team Builders

Jodi D. Fry

Angelica A. Martinez

Misty Fry

Carrie G. Hendrix

*Shannon Gannaway

*Lisa K. Hill

*Kim New

*Susan Hamilton

#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 Ray Salisbury

Ambry Vela

Debra Lowry

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

LOOK WHAT'S GOING ON

AUGUST 2026

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

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

8-10 Diamond Seminar dates.

11-13 Emerald Seminar dates.

14-16 Sapphire Seminar dates.

17 Last day to enroll online for the Holiday 2026 Preferred Customer Program™ mailing of *The Look*, including an exclusive sample (while supplies last).

26 Early ordering begins for Fall/Holiday 2026 product promotion for all Independent Sales Directors.

28 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.



Words of Wisdom from Mary Kay

The most important mile in our business walk is the "extra mile," the one called service. It sometimes takes the time we don't think we have. But we always do. It sometimes means going out of our way. But helping someone else along the way, helps us on our journey to the top.

Celebrate in September!

Birthdays

Name	Day
Kristin Householder	7
Brandi Underwood	7
Oriana Chun	18
Misty Fry	26
Narisha Cooley	27

Anniversaries

Name	Years
Janet Yelding	22
Angelica Martinez	7
Carrie Hendrix	5
Dora Silvas	1



Lisa Salada

Sales Director

133 Sawbuck Trl

Abilene, TX 80016

(850) 240-5545

lsaladainmarykay@gmail.com

FALL/HOLIDAY PCP Program

JULY 16 - AUGUST 17TH, 2026

Share a little extra sparkle with your customers this season by enrolling them to receive the Holiday 2026 issue of The Look. Plus, they'll receive a FREE exclusive sample of a new product!

- Mails Sept. 7, 2026. Arrives in 7 -10 bus. days.
- Only 95¢ per name.*

To The Amazing:



Meet the Skinvigorate Duo

CLEANSE. MASSAGE. GLOW. *All in one powerful device*

2 WAYS TO GLOW



USB
Rechargeable



Deep Cleanse
+ Warm Massage
= One Powerful
Device

\$95



CLEANSING MODE

- Soft silicone bristles lift away dirt, oil, and makeup
- Vibration technology provides a deeper cleanse than hands alone
- Gentle enough for daily use on all skin types
- **5 vibration intensities** for a customized experience



THERMAL MODE

- Warming massage helps support better absorption of your favorite skin care products
- Perfect for use with serums, boosters, facial oils, and moisturizers
- Creates a relaxing spa-like experience at home