

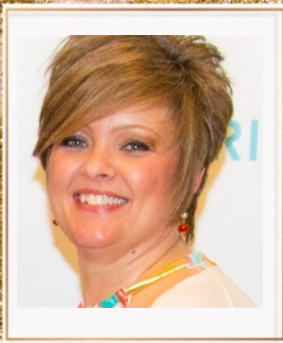


DONNA'S SUCCESS EXPRESS

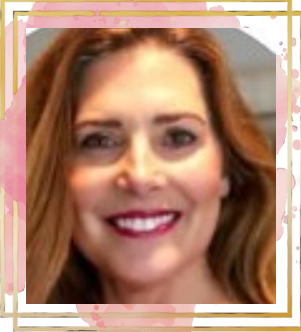
Donna Clark Driscoll, Future Executive Senior Sales Director

May 2026, April Results

Congratulations Monthly Achievers!



Queen of Sales
Cindy Barrow



#2 Sales
Margaret Bacon



#3 Sales
Dawn Price



Queen of Sharing
Cindy Barrow



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!



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	From	Recruiter
Brianna Jackson	Calverton, NY	Cindy Barrow
Sanna Jackson-Hagley	Calverton, NY	Cindy Barrow
Kathryn McMahon	Hauppauge, NY	Donna Clark-Driscoll

\$600 and Above Club

These consultants ordered \$600+ wholesale last month.

- Cindy Barrow
- Margaret Bacon
- Dawn Price
- Sanna Jackson-Hagley
- Lucy Iavarone



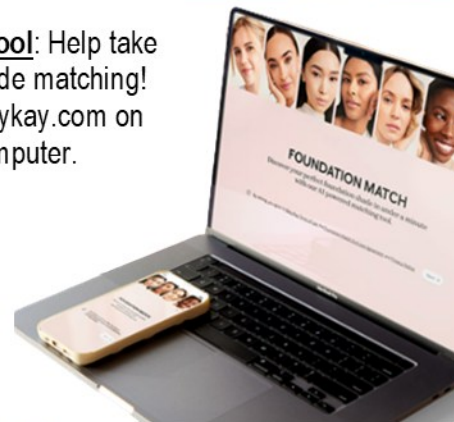
TimeWise 3D® Foundations Coming in May 2026

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!



cool it, cutie!

AFTERCARE FOR AFTER SUN

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

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

MARY KAY

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

MARY KAY
TRUE OPTIMISM

Spark Change

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
Cindy Barrow	\$3,591.50	STAR	STAR	STAR	\$8.50	\$1,208.50
Donna Clark-Driscoll	\$3,566.50	STAR	STAR	STAR	\$33.50	\$1,233.50
Barbara Shepherd	\$1,179.50	\$620.50	\$1,220.50	\$1,820.50	\$2,420.50	\$3,620.50
Patricia Calvelli	\$1,023.00	\$777.00	\$1,377.00	\$1,977.00	\$2,577.00	\$3,777.00
Lucy Iavarone	\$983.00	\$817.00	\$1,417.00	\$2,017.00	\$2,617.00	\$3,817.00
Allison McMahon	\$898.50	\$901.50	\$1,501.50	\$2,101.50	\$2,701.50	\$3,901.50
Dawn Price	\$870.00	\$930.00	\$1,530.00	\$2,130.00	\$2,730.00	\$3,930.00
Maureen Sladky	\$782.00	\$1,018.00	\$1,618.00	\$2,218.00	\$2,818.00	\$4,018.00
Marilee Eirschele	\$630.00	\$1,170.00	\$1,770.00	\$2,370.00	\$2,970.00	\$4,170.00
Margaret Bacon	\$627.00	\$1,173.00	\$1,773.00	\$2,373.00	\$2,973.00	\$4,173.00
Laurie Mattone	\$615.00	\$1,185.00	\$1,785.00	\$2,385.00	\$2,985.00	\$4,185.00
Sanna Jackson-Hagley	\$611.50	\$1,188.50	\$1,788.50	\$2,388.50	\$2,988.50	\$4,188.50
Kathryn McMahon	\$577.40	\$1,222.60	\$1,822.60	\$2,422.60	\$3,022.60	\$4,222.60
Maria Coletto	\$555.50	\$1,244.50	\$1,844.50	\$2,444.50	\$3,044.50	\$4,244.50
Regina Cioffi	\$553.00	\$1,247.00	\$1,847.00	\$2,447.00	\$3,047.00	\$4,247.00
Kristen McCabe	\$545.50	\$1,254.50	\$1,854.50	\$2,454.50	\$3,054.50	\$4,254.50
Graceann Vavalle	\$541.50	\$1,258.50	\$1,858.50	\$2,458.50	\$3,058.50	\$4,258.50
Virginia Farrell	\$540.00	\$1,260.00	\$1,860.00	\$2,460.00	\$3,060.00	\$4,260.00
Cynthia Hill	\$495.00	\$1,305.00	\$1,905.00	\$2,505.00	\$3,105.00	\$4,305.00
Janice Buckley	\$463.50	\$1,336.50	\$1,936.50	\$2,536.50	\$3,136.50	\$4,336.50



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



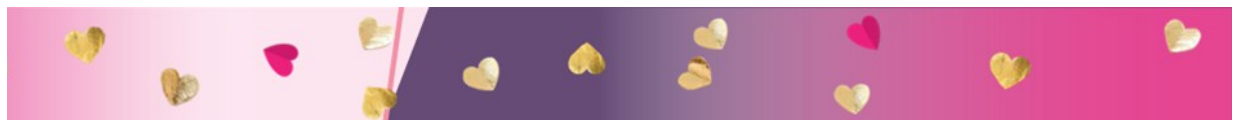
Queens and Runners-Up
of the Courts
and Unit Sales

#	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	Cindy Barrow	\$38,341.00	\$6,659.00	DONE!	DONE!
2	Maureen Sladky	\$19,002.00	\$25,998.00	\$998.00	DONE!
3	Graceann Vavalle	\$17,326.00	\$27,674.00	\$2,674.00	DONE!
4	Lucy Iavarone	\$16,660.00	\$28,340.00	\$3,340.00	DONE!
5	Rosemarie Pffor	\$14,906.00	\$30,094.00	\$5,094.00	DONE!
6	Patricia Calvelli	\$13,348.00	\$31,652.00	\$6,652.00	DONE!
7	Margaret Bacon	\$11,471.00	\$33,529.00	\$8,529.00	DONE!
8	Janine Myers	\$11,146.00	\$33,854.00	\$8,854.00	DONE!
9	Celeste Prusaitis	\$10,304.00	\$34,696.00	\$9,696.00	DONE!
10	Tina Melfi	\$7,896.00	\$37,104.00	\$12,104.00	\$2,104.00
11	Maria Coletto	\$7,304.00	\$37,696.00	\$12,696.00	\$2,696.00
12	Dawn Price	\$7,046.00	\$37,954.00	\$12,954.00	\$2,954.00
13	Barbara Shepherd	\$6,690.00	\$38,310.00	\$13,310.00	\$3,310.00
14	Leslie Mastrangelo	\$6,501.00	\$38,499.00	\$13,499.00	\$3,499.00
15	Virginia Farrell	\$5,570.00	\$39,430.00	\$14,430.00	\$4,430.00
16	Allison McMahan	\$5,526.00	\$39,474.00	\$14,474.00	\$4,474.00
17	Deborah Kelly	\$5,225.00	\$39,775.00	\$14,775.00	\$4,775.00
18	Susan Salvato	\$5,172.00	\$39,828.00	\$14,828.00	\$4,828.00
19	Jennifer Figorito	\$4,910.00	\$40,090.00	\$15,090.00	\$5,090.00
20	Lorraine Salimando	\$4,731.00	\$40,269.00	\$15,269.00	\$5,269.00

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
Cindy Barrow	1	\$55.00
Kerry Tooker	1	\$28.00
Donna Clark-Driscoll	7	\$861.00



Build Your Business

Wholesale Investments

Name	Amount	Name	Amount
Cindy Barrow	\$1,974.00	Deirdre Moriarty	\$228.00
Margaret Bacon	\$627.00	Kerry Tooker	\$228.00
Dawn Price	\$613.50	Rosie Brackett	\$227.00
Sanna Jackson-Hagley	\$611.50	Christine ElQadah	\$227.00
Lucy Iavarone	\$606.00	Marianne Sagginario	\$226.50
Maria Coletto	\$555.50	Winifred Feeley	\$226.00
Laurie Mattone	\$541.00	Kathryn Steimle	\$225.50
Virginia Farrell	\$507.00	Mindy Bellissimo	\$225.00
Maureen Sladky	\$466.00	Dana DiPalma	\$208.60
Janice Buckley	\$463.50	Lisa Squicciarini	\$198.00
Kathryn McMahon	\$457.40	Allison McMahon	\$194.50
Nancy Johnson	\$438.00	Lyzy Singh	\$186.20
Lorraine Salimando	\$407.40	Rosemary Barry	\$182.00
Patricia Calvelli	\$381.00	Jacqueline Harte	\$179.00
Darian Costello	\$343.00	Christina Harris	\$165.00
Yetunde Popoola	\$339.00	Karen Ragozzino	\$159.00
Sharon Dennihy	\$338.00	Hailey Marshall	\$147.00
Tricia Belger	\$324.00	Jessica Cervini	\$139.00
Melinda Vitale	\$288.00	Theresa Dellecave	\$123.20
Mary Alvar	\$267.00	April Dixon	\$111.00
Emelia Peterson	\$266.00	Deborah Kelly	\$81.00
Celeste Prusaitis	\$266.00	Regina Cioffi	\$77.00
Paula Harran	\$261.00	Kathleen Finnegan	\$74.00
Marion Rhatigan	\$257.00	Janine Myers	\$73.00
Kimberly Bangel	\$251.00	Audrey Freeman	\$67.00
Joanne Crane	\$251.00	Elizabeth Allgood	\$53.00
Suzanne James	\$242.00	Jennifer Figorito	\$47.00
Lisa Lopardo	\$240.00	Brianna Jackson	\$40.60
Carol Taylor	\$238.00	Virgilia Gross	\$39.20
Susan Kearns	\$236.50	Avette Ware	\$39.20
Maegan Prusaitis	\$236.50	Graceann Vavalle	\$29.00
Laurel Cassagne	\$235.00	Tracy Wood	\$17.00
Johanna Pellati	\$235.00	Phyllis Pelzer	\$13.00
Sherri Hitchcock-Hutson	\$234.00	Donna Clark-Driscoll	\$2,325.00
Christine Klaus	\$233.00		
Betsy Fergo	\$232.00		
Dawn Nash	\$230.00		
Donna Ludewig	\$228.00		

Team Building

Name	Recruits
Cindy Barrow	2
Donna Clark-Driscoll	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.

Radiant Red Jackets

CONGRATULATIONS TO OUR RED JACKETS!



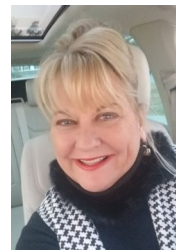
Rosemarie Pforr
Elite Team Leader



Cindy Barrow
Team Leader



Donna Ludewig
Team Leader



Celeste Prusaitis
Team Leader



Cynthia Hill
Star Team Builder



Dari Rudge
Star Team Builder



Graceann Vavalle
Star Team Builder



Avette Ware
Star Team Builder

Senior Consultants-You will look great in Red!

Patricia Calvelli	Katherine Carlin	Ashley Clark Petchonka	Darian Costello	April Dixon	Jeannine Falzone Campbell	Marguerite Ganci	Virgilia Gross	Paula Harran	Marie Jean Blain
Leslie Mastrangelo	Laurie Mattone	Tina Melfi	Johnlyn Morton	Janine Myers	Phyllis Pelzer	Dawn Price	Barbara Russell	Susan Short	Maureen Sladky

Follow the Career Path to Success

<p>SENIOR CONSULTANT</p> <ul style="list-style-type: none"> • 1+ Active Consultants • 4% Commissions • \$50 bonuses 	<p>STAR TEAM BUILDER</p> <ul style="list-style-type: none"> • 3+ Active consultants • Wear The Red Jacket • 4% 6% or 8% commissions • \$50 bonuses  	<p>TEAM LEADER</p> <ul style="list-style-type: none"> • 5+ Active consultants • 9-13% Commissions • \$50 bonuses  	<p>ELITE TEAM LEADER (OR, STEP UP TO DIO)</p> <ul style="list-style-type: none"> • 8+ Active consultants • 9-13% team commissions • \$50 team-building bonus  	<p>NEW SALES DIRECTOR</p> <p>See intouch for all of the perks!</p>   
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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
Hailey Marshall	1
Lisa Jo Chiovarelli	4
Melicia Vergara	9
Christina Vilbig	12
Lynda Tumin	14
Donna Helm	16
Kristen McCabe	17
Victoria Callahan	19
Linda Buffa	20
Coleen Hyland-Goehle	22
Marie Jean-Blain	23
Deborah Kelly	27
Susan Kearns	28
Laura Putnam	30
Jennifer Upton	30

Anniversaries

Name	Years	Name	Years
Donna Clark-Driscoll		Elizabeth Hedgecock	
	42		7
Barbara Russell	27	Susan Merhige	7
Suzanne James	24	Mary Ann Gerrity	6
Rosemary Barry	23	Linda Buffa	6
Kristen McCabe	23	Lyubov Pechenyuk	4
Katherine Carlin	19	Jacquelyn Proctor	1
Barbara Krucher	19		
Linda Paquette	18		
Jennifer Figorito	17		
Susan Gleason	16		
Johnlyn Morton	15		
Laurel Cassagne	11		
Cindy Burton	10		
Sharon O'Halloran	9		
Karen Ragozzino	7		
Patricia Steel	7		





Donna Clark Driscoll

Ind. Mary Kay Future Executive Senior Sales Director
 167 Saint Nicholas Ave
 Smithtown, NY 11787
 631-872-8288
 pinkcad@optionline.net

**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



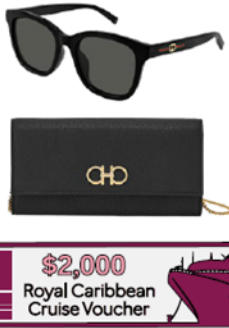
All aboard, Beauty Consultants! **The Points to Paradise Independent Beauty Consultant Challenge** is your chance to turn ambition into adventure. Stay consistent, stay committed, and you could earn extraordinary rewards — from chic designer accessories to a **Royal Caribbean cruise voucher**.

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!**