

Sharing Our Success

VOLUME 1, ISSUE 1

DECEMBER 11, 2013

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)**



December is a time to serve wholeheartedly (Eph 6:7, Col 3:23-24) **and to be a shepherd** (Acts 20:28, 1 Peter 5:2). It is a time to help others with their gift giving and help women look their best b/c they will see family and friends they don't see often or b/c they go to lots of holiday parties and we can make them feel special. Now is the time to **schedule pampering sessions and holiday makeovers!** You can also schedule **"New Year New You" makeovers** for the week between Christmas and New Year's Day. You can **Be bold and finish the faces challenge** (p 10). There are still a few days left to sell "12 days of Christmas" to men and also the "pillow gift". You can **finish your star by December 15th** — see the 6 day plan on the last page and act right now by **selling the #1 gift for women on The View—Skinvigorate Cleansing Brush:** **You can earn lots of prizes for sales and team building!** There are lots of people looking for a "new beginning" and would love the benefits of a new MK business. (Are you asking everyone what they need in their life right now and showing them how MK can help them and their families?) Anyone who joins our unit will receive a **Pink Ice ring** as a signing bonus!!! You can bring guests to my home for the last two **"Little Black Dress Events"** on Thursday, Dec. 12th and Wednesday, Dec 18th at 6:45p to enjoy a holiday makeover and hear our marketing plan. You can enjoy the holiday season by joining your sister consultants and MK friends at my home for our Annual Unit **Holiday party on Monday, Dec. 16th at 7:30p** (pls rsvp by Friday). So in closing, I would like to share with you the poem "On Silver Wings"- *I have a premonition, it soars on silver wings. It is a dream of your accomplishment, of many wondrous things! I do not know beneath which sky, Or where you'll challenge fate. I only know it will be high, I only know it will be great!*

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 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 **\$1,094.18**

4% Recruiter Commission Level

Rebecca J. Smith **\$18.06**
Tina Garbacz **\$11.46**
Adriana Kristman **\$11.04**
Rachel S. Wooters **\$8.28**
Alexa L. Nugent **\$7.94**

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

Jamie DiAntonio	WEST CHESTER, PA	S. Nugent
Maliya Majors	WEST CHESTER, PA	S. Nugent
Laura Sanchez	COATESVILLE, PA	A. Kristman

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 ★
 ★ December 15th, ★
 ★ YOU will be invited ★
 ★ to a special event! ★
 ★
 ★*****
































January Birthdays
































Anniversaries

Anniversaries	<u>Years</u>
Elizabeth H. Toy	8
Heather L. Hess	8
T. Thompson-Brown	3
Deborah A. DeAngelis	3
Susan Jastrzebski	2
Joelleen Cunningham	2
Nancy L. O'Banion	1
Deanna M. Wilson	1
Amy L. Eichling	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	1
Sherry L. Nugent	2

Holiday Delivery Deadline
Published 12.06.13

To ensure delivery of your orders before the holidays, your product orders must be received and processed by **Friday, Dec. 13**. For information or shipment of [Customer Delivery Service](#) (CDS) orders for holiday delivery, please contact Branch Customer Service at (800) 272-9333 or the Sales Director Contact Center.

Please keep in mind that the holiday season is the busiest time of the year for UPS, and while they will do their best to deliver shipments on time, heavier volumes and winter weather can impact their delivery schedules. The last UPS delivery day for Christmas 2013 is Tuesday, Dec. 24.

Happy Holidays!

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!

Are you ready for Red?

Those who show up go up!

Weekly Success Meetings, Career Conference, Seminar...do it all! Immerse yourself in education & motivation. This will help keep you on the right track.

Review it. Do you like what you

see? Great sales, new team members? If your answer is yes...Great! If your answer is no...change your plan for the next week.

Sometimes you have to see it to believe it!

The power of visual stimulation cannot be underestimated. Create a Dream Poster for you and your family to see every day. Cut out pictures of vacation spots, cars and of course that Red Jacket you are dreaming of.

Go back to school!

We are so lucky to have an actual handbook! How many businesses can you start for only \$100 that come with a complete education system. The consultant guidebook is an incredible resource that is designed to get you on the fast track to your dreams.

Let's get it together!

Organize your office, your car, your family...everything! Keep yourself in order by planning ahead. Use weekly plan sheets to make sure you are not losing any precious time during your day.

It's a family affair!

Share your goals and dreams. Ask your family to help you create your dream poster. Include them in your goals and successes.

How many hats do you wear?

You may only be one person but you will be amazed at what you can accomplish. Pack up a cute basket with samples and recruiting information. Keep it with you at all times! Next time you are at the bank, dentist office, school, church...you will be armed with all the items you need to fill your date book and add to your team.

What you think about you bring about!

You are powerful and have the ability to drive positivity or negativity in your life. Choose positivity! Each day say an affirmation to yourself...I am a smart, gifted, energetic, gorgeous woman ready to take the world by storm in my new red jacket!

Dress for the job you want

Confidence is one of the more important tools in your kit. Get a new hair cut, wash your car, wear a sharp suit. These small things will build your confidence and attract people who want what you have.

Do the Math!

Goals come down to small steps. Figure out how many interviews you need to do to earn your Red Jacket. Then determine how many classes you need to hold to find the people to interview. All goals worth achieving will take work. Just break your goal into smaller steps and you will find yourself wearing that jacket before you know it!

Fill it out!

Keep yourself accountable by filling out a weekly accomplishment sheet every week.

Red is within your reach! You just need to commit to it! These tips can help get you there quicker!

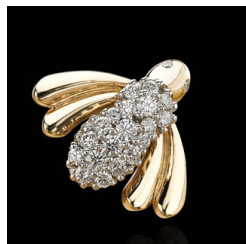
Set Your Sights for the Queens Courts at Seminar 2014

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)

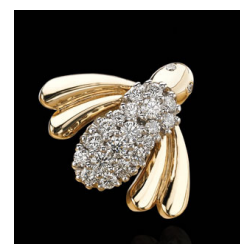
Court of Sales

	Name	YTD Retail	YTD PC Prem & Addnl Credit	YTD Total
1	Judith A. Schlabach	\$5,104.00	\$820.00	\$5,924.00
2	Ellie Fendler	\$4,176.00	\$0.00	\$4,176.00
3	Rachel S. Wooters	\$3,022.00	\$591.00	\$3,613.00
4	Kara N. Hunt	\$3,148.00	\$46.00	\$3,194.00
5	Regina M. Smith	\$2,583.00	\$585.00	\$3,168.00
6	Ronique Smith	\$2,371.00	\$561.00	\$2,932.00
7	Katharine A Kloepper	\$2,845.00	\$0.00	\$2,845.00
8	Daria A. Hall	\$1,951.00	\$801.00	\$2,752.00
9	Elizabeth J McDonald	\$2,349.50	\$238.00	\$2,587.50
10	Susan Jastrzebski	\$1,968.00	\$530.00	\$2,498.00
11	Alexa L. Nugent	\$2,461.50	\$0.00	\$2,461.50
12	Adriana Kristman	\$1,730.00	\$451.00	\$2,181.00
13	Valerie G. Clemens	\$1,993.00	\$145.00	\$2,138.00
14	Jennifer L. O'Brien	\$2,002.50	\$0.00	\$2,002.50
15	Diana R. McColleston	\$1,953.00	\$20.00	\$1,973.00
16	Shannon E. Dewbrew	\$1,711.00	\$240.00	\$1,951.00
17	Jamie L. DiAntonio	\$1,473.00	\$460.00	\$1,933.00
18	Shelly A. Hanford	\$1,371.00	\$546.00	\$1,917.00
19	Tina Garbacz	\$1,517.00	\$347.00	\$1,864.00
20	Donna M. Staats	\$1,405.00	\$440.00	\$1,845.00
21	Karen J. Tierney	\$1,088.00	\$559.00	\$1,647.00
22	Rebecca J. Smith	\$1,091.00	\$356.00	\$1,447.00
23	Irene L. McFadden	\$1,441.50	\$0.00	\$1,441.50
24	Jeanette K. Donahue	\$1,403.50	\$0.00	\$1,403.50
25	Jasmine M. Williams	\$1,369.00	\$0.00	\$1,369.00
26	Theresa J. Foltz	\$693.00	\$609.00	\$1,302.00
27	Anna Marie Snader	\$1,049.50	\$248.00	\$1,297.50
28	Suzan Brittain	\$946.00	\$316.00	\$1,262.00
29	Kelly A. McLucas	\$981.50	\$225.00	\$1,206.50
30	Megaen K. Allen	\$1,154.50	\$18.00	\$1,172.50
31	Carol S. Reynolds	\$821.00	\$345.00	\$1,166.00
32	Devon Cox	\$1,125.50	\$0.00	\$1,125.50
33	Elizabeth H. Toy	\$993.50	\$80.00	\$1,073.50
34	Heather L. Hess	\$743.00	\$298.00	\$1,041.00
35	Ruth I. Wolinsky	\$677.00	\$314.00	\$991.00
36	Laura Bonner	\$550.00	\$382.00	\$932.00
37	Heather M. Lauter	\$514.00	\$353.00	\$867.00
38	Hilda V. Hernandez	\$835.50	\$0.00	\$835.50
39	Megan J. Toumey	\$830.00	\$0.00	\$830.00
40	Ann Lamontagne	\$484.00	\$320.00	\$804.00
41	Samantha M. Lopez	\$461.00	\$294.00	\$755.00
42	Julie Groff	\$691.00	\$20.00	\$711.00
43	Marsha J. Storchmann	\$658.50	\$0.00	\$658.50
44	Sharon J. Luongo	\$633.50	\$0.00	\$633.50
45	Megan Hoopes-Myers	\$593.00	\$0.00	\$593.00
46	Ksenia A. Scalise	\$591.00	\$0.00	\$591.00
47	Sherry L. Nugent	\$7,734.00	\$2,769.00	\$10,503.00

Court of Sharing



		Seminar Qualified	Earned Recruit Commission
1	Rachel S. Wooters	1	\$51.26
2	Ronique Smith	1	\$24.48
3	Sherry L. Nugent	2	\$312.78



A December to Remember

Published for Independent Sales Directors 12.06.13

New beginnings and recommitting - yes, the New Year is just around the corner! So here's another fantastic way to help you finish the year strong, reach your goals for 2013 and help your unit members jumpstart their Mary Kay businesses for the New Year! Encourage unit members to reactivate this month and receive a bonus with the **December Reactivation Incentive!**

- From Dec. 6 – 31, Independent Beauty Consultants who are in **I3** status or any **T** status as of Nov. 30, 2013, will receive one **Mary Kay® Lash Love® Mascara in I Love Black** when they place a **\$200** or more wholesale Section 1 order. The mascara will be included as a bonus in their order.

And don't forget, the **December Ordering Incentive** just started, as well.

- Independent Beauty Consultants whose Independent Beauty Consultant Agreements are received and accepted by the Company in November or December, and who place an initial order of \$400 or more wholesale between Dec. 1 - 31, 2013, will be eligible to receive a commemorative **One Woman Can™** ceramic globe.
- Beauty Consultants whose Agreements were received and accepted by the Company in October or November, and who placed an initial order of **\$400** or more wholesale by Nov. 30, will be eligible to receive the **One Woman Can™** globe in their next Section 1 retail order of any size, placed between Dec. 1 - 31, 2013.

These December ordering incentives are two fantastic ways to get new Independent Beauty Consultants excited about working their Mary Kay businesses. Why not make it a December to remember and encourage new Beauty Consultants in your unit to take advantage of these opportunities to receive a fun bonus and position themselves for success in 2014!



CHECK OUT THE NEW SKINVIGORATE CLEANSING BRUSH!

- Here's what women of all ages — from 13 to 70 — said about the SkinVigorate™ Cleansing Brush in an independent consumer study*:
Maximizes my skin care benefits: 97%
- Transforms dull skin into a radiant complexion: 94%
- Provides a more even-looking skin tone: 96%
- Reveals youthful-looking skin: 93%
- Skin feels softer, smoother and healthier: 95%

*Results reflect the percentage of women who agreed with the statements in a three-week independent consumer study.

UNIT WHOLESALE

<u>Name</u>	<u>Amount</u>
Judith A. Schlabach	\$671.25
Jamie L. DiAntonio	\$604.00
Daria A. Hall	\$529.50
Susan Jastrzebski	\$482.50
Rachel S. Wooters	\$451.50
Ronique Smith	\$416.00
Shannon E. Dewbrew	\$407.50
Valerie G. Clemens	\$380.00
Laura Bonner	\$337.00
Shelly A. Hanford	\$315.00
Karen J. Tierney	\$286.50
Lauren Spatocco	\$276.00
Ruth I. Wolinsky	\$271.00
Denise Howell	\$270.50
Theresa J. Foltz	\$269.00
Donna M. Staats	\$266.00
Tina Garbacz	\$251.50
Ann Lamontagne	\$242.00
Rebecca J. Smith	\$240.00
Suzan Brittain	\$238.00
Samantha M. Lopez	\$230.50
Elizabeth H. Toy	\$229.25
Regina M. Smith	\$214.00
Melissa N. Koehler	\$207.00
Heather L. Hess	\$206.50
Julia M. Haughton	\$206.50
Heather M. Lauter	\$203.50
Diana R. McColleston	\$201.50
Carol S. Reynolds	\$201.00
Adriana Kristman	\$201.00
Jennifer E. Baez	\$200.00
Kara N. Hunt	\$198.50
Elizabeth J McDonald	\$195.00
Anna Marie Snader	\$121.00
Megaen K. Allen	\$81.50
Sherry L. Nugent	\$1,200.00



***Congratulations to our November
Winners of the Skin Care Team:
Judy Schlabach and Rachel Wooters!!!
These ladies completed the challenge by
selling/ordering 25 or more skin care items
in November!***

TEAM BUILDING

Senior Consultants

Recruiter :Tina Garbacz

Anne Marie Legates
Karen J. Tierney

Recruiter :Megan Hoopes-Myers

Julie Groff

Recruiter :Adriana Kristman

Lauren Spatocco
Maribel Castillo
* Graciela Garcia
* Hilda V. Hernandez
Laura Sanchez
* Fredzit B Villanueva
June C. Plummer

Recruiter :Kelly A. McLucas

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

Recruiter :Alexa L. Nugent

Kara N. Hunt
Suzanne E. Allegra

Recruiter :Rebecca J. Smith

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

Recruiter :Rachel S. Wooters

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

December Be Bold Faces Contest!

**15 faces earn
floppy bee!**



**30 faces and earn
bumble bee bracelet!**



**Finish with 30
faces 6
Interviews
Minimum \$600
wholesale
and earn
Both!**

6 interviews

1. _____
2. _____
3. _____
4. _____
5. _____
6. _____

1. Name Phone #	2. Name Phone #	3. Name Phone #	4. Name Phone #	5. Name Phone #
6. Name Phone #	7. Name Phone #	8. Name Phone #	9. Name Phone #	10. Name Phone #
11. Name Phone #	12. Name Phone #	13. Name Phone #	14. Name Phone #	15. Name Phone #
16. Name Phone #	17. Name Phone #	18. Name Phone #	19. Name Phone #	20. Name Phone #
21. Name Phone #	22. Name Phone #	23. Name Phone #	24. Name Phone #	25. Name Phone #
26. Name Phone #	27. Name Phone #	28. Name Phone #	29. Name Phone #	30. Name Phone #

Jingle Bell Rocks!

Wholesale Promotion



**Order \$250 wholesale
and receive your
choice of earrings!**



**Order \$450 wholesale
and receive this stunning
bracelet or your choice of rings!**



**Order \$650 wholesale and
receive this Stunning
necklace and earring set!**



**Order \$850 wholesale
and receive necklace and earrings set
and matching bracelet or a ring!**



**Order \$1050 wholesale
and receive this beautiful purse/tote bag!**

**Order \$1500 wholesale
and receive a necklace and earrings set
and purse/tote bag!**

**Order \$2000 wholesale
and receive the whole page!
(with 1 choice of earring,
choice of rings)**



Promotions are based on items that are currently available from suppliers, however, markets change and items can be discontinued without our knowledge. If this occurs we will work diligently to find acceptable substitution. There might be a slight variation of style and color due to dye-lot issues and availability.

Baby its' cold outside Team Building Promotion



Each one reach one -
you and your new
team member
receive this snowflake
bracelet!

No Two Alike
Beautiful, beautiful snowflakes floating down to earth
All created to be unique, each hold significant worth
Just like an intricate snowflake, we come from up
above
To bless the world with beauty
to sparkle the world with love
No two of us alike, we hold our own design
And because we are so different
we get a chance to shine
When Our Heavenly Father makes snowflakes
I think He takes great care
He works on every detail
He makes them precious and rare
If He cares this much about snowflakes
Imagine what He thinks about YOU!



Two new team
members and you
earn fingerless
gloves! A must for
a busy team
builder!



Three new team
members and you earn this
beautiful snowflake pin
(notice the hearts on the
ends)

Four new team
members and
you earn this
amazing shawl



Five new team members and you
earn everything above!

Go on-target for your Cruze
with \$5000 in team
wholesale and earn
a designer bag!



Interview or bring 10 guest to the meeting
Dec. 1-15 and earn these darling boot toppers!
16-30th earn this heart bracelet!



Promotions are based on items that are currently available from suppliers, however, markets change, back orders can occur, or a supplier can discontinue items without our knowledge. If this occurs we will work diligently to find acceptable substitution. There might be a slight variation of style and color due to dye lot issues and availability.

January Jumpstart

Education & Inspiration
to Start the New Year!

Saturday, January 11, 2014

Hosted by

**SNSD Sandy Valerio
& NSD Lara McKeever**

Lancaster Host Resort

2300 Lincoln Highway East
(Route 30), Lancaster, PA

9:00am-4:00pm



Registration: \$38

Register online at:
<http://goo.gl/ZtPpSW>
Or
Scan the QR code



Julie first joined Mary Kay when she was just 18 and then quit to pursue a "real job". While trying to balance a full-time job and two children under 2, she re-joined Mary Kay in April 1987. Four months later she earned her first free car! She has since earned 14 Free cars and has led her unit of consultants to become the #1 unit in KY for the 13th year in a row, 8 times as a Million \$ Unit and finished #1 the last 3 years in our National Seminar and #3 in the entire world! For achieving all the above she earned 15 all expense paid trips around the world, six 4 carat diamond rings, and more! She was voted to one of the highest honors in all of Mary Kay by her peers as Miss Go-Give in April 1995, Sept. 2001, and again for Feb. 2011. Her highest check to date has been in excess of \$28,000 for one month not including her sales. Julie has 3 children, 5 grandchildren and has been married to her husband Joe for 29 years! Her greatest desire is to help mothers afford to stay at home with their kids and to help families to become debt-free through this incredible career with Mary Kay!

With Special Guest



NSD Julie Weaver

January 2014

SUN	MON	TUES	WED	THURS	FRI	SAT
Ongoing This Month - Quarter 3 Star Consultant Quarterly Contest (Dec. 16, 2013 – Mar 15, 2014) - All-Star Star Consultant Consistency Challenge (through June 15, 2014) - Class of 2014 (through July 1, 2014)			New Year's Day. Company holiday. All Company and branch offices closed. Postal holiday. 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.		Last day to submit online Sales Director-in-Qualification form. Online commitment form available until midnight Central time.
			1	2	3	4
	MK Success Training 7p Scott Honda		ANTI-AGING PARTY/ GUEST EVENT— 6:45p Sherry's home Rsvp by 1/7 @ 9p			JANUARY JAMBOREE- Lancaster Host 9am-4p Must register unitnet.com under Sandy Valerio
5	6	7	8	9	10	11
Leadership Conference 2014 for Diamond, Emerald and Pearl begins.	MK Success Training 7p Scott Honda		Leadership Conference 2014 for Ruby, Sapphire and Canada begins.			
12	13	14	15	16	17	18
	Martin Luther King, Jr. Day. Postal holiday. MK Success Training 7p Scott Honda					MUFFINS AND MAKEOVERS 10:45a– 12:30p Sherry's home Rsvp by noon on 1/24
19	20	21	22	23	24	25
	MK Success Training 7p Scott Honda		ANTI-AGING Party/Event at Sherry's 6:45p rsvp by 1/28 at 9p	Last day of the month for Independent Beauty Consultants to place telephone orders (until 10:00 p.m. Central time).	Last business day of the month. 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. Online Independent Beauty Consultant Agreements accepted until midnight Central time.	
26	27	28	29	30	31	

"Our deepest fear is not that we are inadequate. Our deepest fear is that we are powerful beyond measure. It is our light, not our darkness that most frightens us. We ask ourselves, Who am I to be brilliant, gorgeous, talented, fabulous? Actually, who are you *not* to be? You are a child of God. Your playing small does not serve the world. There is nothing enlightened about shrinking so that other people won't feel insecure around you. We are all meant to shine, as children do. We were born to make manifest the glory of God that is within us. It's not just in some of us; it's in everyone. And as we let our own light shine, we unconsciously give other people permission to do the same. As we are liberated from our own fear, our presence automatically liberates others." Nelson Mandela

6 Day Star Plan

Get on the phone with excitement/energy with this script EACH day for 6 days!

Script:

"Hi _____! This is _____ with MK. Do you have a really quick minute? GREAT! I'm soooo excited because I'm in a really BIG Unit contest and seeing that YOU are one of my best customers--I knew I could count on you to help me! I have a goal to sell \$1800 in just 6 days!

Tell me, is there any reason you couldn't benefit from and buy _____ (the product of the day) today? For helping me meet my goal, I'll even put a gift in your order. (let them answer)

If they say yes:

Great! I have only 6 days to complete my mission. Could I meet you to collect payment for your order today or I can take your card # over the phone! Which is best for you? Thank you! I truly appreciate you!!"

If they say no, I'm not interested, you say:

"Great! I'll send you a free gift just for giving me 5 referrals of people who would love to be put on my preferred customer list."

Outline:

DAY 1: 20 Lipsticks - call 10 people and ask them to buy 2 each = \$300

DAY 2: 15 Satin Hands @ \$34 each = \$510

DAY 3: 3 Repair Volu-Firm Sets @ \$150 each = \$450

DAY 4: 20 Lash Love Mascara @ \$15 each = \$300

DAY 5: 6 Basic Skin Care Sets @ \$44 each = \$264

DAY 6: 7 Clearproof Sets @ \$45 each = \$315

Total Sales\$2,139 Retail

The Plan:

Invest all to purchase inventory

Inventory of \$1800ws + tax+ shipping= \$2,100

You're a S*TA*R C*ONSULT*ANT!

Why not become one this Week?!?!?!?!?!?!?!?!?