

Donna's Success Express

Donna Clark Driscoll, Future Executive Senior Sales Director



August 2026, July Results

CONGRATULATIONS ACHIEVERS!



Queen of Sales
Cindy Barrow



#2 Sales
Patricia Calvelli



#3 Sales
Laura Putnam



YTD Queen of Sales
Cindy Barrow



Queen of Sharing
Donna Clark-Driscoll

WELCOME NEW CONSULTANTS!

New Consultant

Laura Putnam

From

Broadview Heights, OH

Recruiter

Donna Clark-Driscoll



\$600 & ABOVE CLUB

3 months of \$600+ = Star Consultant Status

Cindy Barrow

Patricia Calvelli

Laura Putnam

Margaret Bacon

DiSC® for Team Builders

The response to the following statement might help you ascertain someone's behavioral style:

Tell me a little bit about yourself.

	D Dominance	I Influence	S Steadiness	C Conscientiousness
How she will most likely respond to statement	Will talk about her job and accomplishments	Will talk about herself and what she likes	Will talk about her family and the work she does for family or church	Will ask you to clarify the question, perhaps saying, "What do you mean by that question?"
Characteristics	• Results-oriented • Career-focused • Makes quick decisions • Direct • Independent • Self-confident • Impatient	• People-oriented • Recognition-focused • Expressive • Loves to talk • Enthusiastic • Impulsive • Not detail-oriented	• Family-oriented • Security-focused • Loyal • Easy going • Abides by the rules • Friendship is important • Slow to change	• Detail-oriented • Perfectionist • Analytical • Exacting • Precise • Organized • Likes the facts
What you might focus on during team-building appointment	• Leadership and income potential • Independence • Moving quickly up the career path • Be your own boss • Flexibility	• Working with people • Prizes • Impact she can have on others • Ability to be creative • Recognition • Seminar	• Keeping priorities in order • Time spent with family and how this will help her provide for them • Friends she will make • Free education she'll receive	• Able to work own hours • Personal growth • Leadership • Will appreciate all educational material available
Team-building appointment	• Short appointment • Be brief, but thorough • Don't dwell on the fluff • Explain marketing plan • Provide direct answers • Outline steps to leadership roles • Let her do the talking • Will probably decide quickly	• Long appointment • Allow time for relationship-building • Let her do the talking • Simple explanations • Don't bore her with details • Ask her lots of questions • Provide I-stories of people who've been successful • Show pictures rather than written material • Will probably decide quickly	• Give simple explanations • Share the facts about how much it costs, how much time it takes, how to get started • Explain how she'll be able to fit it into her busy schedule • Answer questions • Will probably take more than 1 appointment	• Be concise • Build on Company's credibility • Use facts in print • Answer all questions • Explain exactly what it takes to move up the career path • Will probably take more than 1 appointment

BRILLIANT STARS

1st Quarter Star Consultant Tracking: June 16 — September 15, 2026

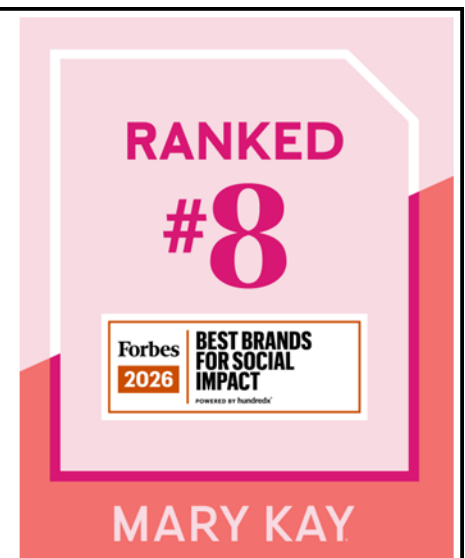
Star level currently achieved and amount needed for next star

Name	Current Wholesale	Sapphire \$1,800	Ruby \$2,400	Diamond \$3,000	Emerald \$3,600	Pearl \$4,800
Donna Clark-Driscoll	\$3,780.30	STAR	STAR	STAR	STAR	\$1,019.70
Cindy Barrow	\$3,093.30	STAR	STAR	STAR	\$506.70	\$1,706.70
Audrey Freeman	\$2,198.80	STAR	\$201.20	\$801.20	\$1,401.20	\$2,601.20
Giovanna Maher	\$1,908.40	STAR	\$491.60	\$1,091.60	\$1,691.60	\$2,891.60
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
Patricia Calvelli	\$1,276.20	\$523.80	\$1,123.80	\$1,723.80	\$2,323.80	\$3,523.80
Margaret Bacon	\$1,231.50	\$568.50	\$1,168.50	\$1,768.50	\$2,368.50	\$3,568.50
Donna Masi	\$1,091.60	\$708.40	\$1,308.40	\$1,908.40	\$2,508.40	\$3,708.40
Lucy Iavarone	\$758.60	\$1,041.40	\$1,641.40	\$2,241.40	\$2,841.40	\$4,041.40
Rosemarie Pforr	\$668.60	\$1,131.40	\$1,731.40	\$2,331.40	\$2,931.40	\$4,131.40
Niki Murray	\$653.00	\$1,147.00	\$1,747.00	\$2,347.00	\$2,947.00	\$4,147.00
Celeste Prusaitis	\$643.50	\$1,156.50	\$1,756.50	\$2,356.50	\$2,956.50	\$4,156.50
Laura Putnam	\$640.00	\$1,160.00	\$1,760.00	\$2,360.00	\$2,960.00	\$4,160.00
Elizabeth Caminero	\$627.00	\$1,173.00	\$1,773.00	\$2,373.00	\$2,973.00	\$4,173.00
Lyzy Singh	\$624.80	\$1,175.20	\$1,775.20	\$2,375.20	\$2,975.20	\$4,175.20
Patricia Tridente	\$615.80	\$1,184.20	\$1,784.20	\$2,384.20	\$2,984.20	\$4,184.20
Susanne Marshall	\$603.80	\$1,196.20	\$1,796.20	\$2,396.20	\$2,996.20	\$4,196.20
Jennifer Figorito	\$582.00	\$1,218.00	\$1,818.00	\$2,418.00	\$3,018.00	\$4,218.00
Dawn Price	\$543.20	\$1,256.80	\$1,856.80	\$2,456.80	\$3,056.80	\$4,256.80

Mary Kay Is #8 on Forbes' Best Brands for Social Impact List.

Out of 5,500 brands and 4.5 million consumer ratings, Mary Kay rose to #8 on Forbes' Best Brands for Social Impact list in 2026, up from #9 in 2025. This global recognition celebrates the meaningful impact happening every day across our markets and corporate initiatives to enrich women's lives. Share the news!

Forbes also named Mary Kay Ash as #54 on their Top 250: America's Greatest Historic Innovators. Leading up to the United States' 250th birthday, Forbes published an article profiling the top 250 of America's greatest historic innovators.



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: Radiant Amethyst Ring 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	\$2,503.00	\$42,497.00	\$19,997.00	\$8,747.00
2	Patricia Calvelli	\$1,592.00	\$43,408.00	\$20,908.00	\$9,658.00
3	Laura Putnam	\$1,392.00	\$43,608.00	\$21,108.00	\$9,858.00
4	Margaret Bacon	\$1,257.00	\$43,743.00	\$21,243.00	\$9,993.00
5	Niki Murray	\$1,198.00	\$43,802.00	\$21,302.00	\$10,052.00
6	Robin Tysowski	\$1,054.00	\$43,946.00	\$21,446.00	\$10,196.00
7	Donna Masi	\$1,000.00	\$44,000.00	\$21,500.00	\$10,250.00
8	Helene Glatt	\$786.00	\$44,214.00	\$21,714.00	\$10,464.00
9	Donna Ludewig	\$733.00	\$44,267.00	\$21,767.00	\$10,517.00
10	Karen Ragozzino	\$694.00	\$44,306.00	\$21,806.00	\$10,556.00
11	Nancy Neumann	\$692.00	\$44,308.00	\$21,808.00	\$10,558.00
12	Tina Melfi	\$630.00	\$44,370.00	\$21,870.00	\$10,620.00
13	Jacqueline Baker	\$616.00	\$44,384.00	\$21,884.00	\$10,634.00
14	Dorothy Aschkar	\$596.00	\$44,404.00	\$21,904.00	\$10,654.00
15	Lisa Cacossa	\$586.00	\$44,414.00	\$21,914.00	\$10,664.00
16	Kimberly Perry	\$566.00	\$44,434.00	\$21,934.00	\$10,684.00
17	Celeste Prusaitis	\$563.00	\$44,437.00	\$21,937.00	\$10,687.00
18	Graceann Vavalle	\$549.00	\$44,451.00	\$21,951.00	\$10,701.00
19	Danielle Beauchamp	\$540.00	\$44,460.00	\$21,960.00	\$10,710.00
20	Kerry Tooker	\$522.00	\$44,478.00	\$21,978.00	\$10,728.00

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	1	\$83.00



INVESTING IN GROWTH

Wholesale Investments

Name	Amount	Name	Amount
Cindy Barrow	\$1,251.50	Jennifer Figorito	\$195.00
Patricia Calvelli	\$796.00	Kathryn McMahon	\$185.00
Laura Putnam	\$640.00	Melissa Toombs	\$176.40
Margaret Bacon	\$628.50	Elena Fortune-Jones	
Niki Murray	\$599.00		\$165.00
Robin Tysowski	\$527.00	Susan Reeves	\$149.00
Donna Masi	\$500.00	Janine Myers	\$148.00
Helene Glatt	\$393.00	Kimberly Gallo	\$145.00
Donna Ludewig	\$382.50	Nancy Johnson	\$109.00
Karen Ragozzino	\$347.00	Giovanna Maher	\$90.00
Nancy Neumann	\$346.00	Laurel Cassagne	\$89.60
Tina Melfi	\$315.00	Lorraine Salimando	\$65.00
Jacqueline Baker	\$308.00	Sanna Jackson-Hagley	
Dorothy Aschkar	\$298.00		\$63.50
Lisa Cacossa	\$293.00	April Dixon	\$54.60
Kimberly Perry	\$283.00	Barbara Christie	\$47.50
Celeste Prusaitis	\$281.50	Marie Jean-Blain	\$44.00
Graceann Vavalle	\$274.50	Michele Zahradka	\$38.00
Danielle Beauchamp		Phyllis Pelzer	\$37.00
	\$270.00	Elizabeth Allgood	\$28.00
Kerry Tooker	\$261.00	Joann Pignataro	\$26.00
Lynda Tumin	\$256.00	Allison McMahon	\$25.00
Patricia Costa	\$255.00	Betsy Fergo	\$23.80
Tracy Wood	\$251.00	Maureen Sladky	\$17.00
Joan L. Lewis	\$249.00	Barbara Shepherd	\$15.00
Carol Giglio	\$243.00	Donna Clark-Driscoll	
Noemi Barrero	\$240.50		\$774.50
Allison Capone	\$239.00		
Kate Van de Berghe			
	\$239.00		
Donna Helm	\$236.00		
Joanne Hiney	\$235.00		
Eileen Jaeger	\$234.00		
Karen O'Sullivan	\$234.00		
Dawn Price	\$233.00		
Melissa Lopez-Arato			
	\$231.00		
Jacquelyn Proctor	\$230.50		
Christina Harris	\$230.00		
Helen Ermer	\$227.50		
Karen Parrish	\$227.00		
Kathleen Berthel	\$225.00		
Justine Frazer	\$225.00		
Donna Mazovec	\$225.00		
Rose Torraca	\$225.00		
Jeannine Falzone-Campbell			
	\$217.00		

\$2,000
Royal Caribbean
Cruise Voucher

MAY 1 – OCT. 31, 2026

SET SAIL FOR A
Sensational Summer!

Halfway Point to Paradise!

PARADISE

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.

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

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

MARY KAY
SEMINAR 2026
Fort Worth, Texas

- Diamond Aug. 8–10
- Emerald Aug. 11–13
- Sapphire Aug. 14–16

Seminar 2026 Registration Is Still Available!

With Seminar 2026 taking place this month, you can build on the event's energy and momentum to carry it into the new Seminar year!

Reminder: Only the Fast Pack will be available for purchase at the MKConnections® booth on-site at Seminar Expo. If you are attending Emerald or Sapphire Seminars and want to use a MKConnections® voucher on-site for a Fast Pack, you must redeem your star credits by Aug. 2.

Please check your email or scan the QR code displayed at Seminar to take advantage of the online offer and shop all items!

Radiant Red Jackets

CONGRATULATIONS TO OUR RED JACKETS!



Virgillia Gross
Team Leader

Donna Ludwig
Team Leader

Cindy Barrow
Star Team Builder

Patricia Calvelli
Star Team Builder

Marguerite Ganci
Star Team Builder



Janine Myers
Star Team Builder

Rosemarie Pforr
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!

Ashley Clark Petchonka	Darian Costello	Jeannine Falzone	Virginia Farrell	Audrey Freeman	Paula Harran	Cynthia Hill	Lucy Iavarone	Leslie Mastrangelo
Laurie Mattone	Dawn Price	Celeste Prusaitis	Barbara Russell	Barbara Shephard	Lyzy Singh	Maureen Sladky	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 DICI)

- 8+ Active consultants
- 9-13% team commissions
- \$50 team-building bonus



NEW SALES DIRECTOR

See intouch for all of the perks!



LOOK WHAT'S GOING ON

AUGUST 2026

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

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

8-10 Diamond Seminar dates.

11-13 Emerald Seminar dates.

14-16 Sapphire Seminar dates.

17 Last day to enroll online for the Holiday 2026 Preferred Customer Program™ mailing of *The Look*, including an exclusive sample (while supplies last).

26 Early ordering begins for Fall/Holiday 2026 product promotion for all Independent Sales Directors.

28 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 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 September!

Birthdays

Anniversaries

Name	Day	Name	Day
Maria Coletto	1	Danielle Brooks	20
Gertha Jean	6	Rosie Brackett	22
Dawn Nash	6	Donna Mazovec	22
Lisa Cacossa	7	Cynthia McLaren	22
Lisa Lopardo	8	Courtney Nickel	23
Melissa Toombs	8	Sanna Jackson-Hagley	24
Lauren Savarese	9		
Janine Myers	10	Kimberly Bangel	26
Joan L. Lewis	11	Veronica Weigert	27
Christine ElQadah	13	Carmina Bingham Diaz	29
Jacqueline Harte	13		
Christina Cottone	17	Diane Stemmler	29
Barbaraann Grape	17	Cynthia Hill	30
Donna Masi	18	Deirdre Moriarty	30
Kimberly Marshall	19	Graceann Vavalle	30

Name	Day	Name	Day
Diane Nowotny	4		
Laurie Mattone	27	Roseann Rosario	3
Kathy Little	24	Denise Miller	3
Rosemarie Bigus	22	Christina Cottone	2
Nancy Kachmar	17		
Sherri Smith	16		
Lauren Savarese	12		
Suzanne Garthaffner	12		
Marianne Sagginario	12		
Tracy Wood	12		
Deirdre Moriarty	11		
Lyzy Singh	9		
Jillian Miller	7		
Angelina Rosario	5		



Donna Clark Driscoll

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

FALL/HOLIDAY PCP Program

JULY 16 - AUGUST 17TH, 2026

Share a little extra sparkle with your customers this season by enrolling them to receive the Holiday 2026 issue of The Look. Plus, they'll receive a FREE exclusive sample of a new product!

- Mails Sept. 7, 2026. Arrives in 7 -10 bus. days.
- Only 95¢ per name.*

To The Amazing:



Meet the Skinvigorate Duo

CLEANSE. MASSAGE. GLOW. *All in one powerful device*

2 WAYS TO GLOW



CLEANSING MODE

- Soft silicone bristles lift away dirt, oil, and makeup
- Vibration technology provides a deeper cleanse than hands alone
- Gentle enough for daily use on all skin types
- **5 vibration intensities** for a customized experience



THERMAL MODE

- Warming massage helps support better absorption of your favorite skin care products
- Perfect for use with serums, boosters, facial oils, and moisturizers
- Creates a relaxing spa-like experience at home



Deep Cleanse + Warm Massage = One Powerful Device

MARY KAY

\$95