



MONTREUX 2026

TOP SALES
DIRECTOR TRIP

ZURICH

JANUARY 2026

SEMINAR 2026 GOALS

\$800,000

3 DIRECTORS

20 NEW REDS

80 STAR



**POWER UP &
GROW**
December
achievers!

MARY KAY CAREER CONFERENCE 2026 RECOGNITION



March 13–14 Denver, CO

Happy New Year! Looking forward to our best year ever with more of us at Seminar and Career Conference. Save the Dates and plan on coming to celebrate, learn and connect! It's time for you to come with us!

MARY KAY SEMINAR 2026

Fort Worth, Texas

Emerald: Aug. 11–13

**Cortney Morehouse
JaNell Hansen
Deb Roberts
Tammy Brown**

**Whitney Price
Annette Wheeler
Silvina Grant**



- **Jan. 14th** Unit meeting 7pm **Miracle Set Roll Up Bag party for Guests**
- **Jan. 21st** Unit meeting 7pm **January Birthday Party Makeover Session for Guests!**
- **Jan 28th** Unit meeting 7pm **Glow UP Skin Care Check UP. What to keep- what to release -what your skin needs now**
- **Feb 4th** Unit meeting 7pm **February Birthday Party Makeover Session for Guests!**
Career Conference Registration Opens Feb 6th– \$135 to attend. Our local unit will be traveling to Denver. You can register to watch general session streaming from TX for \$50 virtually
- **Feb 11th** **7pm Valentine Glam Guest Event**
- **Feb 18th** Unit meeting 7pm **New Product Launch Panel**
- **Feb 25th** Unit meeting 7pm **Miracle Set Roll Up Bag party for Guests**
- **Feb 28th** **Registration Deadline for Career Conference!**
- **Mar 4th** Unit meeting 7pm **March Birthday Party Makeover Session for Guests!**

MARY KAY
CAREER CONFERENCE 2026

MARY KAY



Check out the weekly challenges on intouch and let's have some fun!

C H A L L E N G E S

Pink Out and Party!

WEEK 1

Host an in-person beauty session or facial.

WE ARE HERE

Week 1

Create a post showing off your fave Mary Kay® products, and share it on any social platform using #MaryKayBingo.

WE ARE HERE

WEEK 2

- Use any Mary Kay® digital tool such as Foundation Finder or Skin Analyzer.

WEEK 2

- Talk about the Mary Kay opportunity with someone new.

WEEK 3

WEEK 3

WEEK 4

WEEK 4

WEEK 5

WEEK 5

WEEK 6

WEEK 6

WEEK 7

WEEK 7

WEEK 8

WEEK 8



On Target Star Consultants Dec. 16th - Mar. 15th

Contest Credit Needed

| Name | Total Career Star Consultant Quarters | Sapphire | Ruby | Diamond | Emerald | Pearl |
|-------------------|---------------------------------------|-------------|-------------|-------------|-------------|------------|
| Silvina Grant | | \$ 456.00 | \$ 1,056.00 | \$ 1,656.00 | \$ 2,256.00 | \$3,456.00 |
| Tammy Brown | 102 | \$ 1,074.50 | \$ 1,674.50 | \$ 2,274.50 | \$ 2,874.50 | \$4,074.50 |
| Michelle Witte | 18 | \$ 1,200.00 | \$ 1,800.00 | \$ 2,400.00 | \$ 3,000.00 | \$4,200.00 |
| Ilene Stolworthy | | \$ 1,292.00 | \$ 1,892.00 | \$ 2,492.00 | \$ 3,092.00 | \$4,292.00 |
| Trish Edwards | | \$ 1,312.00 | \$ 1,912.00 | \$ 2,512.00 | \$ 3,112.00 | \$4,312.00 |
| Megan Martinson | 2 | \$ 1,424.50 | \$ 2,024.50 | \$ 2,624.50 | \$ 3,224.50 | \$4,424.50 |
| Kari Sorensen | 21 | \$ 1,441.00 | \$ 2,041.00 | \$ 2,641.00 | \$ 3,241.00 | \$4,441.00 |
| Melissa Fullmer | | \$ 1,495.00 | \$ 2,095.00 | \$ 2,695.00 | \$ 3,295.00 | \$4,495.00 |
| Lisa Pannell | | \$ 1,522.00 | \$ 2,122.00 | \$ 2,722.00 | \$ 3,322.00 | \$4,522.00 |
| Hilarie Aiken | | \$ 1,527.00 | \$ 2,127.00 | \$ 2,727.00 | \$ 3,327.00 | \$4,527.00 |
| Shiree Shirley | 2 | \$ 1,532.00 | \$ 2,132.00 | \$ 2,732.00 | \$ 3,332.00 | \$4,532.00 |
| Catherine Purser | | \$ 1,573.00 | \$ 2,173.00 | \$ 2,773.00 | \$ 3,373.00 | \$4,573.00 |
| Jerie Despain | 1 | \$ 1,601.00 | \$ 2,201.00 | \$ 2,801.00 | \$ 3,401.00 | \$4,601.00 |
| Annette Wheeler | 15 | \$ 1,608.00 | \$ 2,208.00 | \$ 2,808.00 | \$ 3,408.00 | \$4,608.00 |
| Breann Scott | 1 | \$ 1,640.00 | \$ 2,240.00 | \$ 2,840.00 | \$ 3,440.00 | \$4,640.00 |
| Leslee Blanch | | \$ 1,646.00 | \$ 2,246.00 | \$ 2,846.00 | \$ 3,446.00 | \$4,646.00 |
| Dana Broadhead | 11 | \$ 1,660.00 | \$ 2,260.00 | \$ 2,860.00 | \$ 3,460.00 | \$4,660.00 |
| Jill Jensen | | \$ 1,697.80 | \$ 2,297.80 | \$ 2,897.80 | \$ 3,497.80 | \$4,697.80 |
| Deb Roberts | 3 | \$ 1,715.00 | \$ 2,315.00 | \$ 2,915.00 | \$ 3,515.00 | \$4,715.00 |
| Barbara Jones | 18 | \$ 1,721.00 | \$ 2,321.00 | \$ 2,921.00 | \$ 3,521.00 | \$4,721.00 |
| Nieka Seiter | | \$ 1,721.60 | \$ 2,321.60 | \$ 2,921.60 | \$ 3,521.60 | \$4,721.60 |
| Cortney Morehouse | 1 | \$ 1,730.00 | \$ 2,330.00 | \$ 2,930.00 | \$ 3,530.00 | \$4,730.00 |
| Tori Enloe | 50 | \$ 1,779.00 | \$ 2,379.00 | \$ 2,979.00 | \$ 3,579.00 | \$4,779.00 |
| Brittany Piquet | 10 | \$ 1,787.00 | \$ 2,387.00 | \$ 2,987.00 | \$ 3,587.00 | \$4,787.00 |

NEW! Rise+Radiate Challenge

\$600 or more wholesale

- 4 Month Consistency: Standing ovation at Seminar
- 5 Month Consistency: Standing Ovation at Seminar and Sash
- 6 month Consistency: Quilted Crossbody bag, 6 mo achiever Sash and Onstage Recognition at Seminar

RISE+
RADIATE

New Consultants



WELCOME



Vicki Isenberg

Cortney Morehouse Team



Dana Mills

Tammy Brown Team

Kimberly Tichnell

Cortney Morehouse Team



HOPE Givers Unite! Everyday lets work to empower women and give them opportunities for growth, finances, friendships and change. Join me in **Helping- Other- People -Everyday!**

Weekly Accomplishment Sheets



Queen of Sales Kari Sorensen



**Come on
Ladies, Get those
Weekly
Accomplishment
Sheets turned in!
You can do it!**



Total Sales

| | |
|------------------|-----------|
| Kari Sorensen | \$1228.47 |
| Annette Wheeler | \$499.00 |
| Leslee Blanch | \$257.00 |
| Qait Wahlquist | \$250.00 |
| Zhallenna Carmen | \$241.00 |



Skin Care Sets



D.I.Qs



Elite Team Leaders

Team Leaders



Annette Wheeler

Lelee Blanch
Jerie Despain
Melissa Fullmer
Cortney Markham
Karen Richards
Hilarie Aiken
Breann Scott
Bonita Ingram

Star Team Builders



Tacia Hancock

Ocea Williams
Raquel Armstrong
Annette Wheeler
Natalie Christensen



Deb Roberts

Bree Bird
Lisa Brown
Kenzie Hall
Suzanne Williams
Melanie Walker
Nicci Zentner
Megan Hill

Senior Consultants



Dana Broadhead

Rachel Ferguson
Arianna Ostergaard
Miranda Green
Kari Sorensen



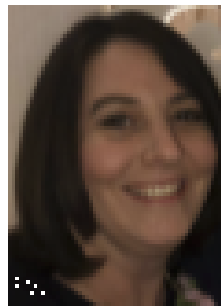
Barbara Jones

Tori Enloe
Alitia Gurner
Mary Catherine L.
Sharise May
Shannon Johnson



Tori Enloe

Michelle Witte



Shiree Shirley

Lisa Pannell
Jennifer Taylor



Veronica Termain

Laura Reed



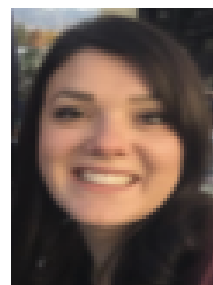
Kari Sorensen

Anne Tippets
Jennifer Drahota
Peyton Powell
Ashley Whitmer



Whitney Price

Cortney Jarvis
Jessie Silvester
Shantelle Kinghorn
Deanna Judy
RaeLyn Price



Britney Piquet

Janaye Hartley
Lisa Behymer
Dayna Bijorn
Katie Wright.
Nichole Hiatt



SEMINAR 2026

\$45,000 Retail



COURT OF SALES 2026

| Name | YTD Contest Credit | Additional Needed For Goal |
|-------------------|--------------------|----------------------------|
| Tammy Brown | \$ 22,509.00 | \$ 22,491.00 |
| Deb Roberts | \$ 15,243.00 | \$ 29,757.00 |
| Frank Grant | \$ 9,140.00 | \$ 35,860.00 |
| Kari Sorensen | \$ 8,516.00 | \$ 36,484.00 |
| Annette Wheeler | \$ 7,118.00 | \$ 37,882.00 |
| Dana Broadhead | \$ 5,677.00 | \$ 39,323.00 |
| Nicci Zentner | \$ 4,640.50 | \$ 40,359.50 |
| Cortney Morehouse | \$ 4,379.50 | \$ 40,620.50 |
| Tori Enloe | \$ 4,004.00 | \$ 40,996.00 |
| Vanessa Josephson | \$ 3,932.00 | \$ 41,068.00 |
| JaNell Hansen | \$ 3,586.00 | \$ 41,414.00 |
| Megan Hill | \$ 3,424.50 | \$ 41,575.50 |
| Rob Morehouse | \$ 3,337.00 | \$ 41,663.00 |
| Silvina Grant | \$ 3,084.00 | \$ 41,916.00 |
| Qait Wahlquist | \$ 3,016.00 | \$ 41,984.00 |
| Shiree Shirley | \$ 3,008.00 | \$ 41,992.00 |
| Leslee Blanch | \$ 2,856.00 | \$ 42,144.00 |
| Kenzie Hall | \$ 2,835.50 | \$ 42,164.50 |
| STEPHANIE Bailey | \$ 2,771.00 | \$ 42,229.00 |
| Breann Scott | \$ 2,598.00 | \$ 42,402.00 |
| Tamara Driscoll | \$ 2,476.00 | \$ 42,524.00 |
| Michelle Cutler | \$ 2,398.00 | \$ 42,602.00 |
| Jerie Despain | \$ 2,162.00 | \$ 42,838.00 |
| Barbara Jones | \$ 2,141.00 | \$ 42,859.00 |
| Veronica Termain | \$ 2,132.00 | \$ 42,868.00 |
| Ilene Stolworthy | \$ 2,076.00 | \$ 42,924.00 |

MARY KAY
**STAND
UP AND
SHINE!**
SEMINAR AWARDS 2026

COURT OF SHARING 2026

| Name | New | Seminar Qualified | Remaining for Goal |
|-------------------|-----|-------------------|--------------------|
| Deb Roberts | 5 | 3 | 21 |
| Tammy Brown | 3 | 2 | 22 |
| Cortney Morehouse | 3 | 1 | 23 |



SEMINAR 2026

24 G.S. Qualified

H.O.P.E. Unit



December Wholesale

| Name | Wholesale |
|-------------------|------------|
| Cortney Morehouse | \$1,870.50 |
| Silvina Grant | \$1,344.00 |
| Tammy Brown | \$1,175.50 |
| JaNell Hansen | \$729.00 |
| Annette Wheeler | \$714.00 |
| Deb Roberts | \$611.00 |
| Whitney Price | \$600.00 |
| Ilene Stolworthy | \$508.00 |
| Qait Wahlquist | \$493.00 |
| Jerie Despain | \$461.00 |
| Kelsee Dalling | \$453.00 |
| Kari Sorensen | \$434.00 |
| Dana Broadhead | \$429.00 |
| Jana Mills | \$381.00 |
| Megan Martinson | \$375.50 |
| Kimberly Tichnell | \$357.00 |
| Amber Hanson | \$350.00 |
| Tori Enloe | \$338.00 |
| Melissa Fullmer | \$305.00 |
| Breann Scott | \$301.00 |
| Shelby Robertson | \$286.00 |
| Cindy Cottle | \$283.00 |
| Janell Fullmer | \$281.00 |
| Lisa Pannell | \$278.00 |
| Abbey F | \$276.50 |
| Barbara Jones | \$276.00 |
| Kelli Geddes | \$272.00 |
| Shiree Shirley | \$268.00 |
| Paula Frandsen | \$253.00 |
| Laura Reed | \$251.00 |
| Tamara Driscoll | \$248.00 |
| Aletia Straub | \$241.00 |
| Veronica Termain | \$240.00 |
| Mikaela Marriott | \$239.00 |
| Afton May | \$229.00 |
| Diane Miller | \$227.00 |
| Catherine Purser | \$227.00 |

Team Production and Recruiter Commission for December

| Name | Team Production | Team Commission | % |
|-------------------|-----------------|-----------------|----|
| Tammy Brown | \$7,145.00 | \$928.85 | 13 |
| Cortney Morehouse | \$1,701.00 | \$68.04 | 4 |
| Annette Wheeler | \$1,221.00 | \$109.89 | 9 |
| Tacia Hancock | \$714.00 | \$28.56 | 4 |
| Dana Broadhead | \$434.00 | \$17.36 | 4 |
| Barbara Jones | \$338.00 | \$13.52 | 4 |
| Shiree Shirley | \$278.00 | \$11.12 | 4 |
| Veronica Termain | \$251.00 | \$10.04 | 4 |
| Brittany Piquet | \$7.00 | \$0.28 | 4 |

check out our unit website

www.tammybrownarea.com



Click Here to Join our exclusive unit
facebook group

Tammy Brown unit

for updates, promos and live
sessions with Tammy!



you are
AMAZING

you
got
+
THIS

yes
girl,
you
can.



RISE+ RADIATE



Birthdays in January

Anniversaries in January

| | Day |
|--------------------|-----|
| Qait Wahlquist | 1 |
| Lisa Brown | 3 |
| Arianna Ostergaard | 3 |
| Rachel Erickson | 5 |
| Catherine Purser | 8 |
| Cara Parke | 10 |
| Karen Richards | 10 |
| Peyton Powell | 13 |
| Erendira Valdez | 13 |
| Kim Brown | 16 |
| Melissa Fillmore | 16 |
| Whitney Price | 16 |
| Megan Hill | 20 |
| Jo Carrington | 22 |
| Kelsee Dalling | 22 |
| Janaye Hartley | 27 |
| Sarah Varela | 28 |

| | Years |
|-----------------|-------|
| Amy Brown | 24 |
| Holly Larsen | 22 |
| Natasha Tolman | 15 |
| Whitney Price | 11 |
| Deanna Judy | 10 |
| Jerie Despain | 9 |
| Calista Airhart | 2 |
| Jennifer Taylor | 2 |

