

Donna's Success Express

Donna Clark Driscoll, Future Executive Senior Sales Director



September 2026, August Results

CONGRATULATIONS ACHIEVERS!



Queen of Sales
Cindy Barrow



#2 Sales
Graceann Vavalle



#3 Sales
Dawn Price



YTD Queen of Sales
Cindy Barrow

Dawn Price

Avette Ware

Tina Melfi

Queens of Sharing
CONGRATULAIONS!

WELCOME NEW CONSULTANTS!

New Consultant

Laura Cash

Laurie Kotfer

Aretha Nelson

Donna Rodman

From

Coram, NY

Mystic, CT

Wilmington, DE

Coram, NY

Recruiter

Dawn Price

Donna Clark-Driscoll

Avette Ware

Tina Melfi



\$600 & ABOVE CLUB

3 months of \$600+ = Star Consultant Status

Cindy Barrow
Graceann Vavalle
Dawn Price
Patricia Calvelli

Maria Coletto
Margaret Bacon
Laurie Kotfer

75 WAYS TO GET NEW CUSTOMERS

- Set up your MyShop and share it with everyone you know whom you would like as a client.
 - Participate in the PCP program and add current, new, and prospective contact information.
 - Send a catalog to a co-worker who has moved.
 - Ask your hairdresser, manicurist, or lash gal to display your business cards.
 - Ask if you can leave some catalogs in the teachers' lounge at your child's school.
 - Ask if you can leave some catalogs in the employee lunch room at your job.
 - Hold an open house.
 - Have a get-to-know-you party with your neighbors.
 - Join Facebook groups that you are interested in and see if you can post Mary Kay info.
 - Leave a catalog at your doctor's or dentist's office.
 - Volunteer for things you are interested in, and join clubs or other organizations to meet new people.
 - Offer specials for proms, graduation, etc., at local high schools.
 - Put current catalogs in your neighbors' doors with a small sample and coupon.
 - Ask friends to have a Beauty Experience.
 - Advertise in your church bulletin.
 - Contact local school cheerleading squad coaches.
 - Host an office party or brunch and demo Satin Hands & Lips.
 - Host a show before or after a club meeting.
 - Mail out samples, catalogs, and a wish list to current customers.
 - Advertise at pre-schools for working moms.
 - Wear Mary Kay gear when appropriate.
 - Do a booth at a local event. Ask your Director for tips to make it successful.
 - Have your significant other take catalogs and/or samples to their place of employment.
 - Include your MyShop in all emails.
 - Share with people (including men) and offer 100% guaranteed gift-giving services.
 - Offer Christmas/birthday wish lists to guests at parties, then follow up with the gift giver.
 - Hold Mother/Daughter events.
 - Advertise your business on your voicemail.
 - Wear your Mary Kay pin.
 - Have small samples ready to share with your business card at all times in your purse.
 - Build a before/after portfolio.
 - Update your before/after portfolio every time there is a significant new color product launch.
 - Encourage frequent customers to hostess Beauty Experiences when new products launch.
 - Ask friends, customers, and relatives who like discounts to be hostesses.
 - Hold Date Night events for clients to share Mary Kay with their significant other.
 - Have a traveling gift shop in your car: stop where men work on Valentine's Day, Christmas, and Mother's Day.
 - Conduct skin care surveys; thank participants with free samples.
 - Offer monthly emailed and/or texted hostess specials.
 - Offer free facials or makeovers to local church youth groups or women's clubs.
 - Offer free samples to anyone who helps you.
 - Give out roses and free samples in offices.
 - Give products as gifts or donations.
 - Offer local dance schools samples, or leave your business cards to advertise.
 - Have a display at job fairs.
 - When someone can't find time to get together, offer "Borrow My Bag."
 - Leave business cards on bulletin boards at local businesses.
 - When posting on social media, give regular reasons to DM you for more information.
 - Post pictures on social media of interesting things you are doing with customers.
 - Demo techniques on social media and ask them to DM you to try it with you.
 - Show examples of your gift-giving ideas on social media during gift-giving holidays.
 - Go to health spas (most have vendors come in once a month).
 - Go to hotels and offer to do free Beauty Experiences for guests.
 - Join your Chamber of Commerce.
 - Do a fragrance survey.
 - Do a silent hostess program with a friend or relative.
 - Host your own show by inviting individual clients on one specific date. Book follow-up parties.
 - Reach out to anyone you know when it's their birthday and offer a free treatment.
 - Ask to do mini pampering sessions in the break room during Nurse Appreciation Week at the hospital.
 - Go to bridal fairs.
 - Always ask for referrals at parties and always give an incentive.
 - Do appreciation days at places of business.
 - Offer new mom gifts.
 - Contact local businesses and offer gift services.
 - Leave a Satin Hands sampler for your mail carrier.
 - Send a catalog to your Tupperware, Discovery Toys, etc., reps, or exchange shows.
 - Bring flyers with gift ideas to local firehouses.
 - Follow through a minimum of 8 times on every booking lead.
 - Go to local hospitals and give out samples to nurses/volunteers.
 - Call local realtors and offer Mary Kay new home gifts.
 - Do Facebook Lives—have a reason for them to contact you and include your MyShop address.
 - Place flyers in apartment laundry rooms.
 - Put the Mary Kay logo on your car.
 - Do a fishbowl drawing in local businesses (including bridal shops).
 - Offer bridal parties—have a bridesmaid gift special ready to offer to the bride.
 - Do lipstick personality surveys while watching any school sports event.
- 



BRILLIANT STARS

1st Quarter Star Consultant Tracking: June 16 — September 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
Donna Clark-Driscoll	\$6,110.50	STAR	STAR	STAR	STAR	STAR
Cindy Barrow	\$4,168.90	STAR	STAR	STAR	STAR	\$631.10
Audrey Freeman	\$2,198.80	STAR	\$201.20	\$801.20	\$1,401.20	\$2,601.20
Giovanna Maher	\$2,003.90	STAR	\$396.10	\$996.10	\$1,596.10	\$2,796.10
Patricia Calvelli	\$1,882.60	STAR	\$517.40	\$1,117.40	\$1,717.40	\$2,917.40
Margaret Bacon	\$1,833.50	STAR	\$566.50	\$1,166.50	\$1,766.50	\$2,966.50
Donna Masi	\$1,592.80	\$207.20	\$807.20	\$1,407.20	\$2,007.20	\$3,207.20
Dawn Price	\$1,441.20	\$358.80	\$958.80	\$1,558.80	\$2,158.80	\$3,358.80
Tina Melfi	\$1,346.20	\$453.80	\$1,053.80	\$1,653.80	\$2,253.80	\$3,453.80
Allison McMahon	\$1,299.20	\$500.80	\$1,100.80	\$1,700.80	\$2,300.80	\$3,500.80
Graceann Vavalle	\$1,212.50	\$587.50	\$1,187.50	\$1,787.50	\$2,387.50	\$3,587.50
Maria Coletto	\$1,071.60	\$728.40	\$1,328.40	\$1,928.40	\$2,528.40	\$3,728.40
Celeste Prusaitis	\$1,050.50	\$749.50	\$1,349.50	\$1,949.50	\$2,549.50	\$3,749.50
Rosemarie Pforr	\$1,024.60	\$775.40	\$1,375.40	\$1,975.40	\$2,575.40	\$3,775.40
Lucy Iavarone	\$991.50	\$808.50	\$1,408.50	\$2,008.50	\$2,608.50	\$3,808.50
Maureen Sladky	\$859.50	\$940.50	\$1,540.50	\$2,140.50	\$2,740.50	\$3,940.50
Lyzy Singh	\$853.00	\$947.00	\$1,547.00	\$2,147.00	\$2,747.00	\$3,947.00
Kathryn McMahon	\$707.20	\$1,092.80	\$1,692.80	\$2,292.80	\$2,892.80	\$4,092.80
Susan Salvato	\$666.10	\$1,133.90	\$1,733.90	\$2,333.90	\$2,933.90	\$4,133.90
Barbara Shepherd	\$658.00	\$1,142.00	\$1,742.00	\$2,342.00	\$2,942.00	\$4,142.00

ANNOUNCING! Seminar 2027 Location and Dates

When?

Emerald: July 18–20

Sapphire: July 21–23

Diamond: July 24–26

Where?

Oklahoma City Convention Center

[100 Mick Cornett Dr.](#)

Oklahoma City, OK 73109

Find this information on the MK Events – USA App, and more details coming soon!

Seminar Awards 2027

Take this month to settle into the feeling of accomplishment after Seminar 2026, and start planning your goals for the year ahead. See how going above and beyond can help you sparkle...together... with the Seminar Awards 2027

Collection. Review the qualifications for each reward to help you stay driven.



DAZZLE ON STAGE!

SEMINAR AWARDS 2027

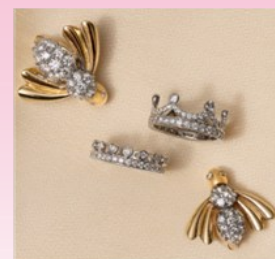
From Queen to regal Runner-Up, wear your rewards with pride as you continue to shine brighter than ever before!



Court of Personal Sales: Choice of the Endless Sparkle Bracelet or a \$500 cash reward.



Court of Sharing: Choice of the Bee Fabulous Diamond Bee Pin or a \$525 cash reward.



Queens and Runners-Up of the Courts and Unit Sales

Queen's Court of Sales

Queen's Court of Sales qualification: \$45,000 in retail sales.
Achievers can earn a choice of one: Endless Sparkle Bracelet or \$500 cash reward.

#	Name	YTD Total	National Queen's Court of Sales: \$45,000 Retail	National Princess' Court of Sales: \$22,500 Retail	Area Court of Sales: \$11,250 Retail
1	Cindy Barrow	\$4,667.00	\$40,333.00	\$17,833.00	\$6,583.00
2	Patricia Calvelli	\$2,856.00	\$42,144.00	\$19,644.00	\$8,394.00
3	Margaret Bacon	\$2,551.00	\$42,449.00	\$19,949.00	\$8,699.00
4	Graceann Vavalle	\$2,425.00	\$42,575.00	\$20,075.00	\$8,825.00
5	Dawn Price	\$2,262.00	\$42,738.00	\$20,238.00	\$8,988.00
6	Donna Masi	\$2,060.00	\$42,940.00	\$20,440.00	\$9,190.00
7	Laurie Kotter	\$1,580.00	\$43,420.00	\$20,920.00	\$9,670.00
8	Laura Putnam	\$1,392.00	\$43,608.00	\$21,108.00	\$9,858.00
9	Celeste Prusaitis	\$1,377.00	\$43,623.00	\$21,123.00	\$9,873.00
10	Maria Coletto	\$1,234.00	\$43,766.00	\$21,266.00	\$10,016.00
11	Niki Murray	\$1,198.00	\$43,802.00	\$21,302.00	\$10,052.00
12	Maureen Sladky	\$1,105.00	\$43,895.00	\$21,395.00	\$10,145.00
13	Karen Parrish	\$1,102.00	\$43,898.00	\$21,398.00	\$10,148.00
14	Robin Tysowski	\$1,054.00	\$43,946.00	\$21,446.00	\$10,196.00
15	Barbara Shepherd	\$946.00	\$44,054.00	\$21,554.00	\$10,304.00
16	Donna Ludewig	\$941.00	\$44,059.00	\$21,559.00	\$10,309.00
17	Leslie Mastrangelo	\$926.00	\$44,074.00	\$21,574.00	\$10,324.00
18	Donna Rodman	\$910.00	\$44,090.00	\$21,590.00	\$10,340.00
19	Kathryn McMahon	\$834.00	\$44,166.00	\$21,666.00	\$10,416.00
20	Helene Glatt	\$786.00	\$44,214.00	\$21,714.00	\$10,464.00

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
Donna Clark-Driscoll	2	\$161.00



INVESTING IN GROWTH

Wholesale Investments

Name	Amount	Name	Amount
Cindy Barrow	\$1,075.60	Elizabeth Allgood	\$147.00
Graceann Vavalle	\$938.00	Christina Harris	\$115.00
Dawn Price	\$898.00	Christine Klaus	\$115.00
Patricia Calvelli	\$630.40	Veronica Weigert	\$114.00
Maria Coletto	\$617.00	Donna Ludewig	\$104.00
Margaret Bacon	\$602.00	Catherine Verga	\$103.60
Laurie Kotfer	\$602.00	Dari Rudge	\$96.60
Maureen Sladky	\$535.50	Giovanna Maher	\$95.50
Donna Masi	\$501.20	Kerry Tooker	\$91.00
Leslie Mastrangelo	\$463.00	Carmina Bingham Diaz	
Barbara Shepherd	\$458.00		\$89.60
Donna Rodman	\$451.80	Marie Jean-Blain	\$87.00
Celeste Prusaitis	\$407.00	Christine ElQadah	\$65.80
Johnlyn Morton	\$381.20	Michele Zahradka	\$56.00
Susan Salvato	\$365.00	Avette Ware	\$51.00
Rosemarie Pforr	\$356.00	Sharon Dennihy	\$33.20
Mary Alvar	\$350.00	Hailey Marshall	\$30.80
Aretha Nelson	\$323.00	April Dixon	\$28.00
Ann Marie Moore	\$322.00	Ashley Clark-Petchonka	
Karen Parrish	\$300.00		\$27.00
Robin Nicotri	\$298.00	Laurie Mattone	\$19.00
Mary Ann Gerrity	\$293.60	Virginia Llanos	\$18.20
Darian Costello	\$279.00	Joann Pignataro	\$14.00
Deborah Kelly	\$259.90	Jennifer Figorito	\$11.00
Allison Maffei	\$257.00	Donna Clark-Driscoll	
Nancy Johnson	\$254.90		\$1,730.20
Linda Martin	\$251.80		
Virginia Farrell	\$251.60		
Cynthia Hill	\$250.40		
Jennifer Langsdorf	\$250.00		
Kathleen Finnegan	\$240.00		
Carolyn Faughnan	\$233.00		
Jacqueline Harte	\$233.00		
Lucy Iavarone	\$232.90		
Kathryn McMahon	\$232.00		
Denise Abate	\$230.00		
Barbara Krucher	\$230.00		
Lyzy Singh	\$228.20		
Christine D'Amico	\$227.00		
Marguerite Ganci	\$227.00		
Beth Pye	\$227.00		
Lisa Copertino	\$225.00		
Theresa Dellecave	\$221.20		
Laura Cash	\$189.00		
Kimberly Marshall	\$177.00		
Tricia Belger	\$173.00		
Joanne Crane	\$168.00		

**BEAUTY IS
MORE
BEAUTIFUL
SHARED™**

#BeautyShared Global Social Challenge

Sept. 1 – Oct. 31, 2026

More than a campaign, this is an invitation to pass it on. What Mary Kay Ash started in 1963 still matters. Help women create better lives, together.

Want to join the movement but not sure where to start? Take on the global social media challenge to bring the Beauty Is More Beautiful Shared™ campaign to life!

How to Participate:

1. Download the September #BeautyShared Social Inspo.
2. Personalize each prompt, or use the provided assets available in the Digital Image Library to share on your social media channel(s). You can complete the prompts weekly or at your own pace!
3. Use the hashtag #BeautyShared in the caption of your post to complete the challenge.
4. Check back Oct. 1 for the next round of social media challenges.

Why Participate?

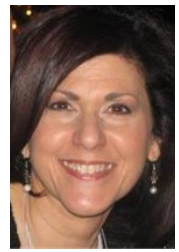
You can be an instrumental part of how we share this movement. Think of this as your first step into a community-driven campaign activation.

- Receive a #BeautyShared Global Social Challenge Certificate for completing the challenge.
- Earn a chance to be shared or featured on the official Mary Kay global social media channels.

Let's get together on social media to celebrate the campaign launch and make a global impact because Beauty Is More Beautiful Shared™. Join the movement in the My Mary Kay Facebook group. Beginning Sept. 4, visit the group and choose an option in the pinned poll to indicate your participation in the challenge!

Radiant Red Jackets

CONGRATULATIONS TO OUR RED JACKETS!



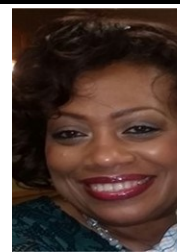
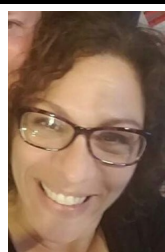
Virgillia Gross
Team Leader

Donna Ludewig
Team Leader

Cindy Barrow
Team Leader

Darian Costello
Star Team Builder

Marguerite Ganci
Star Team Builder



Cynthia Hill
Star Team Builder

Rosemarie Pforr
Star Team Builder

Celeste Prusaitis
Star Team Builder

Dari Rudge
Star Team Builder

Susan Short
Star Team Builder

Avette Ware
Star Team Builder

Senior Consultants-You will look great in Red!

Patricia Calvelli	Ashley Clark-Petchonka	Jeannine Falzone Campbell	Audrey Freeman	Paula Harran	Leslie Mastrangelo	Laurie Mattone
Tina Melfi	Janine Myers	Barbara Russell	Barbara Shepherd	Lyzy Singh	Graceann Vavalle	YOU!

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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LOOK WHAT'S GOING ON

SEPTEMBER 2026

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

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

7 Labor Day. All Company offices closed. Postal holiday.

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

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

10 Early ordering of the new Fall/Holiday 2026 promotional items begins for Star Consultants who qualified during the March 16 – June 15, 2026, quarter and for Independent Beauty Consultants who enrolled in *The Look* for Fall/Holiday 2026 through the Preferred Customer Program™.

13 Mary Kay Inc. 63rd anniversary.

MK5K* early-bird registration deadline. Last day to get the early-bird pricing.

15 Ordering for the Fall/Holiday 2026 promotion begins for all Independent Beauty Consultants.

Deadline to resolve orders for Quarter 1 by 11:59 p.m. CT for the Star Consultant Program.

16 Consumer ordering for Fall/Holiday 2026 promotion begins.

Quarter 2 Star Consultant quarterly contest begins.

20 Star Consultant Program Quarter 1 earned credits now available for redemption or accrual.

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 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

Today is the most important time there is because it is the only time in which we can act. The clock of time is wound but once, and no man has the power to tell you when the hand will stop, at a late or an early hour. Now is the only time you won -- live, love, toil with a will. Place no faith in tomorrow for the clock may then be still. Yesterday is gone, tomorrow isn't yet here, and today holds the key to your opportunities. Don't put off until tomorrow what you can do today.

Celebrate in October!

Birthdays

Name	Day	Name	Day
Jacqueline Baker	1	Suzanne James	16
Laurel Cassagne	4	Elizabeth Allgood	19
Linda Martin	6	Barbara Christie	19
Donna Rodman	6	Marianne Santorelli	19
Susan Salvato	6	Carol Giglio	21
Carol Taylor	6	Barbara Shepherd	24
Helene Glatt	7	Mary Fogarty	25
Mindy Bellissimo	9	Celeste Prusaitis	28
Donna Mongelluzzo	10	Christine Henry	31
Dawn Price	10	Marianne Sagginario	31
Christine Klaus	12		
Joanmarie DeMaria	14		
Suzanne Garthaffner	14		
Christine Gallagher	15		

Anniversaries

Name	Years	Name	Years
Marguerite Ganci	38	Beth Pye	2
Patricia Calvelli	33	Anya Pozdniakov	2
Deborah Kelly	33	Emma Petchonka	2
Donna Ludewig	28	Lisa Mahler	1
Barbaraann Grape	21	Diane Stemmler	1
Kathleen Finnegan	19	Marijo Smith	1
Patricia Costa	19		
Dorothy Aschkar	17		
Theresa Ottomano	9		
Heidi Wingard	9		
Jennifer Langsdorf	8		
Suzanne DeMaio	5		
Christine Klaus	3		
Virginia Llanos	3		



Donna Clark Driscoll

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

POINTS TO

PARADISE

MAY 1 - OCT. 31, 2026



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.

There are three ways Consultants can earn points:

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



Visit intouch for all the details!

To The Amazing

MAKE IT merrier

WITH MARY KAY

All Consultants can order Sept. 15th!
(PCP and star consultants can order Sept. 10th!)



New!
Special-Edition
Skinvigate™ Duo Facial
Device \$95

NEW! Limited-Edition

Brow Kit Bundle
Blonde, Brunette
Dark Brunette
\$28 ea.



Gift With Purchase

Receive a FREE pair of fuzzy socks with the purchase of Mint Bliss™ Energizing Lotion for Feet & Legs \$14



NEW! Limited-Edition
Matte Eye
Shadow
Stick \$20 ea.
(5 colors)

lunar rose
celestial nude
orbit clay
moonshadow
black obsidian

NEW! Limited-Edition
Matte Eye
Shadow
Stick Bundle
\$40 ea.
(3 options)

Pink Frost Bundle

Cozy Glow Bundle

Holiday Glam Bundle



Limited-Edition If You Believe® Body Soufflé



NEW! Limited-Edition
MKMen® Scrub & Shave
Bundle \$40

Invigorating
Face
Scrub
\$20

