

# Darnett's Dazzling Diamonds

DECEMBER NEWSLETTER WITH NOVEMBER RESULTS



## Queen of Wholesale



Angela Francis



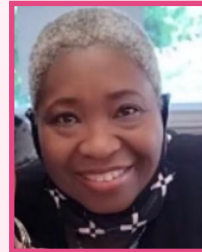
## Powered By Pink NOVEMBER Winners



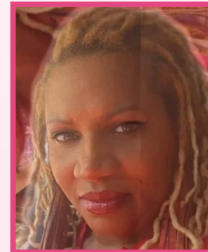
Angela Francis



Faith-Marie Griffiths



Laurine Tatham



Adrienne Kirkland



Carol Laviscount

## Proud Reds



Angela Francis



Karen Meikle



Chanelle Spencer



Sheron Brown-Malloy



Darnett Cohen-Spencer



Who will be next?



## Double Team-Building Credit EXTENDED

Dec. 1-15 2021, the Star Consultant will be awarded an *additional* 600 program credits for each qualified\* new personal team member they add during this time. This gives each Star Consultant the opportunity to earn 1,200 program credits for each qualified\* new personal team member added during this time.

[Click here for Details](#)



# \*\*\* Quarter 2 On-Target Stars \*\*\*



Name	Total Credit	Sapphire	Ruby	Diamond	Emerald	Pearl
Angela Francis	\$4,553.50	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 246.50
Adrienne Kirkland	\$2,772.75	\$ 0.00	\$ 0.00	\$ 227.25	\$ 827.25	\$2,027.25
Laurine Tatham	\$2,709.70	\$ 0.00	\$ 0.00	\$ 290.30	\$ 890.30	\$2,090.30
Chanelle Spencer	\$1,854.00	\$ 0.00	\$ 546.00	\$1,146.00	\$1,746.00	\$2,946.00
Faith-Marie Griffiths	\$1,507.88	\$ 292.12	\$ 892.12	\$1,492.12	\$2,092.12	\$3,292.12
Karen Meikle	\$1,286.50	\$ 513.50	\$1,113.50	\$1,713.50	\$2,313.50	\$3,513.50
Moya Moodie	\$ 999.00	\$ 801.00	\$1,401.00	\$2,001.00	\$2,601.00	\$3,801.00
Faimetta Thompson	\$ 721.50	\$1,078.50	\$1,678.50	\$2,278.50	\$2,878.50	\$4,078.50
Angella Edwards	\$ 701.00	\$1,099.00	\$1,699.00	\$2,299.00	\$2,899.00	\$4,099.00
Carol Laviscount	\$ 635.50	\$1,164.50	\$1,764.50	\$2,364.50	\$2,964.50	\$4,164.50
Doreen Brown	\$ 604.00	\$1,196.00	\$1,796.00	\$2,396.00	\$2,996.00	\$4,196.00
Sheron Brown-Malloy	\$ 601.50	\$1,198.50	\$1,798.50	\$2,398.50	\$2,998.50	\$4,198.50
Veronica Cohen	\$ 600.50	\$1,199.50	\$1,799.50	\$2,399.50	\$2,999.50	\$4,199.50
Miriam Lawson	\$ 472.00	\$1,328.00	\$1,928.00	\$2,528.00	\$3,128.00	\$4,328.00
Sharon Fludd	\$ 429.00	\$1,371.00	\$1,971.00	\$2,571.00	\$3,171.00	\$4,371.00
Elaine Smith	\$ 428.00	\$1,372.00	\$1,972.00	\$2,572.00	\$3,172.00	\$4,372.00
Vernessa Cox	\$ 407.00	\$1,393.00	\$1,993.00	\$2,593.00	\$3,193.00	\$4,393.00
Darnett Cohen-Spencer	\$7,064.55	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00



## Citrus Rose Satin Hands

A much-loved and easy-to-gift set is now available in a NEW luxurious scent! Give your hands a moment of bliss with a twist of citrus and a splash of rose. Who would you gift this scent-sational set to?

(Available while supplies last)

## PCP Spring Enrollment

Enrollment Information:

- Enroll Dec. 16 - Jan. 17, 2022
- Mails Feb. 9 - **arrives in 7 to 10 business days**
- Only 70¢ per name

The Look Book is a great tool to keep in touch with your customers, increase sales, and simplify your life. PCP is cheaper than sending them out on your own, and it only takes a minute!



Enroll Now

DON'T DELAY! MAKE SURE YOUR GIFTS ARE ON SANTA'S SLEIGH!



Holiday Delivery Deadline  
December 10th

# Shooting for the STARS!

## Top in Sales Company Court of Sales



**Angela Francis**



**Laurine Tatham**



**Adrienne Kirkland**

### Consultant

- 1 Angela Francis
- 2 Laurine Tatham
- 3 Adrienne Kirkland
- 4 Faith-Marie Griffiths
- 5 Karen Meikle
- 6 Chanelle Spencer
- 7 Faimetta Thompson
- 8 Cleopatra Tudor
- 9 Moya Moodie
- 10 Miriam Lawson

### YTD Retail

- \$18,749
- \$12,298
- \$12,128
- \$8,774
- \$7,313
- \$6,889
- \$5,390
- \$4,539
- \$3,873
- \$2,403

## Top in Sharing Company Court of Sharing



**Karen Meikle**

Build deep and wide  
for long term  
*success*

### Recruiter

Karen Meikle

### New Team Members

2

### YTD Comm

\$215

## National Court of Sales



### National

\$40,000 rs/ \$20,000 whsl

### Area

\$20,000 rs/ \$10,000 whsl

### Unit

\$10,000 rs/ \$5,000 whsl

## National Court of Sharing



### National

24 Team Members

### Area

12 Team Members

### Unit

6 Team Members

# January Celebrations

## Happy Birthday!

Adrienne Kirkland	1 January
Beatrice Sanon	2 January
Isadore Thomas	4 January
Valerie Pearson	11 January
Cynthia McFarlane	12 January
Carlota Reyes	13 January
Doreen Brown	19 January
Carol Gill	20 January
Moya Moodie	22 January
Faith-Marie Griffiths	23 January
Marcia Smith	23 January
Yvonne Marshall	24 January

## Happy Anniversary!

Yvette Veira	15
Adrienne Kirkland	15
Mercella Jacob	9
Faimetta Thompson	8
Janet Bagot	6
Janice Ballah	6
Wanda Noble	4
Joy Sawyer	2
Pearline Walker	2
Joyce Samuels	1

## Look Who Invested

Angela Francis	\$2,010.00	Angella Edwards	\$395.00	Shenelle Francis	\$ 234.00
Faith-Marie Griffiths	\$1,406.38	Gwendolyn Vincent	\$350.00	Oliver Stewart	\$ 233.00
Laurine Tatham	\$ 801.20	Cynthia McFarlane	\$343.50	Joan Forrest	\$ 229.50
Adrienne Kirkland	\$ 705.25	Faimetta Thompson	\$309.00	Janice Johnson	\$ 229.50
Carol Laviscount	\$ 635.50	Wanda Noble	\$270.10	Onyumalechi James	\$ 225.50
Chanelle Spencer	\$ 618.00	Jada-Marie Meikle	\$253.00	Sharon Fludd	\$ 199.50
Sheron Brown-Malloy	\$ 601.50	Lori-Ann Meikle	\$251.00	Marsha Smith	\$ 45.00
Miriam Lawson	\$ 472.00	Pauline Jackson-Williams	\$236.50	Darnett Cohen-Spencer	\$1,519.55



On-Target Fall Consistency Challenge Earrings



## Welcome New Consultants

New Consultant  
Charmaine Simpson

From  
Bridgeport, CT

Recruiter  
Laurine Tatham



STYLECASTER called micellar water a sensitive skincare staple, and recommended Mary Kay® Micellar Water. Check out the article here:

[ow.ly/7YQ8102Vdlh](http://ow.ly/7YQ8102Vdlh)

Micellar water is a convenient way to cleanse your skin. Micelles act like magnets to draw out impurities away from the skin. In just a few quick swipes, you're left with a clean feeling whether or not you're near a sink!



# steppin' up the Ladder



## Senior

### Consultant

1-2 Active Team Members  
4% Commissions  
Earn \$50 Team Building Bonuses

- Naomi Birl*
- Harriet James-Johnson*
- Onyumalechi James*
- Cynthia McFarlane*
- Moya Moodie*
- Faimetta Thompson*
- Cleopatra Tudor*



## Star

### Team Builder

3-4 Active Team Members  
4, 6 or 8% Commissions  
50% Discount on Red Jacket  
\$50 Team Building Bonuses



- Angela Francis*
- Karen Meikle*



### Team Leader/ Elite Team Leader/ DIQ

5+ Active Team Members  
9 or 13% Commissions  
\$50 Team Building Bonuses  
Earn use of Career Car/ Cash Compensation



## Director

9 or 13% Unit Commissions  
9, 13 or 23% Personal Commissions  
\$100 Team Building Bonuses  
Unit Bonuses  
Earn use of Career Car/  
Cash Compensation



*Darnett Cohen-Spencer*

Contact me today to schedule a consultation.  
Learn new beauty trends and techniques.

# New Year NEW YOU 2022

Give your skin the attention it deserves. Add more color to your look. I can help you achieve all of your skin care resolutions in 2022!

Thank you for your business in 2021!  
Here is a gift from me to you, to show how much your business means to me. Please redeem this gift certificate by January 31, 2022.

# New Year 2022 NEW YOU

Bring this coupon and at least 2 friends for a 'New Year New You' makeover and receive an additional \$50 FREE in hostess credit!

**\$10 OFF YOUR  
FIRST ORDER OF  
THE NEW YEAR!**

No Coupon Included

## New Year, New You

Click each picture to upload.

\$10 Coupon Included

# a note from

*Darnett*

SUCCESS IS A  
JOURNEY NOT A  
DESTINATION.

**THE DOING**  
IS OFTEN MORE  
IMPORTANT THAN  
**THE OUTCOME.**

- Arthur Ashe

Merry December! Spread CHEER by providing personal customer service. If this is your first or thirty-first Mary Kay Holiday season, your customers will appreciate the personal shopping experience you provide. Below are some ideas to make you stand out:

- Add your favorite "must have" samples to your orders.
- Include a cute ornament for a festive package topper or keep it simple with bows or tissue paper.
- Offer to write gift tags for your customers or include blank tags with gift orders.
- Gift Certificates can be sold as stand-alone gifts or as add-ons.
- Keep "Ready & Wrapped" gifts on hand for those last-minute shoppers.

Whether your Holidays are filled with frills, or you like to keep it simple, these are just a few ideas to add a personal touch that will set you apart from the rest.

As always, LOOK AHEAD by BOOKING AHEAD. Set a "Race the Clock" GOAL and see how many new appointments you can add to your calendar before the end of the year.

Above all, remember to take time for yourself and enjoy the magic of the season. A heartfelt thank you to each of you. I look forward to a super charged and power-filled new year!

With Love and Excitement,

*Darnett*



Future Executive Senior Sales Director Lauren Bloomer provides tips and suggestions to continue developing your team strong for long term success.



Click here to  
**WATCH**

# Scripts for 12 Days of Christmas



Hi \_\_\_\_\_! This is \_\_\_\_\_ with Mary Kay.  
I'm your wife \_\_\_\_\_ Mary Kay Beauty Consultant.  
Do you have a minute? Great! You know Christmas is just  
around the corner, and I'm calling to save your life! No  
malls and no decisions; does that sound good to you?

I have a great gift option for \_\_\_\_\_. She will go crazy over this; and, well, you will look  
terrific.

It's a 12 Days Christmas basket. Each day, for the 12 Days prior to Christmas, she will receive a  
gift out of her basket and open it. Each Day she will open a special gift hand picked for her.  
There are 3 options to choose from: 199, 249, or 299. Would you like to go with the 299, or is  
the 199 more of what you had in mind? (Then let him speak first)

Great! Your wife is taken care of; how about your \_\_\_\_\_? (Insert daughter, mother,  
secretary, etc.)

Now, how would you like me to deliver these? (Schedule a delivery time)

I take all major credit cards, checks, or cash... which would you prefer to use?  
Thanks so much for your business!!!



Money that can be made from  
12 days baskets just using the  
\$199 package as an example:

**Sell 5**  
12 Day Baskets @ \$199 =  
\$995 in Sales =  
profit of \$497.50

**Sell 10**  
12 Day Baskets @ \$199 =  
\$1,990 in Sales =  
profit of \$995.00

**Sell 15**  
12 Day Baskets @ \$199 =  
\$2,985 in Sales =  
profit of \$1,492.50

# 9 Great Reasons

to start a MK Business  
This Holiday Season



Get your gifts for friends and family (and yourself!) at 50% off.



Earn extra spending money for your holiday shopping - debt free holiday!



You could earn prizes just for running your business - who doesn't love extra presents?



MK products are consumable, meaning with every holiday sale, you are building a reorder business for the rest of the year!



You can sell in a variety of ways - online, in person, with Look Books, on social media, and via text.



You can have a temporary holiday business, or continue on through the year - it's up to you!



MK has products for everyone - skincare, cosmetics, fragrance, & men's products, so you can sell to anyone!



You make your own schedule, fit it in where you can and balance with family!



You're in business for yourself - but not by yourself. Your sales director can help you build a holiday sales plan to meet your goals!



# Darnett's Dazzling Diamonds



## Darnett Cohen-Spencer

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Brooklyn, NY 11236  
646.732.4775

### important dates

- Dec 15** - Quarter 2 Star Contest Ends
- Dec 16** - Quarter 3 Star Contest Begins
- Dec 16** - Spring PCP Enrollment Begins
- Dec 25** - Merry Christmas
- Dec 29** - Last day to place telephone orders
- Jan 1** - New Year's Day - Postal Holiday
- Jan 17** - Spring PCP Enrollment Ends
- Jan 30** - Last day to place telephone orders for January
- Jan 31** - Last day to place on-line orders



POWER UP THE  
*Holidays!*



When you order \$600+ whsl in December, you will receive these beautiful **EARRINGS** from the *Powered by Pink* Collection.

POWER UP YOUR  
*connections!*



Earn the Fall Consistency Challenge **EARRINGS** when you achieve the *Powered by Pink* Challenge each month, July through December 2021.