

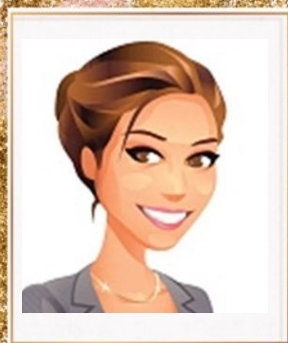


Salada's Soaring Eagles

Lisa Salada, Sales Director

May 2026, April Results

Congratulations Monthly Achievers!



Queen of Sales
Deborah Keebler



#2 Sales
Shannon Gannaway



#3 Sales
Stephanie VanDerKooi



Queen of Sharing
Lisa Salada



**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!

RISE + RADIATE



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 Edgley

From
Litchfield Park, AZ

Recruiter
Lisa Salada

\$600 and Above Club

These consultants ordered \$600+ wholesale last month.

Lisa Salada



TimeWise 3D® Foundations Coming in May 2026

Reintroducing the new and improved TimeWise 3D® Foundation, now available in 36 shades in two finishes – matte and luminous. With skin-smart coverage infused with the TimeWise® 3D Complex and powered by IntelliMatch™ Technology.

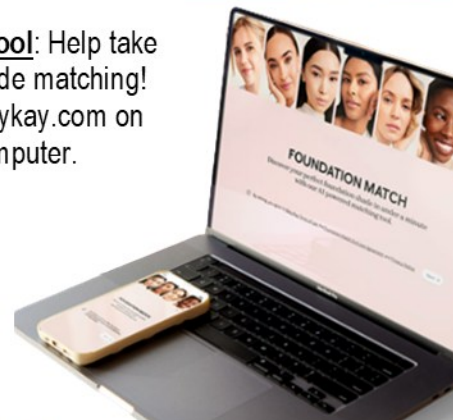
It's time to get ready to have those Foundation Conversations with your customers!

Also available! Section 2 Special-Edition TimeWise 3D® Foundation Samples, \$2, pk./6 Discover your customers' go-to shades for summer and beyond.

AI Foundation Finder Tool: Help take the guesswork out of shade matching! Check it out on www.marykay.com on your mobile device or computer.



SCAN TO FIND YOUR PERFECT SHADE MATCH!



Products for Summer 2026

Section 2: Lash Love Fanorama® Define+Lift Mascara Wands, \$3, pk./6

Still Available! Special-Edition Mary Kay® Hydrating Cream Mask Samples, \$2, pk./6

All sales force members can begin placing orders on May 15. Get helpful resources on the Summer product hub and visit the TimeWise 3D® Foundation hub to start strong foundation conversations.

Please take note of the price adjustments and product phaseouts that go into effect on May 16.

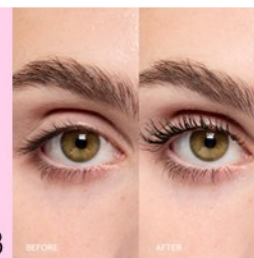
Complexion
Sponge, \$14
Perfect for use with
the new
foundations!



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



Lash Love
Fanorama®
Define+
Lift Mascara, \$18



Mary Kay® True Optimism™
Eau de Parfum for Men, \$55



Kind Spirit

Mary Kay®
Blush Stick
\$20



Sparkling Stars

4th Quarter 2026 Star Consultant Tracking: March 16, — June 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	\$1,144.00	\$656.00	\$1,256.00	\$1,856.00	\$2,456.00	\$3,656.00
Marta Castro	\$614.00	\$1,186.00	\$1,786.00	\$2,386.00	\$2,986.00	\$4,186.00
Deborah Keebler	\$611.60	\$1,188.40	\$1,788.40	\$2,388.40	\$2,988.40	\$4,188.40
Misty Fry	\$444.00	\$1,356.00	\$1,956.00	\$2,556.00	\$3,156.00	\$4,356.00
Amy Schroff	\$422.00	\$1,378.00	\$1,978.00	\$2,578.00	\$3,178.00	\$4,378.00
Londa Hebert	\$399.00	\$1,401.00	\$2,001.00	\$2,601.00	\$3,201.00	\$4,401.00
Allyson Sapp	\$378.00	\$1,422.00	\$2,022.00	\$2,622.00	\$3,222.00	\$4,422.00
Cindra Ray Salisbury	\$364.00	\$1,436.00	\$2,036.00	\$2,636.00	\$3,236.00	\$4,436.00
Shannon Gannaway	\$360.00	\$1,440.00	\$2,040.00	\$2,640.00	\$3,240.00	\$4,440.00
Stephanie VanDerKooi	\$324.00	\$1,476.00	\$2,076.00	\$2,676.00	\$3,276.00	\$4,476.00
Veronica Nino	\$322.50	\$1,477.50	\$2,077.50	\$2,677.50	\$3,277.50	\$4,477.50
Carrie Hendrix	\$296.00	\$1,504.00	\$2,104.00	\$2,704.00	\$3,304.00	\$4,504.00
Kim New	\$284.00	\$1,516.00	\$2,116.00	\$2,716.00	\$3,316.00	\$4,516.00
Lorna Hawley	\$261.00	\$1,539.00	\$2,139.00	\$2,739.00	\$3,339.00	\$4,539.00
Ebba Furlong	\$245.50	\$1,554.50	\$2,154.50	\$2,754.50	\$3,354.50	\$4,554.50
Susan Hamilton	\$242.00	\$1,558.00	\$2,158.00	\$2,758.00	\$3,358.00	\$4,558.00
Carrie Forst	\$241.00	\$1,559.00	\$2,159.00	\$2,759.00	\$3,359.00	\$4,559.00
Kristy Huber	\$240.50	\$1,559.50	\$2,159.50	\$2,759.50	\$3,359.50	\$4,559.50
Lisa Hill	\$233.00	\$1,567.00	\$2,167.00	\$2,767.00	\$3,367.00	\$4,567.00
Jodi Fry	\$232.50	\$1,567.50	\$2,167.50	\$2,767.50	\$3,367.50	\$4,567.50



May + June My Shop Selling Challenge May 1 – June 30, 2026

Put your online sales to the test with the May + June My Shop Selling Challenge! All independent sales force members who have \$300 or more in cumulative retail sales through their online Shop during the challenge time frame (May–June) will earn a My Shop lanyard, which can be picked up at Seminar 2026. Activate your online Shop to accelerate your results!

Review the full details and FAQs on intouch

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



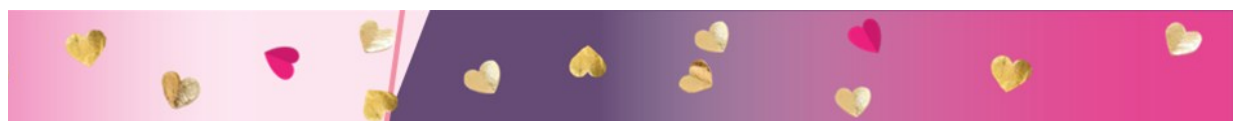
Queens and Runners-Up
of the Courts
and Unit Sales

#	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	Londa Hebert	\$6,643.00	\$38,357.00	\$13,357.00	\$3,357.00
2	Cindra Ray Salisbury	\$6,310.00	\$38,690.00	\$13,690.00	\$3,690.00
3	Jodi Fry	\$6,079.00	\$38,921.00	\$13,921.00	\$3,921.00
4	Christina Weiss	\$5,652.00	\$39,348.00	\$14,348.00	\$4,348.00
5	Lisa Losse	\$5,528.00	\$39,472.00	\$14,472.00	\$4,472.00
6	Ambry Vela	\$5,292.00	\$39,708.00	\$14,708.00	\$4,708.00
7	Allyson Sapp	\$4,598.00	\$40,402.00	\$15,402.00	\$5,402.00
8	Deborah Keebler	\$4,522.00	\$40,478.00	\$15,478.00	\$5,478.00
9	Amy Murphy	\$4,176.00	\$40,824.00	\$15,824.00	\$5,824.00
10	Veronica Nino	\$3,980.00	\$41,020.00	\$16,020.00	\$6,020.00
11	Stephanie VanDerKooi	\$3,246.00	\$41,754.00	\$16,754.00	\$6,754.00
12	Carrie Hendrix	\$3,204.00	\$41,796.00	\$16,796.00	\$6,796.00
13	Angelica Martinez	\$3,153.00	\$41,847.00	\$16,847.00	\$6,847.00
14	Barbara Rollins	\$3,148.00	\$41,852.00	\$16,852.00	\$6,852.00
15	Debra Lowry	\$3,039.00	\$41,961.00	\$16,961.00	\$6,961.00
16	Janet Yelding	\$2,882.00	\$42,118.00	\$17,118.00	\$7,118.00
17	Lisa Hill	\$2,784.00	\$42,216.00	\$17,216.00	\$7,216.00
18	Kristin Householder	\$2,772.00	\$42,228.00	\$17,228.00	\$7,228.00
19	Trisha Hamilton	\$2,682.00	\$42,318.00	\$17,318.00	\$7,318.00
20	Sueann Petersen	\$2,558.00	\$42,442.00	\$17,442.00	\$7,442.00

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	\$267.00



Build Your Business

Wholesale Investments

Name	Amount
Deborah Keebler	\$487.00
Shannon Gannaway	\$360.00
Stephanie VanDerKooi	\$324.00
Carrie Hendrix	\$296.00
Kim New	\$284.00
Lisa Hill	\$233.00
Londa Hebert	\$230.00
Karen Edgley	\$226.00
Misty Fry	\$215.00
Cindra Ray Salisbury	\$185.00
Amy Murphy	\$168.00
Dora Silvas	\$128.00
Allyson Sapp	\$88.00
Veronica Nino	\$62.50
Trisha Hamilton	\$52.60
Ambry Vela	\$45.00
Lisa Losse	\$36.00
Angelica Martinez	\$33.00
Jodi Fry	\$4.00
Lisa Salada	\$1,108.00

Team Building

Name	Recruits
Lisa Salada	1

Goals ~ With and Without Them

- With Goals – Master of Circumstances
- Without Goals – Victim of Circumstances

Top 8 Reasons to Set Goals:



- 1 When Goals are set things happen.
- 2 Goals make you feel good about yourself.
- 3 You have an attitude adjustment every time you focus on your goals.
- 4 Goals motivate us and make us have more self-discipline. You need to share your goal with your director to make yourself more accountable.
- 5 Goals give us direction and purpose.
- 6 Goals take you where you want to go.
- 7 Goals require us to change and in doing so we develop good habits and patterns to follow.
- 8 Get others on board with us! No one can follow a parked car! Set your goals, discipline yourself, and others will be inspired to follow your example.

Top 5 Reasons People Do Not Set Goals:

- 1 They are not sold on the benefits of setting a goal.
- 2 They believe that it is safer not to set a goal or have expectations for themselves.
- 3 They have a fear of commitment.
- 4 They have a poor attitude or poor focus.
- 5 They do not want to work.



Definition of Focus:

Follow One Course Until Successful

Example Goal—\$1,000 weeks with Skin Care Classes working full circle:

- 1 Classes create instant cash with us making 50%, which brings us short-term benefits.
- 2 Classes bring new people to be customers and team members, which bring us long-term benefits.
- 3 When we are willing to change, we have the BEST OPPORTUNITY out there!

FOCUS

EXCUSES are LIES we tell ourselves that no one believes but us.

Mary Kay Career Path

Team Leader

Jodi D. Fry
 Shannon Gannaway
 Carrie G. Hendrix
 Lisa K. Hill
 Kim New
 Misty Fry
 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
 Janet M. Yelding
 #Sueann Petersen

Angelica A. Martinez
 Dora Silvas

Senior Consultants

Allyson H. Sapp
 Cindra S. Ray Salisbury

Ambry Vela
 Debra Lowry

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

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! 
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Mark Your Calendar

MAY COMPANY DATES

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

Last Day of the Mary Kay Empowered Leaders* Event for Independent Future Executive Senior Sales Directors through Elite Executive Senior Sales Directors.

4 Seminar Awards 2026 on-target selection emails sent and selections available in Action Items on Mary Kay InTouch*.

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

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

7 Summer 2026 Preferred Customer Program™ customer mailing of *The Look* begins. (Allow 7-10 business days for delivery.)

10 Mother's Day.

Early ordering of the new Summer 2026 promotional items begins for Star Consultants who qualified during Dec. 16, 2025 - March 15, 2026, quarter and Independent Beauty Consultants who enrolled in *The Look* for Summer 2026 through the Preferred Customer Program™.

12 Mary Kay Ash's birthday.

13 Seminar 2026 registration opens for Independent National Sales Directors and National Sales Directors Emeriti.

15 Summer 2026 promotion ordering for all Independent Beauty Consultants begins.

Deadline to make Seminar Awards 2026 on-target selections to ensure jewelry pickup at Seminar 2026.

Seminar registration opens for Independent Executive Senior Sales Directors and Elite Executive Senior Sales Directors.

16 Consumer ordering for Summer 2026 promotion begins.

Mary Kay® True-to-Me Challenge begins.

18 Seminar 2026 registration opens for Independent Sales Directors.

20 Seminar 2026 registration opens for all independent sales force members.

25 Memorial Day. All Company offices closed. Postal holiday.

29 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 open from 6 p.m. until 11:59 p.m. CT to assist with resolving Agreement or ordering issues for month-end.

Free CDS Product Samples Now Available!



We are excited to announce that this popular option is back! You can once again add two product samples to your Customer Delivery Service (CDS) orders at no charge. "CDS FREE" will appear when you select "CDS NO COST SAMPLER" from the Product Categories menu, or you can simply type "CDS FREE" into the search bar. You still have the flexibility to add more samples to each order for a fee.



Beginning with the Summer 2026 quarter, *The Look* will be included as one of the free options. This means you can select the Summer edition of *The Look* plus one product sample at no charge, and add more samples to each order for a fee.

Celebrate in June!

Birthdays

Name	Day
Marilyn Slater	5
Lisa Hill	16
Nancy Hulit	17
Londa Hebert	26
Jacquelyn Pitts	26

Anniversaries

Name	Years
Kristin Householder	10
Bonnie Stanke	8
Jodi Fry	7
Susan Hamilton	7
Diana Hood	7
Julie Salamon	5
Jacquelyn Pitts	4



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

MARY KAY
SEMINAR
2026

**Are you planning to join us in
Fort Worth, Texas, in August?**

Where: Fort Worth Convention Center in Fort Worth, Texas
When: Diamond: 8/8–10; Emerald: 8/11–13 Sapphire: 8/14–16
Review the event and recognition details. Mark your calendar for May 20 to register online!
Seminar Awards 2026: Those who were on-target for Seminar Awards 2026 by April 30 will receive an email on May 4. Please be sure to make your reward selection by May 15 to ensure that your Seminar Awards jewelry is available for pickup at Seminar.

To the Brilliant:

POINTS TO PARADISE

INDEPENDENT BEAUTY CONSULTANT CHALLENGE

MAY 1 – OCT. 31, 2026

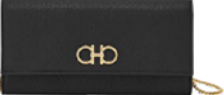
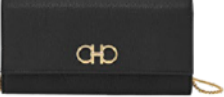
All aboard, Beauty Consultants! **The Points to Paradise Independent Beauty Consultant Challenge** is your chance to turn ambition into adventure. Stay consistent, stay committed, and you could earn extraordinary rewards — from chic designer accessories to a **Royal Caribbean cruise voucher**.

Don't wait! The sooner you start, the sooner you can chart your course to success.

HOW TO EARN POINTS

There are three ways Independent Beauty Consultants can earn points:

- 1. Personal Retail Sales Volume:**
\$1 retail sales volume = 1 point.
 - Independent Beauty Consultants **must have a minimum of 10,000 points** from personal retail sales to achieve the challenge. There is no maximum.
- 2. Personal Team Retail Sales Volume:**
\$1 retail sales volume = 1 point.
 - Independent Beauty Consultants can have a **maximum of 10,000 points** from each team member to achieve the challenge. There is no minimum per team member.
- 3. Debut as an Independent Sales Director:**
5,000 points

POINTS	REWARD
Level 1: 25,000 points	 Gucci Sunglasses
Level 2: 50,000 points	  Gucci Sunglasses AND Ferragamo Crossbody Bag
Level 3: 75,000 points	   Gucci Sunglasses, Ferragamo Crossbody Bag AND a \$2,000 Royal Caribbean Cruise Voucher

Ready to set sail?
See details on
intouch!