

World Changers

Sales Director
Courtney Young

January 2026 Newsletter

Dearest World Changer,

Happy New Year! May God bless you and your families abundantly in this New Year!

As a unit, we are growing to 150 consultants and holding 1,000 gatherings to share our products. I'd love for you to join me in being apart of this growth. Women need what our opportunity has to offer and I believe it's never been more relevant than it is today. I believe Mary Kay gives women a safe, positive place to grow in community and unleash the gifts and talents God has given them and each of you. I know if each one of us pass it on to one woman, we would actually hit 200. What an impact this would make on 100 women. We are the World Changers and together I know we can impact those around us.

This year we are also focusing on star consultants. A star consultant is our most important program in Mary Kay. When a consultant is a star that means they are serving people around them or setting their business up for success to serve people around them. Being a star consultant 3rd quarter is \$1,800 ws cumulatively from December 16th-March 15th. By taking an envelope, putting \$1,000 at the top and subtracting down month in and out, you'll profit \$400, re-order \$600 and always be a star consultant.

I love the song, "Keep Changing the World," and I'm going to post the chorus below for you to see. I believe in each of you deeply and I am here for each of you. Godspeed on an incredible October together. To all the people who are fighting for the broken All the people who keep holding on to love All the people who reaching for the lonely Keep changing the world Step up, step up, step up! Let's change the world around us together.

Love you dearly, Courtney Young



Congratulations to our 2nd Quarter STARS!



Congratulations Teresa Hawkins on finishing your sapphire star! 🌟



BE THE REASON SOMEONE SMILES TODAY

Congratulations Cicely Jackson on finishing your sapphire star! 🌟

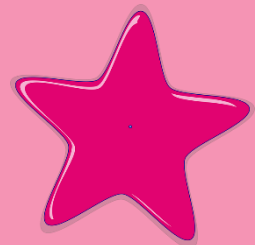


BE THE REASON SOMEONE SMILES TODAY

Congratulations Mia Harrelson on finishing your diamond star! 🌟



BE THE REASON SOMEONE SMILES TODAY



Congratulations Deborah Holland on finishing your Ruby star! 🌟



BE THE REASON SOMEONE SMILES TODAY

Congratulations Grecia Lopez on finishing your sapphire star! 🌟



BE THE REASON SOMEONE SMILES TODAY



Congratulations Pam Lewis on finishing your sapphire star! 🌟



BE THE REASON SOMEONE SMILES TODAY

TEAM BUILDING

DIQs TEAM LEADERS STAR TEAM BUILDERS



Mia Harrelson



Your name here



Angel Dawn Bowman



Cicely Jackson

SENIOR CONSULTANTS



Jana Tuttle Crosby



Anna Harvley



Loretta Hazel



Pam Lewis



DIQ

- 8+ Active Team Members

ELITE TEAM LEADER

- 8+ Active Team Members
- 9-13% Team Commission
- \$50 Team Building Bonus
- Eligible to earn the use of a car
- Eligible to wear future Director scarf

TEAM LEADER

- 5-7 Active Team Members
- 9-13% Team Commission
- \$50 Team Building Bonus
- Eligible to go on-target for car



STAR TEAM BUILDER

- 3-4 Active Team Members
- 4-8% Team Commission
- \$50 Team Building Bonus
- Eligible to wear Red Jacket

SENIOR CONSULTANT

- 1-2 Active Team Members
- 4% Team Commission
- \$50 Team Building Bonus

Thank you for your December orders!

Mia Harrelson	\$908.00
Pamela Lewis	\$769.00
Ruth Cockrell	\$656.00
Deborah Holland	\$626.00
Teresa Hawkins	\$604.00
Cicely Jackson	\$602.00
Jill Salee	\$475.00
Hannah Colson	\$438.00
Kimberly Small	\$366.00
Rachel Crawford	\$306.00
Angela Barnette	\$295.00
Celene McBride	\$292.00
Dixie Stephens	\$285.00
Raegan Hopkins	\$275.50
Vickie Perry	\$273.50
Lynn Elliott	\$266.00
Irma Portillo	\$261.00
Kristie Hilton	\$257.00
Jasmine Jones	\$252.00
Lisa Mattingly	\$248.50
Evelyn McLarty	\$239.00
Rebecca Edens	\$238.00
Cindy Dudley	\$237.00
Kimberly Moore	\$233.00
Jennifer Richardson	\$232.50
Lisa West	\$231.00
Cyndi Matthews	\$229.00
Laura Moyer	\$229.00
Kathy Boss	\$227.75
JoAnne Creel	\$227.00
Debbie Dockery	\$227.00
Mary Ham	\$227.00
Pauline Ruff	\$227.00
Morgan Mankins	\$226.00
Anna Harvley	\$225.00

Katherine Whitley	\$180.60
Erin Haynes	\$174.00
Charmaine Scott	\$160.00
Norine Roberts	\$129.00
Paula Potter	\$117.00
Rebecca Greenway Edmonds	\$114.00
Candy Kardack	\$95.20
Tabatha Shiver	\$84.00
Tisha Harrelson	\$83.00
Debra Barbitta	\$79.80
Courtney Young	\$2,992.50



Top 10 World Changers YTD

Mia Harrelson	\$14,188.00
Deborah Holland	\$11,318.00
Teresa Hawkins	\$10,858.00
Pamela Lewis	\$7,142.00
Cicely Jackson	\$5,656.00
Grecia Lopez	\$4,359.00
Ruth Cockrell	\$4,097.00
Charmaine Scott	\$3,109.00
Celene McBride	\$3,072.00
Anita Gipson	\$2,992.00

Legacy Launch of the *classic*

GEN-X PROGRAM!

The Zip Code & GenX Program reunite again ... a daily focus with a monthly result.

THREE LEVELS



45 faces
15 career chats
\$1600 wholesale
2 new team members



30 faces
10 career chats
\$1000 wholesale
1 new team member



15 faces
5 career chats
\$650 wholesale

Be a part of the Next Generation of leaders in the Epic Family!
The Epic Family invites you to step into the programs that built
the Epic Family.

Consistency is key!



WHAT COUNTS AS A FACE?

A "non in-person" face counts as long as the next full circle step is taken: a purchase is made, an appointment is booked or a guest/career chat is scheduled.

WHAT COUNTS AS A CAREER CHAT?

Marketing shared, quality follow up conversation with an ask

Legacy Launch of the *classic*

GEN-X PROGRAM!

Faces

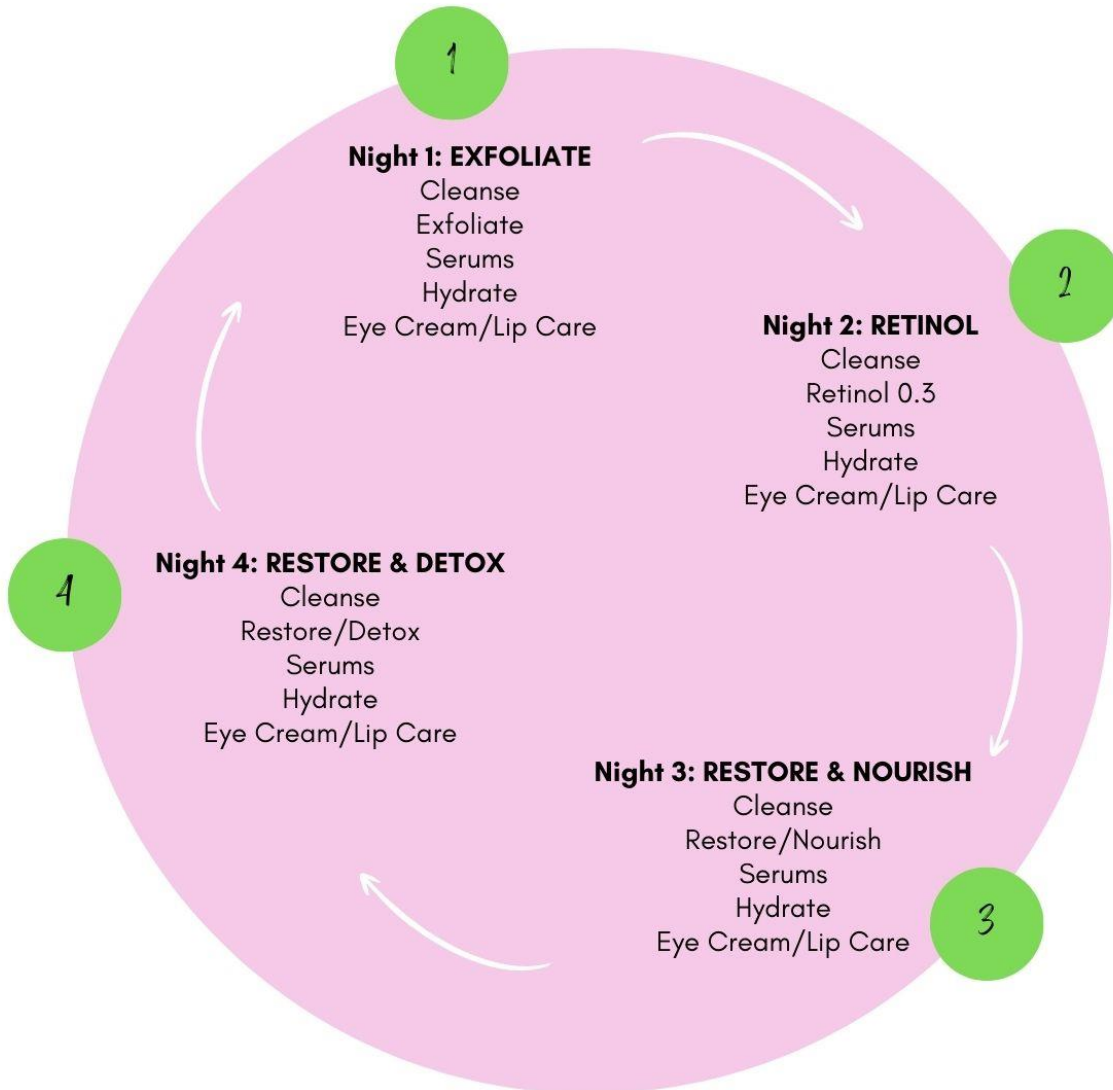
1. _____	16. _____	31. _____
2. _____	17. _____	32. _____
3. _____	18. _____	33. _____
4. _____	19. _____	34. _____
5. _____	20. _____	35. _____
6. _____	21. _____	36. _____
7. _____	22. _____	37. _____
8. _____	23. _____	38. _____
9. _____	24. _____	39. _____
10. _____	25. _____	40. _____
11. _____	26. _____	41. _____
12. _____	27. _____	42. _____
13. _____	28. _____	43. _____
14. _____	29. _____	44. _____
15. _____	30. _____	45. _____

Career Chats

1. _____	6. _____	11. _____
2. _____	7. _____	12. _____
3. _____	8. _____	13. _____
4. _____	9. _____	14. _____
5. _____	10. _____	15. _____

Hydra Facial

SKIN CYCLING



Consult with your Beauty Consultant for advice on the options best for you

Night 1 Exfoliating Options

Radiance Glycolic Peel (AHA)
Microdermabrasion Set

Night 3 & 4 Restore, Nourish & Detox Options

Moisture Renewal Mask
Nourishing Oil (almond, sesame, olive oil)
Charcoal Mask to detox

Everyday Serum Options

HA + Cermide Booster
Vitamin C + Resveratrol Booster
Vitamin C + E Serum
Pore Minimizer
Repair Lifting Serum

Hydra Facial

SKIN CYCLING PRODUCTS

for next-level, skin-deep beauty

level 1

Choose one skin care set



\$128
~~\$116~~

Counts as 2 sets

TimeWise Set



\$256
~~\$225~~

Counts as 4 sets

TimeWise Repair Set

level 2

Skin Cycling Treatments

\$58



Microdermabrasion Set

\$68



Radiance Glycolic Peel

\$52



Moisture Renewing Gel Mask **Charcoal Mask**

\$58



Eye Makeup Remover **TimeWise Eye Cream**

level 3

Clinical Solutions Dermo-Cosmetics

Retinol 0.3
\$70



Dynamic Wrinkle Limiter
\$58



Cadillac
\$399

Choose any 8 sets & receive the Travel-Roll-Up Bag for FREE!



Queen
\$299

Choose any 6 sets & receive the Travel-Roll-Up Bag for FREE!

Princess
\$199

Choose any 4 sets

It's a Special November Celebration

Birthdays	Day	Anniversaries	Year
Tabatha Shiver	1	Tammy Caddell	17
Cicely Jackson	2	Laura Moyer	14
Jasmine Jones	2	Jana Crosby	14
Debra Austin	5	Courtney Young	14
Jacqueline Cornelius	16	Christy Mooneyhan	7
Pharana Germain	21	Tangie Pettis	3
Jacqueline Coleman-Potts	23	Savannah Derington	2
Sharon Fowler	23	Marie Jean	1
Kathryn McElveen	28		



Be sure to check out
our unit website

Courtneyyoung.com

For training videos,
important skincare class
documents and more!

Courtney Young

Mary Kay World Changer & Sales Director