

Sharing Our Success

VOLUME 1, ISSUE 1

FEBRUARY 18, 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 Excellence
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)



"Discover what you love" is our new company's new brand campaign; it captures the heart of Mary Kay. You know what you love about Mary Kay and now is the time to pass that on to every woman you know. If you have your heart set on debuting as a Sales Director this year, taking your place in history as part of the Wall of Leaders and having your name on the Wall and maybe even earning the use of the new BMW 320i, then this campaign is for you! Someone introduced you to this fabulous opportunity, shared her love and helped you discover yours. Have you paid it forward?

Our unit is currently a Premier Plus unit but with a little more teamwork, **we can be recognized as a Cadillac Unit by the end of March!** Our unit goal is to add 20 more unit members in Feb and 20 more in March. February is the month to share the love and your heart of your MK business with friends, family members and/or customers! *Anyone who has 25 sharing appts and has two new team members for February will earn a heart bracelet, necklace or earrings.) If you have two new qualified from 12/1-2/28, you earn the free luncheon at Career Conference!* Currently, we have 20 consultants registered for this conference; please make sure you book one of our reserved rooms if you want to stay overnight by 2/24. Also, **all star consultants for the third quarter (12/16-3/15) will be invited to a fun day in New York City!!!** This can easily happen when you have parties with women offering them Pre-Spring makeovers and Pink lemonade pedicures!! See all the new and limited products on page 9. Also, check our *unit calendar* for events held in March and bring lots of guests! Paint February RED by sharing our products and our awesome opportunity! Don't forget to turn in the Feb contest promo sheet (page 11) by 3/5 for a prize:) You can do it! With faith and vision to make a difference, *Sherry*

Our Unit Goal is to have 50 Stars!

Will you be one of them?

Megan
Yanoviak

Kara
Hunt

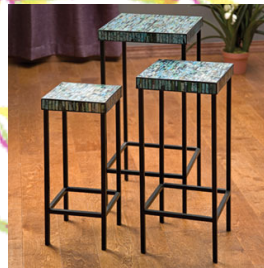
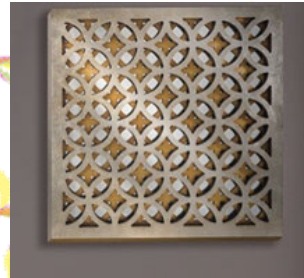
Judy
Schlabach

Alexa
Nugent

Sherry
Nugent

Ellie
Fendler

Sherry
Nugent



All star consultants can earn "Cinderella" prizes from the company and if you are a star for the third quarter, YOU are invited to a New York City trip:) 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! 3rd qtr ends 3/15.



LOVE CHECKS

Recruiting Commission



13% Recruiter Commission Level

Sherry L. Nugent **\$549.58**

4% Recruiter Commission Level

Tina Garbacz **\$31.06**
Alexa L. Nugent **\$20.49**
Kelly A. McLucas **\$9.18**
Heather L. Hess **\$8.30**
Carol S. Reynolds **\$8.12**
Rebecca J. Smith **\$8.02**
Rachel S. Wooters **\$0.64**



CALLING ALL STAR CONSULTANTS

If you become a
Star Consultant by
March 15th, YOU will be
invited to spend a day with
me in New York City!

Welcome New Members

New Consultant	From	Sponsored by
Morgan E. Dygert	YORK, PA	S. Nugent-
Samantha C. Pegler	ELVERSON, PA	S. Nugent
Hillary F. Probst	FRAZER, PA	A. Kristman
Bernadette Rogers	MALVERN, PA	C. Reynolds
Samantha R. Troop	GAP, PA	A. Kristman

Our unit is now
part of the Go-
Give Area until we
create our
"Victory" National
Area in the next
two years! Who is
ready right now to
move into a
leadership
position?

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!**



Court of Sharing

CONGRATS TO
SUPERSTAR **SHANNON**
DEWBREW FOR
COMPLETING THE
BRONZE CATEGORY IN
OUR JAN CONTEST
AND RECEIVING \$10
CASH TOWARD CA-
REER CONFERENCE!!!
SO PROUD OF YOU!

Anniversaries

<u>Anniversaries</u>	<u>Years</u>
Eileen M. Smith	13
Denise Howell	10
Irene L. McFadden	10
Anne Marie Legates	8
Theresa J. Foltz	8
Rebecca J. Smith	3
Amal A. Moussa	2
Julie Groff	1
Emileta M. Johnson	1
Caitlin C. Sullivan	1
Megan R. Yanoviak	1
Jennifer L. Berlin	1

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
Adriana Kristman	2
Carol S. Reynolds	1
Sherry L. Nugent	2



Spring 2014

Feb. 10: Early ordering privilege of the new Spring 2014 promotional items begins for Independent Beauty Consultants who enrolled in *The Look* for Spring 2014 through the Preferred Customer ProgramSM.

Feb. 17: Spring issue of *The Look* mails.*

Feb. 28: Spring 2014 Preferred Customer ProgramSM mailing of the Month 2 mailer begins.*

*Allow 7-10 business days for delivery.

RED STILLETOS ALERT!

Who wants to go to Career Conference as a brand new star team builder? When you become a Star Team Builder or if already in Red and move to the next level by 2/28, you will receive a pair of RED STILETTOS from Sherry to wear to Career Conference!!!



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	Kara N. Hunt	\$4,591.00	\$46.00	\$4,637.00
3	Rachel S. Wooters	\$3,884.00	\$591.00	\$4,475.00
4	Ellie Fendler	\$4,176.00	\$0.00	\$4,176.00
5	Adriana Kristman	\$3,057.00	\$451.00	\$3,508.00
6	Carol Ambrusch	\$3,429.00	\$0.00	\$3,429.00
7	Ronique Smith	\$2,819.00	\$561.00	\$3,380.00
8	Elizabeth J McDonald	\$3,018.50	\$238.00	\$3,256.50
9	Tina Garbacz	\$2,892.00	\$347.00	\$3,239.00
10	Susan Jastrzebski	\$2,693.00	\$530.00	\$3,223.00
11	Regina M. Smith	\$2,583.00	\$585.00	\$3,168.00
12	Shannon E. Dewbrew	\$2,836.00	\$240.00	\$3,076.00
13	Alexa L. Nugent	\$2,864.50	\$0.00	\$2,864.50
14	Daria A. Hall	\$1,951.00	\$801.00	\$2,752.00
15	Karen J. Tierney	\$2,037.00	\$579.00	\$2,616.00
16	Valerie G. Clemens	\$2,411.00	\$145.00	\$2,556.00
17	Shelly A. Hanford	\$1,968.00	\$546.00	\$2,514.00
18	Diana R. McColleston	\$2,494.00	\$20.00	\$2,514.00
19	Jennifer L. O'Brien	\$2,461.50	\$0.00	\$2,461.50
20	Donna M. Staats	\$1,679.00	\$440.00	\$2,119.00
21	Irene L. McFadden	\$2,067.50	\$0.00	\$2,067.50
22	Jeanette K. Donahue	\$2,051.50	\$0.00	\$2,051.50
23	Jamie L. DiAntonio	\$1,473.00	\$460.00	\$1,933.00
24	Devon Cox	\$1,932.50	\$0.00	\$1,932.50
25	Kelly A. McLucas	\$1,686.50	\$245.00	\$1,931.50
26	Rebecca J. Smith	\$1,320.00	\$356.00	\$1,676.00
27	Megaen K. Allen	\$1,636.50	\$18.00	\$1,654.50
28	Carol S. Reynolds	\$1,224.00	\$345.00	\$1,569.00
29	Elizabeth H. Toy	\$1,395.50	\$80.00	\$1,475.50
30	Hilda V. Hernandez	\$1,475.00	\$0.00	\$1,475.00
31	Jeannette E. Faber	\$1,473.00	\$0.00	\$1,473.00
32	Joan G. Slavin	\$1,446.00	\$20.00	\$1,466.00
33	Jasmine M. Williams	\$1,369.00	\$0.00	\$1,369.00
34	Theresa J. Foltz	\$755.00	\$609.00	\$1,364.00
35	Suzan Brittain	\$1,024.00	\$316.00	\$1,340.00
36	Anna Marie Snader	\$1,049.50	\$248.00	\$1,297.50
37	Laura Bonner	\$787.00	\$382.00	\$1,169.00
38	Marsha J. Storjohann	\$1,128.50	\$0.00	\$1,128.50
39	Mary Ellen Guarino	\$1,117.00	\$0.00	\$1,117.00
40	Megan Hoopes-Myers	\$1,071.00	\$0.00	\$1,071.00
41	Sherry L. Nugent	\$10,760.50	\$2,887.00	\$13,647.50

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

UNIT WHOLESALE

<u>Name</u>	<u>Amount</u>
Kara N. Hunt	\$512.25
Joan G. Slavin	\$501.00
Karen J. Tierney	\$474.50
Shannon E. Dewbrew	\$454.00
Susan Jastrzebski	\$345.00
Irene L. McFadden	\$313.00
Jeannette E. Faber	\$306.00
Carol Ambrusch	\$302.00
Shelly A. Hanford	\$298.50
Lisa B. Parker	\$276.00
Jennifer L. O'Brien	\$229.50
Ronique Smith	\$224.00
Judith A. Schlabach	\$209.50
Valerie G. Clemens	\$209.00
Gerri R. Zumbano	\$207.50
Kelly A. McLucas	\$204.50
Bernadette Rogers	\$203.00
Carol S. Reynolds	\$201.50
Mary Ellen Guarino	\$201.50
Alexa L. Nugent	\$201.50
Tina Garbacz	\$200.50
Rachel S. Wooters	\$200.50
Diana R. McColleston	\$200.00
Elizabeth H. Toy	\$164.00
Devon Cox	\$147.50
Jennifer E. Baez	\$108.50
Elizabeth J McDonald	\$98.50
Rebecca J. Smith	\$75.00
Donna M. Staats	\$43.00
Adriana Kristman	\$20.00
Melissa N. Koehler	\$16.00
Sherry L. Nugent	\$854.75



OUR UNIT IS NOW PART OF THE GO-GIVE AREA. HERE IS A GORGEOUS NECKLACE AND EARRING SET YOU CAN WIN FOR BEING IN THE PRINCESS COURT OF SALES OR SHARING!!! (DETAILS BELOW)



Princess Courts

Add a little spice to your jewelry collection with this amazing glass lariat-style ensemble. The Y-shaped drop necklace comes in a rich gold-tone and features three lovely sparklers that are replicated on matching earrings with tassels.

Princess Courts of Sales

Independent Beauty Consultants and Independent Sales Directors who achieve at least \$20,000 in estimated personal retail production will receive an invitation to the Go Give Area Reception, this jewelry set and standing recognition.

Princess Courts of Sharing

Independent Beauty Consultants and Independent Sales Directors with at least 12 qualified new personal team members* will receive an invitation to the Go Give Area Reception, this jewelry set and standing recognition.

TEAM BUILDING

Star Recruiters

Recruiter :Tina Garbacz

Carol Ambrusch
Anne Marie Legates
Karen J. Tierney

Recruiter :Adriana Kristman

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

Recruiter :Rebecca J. Smith

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

Senior Consultants

Recruiter :Heather L. Hess

Gerri R. Zumbano

Recruiter :Elizabeth J. McDonald

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

Recruiter :Kelly A. McLucas

Jennifer L. O'Brien
* Megan J. Toumey
Gianna M. Diletto
Eddy D. Herbison
Darletta J. Kelly
Dana E. Rutledge
T. Thompson-Brown

Recruiter :Alexa L. Nugent

Kara N. Hunt
Suzanne E. Allegra

Recruiter :Carol S. Reynolds

Bernadette Rogers

Recruiter :Rachel S. Wooters

Melissa N. Koehler
Lauren E. Bachner
Jennifer L. Berlin
Katharine A Kloepper



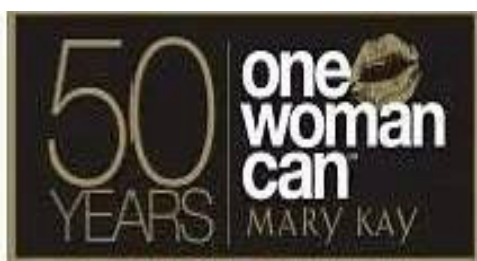


Career Conference 2014

Independent Beauty Consultants and Independent Sales Directors who from Dec. 1, 2013, through Feb. 28, 2014, add two qualified* new personal team members will be invited to this special luncheon held in their honor. Qualified* new Independent Beauty Consultants who add one new qualified* team member from Dec. 1, 2013, through Feb. 28, 2014, also will be invited to attend the luncheon.

Earn Your Invitation to a Special Career Conference Luncheon!





SPRING 2014

Mary Kay® CC Cream \$20



An easy out-the-door option without that "made-up" look. Use Mary Kay® CC Cream when you only need lightweight coverage to create a natural day look for running errands or casual events. 8-in-1 benefits: SPF 15 to protect, brighten, corrects, minimizes redness, conceals, hydrates, reduces visible signs of aging, and defends. Comes in 4 shades! Let me help you pick your shade today!!!

LTD. ED. Lemon Parfait Pedicure Collection \$28

Includes Lemon Parfait Foot Gel, Foot Fizzies, Toe Separators, Pumice Stone, and Emery Board and a gift bag.



Lemon Parfait

LTD. ED. Mary Kay® Nail Lacquer \$9.50

Give nails a splash of fresh color with an instant high-gloss finish. The long-wearing formula applies easily, smoothly and evenly. No streaking. Nails look healthy even after color is removed.



Carefree Coral

LTD. ED. Mary Kay® Hello Sunshine Collection



Stonewashed

Springy Eye Duo \$16

This lightweight, creamy formula makes getting summer-bright eyes a breeze. Wear just one color or both for a fresh accent to eyes. With its springy feel, the formula glides on smoothly and resists creasing for lasting color that leaves an even, cream-to-powder finish.



Summer Sunset

Creamy Lip Color \$16

Create the season's soft and feminine lips with this long-lasting, creamy formula. Lightweight with a semi-matte finish, it conditions and feels moisturizing to keep lips feeling smooth and comfortable. You'll get color that stays true without feathering or bleeding.



Retro Rose



Carefree Coral

Lip Gel \$18

Turn up the volume on your lips with this ultra-glossy lip gel! It provides bold, rich, buildable color with a glass-like, smooth, mirror finish, leaving lips feeling soft and hydrated.



Cherry Twist

NEW! Mary Kay® Bronzing Powder \$18

Creates a natural-looking glow, adds warmth to any skin tone. Has a luminous pearl finish with buildable color and helps control shine. Comes in two shades!



Mary Kay® At Play Collection \$10



Baked Eye Trios:
Electric Spring & Sunset Beach



Eye Crayons:
Over the Taupe
& Teal Me More



Lip Crayons:
Coral Me Crazy &
Purple Punch



Jelly Lip Glosses:
Poppy Love & Violet Vixen

Mary Kay® Gel Eyeliner With Expandable Brush Applicator: Jet Black \$18



Applies easily and glides on smoothly, waterproof, and quick-drying!

JANUARY
JUMPSTART
LANCASTER
PENNA



Name: _____ Total Points: _____

10 boxes/pts = level 1 prize

20 boxes/pts = level 2 prizes
>30 boxes/pts = bonus prize!!

30 boxes/pts = level 3 prize

 Sell 10 items Feb1-7	 Have 5 people listen to the marketing call and follow up with your director	 Have a \$100 Day	 Post this on your fridge or desk	 Sell a Valentine Gift set	 Add 1 new team member	 Hold a double facial
 Sell 10 items Feb 8-14th	 Attend 3 Success Events	 Find Anita Mallory Garrett-Roe in the Appleuse magazine and show 5 people her commission check total.	 Place a \$300 wholesale order by the 15th	 Sell a Clearproof set	 Wear your MK pin for 5 days!	 Sell 2 Satin Hands Sets
 Sell 10 items Feb 15-21st	 Sell a Repair Set	 \$300 week	 15 Faces	 Post an encouragement or inspiration to our FB page	 Pass out 5 business cards & get their info & follow up!	 Hold a skin care class of 3 or more
 Sell 10 items Feb 22-28th	 Place a \$300 order between the 16th-28th	 Book 3 classes or facials	 Watch "Unlimited Mary Kay Leads for Life" by Michelle Cunningham on youtube	 \$200 Day! Mail or deliver 5 encouraging notes to friends	 Bring a guest to any MK event	 Leave Look books in 3 offices
 Add 1 bonus point for every 5 items over 40 sold	 Call 10 customers for reorders	 Sell a fragrance	 Add 5 bonus points for having a different guest at 4 MK events	 Sell 5 lip products	 Pre-profile everyone for a skin care class	

March 2014

SUN	MON	TUES	WED	THURS	FRI	SAT
Ongoing This Month - Quarter 3 Star Consultant Quarterly Contest (Dec. 16, 2013 – March 15, 2014) - 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)						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. 1
2	Last day to submit online Sales Director-in-Qualification form. Online commitment form available until midnight Central time. Success Mtg Scott Honda 7p– 8:45p		5	March Madness Makeover night at Sherry's 6:45-8:45p Rsvp by 3/5		8 <i>Mary Kay® Makeover Day. International Women's Day.</i>
	Valerio Area Workshop at Radisson, K of Prussia 7p-9p Cost \$8 cash; guests free	11		13		15 Quarter 3 Star Consultant quarterly contest ends.
16 Quarter 4 Star Consultant quarterly contest begins.	St. Patrick's Day Success Mtg Scott Honda 7p– 8:45p	March Madness Makeover night at Sherry's 6:45-8:45p Rsvp by 3/17	19		21 Week 1 of Career Conference 2014 begins.	Muffins and Makeovers at Sherry's home 10:45am-12:30p (rsvp by noon)
23	Success Mtg Scott Honda 7p					
3/31 Success Mtg Scott Honda 7-8:45p	Last day of the month for Independent Beauty Consultants to place online orders (until 9 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. Online Independent Beauty Consultant Agreements accepted until midnight Central time.	25	March Madness Makeover night at Sherry's 6:45–8:45p Rsvp by 3/25		Week 2 of Career Conference 2014 begins. Last day of the month for Independent Beauty Consultants to place telephone orders (until 10 p.m. Central time).	
30	31		26	27	28	29