

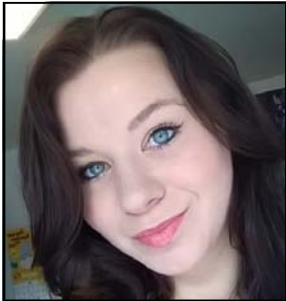
We're Growing Leaders

The Gaye Gardener National Area

August 2021, July Results



Top 5 Inner Circle Unit Wholesale



Rose
Petal
#1

\$27,337.76



Jasmine
Plant
#2

\$26,293.00



Lily
Valley
#3

\$23,692.25



Petunia
Bouquet
#4

\$8,267.88



Daliah
Flower
#5

\$7,582.01

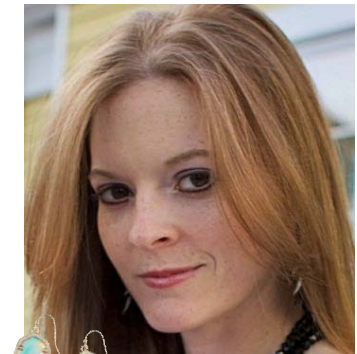
★ ★ ★ Area ROCK STARS! ★ ★ ★



GOLD Rose
5 New Personal



GOLD Jasmine
5 New Personal



Ivy
20% Challenge Winner

Rose and
Jasmine also
earned the
exclusive invite
with
Elite NSD
Emeritus
Kathy Helou!



Congratulations Stephanie (and your unit) for being the **FIRST** to complete the challenge for 2 months to win the earrings!

You're now officially **ON-TARGET** to win the Kendra Scott bracelet!

The Leader Board

Check out the complete ranking for each category throughout the newsletter.

July 2021

Unit Wholesale

Rose Petal
\$23,658.75



Unit Sharing

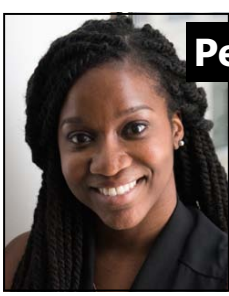


Daffy Dil
8




Azalea Shrub
\$3,322

Personal Wholesale



Personal Sharing

Camelia Flower
6



Commission Check

Rose Petal
\$3,856.04

Unit Size

Rose Petal
200



#1 Court of Sales

Rose Petal
\$47,604



#1 Court of Sharing

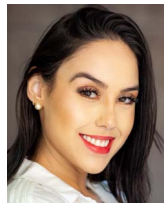
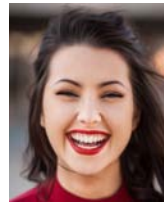
Camelia Flower
15 qualified



#1 Adjusted Retail

Rose Petal
\$425,760

Top 10 Unit Wholesale



1. Rose Petal \$23,658.75
2. Jasmine Plant 19,521.10
3. Lily Valley 19,378.25
4. Petunia Bouquet 18,159.75
5. Dahlia Flower 17,937.25
6. Calla Lily 16,554.50
7. Ivy Evergreen 16,428.00
8. Cherry Blossom 14,706.25
9. Daffy Dil 12,578.50
10. Iris Bulb 11,228.75

Total Commission

Includes

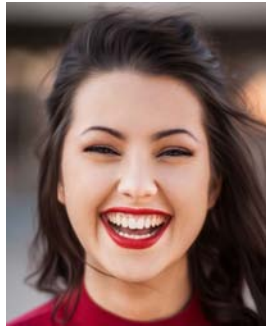
- 4, 9, or 13% personal recruiter's commission
- 9, 13, or 23% unit commission
- Senior Director commission
- Director team building bonus
- Any other commissions



\$1,000 Commission

- Rose Petal \$3,856.04
 Jasmine Plant.....2,232.69
 Calla Lilly..... 1,923.81
 Petunia Bouquet..... 1,854.76
 Dahlia Flower 1,687.17
 Ivy Evergreen 1,650.20
 Iris Bulb..... 1,645.84
 Daffyu Dil 1,524.36
 Susan Stud Muffin .. 1,151.95
 Azalea Shrub..... 1,151.40

Personal Wholesale \$600+



- Azalea Shrub \$3,322
 Lily Valley 3,008
 Petunia Bouquet 2,661
 Fern Leaf 1,243
 Violet Bloom 1,149
 Calla Lily 1,095
 Ivy Evergreen 1,026
 Cherry Blossom 1,013
 Daffy Dil 1,012

- Iris Bulb..... 965
 Susan Studd Muffin 906
 Florida Dogwood 836
 Euca Lyptus 835
 Chris Ann Themum..... 807
 Ambrosia Plant 803
 Carolina Azolla 803
 Camelia Flower..... 600
 Myrtle Bush..... 600

Senior Commission

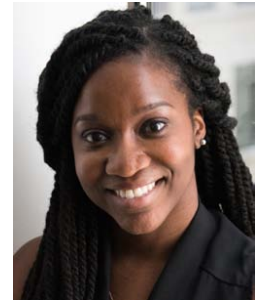
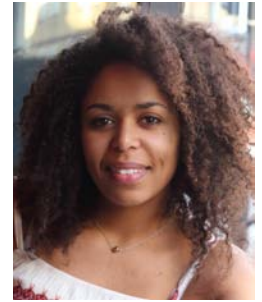
- 5 or 7% of first line offspring based on Director level
- 1 or 2% of second line offspring based on Director level.



\$100+ Sr. Commission

- Euca Lyptus \$375
 Susan Studd Muffin 374

Top 10 Adjusted Retail



1. Rose Petal \$425,760
2. Jasmine Plant 317,065
3. Petunia Bouquet 214,992
4. Dahlia Flower 193,284
5. Lily Valley 180,909
6. Ivy Evergreen 177,588
7. Iris Bulb 146,616
8. June Iper 143,742
9. Cherry Blossom 128,297
10. Camelia Flower 126,392

YTD Unit Recruiting

New



1. Camelia Flower 37
2. Mari Gold 33
3. Rose Petal 22
4. Calla Lily 20
5. Japhette Orchid 16
6. May Flower 16
7. Olive Plant 14
8. Iris Bulb 12
9. Dahlia Flower 11
10. Fern Leaf 11
11. Marguerite Daisy 10
12. Susan Stud Muffin 10

Qualified



1. Calla Lily 20
2. Japhette Orchid 16
3. May Flower 16
4. Olive Plant 14

Unit Size (50+)

Based on non-terminated



1. Rose Petal 200
2. Dahlia Flower 179
3. Ivy Evergreen 174
4. Jasmine Plant 167
5. Calla Lily 162
6. Fern Leaf 94
7. Japhette Orchid 90
8. Lily Valley 88
9. Euca Lyptus 51

Sharing the dream

Unit

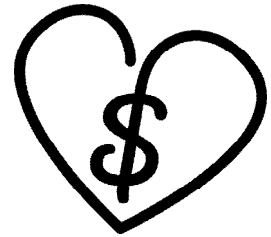


Daffy Dil	8
Rose Petal	6
Camelia Flower	5
Florida Dogwood	5
Gaye Gardener	5
Japhette Orchid	5
Lily Valley	5
Marguerite Daisy	5
Mari Gold	5
May Flower	5
Rose Osiana	5
Ambrosia Plant	4
Azalea Shrub	4

Personal



Camelia Flower	6
Mari Gold	5
May Flower	5
Rose Petal	5
Japhette Orchid	4
Marguerite Daisy	3
Azalea Shrub	2
Florida Dogwood	2



Development Bonus

- **\$400** for 4 new Great Start qualified
- **\$100** for each additional qualified

Japhette Orchid	\$500
Marguerite Daisy	500
Florida Dogwood	400
May Flower	400

Team Building Bonus

- **\$100** for each Great Start qualified new personal team member

Japhette Orchid	\$400
Marguerite Daisy	300
Florida Dogwood	200
May Flower	200
Ambrosia Plant	100

13% Recruiter Check

- Have **5 personal** team members order at least **\$225** in a month when your order is also at least **\$600**.

Jasmine Plant	\$2,029
Azalea Shrub	1,124
Rose Osiana	687
Rose Petal	674
Lily Valley	646
Petunia Bouquet	642
Olive Plant	626
Ginger Root	587
Violet Bloom	522
Marguerite Daisy	476
June Iper	472
Calla Lily	458



- | | |
|-------------------|------------------------|
| 20-39 Stars | Sapphire Star Director |
| 40-59 Stars | Ruby Star Director |
| 60-79 Stars | Diamond Star Director |
| 80-99 Stars | Emerald Star Director |
| 100+ Stars | Pearl Star Director |

Rose Petal	130	Chris Ann Themum	44
Jasmine Plant	102	Iris Bulb	43
Petunia Bouquet	91	Mari Gold	34
Dahlia Flower	88	Myrtle Bush	32
Lily Valley	87	Japhette Orchid	25
Ivy Evergreen	76	June Iper	22
Violet Bloom	71	Cherry Blossom	20
Ginger Root	62	Camelia Flower	18
Daffy Dil	45	Marguerite Daisy	15

top 5 most improved

- Amounts are represented as a percentage of growth this year compared to this same time last year.
- The Overall Unit category is a combination of **Wholesale, Unit Size, New Recruits** and **Consultant Productivity**



Overall Unit

Myrtle Bush	483.8
Daffy Dil	378.6
Azalea Shrub.....	374.8
Iris Bulb	272.7
Jasmine Plant	250.9



top 10 queen's court

COURT OF SALES



**#1
Rose
Petal**

Director

Retail

1. Rose Petal	\$47,604
2. Jasmine Plant	37,045
3. Ivy Evergreen	35,788
4. Lily Valley	34,476
5. Iris Bulb	31,883
6. Petunia Bouquet.....	28,914
7. Dahlia Flower.....	28,733
8. June Iper.....	28,527
9. Cherry Blossom.....	28,276
10. Camelia Flower.....	27,896

COURT OF SHARING



**#1
Camelia
Flower**

Director

Qualified Team Members

1. Camelia Flower	15
2. Mari Gold	14
3. Rose Petal	12
4. Calla Lily	11
5. Japhette Orchid.....	9
6. May Flower	9
7. Olive Plant.....	9
8. Iris Bulb	8
9. Dahlia Flower	8
10. Fern Leaf.....	8

ties broken by commissions earned

redjacket corner

Building strong and deep is the key to moving your unit into unit club. Let's celebrate our Area's up and coming Directors!

Elite Team Leader

Ashley Peyton
Kate Peterson
Kathleen Dalrymple
Stacy Neff

Team Leaders

Brynn Cooper
Connie Gibbar
Jamie Gerloff
Jennifer Rogers
Julie Meyer
Mary Morse
Melissa Milanak
Tamika Wick
Tiffany Wibbenmeyer
Toni Batson

Star Team Builders

Alexandria Palmer
Ami Williams
Amy Miller
Brandy Windle
Carol Fontana
Christine Summers
Denise Wiles
Erin Turner
Gina Baudendistel
Gretchen Eades
Hollie Darrow
Jaime Jarvis
Jennifer Galeski
Julie May
Kathryn McCain
Kelly Alwood
Kimberly Reed
Kinsey Martin
Lisa Campise
Lisa Friday
Michelle Keller
Rebecca Straughan
Sarah Perez
Staci Ryan
Susan Burks
Tiffany Winebrinner
Tricia Edwards
Vanessa Serrano
Victoria Guidry



NEW RED JACKETS

These Consultants finished last month with **3 ACTIVE** personal team members as a new Red Jacket!




Janice Leonard
(Orchid)


GREAT Start

Unit with at least 1 Great Start Qualified unit member in Seminar 2022!

Our area goal is EVERY unit with at least 10!



Jasmine Plant	7
Lily Valley	5
Fern Leaf	4
Daffy Dil	3
Myrtle Bush	3
Dahlia Flower	2
Mari Gold	2



It's not certain yet that Mary Kay will have another **Unit Building Challenge** for this Seminar year. But if they do, your unit qualified recruiting will help you be on target for the building challenge!

top 20 area consultants



Petal Unit
#1 Consultant



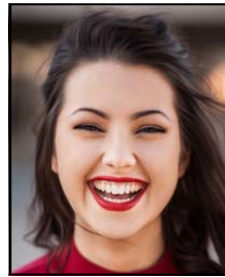
Dil Unit
#2 Consultant



Bush Unit
#3 Consultant



Petal Unit
#1 Consultant



Valley Unit
#2 Consultant



Evergreen Unit
#3 Consultant

Top 20 Year-to-Date Sharing

Top 20 Year-to-Date Retail

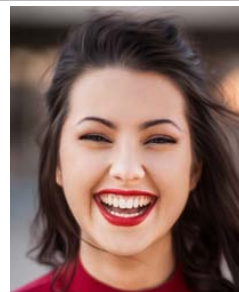
Consultant	Director	Qual. Rec.
1. Ryanne Hartley	Rose Petal	13
2. Mery Perez	Daffy Dil	7
3. Lori Brunson	Myrtle Bush	6
4. Pamela Cliff	Petunia Bouquet	6
5. Dale Quitter	Susan Stud Muffin	6
6. Amber Bean	Violet Bloom	6
7. DeAnne Lott	Gaye Gardener	5
8. Cindy Anderson	Jasmine Plant	5
9. Amy Gwathney	Azalea Shrub	5
10. Jennifer Kemogne	Ivy Evergreen	5
11. Cindy Pratt	Rose Petal	4
12. Meredith Rutherford	Jasmine Plant	4
13. Stephanie Bowling	Florida Dogwood	4
14. Christy Coleman	Jasmine Plant	4
15. Yvett Yeager	Jasmine Plant	4
16. Debbie Garber	Ginger Root	4
17. Donna Beckel	Lily Valley	4
18. Kimberly Reed	Rose Petal	3
19. Karen Turner	Cherry Blossom	3
20. Barbara Grenier	June Iper	3

Consultant	Director Unit	Retail
1. Cindy Pratt	Rose Petal	\$23,454
2. Donna Beckel	Lily Valley	15,463
3. Jennifer Kemogne	Ivy Evergreen	15,141
4. Karen Turner	Cherry Blossom	15,060
5. Barbara Grenier	June Iper	14,335
6. Meredith Rutherford	Jasmine Plant	14,123
7. Ryanne Hartley	Rose Petal	13,887
8. Cindy Anderson	Jasmine Plant	13,818
9. Stephanie Bowling	Florida Dogwood	12,976
10. Meri Perez	Daffy Dil	11,676
11. Amy Gwathney	Azalea Shrub	10,186
12. Christy Coleman	Jasmine Plant	9,888
13. Dale Quitter	Susan Stud Muffin	9,658
14. Debbie Garber	Ginger Root	9,642
15. Yvett Yeager	Jasmine Plant	9,615
16. Amber Bean	Violet Bloom	9,536
17. Lori Brunson	Myrtle Bush	9,116
18. Kimberly Reed	Rose Petal	8,928
19. Pamela Cliff	Petunia Bouquet	8,690
20. DeAnne Lott	Gaye Gardener	8,193



Check here next month for Directors with at least **2 Consultants** on-target for the **Fall Consistency Challenge** July 1 - December 31!

Encourage your Consultants to increase retail sales by focusing on **NEW** customers to win this challenge!



Jasmine Plant	7
Lily Valley	5
Fern Leaf	4
Daffy Dil	3
Myrtle Bush	3
Dahlia Flower	2
Mari Gold	2