

Sharing Our Success

VOLUME 1, ISSUE 1

JANUARY 14, 2015

250 Members Strong Cadillac Unit By June 2015

OUR UNIT GOALS

250 UNIT
MEMBERS
BY
DECEMBER

CADILLAC
UNIT
BY
MARCH

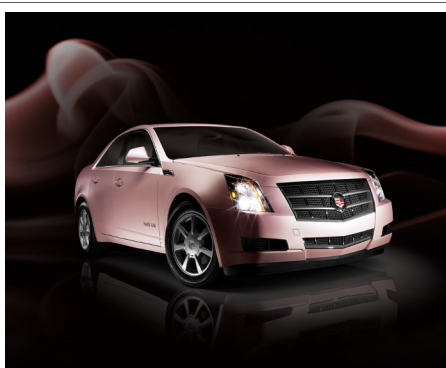
How exciting it will
be to be recognized
as a Circle of
Achievement Unit in
the \$500,000
Unit Club
By Seminar 2015

I KNOW
WE WILL
DO IT!!

A Pink
Cadillac Unit
In the
Making!

[http://
www.slnrjn.wix.
com/visionaries](http://www.slnrjn.wix.com/visionaries)

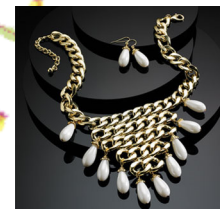
We are the V.I.S.I.O.N.A.R.I.E.S.
(Victorious, Intellectual, Successful Individuals On a Noble
Adventure Ready to Influence Entrepreneurial Spirits)



January is a great time to **set new goals** for your spiritual, physical, emotional, and intellectual needs. Have you decided to make a change in any of these categories? **When we turn away from something** (i.e. unhealthy habits) **we turn toward something better** (i.e. a healthier body). I call this pivoting; what are you turning toward? What do you want to improve in your business... do you want to be better at lead generation, booking, coaching, customer service, team building, etc. **Have you made your plan** to make these goals happen? Goals are measurable and have deadlines. Will you achieve the **100 Face challenge?** January is a great time to **book "New Year New You Makeovers" and "Satin Spa Facials"**! Because we never know what the weather might be, you might even want to **over-book** in order to achieve your goals. Will you commit to getting **more education by attending company events** like Career Conference? (If so, mark your calendar to register for CC on 2/5 or give me your credit card number prior.) Will you **RACE FOR RED? Will you add 5 new team members and earn a gold medal** this month so you can get your name in the Applause and move up the career path? You can reach out to former MK consultants and offer them the **"Restart and Sparkle with Success"** promotion that is extended for January; see pg 10 for details. Who do you know that might like to come back to Mary Kay? **Ask and offer this business to everyone you meet!** If giving your customers better service is your goal, will you **enroll them in the PCP** (deadline 1/15)? In conclusion, the definition of *insanity is doing the same things over and over and expecting different results*; since none of you are insane— what will you change in 2015 to improve yourself and live a better life? Anything is possible with God! He has great plans for you (Jeremiah 29:11)! Be bold; have faith and don't let fear hold you back from stepping into your greatness! Go forth and make a difference! You can do it! *Sherry*

Our Unit Goal is to have 50 Stars!

Will you be one of them?



All star consultants can earn "Cinderella" prizes from the company!!! This year all Four-quarter Stars will also receive an "extra" prize at seminar! YOU can be a star each quarter and be a GAME CHANGER! 3rd quarter of this seminar year ends 3/15... and the 4th quarter begins on 3/16.



LOVE CHECKS

Recruiting Commission



13% Recruiter Commission Level

Sherry L. Nugent

\$374.92

4% Recruiter Commission Level

Adriana Kristman

\$38.38

Karen J. Tierney

\$30.98

Tina Garbacz

\$27.78

Rebecca J. Smith

\$9.31

Carol Ambrusch

\$3.64

Rachel S. Wooters

\$1.00

Kara N. Hunt

\$0.88

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

Holly Russell

From

POTTSTOWN, PA

Sponsored by

S. Persad



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!





DID YOU PICK YOUR CT OF SALES or CT OF SHARING PRIZE???
How close are you to this goal? You can pivot, re-adjust and finish strong by June 30th!

Director in Qualification

(8+ actives growing to 24 in 4 months) Production during DIQ counts toward Cruze, Equinox, Camry, BMW 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, 2015 and be a Class of 2015 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 Team Builder 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
Steliesa Persad	1

RACE FOR RED



THE RED JACKET eCOURSE: (available on Marykayintouch.com)

Are you ready to move up the career path and into a new Red Jacket? If so, then this course is for YOU. This 6 weeks eCourse is designed to help you jump start your Mary Kay business and make that leap into Red Jacket Leadership. *It's All Within You!*

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 Team builder check!

Set Your Sights for the Queens Courts at Seminar 2015

Nat'l Sales Ct (\$40,000) Princess Sales Ct \$20,000 Unit Sales Ct \$10,000
Nat'l Sharing Ct (24 Qlfd) Princess Sharing Ct (12 Qlfd) Unit Sharing Ct (6 Qlfd)

Court of Sales

	Name	YTD Retail	YTD PC Prem & Addnl Credit	YTD Total
1	Sharon Clancy	\$8,150.00	\$80.00	\$8,230.00
2	Shannon Dewbrew	\$5,686.00	\$255.00	\$5,941.00
3	Angela Cyrankowski	\$5,004.00	\$40.00	\$5,044.00
4	Carmen M. Paramo	\$3,918.00	\$0.00	\$3,918.00
5	Eddy D. Herbison	\$3,859.00	\$0.00	\$3,859.00
6	Susan Jastrzebski	\$3,218.00	\$40.00	\$3,258.00
7	Diana R. McCollester	\$3,039.50	\$0.00	\$3,039.50
8	Tina Garbacz	\$2,625.00	\$20.00	\$2,645.00
9	Ronique Smith	\$2,406.00	\$215.00	\$2,621.00
10	Carol Ambrusch	\$2,222.00	\$195.00	\$2,417.00
11	Karen J. Tierney	\$2,306.00	\$0.00	\$2,306.00
12	Jeanette K. Donahue	\$2,163.50	\$20.00	\$2,183.50
13	Adriana Kristman	\$1,879.50	\$215.00	\$2,094.50
14	Anna Marie Snader	\$1,771.50	\$0.00	\$1,771.50
15	Joan G. Slavin	\$1,492.00	\$40.00	\$1,532.00
16	Kelly A. McLucas	\$1,296.00	\$235.00	\$1,531.00
17	Rachel S. Wooters	\$1,396.50	\$0.00	\$1,396.50
18	Kayla Shindle.	\$1,351.00	\$0.00	\$1,351.00
19	Denise Howell	\$1,304.00	\$0.00	\$1,304.00
20	Donna M. Staats	\$1,180.00	\$0.00	\$1,180.00
21	Valerie G. Clemens	\$1,093.00	\$20.00	\$1,113.00
22	Marsha J. Storjohann	\$1,113.00	\$0.00	\$1,113.00
23	Judith A. Schlabach	\$1,112.00	\$0.00	\$1,112.00
24	Regina M. Smith	\$1,045.00	\$20.00	\$1,065.00
25	Mary Ellen Guarino	\$1,022.00	\$0.00	\$1,022.00
26	Theresa J. Foltz	\$952.50	\$40.00	\$992.50
27	Shelly A. Hanford	\$859.00	\$0.00	\$859.00
28	Sharon J. Luongo	\$838.00	\$0.00	\$838.00
29	Jennifer L. O'Brien	\$801.00	\$0.00	\$801.00
30	Anne Marie Legates	\$741.00	\$0.00	\$741.00
31	Irene L. McFadden	\$738.00	\$0.00	\$738.00
32	Devon Cox	\$723.00	\$0.00	\$723.00
33	Heather M. Lauter	\$680.00	\$20.00	\$700.00
34	Karen A. Smith	\$694.50	\$0.00	\$694.50
35	Cindy J. Tang	\$681.00	\$0.00	\$681.00
36	Sherry L. Nugent	\$10,850.00	\$458.00	\$11,308.00

Thank you for setting your goals and working to achieve them!
Team work means "together everyone achieves more"!
Thank you for being a team player in our Visionaries Unit!

UNIT WHOLESALE

<u>Name</u>	<u>Amount</u>
Carmen M. Paramo	\$959.50
Sharon Clancy	\$774.50
Ronique Smith	\$520.50
Susan Jastrzebski	\$480.50
Shannon E. Dewbrew	\$446.00
Diana R. McCollester	\$392.00
Karen J. Tierney	\$321.50
Kara N. Hunt	\$253.00
Irene L. McFadden	\$243.50
Carol Ambrusch	\$240.00
Joan G. Slavin	\$237.00
Rachel S. Wooters	\$232.75
Nancy L. O'Banion	\$226.50
Rebecca J. Smith	\$226.00
Tina Garbacz	\$225.50
Anne Marie Legates	\$133.00
Valerie G. Clemens	\$126.50
Karen A. Smith	\$117.00
Jenna Gottlieb	\$91.00
Kelly A. McLucas	\$87.00
Elizabeth H. Toy	\$76.50
Donna M. Staats	\$29.00
Melissa N. Koehler	\$25.00
Steliesa Persad	\$22.00

Birthdays

<u>Birthdays</u>	<u>Day</u>
Cindy J. Tang	7
Gerri R. Zumbano	7
Sharon J. Luongo	8
Karen A. Smith	18
Shannon E. Dewbrew	28

Anniversaries

<u>Anniversaries</u>	<u>Years</u>
Sherry L. Nugent	20
Ann Lamontagne	19
Donna M. Staats	12
Larissa A. Ent	10
Mary Ellen Guarino	6
Megan Hoopes-Myers	6
Shannon E. Dewbrew	6
Kim S. Kayal	5
Steliesa Persad	1
Jenna E. Kruscavage	1
Regis J. Chukwueke	1

I'm going to
make sure that

2015

Is MY year

So.... Bring It ON!

www.Daveswordsofwisdom.com

DON'T DOWNGRADE YOUR
DREAMS TO MATCH
YOUR REALITY...
UPGRADE YOUR FAITH TO
MATCH YOUR DESTINY!

discover what you **LOVE**™

TEAM BUILDING

January Jamboree 2015

Star Recruiters

Recruiter :Tina Garbacz

Carol Ambrusch
Anne Marie Legates
Karen J. Tierney

Recruiter :Adriana Kristman

Graciela Garcia
Hilda V. Hernandez
Carmen M. Paramo
Fredzit B Villanueva
June C. Plummer
Hillary F. Probst
Samantha R. Troop

Recruiter :Rebecca J. Smith

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



Senior Consultants

Recruiter :Carol Ambrusch

Jenna Gottlieb

Recruiter :Kara N. Hunt

Steliesa Persad
Jenna E. Kruscavage

Recruiter :Kelly A. McLucas

Eddy D. Herbison
* Jennifer L. O'Brien

Recruiter :Alexa L. Nugent

Kara N. Hunt
* Kayla Shindle

Recruiter :Karen J. Tierney

Sharon Clancy

Recruiter :Rachel S. Wooters

Melissa N. Koehler





Congrats to Top Ten: **Sharon Clancy**
and **Shannon Dewbrew**

Restart and Sparkle With Success!

Restart your Mary Kay business
in ~~December~~ with this special offer!
January



Submit your Independent Beauty Consultant Agreement
Jan. 1-31, 2015, and you can be eligible to receive:

One FREE* Mary Kay® Brush Collection (\$55 suggested retail value) AND a \$50 credit* with your first product order of \$450 wholesale or more (\$900 suggested retail or more), excluding shipping, handling and tax.

OR

One FREE* Mary Kay® Brush Collection (\$55 suggested retail value) with your first product order of \$250 to \$449 wholesale (\$500 to \$898 suggested retail), excluding shipping, handling and tax.

With this bonus offer, you can help your new year sparkle with success! Contact me, your Mary Kay Independent Beauty Consultant, to get your business restarted in January. There's more! You also can take advantage of a special January offer that allows you to receive additional incentives!

*Restrictions apply. You must be eligible to submit a new Independent Beauty Consultant Agreement to the Company. The Independent Beauty Consultant Agreement must be received and accepted by the Company Jan. 1-31, 2015. To qualify to receive one (1) FREE Mary Kay® Brush Collection on your initial order of \$250 to \$449 wholesale (\$500 to \$898 suggested retail), excluding shipping, handling and tax, the order must be received and accepted by the Company by Feb. 28, 2015. To receive a \$50 credit and one (1) FREE Mary Kay® Brush Collection on your initial order of \$450 wholesale or more (\$900 suggested retail or more), excluding shipping, handling and tax, the order must be received and accepted by the Company by Feb. 28, 2015. Sales tax is required on the suggested retail value of the free Mary Kay® Brush Collection and on all Section 1 products.

February 2015

SUN	MON	TUES	WED	THURS	FRI	SAT
Online Independent Sales Director-In-Qualification Commitment Form available beginning 12:01 a.m. Central time. 1	Postmark cutoff for Independent Beauty Consultants to mail Commitment Forms to begin Independent Sales Director qualification this month. Success Mtg Scott Honda 7p– 8:45p 2	Last day to submit online Independent Sales Director-In-Qualification Commitment Form. Commitment Form available until midnight Central time. 3	Give Sherry your CC # so she can register you for Career Conference! 4	Registration opens for the first week of Career Conference (March 20-21). Valentines makeovers at Sherry's home 7:15p-9:00p Rsvp by 2/4 5	 6	 7
 8	Registration opens for the second week of Career Conference (March 27-28 and March 29-30). Valerio Area Workshop KoP 7p– 9p 9	Early ordering of the new Spring 2015 promotional items begins for Star Consultants who qualified during the Sept. 16 - Dec. 15, 2014, quarter and Independent Beauty Consultants who enrolled in <i>The Look</i> for Spring 2015 through the Preferred Customer Program™. 10	Valentines makeovers at Sherry's home 7:15p-9p Rsvp by 2/10 11	 12	 13	Valentine's Day. Breakfast of Champions – Newark, DE 8:45am– noon cost \$15/\$20 14
Deadline for Winter 2014 promotion. Last day for customers to take advantage of the Winter 2014 gift-with-purchase offer. Spring 2015 promotion begins. Ordering of the new Spring 2015 promotional items available for all Independent Beauty Consultants. 15	Presidents' Day. Postal holiday. No success meeting; Conference Call 7:30p-8p; 712-432-0385; access 818495# 16	 17	 18	 19	 20	 21
 22	Success Mtg Scott Honda 7p– 8:45p 23	 24	Micro-dermabrasion PJ party at Sherry's home 7:15p-9:00p Rsvp by 2/24 25	Last day of the month for Independent Beauty Consultants to place telephone orders (until 10 p.m. Central time).  26	Deadline to register, cancel, transfer and/or submit special needs requests for Career Conference 2015. Last business day of the month. 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. 27	Last day of the month for Independent Beauty Consultants to place online orders (until 9 p.m. Central time). Online Independent Beauty Consultant Agreements accepted until midnight Central time. Muffins and Makeovers 10:45am-noon (rsvp by noon 2/27)
				Ongoing This Month • Quarter 3 Star Consultant Quarterly Contest (Dec. 16, 2014 – March 15, 2015) • Class of 2015 (through July 1, 2015)		