

Sharing Our Success

VOLUME 1, ISSUE 1

MARCH 26, 2014

250 Members Strong Cadillac Unit By June 2014

OUR UNIT GOALS

250 UNIT
MEMBERS
BY
JUNE

CADILLAC
UNIT
BY
MARCH

How exciting it will
be to be recognized
as a
Circle of Achieve-
ment Unit
By Seminar 2014

I KNOW
WE WILL
DO IT!!

A Pink
Cadillac Unit
In the
Making!



We are the V.I.S.I.O.N.A.R.I.E.S.
(Victorious, Intellectual, Successful Individuals On a Noble
Adventure Ready to Influence Entrepreneurial Spirits)



I am so grateful that **you are part of something bigger than yourself and you are others focused** wanting to make a difference! At our recent meeting, a guest speaker came to explain her fundraising for *"Walk a Mile in Her Shoes"*; the monies collected will be given to *Laurel House in Norristown* (a women's shelter for domestic violence). *Team Up for Women* is another way we can do this by giving to the Mary Kay Foundation! Some of you have decided to donate a % of your sales to one or both of these:) **Our MK business gives us financial freedom while also challenging us to give back to our community and change others' lives!** The more we send into the lives of others, the more we are blessed! My personal goal each month is to *help 30 women feel good by receiving a pampering session and to offer the business to 15 women.* **What are you willing to do?** We are all busy with life; that is no excuse for not living with purpose. **What are you called to do?** JC Penney once said, *"The hardest part of any job is getting started."* Matthew Kelly said, *"Whatever your dream is, make it happen. Have courage. Start today! You will be surprised with what life can give you in return for a little bit of courage."* One very effective tool to use for managing your time is the **Weekly IPA plan sheet** (see page 10). With planned action and focused efforts, you can **finish our seminar year strong**— moving into leadership and impacting many more families! **If God put the desire on your heart, He gave you the ability to make it happen!** I believe anything is possible; give God something He can bless! Have a **Miracle— Making March!** Sherry

Our Unit Goal is to have 50 Stars!

Will you be one of them?

Megan
Yanoviak

Kara
Hunt

Judy
Schlabach

Alexa
Nugent

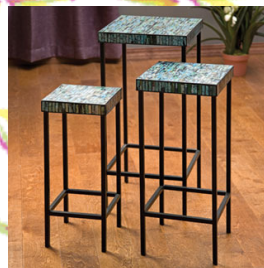
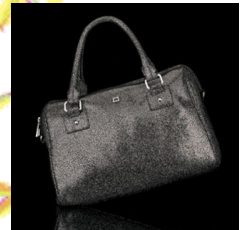
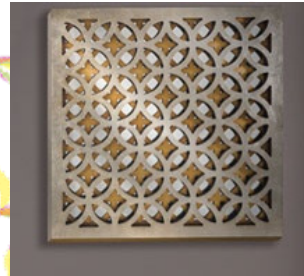
Sherry
Nugent

Ellie
Fendler

Sherry
Nugent

Carol
Ambrusch

Sherry
Nugent



All star consultants can earn "Cinderella" prizes from the company and are invited to a Special Star Event:) This year all 4-quarter Stars will also receive an "extra" prize at seminar! Work to be a star each quarter! You can do it! 2nd qtr ends 12/15.



LOVE CHECKS

Recruiting Commission



13% Recruiter Commission Level

Sherry L. Nugent \$283.11

4% Recruiter Commission Level

Tina Garbacz \$14.73
Megan Hoopes-Myers \$10.28
Elizabeth H. Toy \$8.77
Alexa L. Nugent \$5.56
Adriana Kristman \$3.76
Elizabeth J McDonald \$2.02

A "NSD Daughter" CONFERENCE CALL

Every day you can learn from a National Sales Director's daughter on a pre-recorded call. Call in to learn and be inspired !

TIME

Anytime

CONFERENCE CALL

(641)715-3900

PIN - 44336#

Welcome New Members

New Consultant	From	Sponsored by
Regis J. Chukwueke Jenna E. Kruscavage Steliesa Persad	LANSDOWNE, PA FAIRLESS HILLS, PA POTTSTOWN, PA	R. Smith K. Hunt K. Hunt



CALLING ALL STAR CONSULTANTS

If you became a
Star Consultant by
June 15th, YOU
will be invited to a
special event!

Welcome To The Opportunity Of A Lifetime!!!

Congratulations to you on your decision to become an Independent Business Woman. It is my hope that you will find the realization of your dreams financially, as well as, in new friends and opportunities. **It is up to you!** Mary Kay is equal to your ambition and you will be rewarded proportionally to the effort you contribute. **I am as close as your phone and will help you in every possible way!**

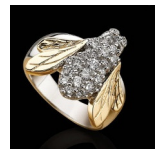
First Time Career Goals

- 1. Build your Inventory to STAR CONSULTANT Level** as quickly as possible, so you can spend your profits. To build a good, sound business you must **REINVEST** until you are at the \$3,600 level.
- 2. Earn your PERFECT START PIN** by putting Mary Kay on 15 faces or 5 classes in 2 weeks or your **POWER START PIN** by putting Mary Kay on 30 faces or 10 classes in 2 weeks. We want you to be successful by getting off to a powerful start.
- 3. Earn the prestigious SENIOR CONSULTANT PIN** for recruiting your first business associate. It's fun to share with a friend and you will learn faster. Your enthusiasm and why you are excited is all you need.

Be sure to invite her to a Meeting!
**See calendar for dates of meetings, workshops
 & other important events!**



Congratulations to **Alexa Nugent** and **Jenn Hagan** for winning the Coach handbags! The new contest begins 3/1-6/30! Keep handing in the surveys:)



		Seminar Qualified Recruits	Earned Recruit Commission Credit
1	Tina Garbacz	1	\$72.06
2	Rachel S. Wooters	1	\$51.26
3	Ronique Smith	1	\$24.48
4	Sherry L. Nugent	2	\$312.78

Director in Qualification

(8+ actives growing to 30 in 4 months) Production during DIQ counts toward Cruze, Equinox, Camry, Mustang or Cadillac! Eligible to become Director and earn 13% Unit Commission, Unit bonuses up to \$5,000. Eligible to wear the exclusive Director Suit. Debut by June 30, 2013 and be a Class of 2013 Director!



Future Director

(8+ active team members) All other benefits PLUS Fashionable Future Director Scarf and able to begin Director Qualification Requirements.



On-Target

(5+ actives and \$4,500 wholesale growing to 14 actives and \$18,000 in 4 months or less) Eligible to earn use of Career Car or \$375 cash monthly for 2 years



Team Leader

(5+ actives) All the below benefits PLUS 9-13% Commission Team Leader Pin. Able to go ON TARGET with 5 active and \$4,500



Star Recruiter RED JACKET

(3+ actives) Benefits below PLUS Red Jacket

Senior Consultant



(1+ active team members) 4% Commission

Women With A Mission To Enrich More Lives

Name	Recruits
Kara N. Hunt	2
Ronique Smith	1

Pink Lemonade Pedicure Party



RED JACKET ALERT!

When you have two active Consultants (\$600 w/s) you are one active recruit away from wearing your Red Jacket! With two active team members you can order your Red Jacket! Call 800-619-0055 to order, the jacket cost \$85 and Mary Kay will rebate \$50 back to you in your first Star Recruiter check!

Set Your Sights for the Queens Courts at Seminar 2014

Nat'l Sales Ct (\$36,000) Klein Area Sales Ct \$20,000 Unit Sales Ct \$10,000
Nat'l Sharing Ct (24 Qlfd) Klein Area Sharing Ct (12 Qlfd) Unit Sharing Ct (6 Qlfd)

Court of Sales

	Name	YTD Retail	YTD PC Prem & Addnl Credit	YTD Total
1	Judith A. Schlabach	\$5,523.00	\$820.00	\$6,343.00
2	Rachel S. Wooters	\$4,406.00	\$591.00	\$4,997.00
3	Kara N. Hunt	\$4,869.00	\$46.00	\$4,915.00
4	Ellie Fendler	\$4,176.00	\$0.00	\$4,176.00
5	Carol Ambrusch	\$4,014.00	\$0.00	\$4,014.00
6	Ronique Smith	\$3,302.00	\$561.00	\$3,863.00
7	Adriana Kristman	\$3,057.00	\$451.00	\$3,508.00
8	Elizabeth J McDonald	\$3,205.50	\$238.00	\$3,443.50
9	Jeanette K. Donahue	\$3,281.50	\$0.00	\$3,281.50
10	Tina Garbacz	\$2,892.00	\$347.00	\$3,239.00
11	Susan Jastrzebski	\$2,693.00	\$530.00	\$3,223.00
12	Regina M. Smith	\$2,583.00	\$585.00	\$3,168.00
13	Shannon E. Dewbrew	\$2,836.00	\$240.00	\$3,076.00
14	Alexa L. Nugent	\$2,864.50	\$0.00	\$2,864.50
15	Daria A. Hall	\$1,951.00	\$801.00	\$2,752.00
16	Karen J. Tierney	\$2,037.00	\$579.00	\$2,616.00
17	Donna M. Staats	\$2,150.00	\$440.00	\$2,590.00
18	Valerie G. Clemens	\$2,411.00	\$145.00	\$2,556.00
19	Shelly A. Hanford	\$1,968.00	\$546.00	\$2,514.00
20	Diana R. McColleston	\$2,494.00	\$20.00	\$2,514.00
21	Jennifer L. O'Brien	\$2,461.50	\$0.00	\$2,461.50
22	Irene L. McFadden	\$2,067.50	\$0.00	\$2,067.50
23	Kelly A. McLucas	\$1,786.50	\$245.00	\$2,031.50
24	Devon Cox	\$1,978.50	\$0.00	\$1,978.50
25	Jamie L. DiAntonio	\$1,473.00	\$460.00	\$1,933.00
26	Elizabeth H. Toy	\$1,804.50	\$80.00	\$1,884.50
27	Megaen K. Allen	\$1,737.50	\$18.00	\$1,755.50
28	Joan G. Slavin	\$1,731.00	\$20.00	\$1,751.00
29	Rebecca J. Smith	\$1,320.00	\$356.00	\$1,676.00
30	Hilda V. Hernandez	\$1,663.00	\$0.00	\$1,663.00
31	Laura Bonner	\$1,188.00	\$382.00	\$1,570.00
32	Carol S. Reynolds	\$1,224.00	\$345.00	\$1,569.00
33	Marsha J. Storjohann	\$1,526.50	\$0.00	\$1,526.50
34	Heather L. Hess	\$1,217.50	\$298.00	\$1,515.50
35	Jeannette E. Faber	\$1,473.00	\$0.00	\$1,473.00
36	Theresa J. Foltz	\$755.00	\$609.00	\$1,364.00
37	Suzan Brittain	\$1,024.00	\$316.00	\$1,340.00
38	Anna Marie Snader	\$1,049.50	\$248.00	\$1,297.50
39	Julie Groff	\$1,205.00	\$40.00	\$1,245.00
40	Mary Ellen Guarino	\$1,117.00	\$0.00	\$1,117.00
41	Sherry L. Nugent	\$12,002.50	\$2,907.00	\$14,909.50

Thank you all for placing your order and helping us achieve our goal!

UNIT WHOLESale

Name

Amount

Jeanette K. Donahue	\$600.00
Eileen M. Smith	\$402.50
Cindy J. Tang	\$341.50
Carol Ambrusch	\$292.50
Rachel S. Wooters	\$261.00
Julie Groff	\$257.00
Barbara A. Rostick	\$245.00
Ronique Smith	\$241.50
Deborah Brown	\$237.50
Heather L. Hess	\$237.25
Donna M. Staats	\$235.50
Kate M. Diem	\$219.25
Elizabeth H. Toy	\$204.50
Laura Bonner	\$200.50
Marsha J. Storjohann	\$199.00
Joan G. Slavin	\$142.50
Kara N. Hunt	\$139.00
Hilda V. Hernandez	\$94.00
Elizabeth J McDonald	\$93.50
Anne Marie Legates	\$75.75
Megaen K. Allen	\$50.50
Kelly A. McLucas	\$50.00
Devon Cox	\$23.00
Sherry L. Nugent	\$608.50



Building
Wall to
Wall
Leaders!
Why not
you?



Anniversaries

Anniversaries

Years

Barbara W. Vigliotti	8
Susan Kelly	5
Ronique Smith	3
Anna Marie Snader	3
Lauren E. Bachner	1
Brianna M. Duffin	1
Kimberly A. Bydlon	1
Mary M. Paton	1
Megaen K. Allen	1
Graciela Garcia	1
Melissa N. Koehler	1
Nermen N. Soliman	1
Julia M. Haughton	1
Ruthanne Monteleone	1
Alexa L. Nugent	1

April Birthdays

Birthdays

Day

Jenna E. Kruscavage	2
Susan Kelly	11
Megan Wanek	12
Deborah Brown	13
Amy L. Eichling	14
Besa Dede	21
Anna Marie Snader	22
Cheryl E. Paxson	23
Suzan Brittain	25
Julie Groff	27

TEAM BUILDING

Star Recruiters

Recruiter :Tina Garbacz

Carol Ambrusch
Anne Marie Legates
Karen J. Tierney

Recruiter :Rebecca J. Smith

Marsha J. Storjohann
Rachel S. Wooters
Megan R. Yanoviak

Congratulations to **Kara Hunt** for completing our February challenge! Kara, you are making things happen!!! So proud of you!

discover what you
LOVE™



Congrats to **Jasmine Williams** and her beautiful baby boy, Elijah! Cards can be sent to them at 950 E. Slocum Street, Phila., PA 19150.

Senior Consultants

Recruiter :Heather L. Hess

Gerri R. Zumbano

Recruiter :Megan Hoopes-Myers

Julie Groff

Recruiter :Adriana Kristman

Hilda V. Hernandez
Fredzit B Villanueva
Hillary F. Probst
* Laura Sanchez
* Lauren Spatocco
Samantha R. Troop
Maribel Castillo
Graciela Garcia

Recruiter :Elizabeth J. McDonald

Megaen K. Allen
Brianna M. Duffin
Shannon Leach
Caitlin C. Sullivan
Delia E Vega-Mercado

Recruiter :Kelly A. McLucas

Jennifer L. O'Brien
Gianna M. Diletto
Eddy D. Herbison
Darletta J. Kelly
Dana E. Rutledge
Megan J. Toumey

Recruiter :Alexa L. Nugent

Kara N. Hunt
Suzanne E. Allegra

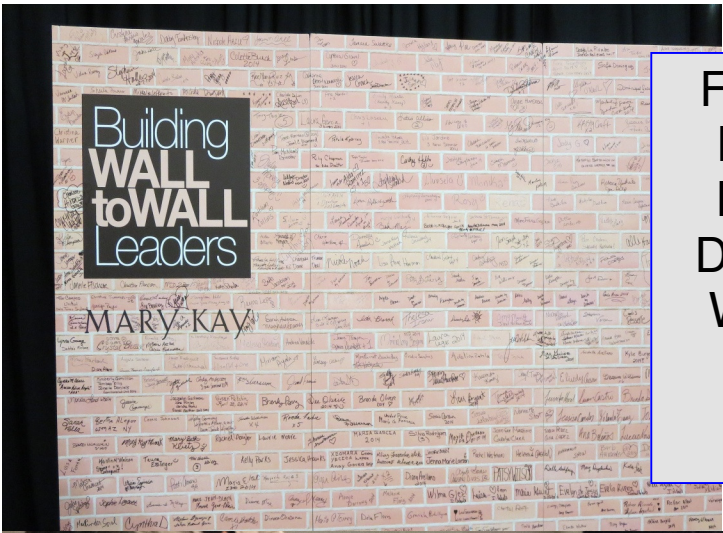
Recruiter :Carol S. Reynolds

Bernadette Rogers

Recruiter :Elizabeth H. Toy

Kate M. Diem

pink changing lives™



FEBRUARY
FIESTA IN
NEWARK,
DELAWARE
WITH NSD
TAMMY
VAVALA



MY WEEKLY PLAN/PA SHEET

WEEK OF: _____

4 HOUR IPA (INCOME PRODUCING ACTIVITIES) = 4 HOURS/DAY (5 DAYS/WEEK)

SCHEDULE 30 MINUTES TO HOUR TIME SLOTS THAT WORK FOR YOU & FILL IN WHAT YOU ARE WILLING TO DO FOR YOUR BUSINESS & CAN COMMIT TO FOR THE WEEK:

BOOKING COACHING CUST. SERV SHARING THE OPPORTUNITY

	SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
5:00AM							
6:00AM							
7:00AM							
8:00AM							
9:00AM							
10:00AM							
11:00AM							
12:00PM							
1:00PM							
2:00PM							
3:00PM							
4:00PM							
5:00PM							
6:00PM							
7:00PM							
8:00PM							
YOUR RESULTS ENTER NUMBERS	BOOKINGS COACHED APPTS. SALES (incl & excluded) \$ SHARING APPTS.	BOOKINGS COACHED APPTS. SALES (incl & excluded) \$ SHARING APPTS.	BOOKINGS COACHED APPTS. SALES (incl & excluded) \$ SHARING APPTS.	BOOKINGS COACHED APPTS. SALES (incl & excluded) \$ SHARING APPTS.	BOOKINGS COACHED APPTS. SALES (incl & excluded) \$ SHARING APPTS.	BOOKINGS COACHED APPTS. SALES (incl & excluded) \$ SHARING APPTS.	BOOKINGS COACHED APPTS. SALES (incl & excluded) \$ SHARING APPTS.

MY WEEK INCLUDES:

COLOR IN YOUR WEEKLY PLAN SHEET WITH THE COORDINATING COLORS TO PLAN YOUR WEEK!

BLUE: QUIET/FAITH/EXERCISE TIME
YELLOW: FAMILY TIME
RED: DATE NIGHT
GREY: OTHER JOB
GREEN: BOOKING APPTS CALLS
GREEN: FACIAL(S)/ PARTY/ SHOWS
GREEN: COACHING (HOSTESS/GUESTS/UPCOMING APPTS.)
GREEN: CUSTOMER SERVICE CALLS/SALES/REORDERS
GREEN: SHARING APPOINTMENTS (BOOKING & SHARING TIME)
PINK: SUCCESS MEETING (LOCAL MEETING OR VIA DOVDO)

WEEKLY SALES:

SALES GOAL: \$
TOTAL SALES: \$

MY STAR:

ORDERS PLACED THIS WEEK:
\$ WHOLESALE ORDER
DATE PLACED: \$ WHOLESALE ORDER
DATE PLACED: \$
STAR TOTAL TO DATE: \$

TEAM BUILDING:

SHARING APPTS. HELD: \$
NEW TEAM MEMBERS: \$

BOOKINGS SCHEDULED FOR NEXT WEEK: \$

April 2014

SUN	MON	TUES	WED	THURS	FRI	SAT
		Online Sales Director-In-Qualification Commitment Form available beginning 12:01 a.m. Central time. Postmark cutoff for Independent Beauty Consultants to mail Commitment Forms to begin Independent Sales Director qualification this month. 2014 Team Up for Women™ Challenge begins.		Last day to submit online Sales Director-in-Qualification form. Online commitment form available until midnight Central time.		
		1	2	3	4	5
	Priority Awards Seminar 2014 Registration begins. Success Mtg Scott Honda 7p– 8:45p			Cupcakes and Compacts guest event at Sherry's home 6:45-8:45p; rsvp by 4/8		Breakfast of Champions- Newark, DE 9am-noon \$15 inc breakfast; guest for free after 9:30 am
6	7	8	9	10	11	12
	Success Mtg Scott Honda 7p– 8:45p		Cupcakes and Compacts guest event at Sherry's home 6:45-8:45p; rsvp by 4/15		Good Friday. Company Holiday. All Company and branch offices closed.	
13	14	15	16	17	18	19
Easter Sunday	Success Mtg Scott Honda 7p– 8:45p		Administrative Professionals Day			Muffins and Makeovers at Sherry's home 10:45am-12:30p (rsvp by noon 4/11)
20	21	22	23	24	25	26
	Success Mtg Scott Honda 7p– 8:45p	Last day of the month for Independent Beauty Consultants to place telephone orders (until 10 p.m. Central time).	Last business day of the month. Priority Awards Seminar 2014 Registration ends. Online Independent Beauty Consultant Agreements accepted until midnight Central time. Last day of the month for Independent Beauty Consultants to place online orders (until 9:00 p.m. Central time). Orders and Independent Beauty Consultant Agreements submitted by mail or dropped off at the branches must be received by 7 p.m. local time to count toward this month's production.	Ongoing This Month • Quarter 4 Star Consultant Quarterly Contest (March 16, 2014 – June 15, 2014) • All-Star Star Consultant Consistency Challenge (through June 15, 2014) • Class of 2014 (through July 1, 2014)		
27	28	29	30			