

Shannon *SA* Andrews

Top 5 Units in Monthly Wholesale



Kathy
\$29,182



Cookie
\$21,971



Valerie
\$21,863



Sue
\$19,414



Earleather
\$11,137

Top 5 Units in Monthly Recruiting



Cookie
21



Valerie
10



Nicole
17



Sue
17



Jerusher
16 (4Q)

Director Seminar Scoreboards

Seminar YTD Retail



DIRECTOR	TOTAL
Kathy	\$583,424
Leslie	\$284,046
Valerie	\$275,114
Monique	\$235,563
Allison	\$190,182
Lauren	\$168,666
Ellen	\$164,919
Jerusher	\$140,794
Akeila	\$106,534
Annette	\$105,657

Seminar YTD Recruiting



DIRECTOR	QTM	NTM
Monique	44	144
Valerie	35	91
Cookie	22	119
Ellen	22	46
Kathy	22	41
Maria	20	25
Earleather	15	49
Akeila	14	56
Sue	14	17
Annette	13	28

Director Court of Sales



DIRECTOR	TOTAL
Kathy	\$55,896
Lauren	\$40,010
Valerie	\$38,496
Wanda	\$32,522
Sue	\$31,518
Ekoyata	\$27,049
Annette	\$24,356
Allison	\$18,713
Akeila	\$17,694
Earleather	\$16,797

Director Court of Sharing



DIRECTOR	Comm	QTM
Sue	\$2,179	30
Maria	\$1,519	29
Valerie	\$3,276	24
Nicole	\$1,432	23
Ellen	\$1,691	22
Annette	\$1,262	12
Akeila	\$1,279	11
Samantha	\$1,262	11
Jerusher	\$750	11
Kathy	\$1,821	9

Directors-in-Qualification



Shindae Stallworth
Andrews Unit
 2660 Brandenberry Dr
 Decatur GA 30034
 mkshydae@gmail.com
 (678) 495-7096



Jacqueline Cobbin
Vallair Unit
 19002 Lady Laura Ln
 Richmond TX 77469
 jcobbin2@gmail.com
 (832) 715-6830



Lillian Galmon
Celestine Unit
 21343 Pine Monte Ridge Ln
 Katy TX 77449
 lillian.galmon@gmail.com
 (832) 404-1974



Tracie Pinson
Clanton Unit
 1203 W Oak St
 Palestine TX 75801
 traciebpinson@gmail.com
 (903) 391-2686



Bertha Allen
Justin Unit
 1117 Meyers St
 Monroe LA 71202
 da4443338@gmail.com
 (318) 235-4352



Victoria Weaver
Peterson-Kelly Unit
 8301 Willow Place Drive #908
 Houston TX 77070
 victoriaweaverjr@yahoo.com
 (713) 513-0653

Free Car Drivers!



Monique



Kathy



Ellen



Valerie



Cookie



Maria



Lauren



Jerisher



Allison



Earleather



Annette



Sue



Shannon Andrews, National Sales Director

Monthly Top 5

Personal Team Building



Jerusher
12-GOLD

Annette	8
Cookie	6
Akeila	5
Sue	5
Valerie	5

23% Unit Check



Kathy
\$6,730

Cookie	\$5,053
Valerie	\$4,975
Sue	\$4,465
Earleather	\$2,760

13% Love Checks



Valerie
\$1,545

Sue	\$1,500
Kathy	\$1,447
Cookie	\$955
Akeila	\$678

Unit Within A Unit



Valerie
43

Jerusher	42
Sue	37
Kathy	36
Ellen	35

Directors with DIQs

Shannon Andrews
Earleather Celestine
Nicole Clanton
Sue Justin
Valerie Peterson-Kelly
Monique Vallair

Total Commissions



Kathy
\$10,291

Cookie	\$8,479
Sue	\$8,265
Valerie	\$7,920
Monique	\$7,539

Monthly Sell-a-Brations

Increase your Monthly
Income \$12,000
Recruit 4 Qualified = \$400
Recruit 5-10 = \$100 ea.
Annually!

\$12,000 Annually
12 Months x \$1000 =
\$12,000
OR
12 Months x \$400 = \$8,000

Unit Qualified Bonus



Site
\$1000



Valerie
\$1000



Nicole
\$800



Ellen
\$400



Kathy
\$400



Earleather
\$400



Akeila
\$400



Cookie
\$400



Jerusher
\$400

Unit Size...Goal: All Units Over 50!

Fortunate 500

Spiffy @ 150

Sunny 70s

Fun 40s

Phenomenal 400

Alive @ 125

Jerusher Wiggins
Ellen Ezekiel

Flirty 30s

Thrilling 350

Kathy Bullard

Satisfying 60s

Lauren Hessler
Annette Conley
Samantha Norris

Thriving 300

Winning 100s

Sue Justin
Allison Noll

Terrific 250

Nifty 90s

Valerie Peterson-Kelly
Cookie Jackson

Fabulous 50s

Akeila Goolsby
Earleather Celestine
Nicole Clanton

Treasure @ 200

Honorable 80s

Sensational 175

Monique Vallair

Rookie of the Year

	NAME	WHOLESALE	UNIT SIZE	RECRUITS	PRODUCTIVITY	OVERALL
1	Earleather Celestine	2	2	1	4	1
2	Sue Justin	4	1	3	1	2
3	Annette Conley	1	4	2	6	3
4	Nicole Clanton	6	3	3	2	4

Wholesale Ranking

Annette
Earleather
Ekoyata
Sue
Laquita

Unit Size Ranking

Sue
Earleather
Nicole
Annette
Samantha

Agreements Ranking

Earleather
Annette
Nicole
Laquita
Sue

Productivity Ranking

Sue
Nicole
Ekoyata
Earleather
Laquita

Most Improved

	NAME	WHOLESALE	UNIT SIZE	RECRUITS	PRODUCTIVITY	OVERALL
1	Akeila Goolsby	22%	83%	115%	-14%	234%
2	Allison Noll	30%	33%	80%	28%	212%
3	Cookie Jackson	49%	18%	43%	31%	203%
4	Wanda Cherry	12%	-6%	60%	60%	147%
5	Lauren Hessler	12%	5%	8%	28%	67%

Wholesale Ranking

Cookie
Allison
Akeila
Lauren
Wanda

Unit Size Ranking

Akeila
Allison
Jerusher
Cookie
Valerie

Agreements Ranking

Akeila
Allison
Wanda
Ellen
Cookie

Productivity Ranking

Wanda
Cookie
Allison
Lauren
Jerusher

Passing on the Position



Shannon
NSD



Monique
Executive
Senior
Sales Director



Ellen
Future Executive
Senior
Sales Director

Senior Directors



Kathy



Cookie

Sales Directors



Ekoyata



Maria



Earleather



Wanda



Annette



Akella



Lauren



Laquita



Allison



Samantha



Valerie



Jerusher



Nicole



She

Consultant Scoreboard

YTD Court of Sales

National Court
\$40,000

Andrews Court
\$20,000

YTD Court of Sharing

National Court
24 Qualified

Andrews Court
12 Qualified



Queen of Sales



Queen of Sharing

YTD Court of Sales

NAME	DIRECTOR	RETAIL SALES
Stephanie Reilly	Kathy Bullard	\$32,513
Erica Ellis	Leslie Jackson	\$31,343
Krista Miller-Lutz	Allison Noll	\$31,202
Linda Balas	Kathy Bullard	\$25,378
Cynthia McCann	Lauren Hessler	\$23,203
Ashley Wilson	Leslie Jackson	\$22,779
Joyce Skovera	Lauren Hessler	\$20,020
Victoria Weaver	Valerie Peterson-Kelly	\$19,680
Kristen Broussard	Ellen Ezekiel	\$19,557
Bertha Allen	Sue Justin	\$19,181
Wanda Henry	Kathy Bullard	\$18,529
Linda Mendel	Kathy Bullard	\$17,898
Vietta Hutchinson	Shannon Andrews	\$17,756
Nicole Allen	Leslie Jackson	\$17,714
Barbara Bertrand	Shannon Andrews	\$17,626
Anne Kroon	Kathy Bullard	\$17,244
Casey Armour	Jerusher Wiggins	\$17,155
Monique Puckett	Shannon Andrews	\$16,639
Vanessa Griffin	Wanda Cherry	\$16,326
Kathryn Hargreaves	Lauren Hessler	\$15,078
Kassandra Crider	Kathy Bullard	\$15,044

YTD Court of Sharing

NAME	DIRECTOR	COMM	QTM
Jacqueline Cobbin	Monique Vallair	\$911	9
Tracie Pinson	Nicole Clanton	\$491	8
Lillian Galmon	Earleather Celestine	\$501	7
De'Ashley Thurman	Akeila Goolsby	\$503	6
Jessica Holloway	Earleather Celestine	\$241	5
Ashley Wilson	Leslie Jackson	\$907	4
Victoria Weaver	Valerie Peterson-Kelly	\$872	4
Jeanette Cantu	Monique Vallair	\$499	4
Shydae Stallworth	Shannon Andrews	\$192	4
Sheila Moore	Nicole Clanton	\$373	3

Star Sales Directors

**Star Sales
Director**
Sapphire
20-39 Stars

Ruby
40-59 Stars

Diamond
60-79 Stars

Emerald
80-99 Stars

Pearl
100+ Stars



Kathy
41-Ruby



Cookie
34-Sapphire



Monique
26-Sapphire



Valerie
19



Lauren
17



Allison
13



Jerusha
10



Earleather
9



Wanda
9



Aketa
9



Shannon Andrews

National Sales Director
1750 Founders Pkwy Ste 130
Alpharetta GA 30009-7600

Return Service Requested

July Celebrations

Director Birthdays

Ekoyata Aikens 12-July

Director Anniversaries

Unit Anniversaries

Ekoyata Aikens	1 Year
Earleather Celestine	1
Annette Conley	1
Laquita Johnson	1

MARY KAY
SEMINAR
2020
3 DAY
EVENT!
AUGUST 20-22, 2020

\$45 REGISTRATION FEE
\$40 if you registered for Career Conference

BONUS

\$40 Retail Credit will be awarded to those who Register!
Registration info Coming Soon!