

Sharing Our Success

VOLUME 1, ISSUE 1

AUGUST 12, 2013

200 Members Strong Cadillac Unit By June 2014

OUR UNIT GOALS

200 UNIT
MEMBERS
BY
JUNE

CADILLAC
UNIT
BY
JUNE

How exciting it will
be to be recognized
as a
Circle of Achievement 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)



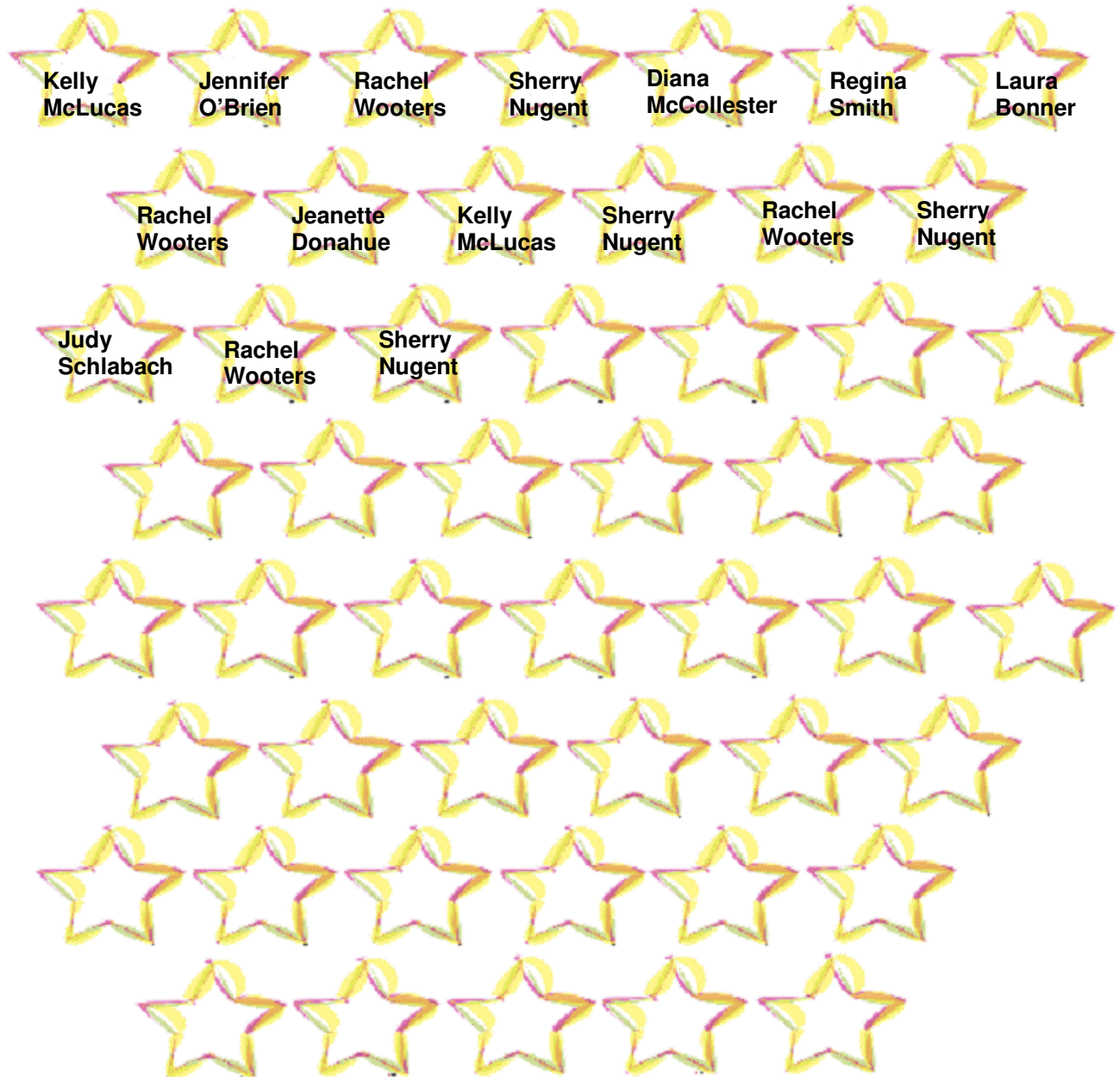
August is here and *we are setting audacious goals!* We were challenged as a unit to *increase our unit size by 13%* for the next 6 months and I am happy to announce that we completed that challenge for July! We added 12 new unit members to our MK family!!! (*Our goal for August is to add 15 new unit members* and I know we can do it! Our seminar year just started on July 1st... we have had time to reflect upon what MK has done for us and have now realized what we can do for others by passing it on to future generations. This month the company is having a *"Double Credit"* for new qualified team members; how awesome! You can recruit 6 qualified and they will count for 12 toward the diamond bumble bee! Our company has also announced that *all future directors, DIQs and brand new Sales Directors by Dec 1 will be invited to join us in New Orleans for our Leadership Conference.*

Don't you want to be surrounded by the winners and the women and men who think and dream bigger?! This is our year to stretch our thinking and move up the career path. *I am looking for six offspring directors this year* (four who have the desire and drive to debut by leadership!) ... it can be you! Don't let the negative thoughts stop you and seek opportunities for growth. Do a power start (30 faces)! Anything is possible with God! You are at the right place, at the right time and can make a difference by embracing MK's vision and doing the "and then some"! "I declare God's incredible blessings over your life... you will experience the surpassing greatness of God's favor...explosive blessings are coming your way!"

With faith and vision, *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 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! 1st qtr ends 9/15.



LOVE CHECKS

Recruiting Commission



13% Recruiter Commission Level

Sherry L. Nugent **\$375.96**

4% Recruiter Commission Level

Rachel S. Wooters	\$48.14
Alexa L. Nugent	\$30.56
Kelly A. McLucas	\$21.06
Rebecca J. Smith	\$16.36
Adriana Kristman	\$16.31
Heather L. Hess	\$8.35
Judith A. Schlabach	\$5.82
Elizabeth J McDonald	\$4.46
Megan Hoopes-Myers	\$4.18



Congratulations to **Shannon and Steven Dewbrew!!** They had a baby girl, **McKenzie Flora** on Monday, August 5th at 10:27pm. She weighed 6lbs 5oz and was 19 inches long. Congratulations can be sent to: 102 S. Inverness Way, Coatesville, PA 19320.



\$Million Dollar Message- 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 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!

CALLING ALL STAR CONSULTANTS

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

Welcome New Members

Court of Sharing

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
Kelly A. McLucas	2
Regina M. Smith	2
Katharine A Kloefer	2
Ronique Smith	1
Kara N. Hunt	1
Rachel S. Wooters	1
Dana E. Rutledge	1
Sherry L. Nugent	2

Step It Up/ Operation RED challenge for all Visionaries!

Dates: 7/1—9/30/13



**“Every accomplishment starts
with the decision
to try!”**

- 3** Qualified gets you “shoe credit” for a stunning pair of red stilettos!
- 4** Qualified gets you the “shoe credit”, and a lovely scarf!
- 5** Qualified gets you the “shoe credit”, a lovely scarf plus beautiful black earrings!

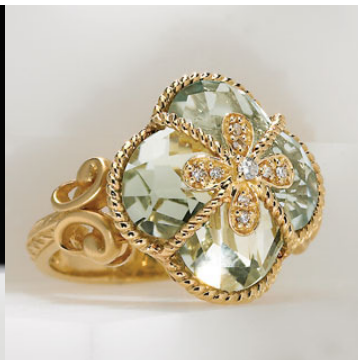
Set Your Sights for the Queens Courts at Seminar 2014

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

Court of Sales

Name	YTD Retail	YTD PC Prem & Addnl Credit	YTD Total
------	------------	-------------------------------	-----------

1	<i>Katharine A Kloepper</i>	<i>\$2,689.00</i>	<i>\$0.00</i>	<i>\$2,689.00</i>
2	<i>Kara N. Hunt</i>	<i>\$1,548.00</i>	<i>\$0.00</i>	<i>\$1,548.00</i>
3	<i>Judith A. Schlabach</i>	<i>\$1,417.50</i>	<i>\$0.00</i>	<i>\$1,417.50</i>
4	<i>Alexa L. Nugent</i>	<i>\$1,230.50</i>	<i>\$0.00</i>	<i>\$1,230.50</i>
5	<i>Jennifer L. O'Brien</i>	<i>\$1,010.50</i>	<i>\$0.00</i>	<i>\$1,010.50</i>
6	<i>Rachel S. Wooters</i>	<i>\$838.00</i>	<i>\$0.00</i>	<i>\$838.00</i>
7	<i>Hilda V. Hernandez</i>	<i>\$835.50</i>	<i>\$0.00</i>	<i>\$835.50</i>
8	<i>Sharon J. Luongo</i>	<i>\$633.50</i>	<i>\$0.00</i>	<i>\$633.50</i>
9	<i>Devon Cox</i>	<i>\$481.50</i>	<i>\$0.00</i>	<i>\$481.50</i>
10	<i>Elizabeth J McDonald</i>	<i>\$474.50</i>	<i>\$0.00</i>	<i>\$474.50</i>
11	<i>Ronique Smith</i>	<i>\$454.00</i>	<i>\$0.00</i>	<i>\$454.00</i>
12	<i>Valerie G. Clemens</i>	<i>\$451.00</i>	<i>\$0.00</i>	<i>\$451.00</i>
13	<i>Jeannette E. Faber</i>	<i>\$444.00</i>	<i>\$0.00</i>	<i>\$444.00</i>
14	<i>Gerri R. Zumbano</i>	<i>\$417.50</i>	<i>\$0.00</i>	<i>\$417.50</i>
15	<i>Anick Biatchon</i>	<i>\$404.00</i>	<i>\$0.00</i>	<i>\$404.00</i>
16	<i>Heather L. Hess</i>	<i>\$330.00</i>	<i>\$0.00</i>	<i>\$330.00</i>
17	<i>Besa Dede</i>	<i>\$291.00</i>	<i>\$0.00</i>	<i>\$291.00</i>
18	<i>Megaen K. Allen</i>	<i>\$223.00</i>	<i>\$0.00</i>	<i>\$223.00</i>
19	<i>Julie Groff</i>	<i>\$209.00</i>	<i>\$0.00</i>	<i>\$209.00</i>
20	<i>Regina M. Smith</i>	<i>\$200.00</i>	<i>\$0.00</i>	<i>\$200.00</i>
21	<i>Donna M. Staats</i>	<i>\$126.00</i>	<i>\$0.00</i>	<i>\$126.00</i>
22	<i>Kelly A. McLucas</i>	<i>\$90.00</i>	<i>\$0.00</i>	<i>\$90.00</i>
23	<i>Megan Hoopes-Myers</i>	<i>\$90.00</i>	<i>\$0.00</i>	<i>\$90.00</i>
24	<i>Rebecca J. Smith</i>	<i>\$47.50</i>	<i>\$0.00</i>	<i>\$47.50</i>
25	<i>Diana R. McColleston</i>	<i>\$44.00</i>	<i>\$0.00</i>	<i>\$44.00</i>
26	<i>Eddy D. Herbison</i>	<i>\$42.50</i>	<i>\$0.00</i>	<i>\$42.50</i>
27	<i>Theresa J. Foltz</i>	<i>\$30.00</i>	<i>\$0.00</i>	<i>\$30.00</i>
28	<i>Sherry L. Nugent</i>	<i>\$1,370.00</i>	<i>\$60.00</i>	<i>\$1,430.00</i>



UNIT WHOLESALE

<u>Name</u>	<u>Amount</u>
Katharine A Kloepper	\$1,203.50
Kara N. Hunt	\$764.00
Judith A. Schlabach	\$698.75
Alexa L. Nugent	\$600.25
Jennifer L. O'Brien	\$505.25
Rachel S. Wooters	\$409.00
Hilda V. Hernandez	\$407.75
Sharon J. Luongo	\$316.75
Devon Cox	\$240.75
Elizabeth J McDonald	\$237.25
Ronique Smith	\$227.00
Valerie G. Clemens	\$225.50
Jeannette E. Faber	\$222.00
Gerri R. Zumbano	\$208.75
Anick Biatchon	\$202.00
Heather L. Hess	\$165.00
Besa Dede	\$145.50
Megaen K. Allen	\$111.50
Julie Groff	\$104.50
Regina M. Smith	\$100.00
Donna M. Staats	\$63.00
Kelly A. McLucas	\$45.00
Megan Hoopes-Myers	\$45.00
Rebecca J. Smith	\$23.75
Diana R. McColleston	\$22.00
Eddy D. Herbison	\$21.25
Theresa J. Foltz	\$15.00
Sherry L. Nugent	\$670.00

September Birthdays

Birthdays	Day
Shannon W. Trego	1
Mary Ellen Guarino	6
Valerie G. Clemens	9
Alexa L. Nugent	9
Gianna M. Diletto	21
Karen A. Williams	23
Heather M. Smeraldo	25
Rachel S. Wooters	26
Deborah A. DeAngelis	30

Anniversaries

Anniversaries	Years
Jeannette E. Faber	1
Diana R. McColleston	1
Regina M. Smith	1
Laura Bonner	1



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

TEAM BUILDING

Star Team Builders

Recruiter :Kelly A. McLucas

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

Senior Consultants

Recruiter :Jeanette K. Donahue

Ruth A. Powdermaker

Recruiter :Tina Garbacz

Anne Marie Legates
 Karen J. Tierney

Recruiter :Heather L. Hess

Gerri R. Zumbano

Recruiter :Megan Hoopes-Myers

Julie Groff

Recruiter :Susan Jastrzebski

Amal A. Moussa
 Nermen N. Soliman
 * Trina J. Thomas

Recruiter :Adriana Kristman

Hilda V. Hernandez
 Fredzit B Villanueva
 * Graciela Garcia
 * June C. Plummer
 # Carol E. Martinez
 # Lauren Spatocco

Senior Consultants (cont'd)

Recruiter :Elizabeth J. McDonald

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

Recruiter :Alexa L. Nugent

Kara N. Hunt
 Suzanne E. Allegra

Recruiter :Jennifer L. O'Brien

Kathleen M. Maher
 # Gina M. Ingram

Recruiter :Judith A. Schlabach

Besa Dede
 Tara Bosler
 * Mary M. Paton

Recruiter :Rebecca J. Smith

Rachel S. Wooters
 Megan R. Yanoviak
 * Marsha J. Storjohann
 # Charlene Y. Chapman
 # Rebecca K. Fuddy
 # Paige Malizia

Recruiter :Rachel S. Wooters

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

watch!
me grow!
 July 1 – Dec. 31, 2013

"Mardi Gras Money"

Earn up to \$100

You can earn \$20 for each month you move to the next step on the career path...

You must be a star team builder or above by Sept 1 to get \$20

You must be a Team leader or above By Oct 1 to get another \$20

You must be a Future director or above by Nov 1 to get another \$20

You must be a DIQ or Sales Director by Dec 1 to get another \$20

If you move up every month... there will be a \$20 bonus in addition to the \$80--- equaling \$100

You can miss a month but won't get the \$20 for that month!

In order to collect these Mardi Gras Monies, you must register and attend **Leadership Conference 2014.**

(January 15-18)

Contact Sherry with
any questions!

610-692-4944
slnrjn@verizon.net





September 2013

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.	Labor Day. Postal holiday. All Company and branch offices closed.	Last day to submit online Sales Director-In-Qualification form. Online commitment form available until midnight Central time. Conference Call 8p 218-339-2500 access 818495#		Makeover Night 6:45-8:45p Sherry's Rsvp by 11p 9/4		Step it up Class/ Pacesetters 10:30-noon Red Jacket Lunch Noon-1p
1	2	3	4	5	6	7
	MK Success Training 7p			Makeover Night 6:45-8:45p Sherry's Rsvp by 11p 9/11	Mary Kay Inc. 50th Anniversary.	Makeup Artist Workshop at Embassy Stes in Newark, DE 8:30-4:30p Cost \$75
8	9	10	11	12	13	14
Quarter 1 Start Consultant Quarterly Contest ends.	Quarter 2 Star Consultant Quarterly Contest begins. MK Success Training 7p	Makeover Night 6:45-8:45p Sherry's Rsvp by 11p 9/16				Muffins and Makeovers 10:45am-12:30p Rsvp by 2p 9/20
15	16	17	18	19	20	21
	MK Success Training 7p		Marie Zinni's Unit Debut- Sheraton Langhorne 6:45-9p		Last day of the month for Independent Beauty Consultants to place telephone orders (until 10:00 p.m. Central time).	
22	23	24	25	26	27	28
29	Last business day of the month. Last day of the month for Independent Beauty Consultants to place online orders (until 11:00p.m. Central time). Orders and Independent Beauty Consultant Agreements submitted by mail or dropped off at the branches must be received by 1 p.m. local time to count toward this month's production. Online Independent Beauty Consultant Agreements accepted until midnight Central time.	Mon., 7/30 MK Success Training 7p		Ongoing This Month • Quarter 1 Star Consultant Quarterly Contest (June 16 – Sept. 15, 2013) • Quarter 2 Star Consultant Quarterly Contest (Sept. 16 – Dec. 15, 2013) • All-Star Star Consultant Consistency Challenge (through June 15, 2014) • Class of 2014 (through July 1, 2014)		
	30					

SEMINAR 2013 OUR COMPANY'S 50TH ANNIVERSARY

