



Salada's Soaring Eagles

Lisa Salada, Sales Director

June 2026, May Results

Congratulations Monthly Achievers!



Queen of Sales
Londa Hebert



#2 Sales
Allyson Sapp



#3 Sales
Cindra Ray Salisbury



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

Cassandra Barber
Debbie Decker

From

Sweetwater, TX
Blanchard, MI

Recruiter

Lisa Salada
Lisa Salada

\$600 and Above Club

These consultants ordered \$600+ wholesale last month.

Londa Hebert
Allyson Sapp

GLOWING SKIN, GROWING SALES

June Skin Care Product Promotion

60% off*

suggested retail price on
qualifying skin care routine
enhancers June 1–30, while
supplies last!

Set yourself up for strong sales (and rewards)
ahead of Seminar. Quantities are limited, so snag
your discounted products while you can!



Three Easy Ways to Earn More in June!

My Shop (NEW!)

Now it's easier than ever to boost earnings with My Shop! While your customers shop at the suggested retail prices, as an active Independent Beauty Consultant, you'll automatically receive a 60% discount on qualifying skin care routine enhancers, earning you an additional 10% profit. To help maximize sales, we suggest asking your customers about their skin care concerns and recommending a qualifying skin care routine enhancer as a solution.

Online Ordering

Replenish products, or personalize orders with a few clicks.

Customer Delivery Service (CDS)

Ship qualifying products directly to your customers.

Additional Rewards

- Participate in the June Skin Care Product Promotion and earn a **Seminar 2026 Bling Button**.
- When you order \$500 or more in qualifying June Skin Care Product Promotion items during the promotional time frame, earn an additional **500 points** toward the **Points to Paradise Independent Beauty Consultant Challenge**.
- Purchase 13 or more qualifying promotion products to **unlock early ordering access** to a new special-edition **skin care device**.

MARY KAY

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
Londa Hebert	\$1,308.00	\$492.00	\$1,092.00	\$1,692.00	\$2,292.00	\$3,492.00
Lisa Salada	\$1,144.00	\$656.00	\$1,256.00	\$1,856.00	\$2,456.00	\$3,656.00
Allyson Sapp	\$980.50	\$819.50	\$1,419.50	\$2,019.50	\$2,619.50	\$3,819.50
Cindra Ray Salisbury	\$852.80	\$947.20	\$1,547.20	\$2,147.20	\$2,747.20	\$3,947.20
Deborah Keebler	\$707.60	\$1,092.40	\$1,692.40	\$2,292.40	\$2,892.40	\$4,092.40
Marta Castro	\$614.00	\$1,186.00	\$1,786.00	\$2,386.00	\$2,986.00	\$4,186.00
Christina Weiss	\$570.20	\$1,229.80	\$1,829.80	\$2,429.80	\$3,029.80	\$4,229.80
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
Dora Silvas	\$404.50	\$1,395.50	\$1,995.50	\$2,595.50	\$3,195.50	\$4,395.50
Veronica Nino	\$368.50	\$1,431.50	\$2,031.50	\$2,631.50	\$3,231.50	\$4,431.50
Shannon Gannaway	\$360.00	\$1,440.00	\$2,040.00	\$2,640.00	\$3,240.00	\$4,440.00
Janet Yelding	\$348.40	\$1,451.60	\$2,051.60	\$2,651.60	\$3,251.60	\$4,451.60
Stephanie VanDerKooi	\$324.00	\$1,476.00	\$2,076.00	\$2,676.00	\$3,276.00	\$4,476.00
Jodi Fry	\$298.50	\$1,501.50	\$2,101.50	\$2,701.50	\$3,301.50	\$4,501.50
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

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.

EARN YOUR MY SHOP LANYARD!

- ✓ \$300+ in cumulative retail sales through your online Shop
- ✓ During the challenge time frame (May–June)
- ✓ Pick up your lanyard at Seminar 2026.

Ask Me About My Shop
Preguntas Sobre My Shop

Activate YOUR ONLINE SHOP TO ACCELERATE YOUR RESULTS!

MY SHOP SALES

MARY KAY

\$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.

NEW! June Boosters: June Skin Care Product Promotion Booster – Consultants who order \$500 or more in qualifying products from the June Skin Care Product Promotion during the promotional time frame can earn an additional 500 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

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



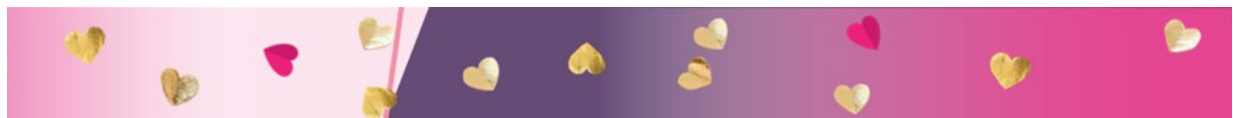
Queens and Runners-Up
of the Courts
and Unit Sales

#	Name	YTD Total	National Queen's Court of Sales: \$45,000 Retail	Princess' Court of Sales: \$22,500 Retail	Unit Court of Sales: \$10,000 Retail
1	Londa Hebert	\$8,461.00	\$36,539.00	\$14,039.00	\$1,539.00
2	Cindra Ray Salisbury	\$7,262.00	\$37,738.00	\$15,238.00	\$2,738.00
3	Jodi Fry	\$6,604.00	\$38,396.00	\$15,896.00	\$3,396.00
4	Christina Weiss	\$6,522.00	\$38,478.00	\$15,978.00	\$3,478.00
5	Allyson Sapp	\$5,803.00	\$39,197.00	\$16,697.00	\$4,197.00
6	Lisa Losse	\$5,528.00	\$39,472.00	\$16,972.00	\$4,472.00
7	Ambry Vela	\$5,292.00	\$39,708.00	\$17,208.00	\$4,708.00
8	Deborah Keebler	\$4,714.00	\$40,286.00	\$17,786.00	\$5,286.00
9	Veronica Nino	\$4,464.00	\$40,536.00	\$18,036.00	\$5,536.00
10	Amy Murphy	\$4,176.00	\$40,824.00	\$18,324.00	\$5,824.00
11	Janet Yelding	\$3,562.00	\$41,438.00	\$18,938.00	\$6,438.00
12	Stephanie VanDerKooi	\$3,246.00	\$41,754.00	\$19,254.00	\$6,754.00
13	Barbara Rollins	\$3,234.00	\$41,766.00	\$19,266.00	\$6,766.00
14	Debra Lowry	\$3,217.00	\$41,783.00	\$19,283.00	\$6,783.00
15	Carrie Hendrix	\$3,204.00	\$41,796.00	\$19,296.00	\$6,796.00
16	Angelica Martinez	\$3,153.00	\$41,847.00	\$19,347.00	\$6,847.00
17	Trisha Hamilton	\$2,826.00	\$42,174.00	\$19,674.00	\$7,174.00
18	Lisa Hill	\$2,784.00	\$42,216.00	\$19,716.00	\$7,216.00
19	Kristin Householder	\$2,782.00	\$42,218.00	\$19,718.00	\$7,218.00
20	Sueann Petersen	\$2,558.00	\$42,442.00	\$19,942.00	\$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	\$349.00



Build Your Business

Wholesale Investments

Name	Amount
Londa Hebert	\$909.00
Allyson Sapp	\$602.50
Cindra Ray Salisbury	\$488.80
Christina Weiss	\$452.20
Amy Schroff	\$422.00
Janet Yelding	\$348.40
Dora Silvas	\$276.50
Jodi Fry	\$262.50
Veronica Nino	\$242.00
Brandi Underwood	\$242.00
Amanda Williams	\$240.00
Debbie Decker	\$232.00
Bonnie Stanke	\$229.00
Julie Salamon	\$226.00
Trisha Hamilton	\$100.80
Deborah Keebler	\$96.00
Debra Lowry	\$89.00
Barbara Rollins	\$43.00
Kristin Householder	\$5.00

Team Building

Name	Recruits
Lisa Salada	2

**I ONLY WEAR SPF
ON THE DAYS
THAT END IN Y**

TimeWise Repair Day Cream

This day moisturizer protects skin against UVA/UVB damage.

SPF 30



Foundation Primer

Creates the perfect canvas for flawless foundation.

SPF 15



Mary Kay CC Cream

Get easy complexion correction.

SPF 15



TimeWise Day Cream

This is an option for women who may be sensitive to SPF products.

SPF 30



MKMen Facial Hydrator

Protect his skin from harmful sun rays while combating dryness.

SPF 30



Beach Days Are Ahead!

Woohoo!! ☀️

Stay protected + glowing with:

✦✦ **SPF 50 Sunscreen**

✦✦ **After-Sun Gel**

Summer skin = **HAPPY** skin ❤️



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

Allyson H. Sapp
 Cindra S. Ray Salisbury

Ambry Vela
 Debra Lowry

* 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 DIQI) • 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

June COMPANY DATES

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

June Skin Care Product Promotion begins.

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

4 Seminar Awards 2026 on-target selection emails sent and selections available in Redeem My Reward on Mary Kay InTouch*.

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.

15 Deadline to resolve orders for Quarter 4 of the Star Consultant Program. Last day to achieve *All-Star* Star Consultant Status for 2025 - 2026!

16 Quarter 1 of the Star Consultant Program and *All-Star* Star Consultant for 2026 - 2027 Seminar year begins. *All-Star* rewards for 2026 - 2027 will launch July 1.

19 Registration deadline to be considered a teacher at Seminar 2026.

20 Star Consultant Program Quarter 4 earned credits now available for redemption or accrual.

21 Father's Day.

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.

30 Seminar 2026 year ends.
Last day to achieve the *Rise + Radiate* Challenges.

Last day to achieve Seminar Awards 2026.

Mary Kay* *True-to-Me* Challenge ends.

May + June My Shop Selling Challenge ends.

June Skin Care Product Promotion ends.

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 July!

Birthdays

Name	Day
Julie Salamon	4
Jodi Fry	5
Debra Christian	15
Amy Schroff	20
Carrie Hendrix	23
Sarah Alvarez	28
Shannon Gannaway	28

Anniversaries

Name	Years
Cindra Ray Salisbury	23
Christina Weiss	14
Lealonnie Flores	8
Andrea Hufford	5
Marilyn Slater	5
Misty Fry	5
Sarah Alvarez	2
Susana Murillo	1
Kristy Huber	1
Debra Christian	1



Lisa Salada
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Abilene, TX 80016
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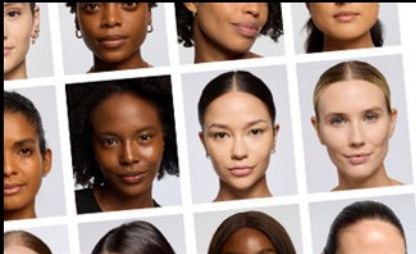


Join us in Fort Worth, Texas, in Aug.
for the main event of the year!

Where: Fort Worth Convention Center in Fort Worth, Texas
When: Diamond: 8/8–10; Emerald: 8/11–13 Sapphire: 8/14–16
The deadline to register is July 1, 2026, 11:59 p.m. CT.

Seminar Awards 2026: If you were on-target for one or more of the Seminar Awards 2026 Courts and/or a Unit Circle by May 31, your reward selection(s) must be made by July 10 at 11:59 p.m. CT, or you will default to receiving a cash reward. If you select jewelry for your reward, it will be mailed to you following all Seminars.

To the Brilliant:



MARY KAY
true-to-me
CHALLENGE

May 16 – June 30, 2026



You could
WIN BIG
this summer!

How to Participate:

Learn: Spend time refreshing your expertise on all things TimeWise 3D® Foundation.

Match: Connect with new and existing customers, and help them find their foundation matches.

Sell: Of the unique faces you match, make 10 NEW TimeWise 3D® Foundation sales. All sales of the new TimeWise 3D® Foundations from April 26 through June 30, 2026, will count toward this challenge.

Rewards:

Every Consultant who sells 10 or more TimeWise 3D® Foundations during the challenge can earn: True-to-Me Bling Button at Seminar 2026 and Standing recognition at Seminar 2026

Plus, the Top 12 units with the highest foundation sales can earn:
An invitation to an exclusive virtual class on Flawless Face education for the Sales Director and her unit members.

A letter of congratulations signed by Ryan Rogers!

Standing recognition with the Independent Sales Director's name displayed at Seminar 2026.

The Top 12 units will include the Top 3 units per Seminar affiliation plus 1 additional unit per Seminar affiliation with the highest average sales to allow units of all sizes to participate.

Visit intouch to download this invitation
for your clients

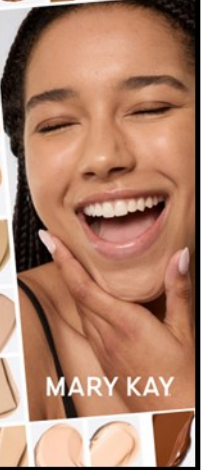
FIND YOUR
true-to-you
FOUNDATION SHADE.

Get personally shade-matched, and explore matte and luminous finishes made for your skin. It's a simple, personalized way to find the foundation that feels like you.

Hostess: _____

Date/Time: _____

Location/Link: _____



MARY KAY

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