



# Salada's Soaring Eagles

Lisa Salada, Sales Director

March 2026, February Results

## Congratulations Monthly Achievers!



Queen of Sales  
Amy Murphy



#2 Sales  
Stephanie VanDerKooi



#3 Sales  
Lisa Losse



Queen of Sharing  
Lisa Salada



BEAUTY CONSULTANT SELLING CHALLENGE

JAN 1<sup>ST</sup>—JUNE 30<sup>TH</sup> 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

April Bechtol

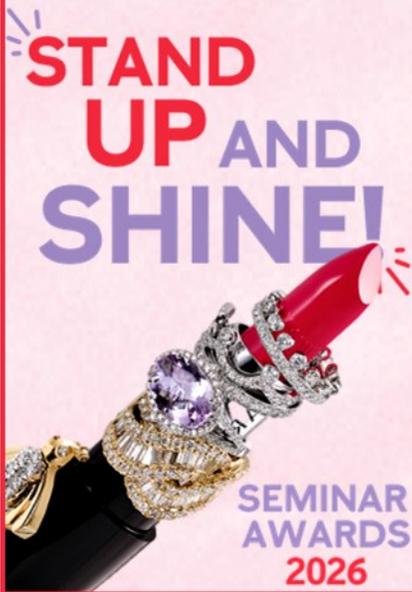
From

Branson, MO

Recruiter

Lisa Salada





## NEW! March 1–15 Seminar Awards 2026 Double Credit Promotions

For a limited time only, your sales can stand up and stand out by earning \$1 in Seminar double credit toward the Seminar Awards 2026 Queens' Courts of Personal Sales for each \$1 in personal retail sales\* on orders received and accepted by the Company from March 1 at 12:01 a.m. CT through March 15 at 11:59 p.m. CT. Learn more.

### NEW! March Queen's Court of Sharing Double Credit Promotion March 1–31, 2026

Get ready to spread your wings and soar to new heights by earning double credit toward the Seminar Awards 2026 Queen's Court of Sharing for up to a maximum of six Great Start®-qualified\* new personal team members in March. Learn more on intouch.com.

### Queens' Courts of Personal Sales

Directors and Consultants can earn \$1 in Seminar double credit toward the Seminar Awards 2026 Queens' Courts of Personal Sales for each \$1 in personal retail sales on orders received and accepted by the Company from March 1 at 12:01 a.m. CT through March 15 at 11:59 p.m. CT. During the challenge time frame, they can earn up to a maximum of \$2,000 in retail bonus credit toward the Director and Consultant Queens' Courts of Personal Sales. This can be in addition to the monthly estimated retail maximum of \$13,000, for a total of \$15,000.

# power of one



March 1–31, 2026

## Global Team-Building Challenge

In honor of International Women's Day, we want to celebrate our global independent sales force as they realize the Power of One.

Be among the Top 3 global markets with the highest percentage of team-builders in March 2026. Personally add at least one new active team member and be active yourself to help your market move closer to this goal!

The Top 3 markets will receive a special trophy and congratulatory video message! Learn more on intouch.com

## MARCH to the Top 10 My Shop Challenge

WEAR YOUR SUCCESS

## MARCH 1–31, 2026

Showcase your online Shop during this month-long challenge! The Top 10 Consultants and Top 10 Directors from each Seminar affiliation—60 achievers total—who have the highest retail sales from their online Shop can earn a stylish Mary Kay-branded denim jacket, available for pickup at Reward Roundup during Seminar 2026. See details and FAQs. Sales tracking information will be updated on March 13.

Promote your online Shop on social media by joining the My Mary Kay Closed Facebook group, where you can find tips on maximizing your Shop. Check out the pinned posts for video demos on adding your Shop link to your Instagram bio and stories, as well as your Facebook profile!



# 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	\$907.00	\$893.00	\$1,493.00	\$2,093.00	\$2,693.00	\$3,893.00
Jodi Fry	\$773.50	\$1,026.50	\$1,626.50	\$2,226.50	\$2,826.50	\$4,026.50
Lisa Losse	\$607.00	\$1,193.00	\$1,793.00	\$2,393.00	\$2,993.00	\$4,193.00
Carrie Hendrix	\$499.00	\$1,301.00	\$1,901.00	\$2,501.00	\$3,101.00	\$4,301.00
Brandi Underwood	\$482.00	\$1,318.00	\$1,918.00	\$2,518.00	\$3,118.00	\$4,318.00
Cindra Ray Salisbury	\$461.00	\$1,339.00	\$1,939.00	\$2,539.00	\$3,139.00	\$4,339.00
Amy Murphy	\$453.00	\$1,347.00	\$1,947.00	\$2,547.00	\$3,147.00	\$4,347.00
Deborah Keebler	\$451.00	\$1,349.00	\$1,949.00	\$2,549.00	\$3,149.00	\$4,349.00
Stephanie VanDerKooi	\$420.00	\$1,380.00	\$1,980.00	\$2,580.00	\$3,180.00	\$4,380.00
Marilyn Slater	\$408.00	\$1,392.00	\$1,992.00	\$2,592.00	\$3,192.00	\$4,392.00
Londa Hebert	\$367.00	\$1,433.00	\$2,033.00	\$2,633.00	\$3,233.00	\$4,433.00
Lorna Hawley	\$328.00	\$1,472.00	\$2,072.00	\$2,672.00	\$3,272.00	\$4,472.00
Ambry Vela	\$321.00	\$1,479.00	\$2,079.00	\$2,679.00	\$3,279.00	\$4,479.00
Veronica Nino	\$312.50	\$1,487.50	\$2,087.50	\$2,687.50	\$3,287.50	\$4,487.50
Rebekah Griffin	\$302.00	\$1,498.00	\$2,098.00	\$2,698.00	\$3,298.00	\$4,498.00
Dora Silvas	\$300.00	\$1,500.00	\$2,100.00	\$2,700.00	\$3,300.00	\$4,500.00
Trisha Hamilton	\$299.00	\$1,501.00	\$2,101.00	\$2,701.00	\$3,301.00	\$4,501.00
Allyson Sapp	\$286.00	\$1,514.00	\$2,114.00	\$2,714.00	\$3,314.00	\$4,514.00
Diana Hood	\$268.00	\$1,532.00	\$2,132.00	\$2,732.00	\$3,332.00	\$4,532.00

## Digital Resources That Help You Sell! Cost: FREE!

### Mary Kay Mirror Me App:

Let your customers virtually try on color looks—perfect for parties. Download the app from the App Store or Google Play.



### Mary Kay Skin Analyzer App:

Help your customers find their personalized skin care regimes for their spring refresh. Go to Mary Kay InTouch-Businesses Tools-Mobile Apps or download the app from the Google Play or App Store.



### AI Foundation Finder Tool: Help take the

guesswork out of shade matching your customers!

Check it out on [marykay.com](http://marykay.com)

Go to [Marykay.com](http://Marykay.com)

-Discover

-Virtual

Beauty Tools

-Foundation Finder



# 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



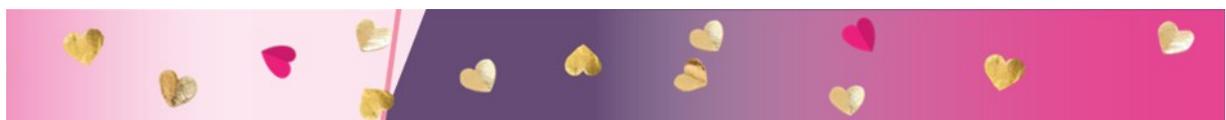
Queens and Runners-Up  
of the Courts  
and Unit Sales

#	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	\$5,605.00	\$39,395.00	\$14,395.00	\$4,395.00
2	Cindra Ray Salisbury	\$5,582.00	\$39,418.00	\$14,418.00	\$4,418.00
3	Lisa Losse	\$5,456.00	\$39,544.00	\$14,544.00	\$4,544.00
4	Christina Weiss	\$5,416.00	\$39,584.00	\$14,584.00	\$4,584.00
5	Ambry Vela	\$5,202.00	\$39,798.00	\$14,798.00	\$4,798.00
6	Jodi Fry	\$4,715.00	\$40,285.00	\$15,285.00	\$5,285.00
7	Allyson Sapp	\$3,814.00	\$41,186.00	\$16,186.00	\$6,186.00
8	Veronica Nino	\$3,727.00	\$41,273.00	\$16,273.00	\$6,273.00
9	Deborah Keebler	\$3,370.00	\$41,630.00	\$16,630.00	\$6,630.00
10	Amy Murphy	\$2,900.00	\$42,100.00	\$17,100.00	\$7,100.00
11	Janet Yelding	\$2,882.00	\$42,118.00	\$17,118.00	\$7,118.00
12	Carrie Hendrix	\$2,612.00	\$42,388.00	\$17,388.00	\$7,388.00
13	Stephanie VanDerKooi	\$2,598.00	\$42,402.00	\$17,402.00	\$7,402.00
14	Sueann Petersen	\$2,558.00	\$42,442.00	\$17,442.00	\$7,442.00
15	Angelica Martinez	\$2,531.00	\$42,469.00	\$17,469.00	\$7,469.00
16	Trisha Hamilton	\$2,408.00	\$42,592.00	\$17,592.00	\$7,592.00
17	Lisa Hill	\$2,318.00	\$42,682.00	\$17,682.00	\$7,682.00
18	Kristin Householder	\$2,188.00	\$42,812.00	\$17,812.00	\$7,812.00
19	Barbara Rollins	\$1,964.00	\$43,036.00	\$18,036.00	\$8,036.00
20	Melanie Lerman	\$1,913.00	\$43,087.00	\$18,087.00	\$8,087.00

## 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	\$217.00



# Build Your Business

## Wholesale Investments

Name	Amount
Amy Murphy	\$453.00
Stephanie VanDerKooi	\$420.00
Lisa Losse	\$317.00
Dora Silvas	\$300.00
Jodi Fry	\$299.50
Ambry Vela	\$291.00
Allyson Sapp	\$276.00
Angelica Martinez	\$262.00
Veronica Nino	\$256.50
Maria Lavengood	\$246.00
Cindra Ray Salisbury	\$234.00
Carrie Hendrix	\$232.00
Melanie Lerman	\$229.00
Lisa Hill	\$228.00
Bonnie Stanke	\$228.00
Londa Hebert	\$227.00
Janet Yelding	\$226.00
Christina Weiss	\$161.00
Brandi Underwood	\$156.00
Marilyn Slater	\$52.00
Kristin Householder	\$12.00

## Team Building

Name	Recruits
Lisa Salada	1

## spring selling ideas

*Adapted from an article written by Sales Director Sherry Hanes*

Don't miss out on seasonal selling opportunities because you aren't prepared. Put the following dates on your calendar and plan your spring selling strategy now.

March 16: Lip Appreciation Day	April 22: Administrative Professional's Day
March 20: First Day of spring	May 5: National Teacher Appreciation Day
March 21: National Fragrance Day	May 10: Mother's Day
April 5: Easter	May 12: International Nurse's Day
April 10: National Siblings Day	

### The below ideas will spark your creative genius and your sales:

- Visit Pinterest and other sites for packaging designs. Don't reinvent the wheel—other MK consultants have posted pictures with step-by-step instructions. You'll also see sample fliers and order sheets that you can adapt.
- Find ideas on bundling products so you can create gifts that are available at several price points.
- Have an on-the-go basket of wrapped items ready to sell.
- Utilize social media to promote your convenient wrapped-and-ready gifts that they can buy online and choose mail or personal delivery.
- Prepare a gift-order sheet to post, email or even text.
- Make gift certificates for purchase. Recipients can only redeem them with you for your services and specifying that the dollar amount of the certificate will be used to purchase MK products!
- Feature pampering parties, makeover sessions offering a "new look for spring," Mom and daughter events, to name a few

### Below are lead-generation techniques to implement today:

- **Administrative-Professional Day:** From your customer base, list women and men in management. *Don't hesitate to ask your existing customers for their husband's contact info so that you can offer him options for gifts. Ask him for referrals too!*
- **Nurse's Day:** Start with a list our your personal doctors and veterinarians. *They are prospects, and can give you referrals to other medical pros! Find other leads by looking up docs on hospital websites and contact them with gift options.*
- **Teachers Day:** Prepare gifts for your kids' teachers, then contact fellow Moms and offer the same or similar easy gifts. Offer to do pretty and fun packaging that will dress up any gift large or small.
- **Mother's Day:** Design a Spring Portfolio featuring Moms and Daughters. Adapt a flier promoting pampering party ideas. Post pics of past Mom's day MK events with testimonials on how much fun was had by all.



# Mary Kay Career Path

## Star Team Builder

**Jodi D. Fry**

Carrie G. Hendrix

Lisa K. Hill

Angelica A. Martinez

Jennifer A. Rachels

\*Misty Fry

\*Kim New

\*Debra Schroeder

\*Susan Hamilton

\*Nancy N. Hulit

#Lisa L. Dabney

#Shannon Gannaway

#Andrea B. Hufford

#Trinity H. Ward

## 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

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

MARCH COMPANY DATES:			
<b>1</b>	Online Independent Sales Director-in-Qualification Commitment Form available beginning 12:01 a.m. CT	<p align="center"><b>Get Excited for Career Conference 2026!</b></p> <p>Did you miss the registration deadline for Career Conference 2026? You can still join us!</p> <p>Register for the General Session Viewing (GSV) option by March 16 at 11:59 p.m. CT, which will be livestreamed from Allen, Texas, on March 27–28.</p> <p>Registration will be available on-site for in-person attendance, space-permitting. As a reminder, GSV cannot be added during on-site registration.</p> <p>General Session Viewing Only (Includes On Demand): \$50</p> <p>Please note: This viewing option is not a virtual event and does not include videos of the career path workshops, rewards and recognition.</p> <p>Spanish interpretation will be offered for General Session Viewing.</p>	
<b>4</b>	Last day to submit DIQ Commitment Form online by 11:59 p.m. CT		
<b>8</b>	International Women's Day		
<b>13</b>	Career Conference 2026 begins for March 13–14 cities		
<b>15</b>	Deadline to resolve orders for Q3 Star Consultants		
<b>16</b>	<ul style="list-style-type: none"> <li>Q4 Star Consultant quarterly contest begins</li> <li>Summer 2026 <i>Preferred Customer Program</i> online enrollment for <i>The Look</i> begins</li> <li>Career Conference 2026 General Session viewing registration deadline at 11:59 p.m. CT</li> </ul>		
<b>20</b>	<ul style="list-style-type: none"> <li>First day of spring!</li> <li>Q3 Star Consultant earned credits available for redemption or accrual</li> <li>Career Conference 2026 begins for March 20-21 cities</li> </ul>		
<b>27</b>	Career Conference 2026 begins for March 27-28 cities		
<b>30</b>	Last day of the month for Consultants to place phone orders to count toward this month's Sec. 1 product sales volume by 6 p.m. CT		
<b>31</b>	<ul style="list-style-type: none"> <li>Online Orders &amp; Consultant Agreements deadline 11:59 p.m. CT</li> <li>Customer Success open 6—11:59 p.m. CT for month-end issues</li> </ul>		

# Celebrate in April!

## Birthdays

## Anniversaries

Name	Day
Melanie Lerman	1
Ambry Vela	1
Cassandra Barber	11
Lisa Dabney	11
Maria Lavengood	18
Kim New	18
Debra Schroeder	19
Kristy Huber	23
Susana Murillo	25

Name	Years
Amy Schroff	5
Ebba Furlong	4
Rylie Willeford	1
Christy Belcher	1
Trinity Ward	1
Tracy Hoover	1





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



You gain so many perks from enrolling in the Preferred Customer Program!

**Summer 2026 Look Book**

ENROLLMENT DATES:  
 March 16 to April 17, 2026

BEGINS MAILING: May 7, 2026

PCP EARLY ORDERING PRIVILEGE:  
 May 10-15, 2026

EARLY ONLINE ORDERING FOR ALL:  
 May 15, 2026

**To the Brilliant:**

For just \$10 this March, you can start your own Mary Kay beauty business (YAY)!

**Start Something Beautiful**

For just \$10 (usually \$35) during the month of March, incoming Beauty Consultants can start a flexible, digital-first business to earn extra income. From the very beginning, they will receive 30% profit on all retail sales through their online personalized Shop (My Shop) – or unlock an exclusive 50% discount when they become an active Beauty Consultant (activate with a \$225 wholesale order).

**Start your Mary Kay business TODAY!**

**eSTART**

The first step in starting a Mary Kay business is with Mary Kay® eStart!

Includes:

- Welcome Brochure
- Great Start® Brochure
- The Look Catalog
- TimeWise® Miracle Set Samples in Normal/Dry AND Combination/Oily
- TimeWise® Eye Cream Samples

PLUS a beautifully branded website for one year and apps, digital tools, education, and digital marketing resources to help you manage your business!



~~\$35~~  
**\$10**

**Add on Pro Start**

Maximize your selling potential by adding on Pro Start!  
 Customize your Startup Experience anytime within your first 15 Days!

**Pro Start**

**Add on \$90**

