

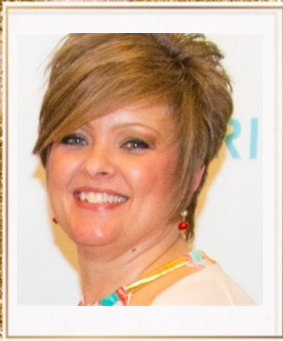


DONNA'S SUCCESS EXPRESS

Donna Clark Driscoll, Future Executive Senior Sales Director

April 2026, March Results

Congratulations Monthly Achievers!



Queen of Sales
Cindy Barrow



#2 Sales
Barbara Shepherd



#3 Sales
Maureen Sladky



Queen of Sharing
Melicia Vergara



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

Sharon Dennihy
Marilee Eirschele
Christine ElQadah
Zenobia Mcghee
Donna Mullen
Marianne Santorelli
Linda Sayles
Melissa Servidio
Christina Vilbig
Trina Ward
Susan Wilson

From

Hiram, GA
Sun City West, AZ
Saint James, NY
Angier, NC
Massapequa Park, NY
West Babylon, NY
Brooklyn, NY
Bohemia, NY
Saint James, NY
Ewing, NJ
Beaufort, NC

Recruiter

Donna Clark-Driscoll
Donna Clark-Driscoll
Donna Clark-Driscoll
Melicia Vergara
Dawn Price
Donna Clark-Driscoll
Melicia Vergara
Cindy Barrow
Betsy Fergo
April Dixon
Celeste Prusaitis

\$600 and Above Club

These consultants ordered \$600+ wholesale last month.

Cindy Barrow
Barbara Shepherd
Maureen Sladky
Allison McMahan

Rosemarie Pforr
Marilee Eirschele
Lucy Iavarone
Patricia Calvelli

Graceann Vavalle
Dawn Price
Celeste Prusaitis

NEW FROM MARY KAY

Did You Hear the News?

The foundation game just changed — and you are already ahead of it.

INTRODUCING TIMEWISE 3D® FOUNDATION

New Shades Available May 16!



SCAN TO FIND YOUR PERFECT SHADE MATCH!



NEW & IMPROVED

Skin-Smart Coverage

One powerful foundation. 36 shades. Two finishes. Comfort that is true to you.

36 Shades

2 Finishes

86% agree — instant smooth finish

SKINIFICATION SELLS

Infused with TimeWise 3D Complex: resveratrol, vitamin B3 and age-defying peptide.

TRUE-TO-YOU SHADES

36 shades powered by IntelliMatch Technology. Less guesswork, more confidence.

BUILDABLE COVERAGE

Lightweight. Builds medium to full. Natural finish that lasts all day.

TWO FINISHES

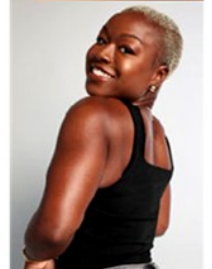
Matte for smooth control.
Luminous for radiant glow.
Encourage customers to own both!

BETTER PACKAGING

New needle-nose tube.
Precise, no-mess application.
Less waste.

SHADE-MATCHING MADE EASY

Foundation Finder gives confident matches in minutes. See Shade Conversion Flier.



Needle-nose = less product waste

TimeWise 3D Foundation — \$28 each | TimeWise Miracle Set — \$116

EXCLUSIVE DIGITAL TOOL

AI-Powered Foundation Finder

As a Mary Kay Independent Beauty Consultant, you are a trusted skin care advisor and a go-to for gorgeous color. With this exclusive AI tool available on marykay.com and on your Mary Kay Personal Web Site, you can take away your customers' foundation frustrations and become the ultimate matchmaker. Help boost your foundation sales by sharing how easy it is to scan and select a foundation in a snap — at parties, one-on-one consultations, or virtually.

PRO TIPS FOR BEST RESULTS

- Good lighting is KEY! Have your customer face a window with plenty of natural daylight for the most effective shade matches.
- Customers with rosacea, melasma, or hyperpigmentation should contact you for guidance while using this tool — your expertise ensures the best results!



Sparkling Stars

3RD QUARTER STARS

Pearl



Donna Clark Driscoll

Pearl



Cindy Barrow

Emerald



Graceann Vavalle

Sapphire



Maureen Sladky

Sapphire



Lucy Iavarone

Sapphire



Dawn Price

Sapphire



Celeste Prusaitis

Sapphire



Margaret Bacon

Sapphire



Rosemarie Pforr

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



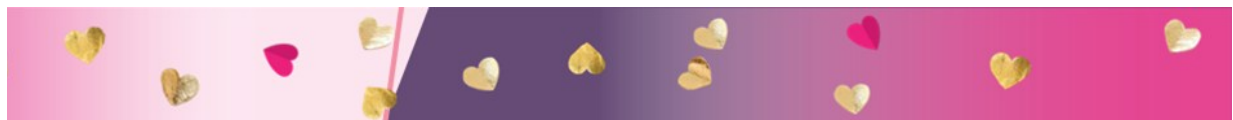
Queens and Runners-Up
of the Courts
and Unit Sales

#	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	\$34,393.00	\$10,607.00	DONE!	DONE!
2	Maureen Sladky	\$18,070.00	\$26,930.00	\$1,930.00	DONE!
3	Graceann Vavalle	\$17,268.00	\$27,732.00	\$2,732.00	DONE!
4	Lucy Iavarone	\$15,448.00	\$29,552.00	\$4,552.00	DONE!
5	Rosemarie Pforr	\$14,906.00	\$30,094.00	\$5,094.00	DONE!
6	Patricia Calvelli	\$12,586.00	\$32,414.00	\$7,414.00	DONE!
7	Janine Myers	\$11,000.00	\$34,000.00	\$9,000.00	DONE!
8	Margaret Bacon	\$10,217.00	\$34,783.00	\$9,783.00	DONE!
9	Celeste Prusaitis	\$9,772.00	\$35,228.00	\$10,228.00	\$228.00
10	Tina Melfi	\$7,896.00	\$37,104.00	\$12,104.00	\$2,104.00
11	Barbara Shepherd	\$6,690.00	\$38,310.00	\$13,310.00	\$3,310.00
12	Leslie Mastrangelo	\$6,501.00	\$38,499.00	\$13,499.00	\$3,499.00
13	Maria Coletto	\$6,193.00	\$38,807.00	\$13,807.00	\$3,807.00
14	Dawn Price	\$5,713.00	\$39,287.00	\$14,287.00	\$4,287.00
15	Susan Salvato	\$5,172.00	\$39,828.00	\$14,828.00	\$4,828.00
16	Allison McMahan	\$5,137.00	\$39,863.00	\$14,863.00	\$4,863.00
17	Deborah Kelly	\$5,063.00	\$39,937.00	\$14,937.00	\$4,937.00
18	Jennifer Figorito	\$4,816.00	\$40,184.00	\$15,184.00	\$5,184.00
19	Virginia Farrell	\$4,556.00	\$40,444.00	\$15,444.00	\$5,444.00
20	Donna Ludewig	\$3,995.00	\$41,005.00	\$16,005.00	\$6,005.00

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
Kerry Tooker	1	\$28.00
Donna Clark-Driscoll	7	\$762.00



Build Your Business

Wholesale Investments

Name	Amount	Name	Amount
Cindy Barrow	\$1,918.00	Audrey Hardy	\$238.00
Barbara Shepherd	\$1,179.50	Cynthia McLaren	\$236.00
Maureen Sladky	\$760.00	Susan Gleason	\$231.00
Allison McMahon	\$704.00	Linda Buffa	\$230.00
Rosemarie Pforr	\$641.00	Karen Parrish	\$230.00
Marilee Eirschle	\$630.00	Phyllis Pelzer	\$230.00
Lucy Iavarone	\$627.00	Debi Pisano	\$229.50
Patricia Calvelli	\$616.00	Jody Lloyd	\$227.00
Graceann Valvalle	\$606.50	Carolyn Faughnan	\$226.00
Dawn Price	\$604.50	Denise Miller	\$226.00
Celeste Prusaitis	\$600.50	Lisa Copertino	\$225.00
Elizabeth Hedgecock	\$547.00	Trina Ward	\$225.00
Kristen McCabe	\$545.50	Virginia Llanos	\$217.00
Leslie Mastrangelo	\$527.00	Johnlyn Morton	\$206.50
Jeannine Falzone-Campbell	\$482.00	Gertha Jean	\$135.00
Regina Cioffi	\$476.00	Kimberly Marshall	\$134.40
Nancy Kachmar	\$468.00	Theresa Dellecave	\$124.60
Donna Masi	\$444.00	Susan Salvato	\$99.00
Noemi Barrero	\$443.00	Jennifer Figorito	\$97.00
Tina Melfi	\$411.00	Kathleen Maue	\$90.00
Christine Gallagher	\$370.00	Lisa Squicciarini	\$79.80
Kathleen Berthel	\$350.00	Laurie Mattone	\$74.00
Carmina Bingham Diaz	\$347.00	Dari Rudge	\$72.80
Donna Mullen	\$337.50	Ashley Clark-Petchonka	\$67.00
April Dixon	\$337.00	Jacqueline Harte	\$66.00
Susan Short	\$337.00	Avette Ware	\$64.40
Roseann Rosario	\$324.40	Allison Capone	\$63.00
Audrey Freeman	\$321.90	Elizabeth Allgood	\$51.00
Patricia Steel	\$320.00	Virginia Farrell	\$47.00
Nancy Johnson	\$319.00	Paulette Zimmerman	\$47.00
Michele Zahradka	\$286.00	Elena Fortune-Jones	\$45.00
Jennifer Langsdorf	\$281.00	Donna Ludewig	\$44.00
Cynthia Hill	\$277.00	Hailey Marshall	\$38.00
Deborah Kelly	\$268.00	Paula Harran	\$9.00
Nancy Neumann	\$263.00	Donna Clark-Driscoll	\$1,646.00
Sondra Ramos	\$262.00		
Kathy Little	\$261.00		
Lynda Tumin	\$261.00		
Lauren Savarese	\$260.00		
Susan Wilson	\$260.00		
Danielle Brooks	\$251.00		
Karen O'Sullivan	\$251.00		
Anya Pozdniakov	\$250.00		
Jennifer Upton	\$250.00		
Marguerite Ganci	\$246.00		
Tracy Wood	\$239.00		

Team Building

Name	Recruits	Name	Recruits
Melicia Vergara	2	Dawn Price	1
Cindy Barrow	1	Celeste Prusaitis	1
April Dixon	1	Donna Clark-Driscoll	4
Betsy Fergo	1		

Price Adjustments

Many products will have price adjustments on May 16th between \$2 and \$4 per product. Most fragrances will increase by \$2-\$4.

See InTouch for the complete list.

Product	Current Price	New Price
Eyebrow/Eyelineer Brush	\$10.00	\$12.00
Petite Palette	\$10.00	\$12.00
Mask Applicator	\$12.00	\$14.00
Liquid Foundation Brush	\$14.00	\$16.00
Blending Brush	\$16.00	\$18.00
Perfect Palette	\$20.00	\$24.00
Mint Bliss Lotion	\$12.00	\$14.00
Shower Gel (both scents)	\$16.00	\$20.00
Body Lotion (both scents)	\$16.00	\$20.00
Body Wash & Shave	\$18.00	\$20.00
Hydrating Lotion	\$18.00	\$20.00
Citrus Shea Scrub	\$22.00	\$26.00
Citrus Shea Wash	\$22.00	\$26.00
Citrus Shea Lotion	\$22.00	\$26.00
Hello Clean Body Wash/Lotion	\$36.00	\$40.00
Eye Shadow	\$8.00	\$10.00
Eyelineer/Lipliner	\$14.00	\$16.00
Brow Liner/Tint/Gel	\$14.00	\$16.00
Contour/Highlighter	\$14.00	\$16.00
Ultimate Mascara	\$16.00	\$18.00
Liquid Eyelineer	\$18.00	\$20.00
Lash Intensity Mascara	\$18.00	\$20.00
Lip Gloss	\$18.00	\$20.00
Loose Powder	\$18.00	\$22.00
Setting Powder	\$20.00	\$22.00
Hydrating Lipstick	\$20.00	\$22.00
Foundation Primer	\$20.00	\$22.00
Finishing Spray	\$20.00	\$24.00
Beauty Blotters	\$8.00	\$10.00
Blemish Control Toner	\$18.00	\$20.00
Eye Makeup Remover	\$20.00	\$22.00
Miracle Set The Go Set	\$28.00	\$30.00
TW Toning Lotion	\$36.00	\$38.00
Clinical Solutions Boosters	\$38.00	\$40.00
TW Repair The Go Set	\$38.00	\$40.00
Clear Proof Acne System	\$56.00	\$60.00
TW Serum C+E	\$60.00	\$64.00
TW Volu-Firm Set	\$225.00	\$230.00
TW Repair Ultimate Set	\$343.00	\$348.00

Radiant Red Jackets

CONGRATULATIONS TO OUR RED JACKETS!



Donna Ludewig
Elite Team Leader



Rosemarie Pffor
Elite Team Leader



Celeste Prusaitis
Team Leader



Cindy Barrow
Star Team Builder



Katherine Carlin
Star Team Builder



Cynthia Hill
Star Team Builder



Dari Rudge
Star Team Builder

Senior Consultants-You will look great in Red!

Patricia Calvelli	Ashley Clark Petchonka	Darian Costello	April Dixon	Jeannine Falzone-Campbell	Marguerite Ganci	Virgilia Gross	Paula Haran	Marie Jean-Blain	Leslie Mastrangelo
Laurie Mattone	Johnlyn Morton	Janine Myers	Phyllis Pelzer	Dawn Price	Barbara Russell	Susan Short	Maureen Sladky	Graceann Vavalle	Avette Ware

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 DIQ)</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

APRIL 2026

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

3 Good Friday. Company holiday. All Company offices closed.

5 Easter Sunday

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

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

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

22 Earth Day.

26 Early ordering begins for Summer 2026 product promotion for all Independent Sales Directors.

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 remain open until 11:59 p.m. CT. to assist with resolving Agreement or ordering issues for month-end.

First day of Mary Kay Empowered Leaders® Event for Independent Future Executive Senior Sales Director through Elite Executive Senior Sales Directors.

Deadline to be on-target for the Queens' Courts of Personal Sales, Queen's Court of Sharing and Circle of Achievement Half-Million and above.

Products Phasing Out

- Timewise Foundation Matte 3D and Luminous 3D all shades
- MK Blending Sponge
- Lash Love Fanorama Mascara
- Lash Love Mascara
- MK Gel Semi-Matte Lipstick Midnight Red
- MK Waterproof Lip Liner Pink Nude



Celebrate in May!

Birthdays

Name	Day	Name	Day
Janelle Alberigo	1	Christine Dpwling	21
Zenobia Mcghee	1	Susan Wilson	21
Virgilia Gross	2	Sherri Hitchcock-Hutson	28
Diane Nowotny	2		
Rosemary Barry	8	Kelly-Jean Tynebor	29
Jillian Miller	8	Diana Donohue	30
Donna Mullen	8	Marion Rhatigan	30
Emma Petchonka	10		
Christina Harris	11		
Jody Lloyd	14		
Susan Short	14		
Jacquelyn Proctor	16		
Virginia Llanos	18		
Donna Fici	19		
Melissa Lopez-Arato	20		

Anniversaries

Name	Years	Name	Years
Michele Zahradka	29	Roberta Dormani	5
Dawn Nash	24	Jingfeng Shi	1
Joan L. Lewis	23	Kim Hebert	1
Robin Tysowski	22		
Susan Kearns	22		
Kathleen Maue	21		
Avette Ware	20		
Barbara Lanzetta	13		
Eileen Jaeger	13		
Danielle Brooks	8		
Noemi Barrero	7		
Mary Forbes	7		
Leslie Mastrangelo	6		
Lorraine Salimando	6		





Donna Clark Driscoll

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

NEW! Hop to the Top 10 My Shop Challenge

April 1–30, 2026



Who's ready to Hop into April with our new My Shop Challenge? This challenge has the same qualifications as the March to the Top 10 My Shop Challenge, so if you did not earn your jacket in March, you have another chance! Visit intouch for details

To the Brilliant:

The Five Realities of Life *By Joseph Rangel*

The top five life realities that commonly hold people back from *engaging, buying, or saying yes to an opportunity like Mary Kay, even when they're interested:*

1. Decision Fatigue + Emotional Overload

Most people are mentally tired. They're already making decisions all day; work, kids, finances, relationships. When you introduce something new (buying product or joining your team), their brain says: "I can't handle one more thing right now." Even if they love the product. Even if they like you. To them, it feels like one more decision when they are already full.

How you overcome it: Lower the emotional "cost." Make the next step *tiny and safe*. Instead of "Join my team" → "Let's just talk, no pressure, I can answer questions."

2. Financial Stress + Fear of Spending Wrong

Even if they *have money, many feel guilty spending it, especially on themselves*. Common internal dialogue: "If I buy this and something happens... will I regret it?" or "Shouldn't I spend money on the kids, the bills, the house?" It's not about price. It's about *permission to care for themselves*.

How you overcome it: Talk about value, longevity, cost-per-use, and most importantly self-worth.

3. Identity Self-Doubt

This is the quiet one. Many women don't see themselves as someone who would succeed in business or sales. They think: "I'm not confident like her." "I don't have enough friends." "I wouldn't be good at that." This is not about Mary Kay. This is about *how they see themselves*.

How you overcome it: Reflect back to them the strengths they already demonstrate. People step into who they are invited to *become*.

4. Fear of Being Judged

No matter how strong or kind someone is, they worry what people will think: "What if people think I'm selling?" "What will my family say?" "What if I fail publicly?" This is about social belonging, which is one of the strongest human motivators.

How you overcome it: Normalize the fear. Share how common it is. Invite them into a *community, not just a company*.

5. Overwhelmed Schedules

People don't think they have time but not because of time itself. They fear: "If I add one more thing, something else will break." They're protecting their current stability.

How you overcome it:

Show them micro-commitments and flexible rhythms. Help them *see how this could fit in the cracks of life, not replace life*.

The Real Pattern Behind All Five:

**They're not resisting you.
They're not resisting the product.
They're not resisting the opportunity.
They're resisting:**

- More mental load
- More emotional risk
- More social vulnerability
- More unpredictable commitment

Your role is not to "convince."

Your role is to remove pressure.

- yes
- no
- maybe

