

Sharing Our Success

VOLUME 1, ISSUE 1

SEPTEMBER 22, 2017

101 Members Strong Cadillac Unit By December 2017

OUR UNIT GOALS

101 UNIT
MEMBERS
BY
DECEMBER

CADILLAC
UNIT
BY
DECEMBER

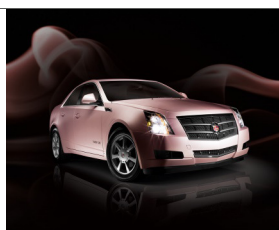
How exciting it will
be to be recognized
as a Circle of
Achievement Unit in
the \$300,000
Unit Club
By Seminar 2018

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)



Our company's new President Nathan Moore is so proud of how you have rolled up your sleeves and gone all in on **sharing Mary Kay skin care with new faces**. And when you step out and introduce new customers to our incredible products, the places it will take you are limitless! Setting a goal to become a **star consultant**? New faces will take you there! Working toward the use of a **Mary Kay career car**? New faces can help drive your business right to the dealership! Longing for that **family dream vacation**??? New faces can help you ride the wave to family bonding on the beach! And when you place a \$600 wholesale order this month, you will **earn a designer-inspired bracelet** that says "JOY" and has a pretty GIFT charm. Congrats to **Adriana Kristman** and Sherry for earning their bracelets in August!!! Also, congrats to **Jill Flaccavento** and Sherry for ending the first quarter as star consultants! You ladies are rocking it!! Now is the perfect time to introduce your customers to the **new Vitamin C Activating Squares** with their serums to supercharge them! Check out the fact sheet on Product central on Intouch. Also check out the income you can generate with 25 customers using it with a serum (p 10). **Host A Party Help a Cause** is a great way to gather women together for a common purpose. You can focus on skin care and a few supplements. It's fun, fast and a great way to bring JOY to others. Why not donate a % of the sales to Cancer Research or Domestic Violence through the Mary Kay Foundation? And lastly, we are excited because 6 of us are registered to attend the Fall Retreat; who else is planning to join us for 1 or 2 nights? It will definitely help you grow more confidence and you will be surrounded with amazingly positive, fun girlfriends! You deserve some "girl" time and the best place to be is in our "pink bubble". The holidays are right around the corner so we need to plan accordingly; why get a part-time job when you can help others with their gift giving with the products we have available? Also boss' day is Oct 16th— if you have a boss yourself, you can give him or her a beautiful MK gift and help others give MK gifts as well. Some other selling ideas include **"Welcome Back Sales"** to students and teachers as well as having a **sale on all "Masks" for Halloween**. Be sure to check out and post your ideas and your success on our group Face Book page. Let's work together to have our best year ever! Together we can do it! Love, *Sherry*

Our Unit Goal is to have 50 Stars!

Will you be one of them?



Star consultants can earn “Cinderella” prizes and referrals from the company!!! This year all 4 qtr Stars will also receive an extra bonus gift from the Kate Spade New York collection!!! The 2nd quarter of this new seminar year started on September 16th and ends on December 15th.

Way To Go STARS!!



LOVE CHECKS

Recruiting Commission



13% Recruiter Commission Level

Sherry L. Nugent

\$268.81

4% Recruiter Commission Level

Tina Garbacz

\$15.40

A "NSD Daughter" Million \$ Message-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

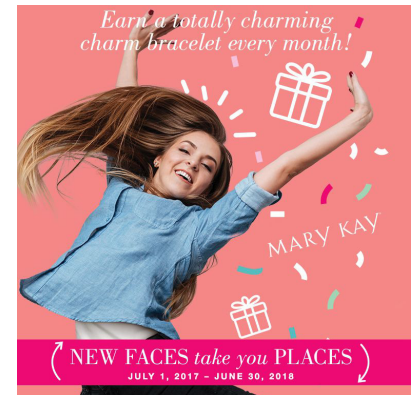
Anick Biatchon
Amal A. Moussa
Edith S. Vargas

From

WEST CHESTER, PA
EAST BRUNSWICK, NJ
PARKESBURG, PA

Sponsored by

S. Nugent
S. Jastrzebski
A. Kristman



JOY

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!



September

NEW
FACES
take you
PLACES

Faces Take You Places

PURPOSEFULLY PUT THE PRODUCT ON 30 FACES & WATCH YOUR BUSINESS TAKE NEW HEIGHTS THIS SEMINAR YEAR!

Totals for the Month	
# of New Faces	
Total Retail Sales	
Interviews Held	
Guests I brought	
New Recruits added	
Total Whsl. Orders	



To Be a Star	
Star	Weekly Sell
\$1,800	\$250
\$2,400	\$334
\$3,000	\$417
\$3,600	\$500
\$4,800	\$667

*Based on 12 weeks
& reinvesting 60%.

STAR DEADLINES

1st Quarter: June 16th-Sept.15th
2nd Quarter: Sept. 16th-Dec. 15th
3rd Quarter: Dec. 16th-Mar. 15th
4th Quarter: Mar. 16th-June 15th

All Star CONSISTENCY

Which of these prizes will you earn to show the world that you're a star? With a commitment to building your Mary Kay business and consistent Star Consultant status for the 2017-Seminar 2018 year, you'll be eligible to pick up one of these awesome prizes when you attend Seminar 2018!

Pearl - \$9,200
Kate Spade New York Satchel

Emerald - \$4,400 - \$9,199
Kate Spade New York Purse

Diamond - \$2,000 - \$4,399
Kate Spade New York Crossbody

Ruby - \$900 - \$1,999
Kate Spade New York Wallet

Sapphire - \$700 - \$899
Kate Spade New York Makeup Bag



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

Track your 6 interviews!

Name	Phone Number

Take the challenge!

WITH A \$600 WHOLESALE ORDER EARN THIS MONTHS R.J. GRAZIANO DESIGNER BRACELET!



Let's Go Places
Grand Prize Achievers

The five Independent Beauty Consultants in each Seminar affiliation with the highest number of qualified** new personal team members over the six-month challenge period (July 1 - Dec. 31, 2017) will each earn a trip voucher valued at \$5,000. The Independent Sales Directors and Independent National Sales Directors of the five Independent Beauty Consultant achievers will also each earn a trip voucher valued at \$5,000.

pink changing lives

PARTY with a PURPOSE!



Host a **FUN** and **FABULOUS** Mary Kay Party in the month of **October** and help fight the battle against **Cancers Affecting Women!**

**Host a Qualified Party and
you will receive \$\$\$ in FREE
Mary Kay® product!**

In addition, your Independent Beauty Consultant will donate to this chosen organization:

to aid in the fight against cancers affecting women!

**Now that's a
PARTY WITH A PURPOSE!
Book your Party TODAY!**

CONTACT ME FOR MORE INFO!



Designed by QT Office



Purposeful in PURPLE

DOMESTIC VIOLENCE AWARENESS

HOST A PARTY, HELP A CAUSE!

October is Domestic Violence Awareness month.

I am raising money to help eliminate domestic violence. You can really make a difference this month when you host a party with me. I will personally donate a portion of the proceeds from every party & makeover during this month of October to the Mary Kay® Foundation.

SET YOUR DATE!

GATHER YOUR FRIENDS!

PUT ON YOUR PURPLE!

LEARN MORE ABOUT THE
FOUNDATION AT
www.marykayfoundation.org

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TOGETHER WE CAN RAISE THOUSANDS
AND HELP END DOMESTIC VIOLENCE!

Contact me today to Host a Party!



Designed by QT Office



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AND HELP END DOMESTIC VIOLENCE!

Contact me today to Host a Party!



Designed by QT Office



NEW
FACES
take you
PLACES

Going Places...

Fall Retreat 2017

Sat Oct 28th - Sun Oct 29th

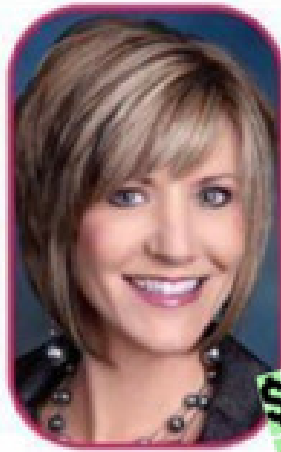
Directors arrive by 1pm Friday, October 27
Optional check-in Friday night for consultants

SPECIAL GUESTS

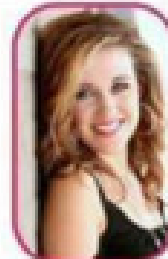
HOSTED BY



NSD CINDY WILLIAMS



NSD TAMMY VAVALA



HESD JORDAN TWILLEY



HESD GINA BECK

**\$20 PRICE
INCREASE
AFTER
SEPT 13!**

SCHEDULE:

FRI 1:00PM - DIRECTORS ONLY
RETREAT BEGINS @ 9AM SAT
RETREAT ENDS @ 12 NOON SUN

POTOMAC PARK CONFERENCE & RETREAT CENTER

11 TABERNACLE WAY, FALLING WATERS, WV 25419

COST: Friday & Saturday Night - \$178 Includes 5 meals (Fri Dinner - Sun Breakfast)

Saturday Night Only - \$105 Includes 3 meals (Sat Lunch - Sun Breakfast)

Cost increase of \$20 on September 4: \$198 Fri & Sat or \$125 Sat only

REGISTER AT GINABECK.NET or JORDANTWILLEY.COM

- DIQs will receive extra time with Cindy & Tammy over lunch
- On Target Queens Court of Sales & Sharing will receive extra time with Cindy & Tammy over dinner
- Special Recognition for Q1 or Q2 Stars + Red Jackets
- Casual Dress (no sweatpants)

PIC•COLLAGE

STAR CONSULTANT RECOGNITION—Qtr ended Sept. 15

Consultant Name	Current Wholesale Production	—Wholesale Production Needed— for Star				
		Sapphire	Ruby	Diamond	Emerald	Pearl
SHERRY NUGENT	\$2,414.50	*****	*****	STAR	\$585.50	\$1,785.50
JILL FLACCAVENTO	\$1,804.00	STAR	\$596.00	\$1,196.00	\$1,796.00	\$2,996.00
ADRIANA KRISTMAN	\$926.25	\$873.75	\$1,473.75	\$2,073.75	\$2,673.75	\$3,873.75
CAROL AMBRUSCH	\$902.50	\$897.50	\$1,497.50	\$2,097.50	\$2,697.50	\$3,897.50
RONIQUE SMITH	\$880.50	\$919.50	\$1,519.50	\$2,119.50	\$2,719.50	\$3,919.50
KAREN TIERNEY	\$687.00	\$1,113.00	\$1,713.00	\$2,313.00	\$2,913.00	\$4,113.00
KAYLA SHINDLE	\$603.50	\$1,196.50	\$1,796.50	\$2,396.50	\$2,996.50	\$4,196.50



Love the NEW Rose Nudes eye palette!



Why not try the pumpkin spice latte eye look?



Let's Go Shopping!

**WELCOME BACK
STUDENTS AND TEACHERS!**

Mary Kay®'s
Sensational Skincare
and Captivating
Color Cosmetics will
have you looking your best
as you go back to school!



SALE DATE:

PRESENT YOUR STUDENT ID
OR TEACHER'S ID AND
RECEIVE **20% OFF** YOUR
MARY KAY® PURCHASE!

3 Convenient Ways to Shop!

1. SET UP A PERSONAL CONSULTATION APPOINTMENT AT YOUR HOME OR MINE
2. VISIT MY MARY KAY® SHOP SITE:
3. CONTACT ME BY PHONE:

Director in Qualification

(8+ actives growing to 24 in 4 months) Production during DIQ counts toward Cruze, Equinox, Ford Fusion 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, 2018 and be a Class of 2018 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

<u>Name</u>	<u>Recruits</u>
Susan Jastrzebski	1
Adriana Kristman	1
Sherry L. Nugent	1



**WHO WILL BE
OUR NEXT STAR
TEAM BUILDER?**



Set Your Sights for the Queens Courts at Seminar 2018

Nat'l Sales Ct (\$40,000) 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	Jill A. Flaccavento	\$3,456.00	\$0.00	\$3,456.00
2	Ronique Smith	\$1,694.00	\$0.00	\$1,694.00
3	Adriana Kristman	\$1,381.50	\$0.00	\$1,381.50
4	Carol Ambrusch	\$1,233.00	\$0.00	\$1,233.00
5	Ann Lamontagne	\$709.00	\$0.00	\$709.00
6	Denise Howell	\$611.00	\$0.00	\$611.00
7	Cindy J. Tang	\$597.00	\$0.00	\$597.00
8	Donna M. Staats	\$501.00	\$0.00	\$501.00
9	Ruth I. Wolinsky	\$489.00	\$0.00	\$489.00
10	Cecile Reichardt	\$483.00	\$0.00	\$483.00
11	Anne Marie Legates	\$482.00	\$0.00	\$482.00
12	Irene L. McFadden	\$469.00	\$0.00	\$469.00
13	Joan G. Slavin	\$465.00	\$0.00	\$465.00
14	Anna Marie Snader	\$463.00	\$0.00	\$463.00
15	Gerri R. Zumbano	\$463.00	\$0.00	\$463.00
16	Mary Ellen Guarino	\$460.00	\$0.00	\$460.00
17	Teri Jenkins	\$455.00	\$0.00	\$455.00
18	Kelly A. McLucas	\$451.00	\$0.00	\$451.00
19	Kara N. Hunt	\$411.00	\$0.00	\$411.00
20	Karen J. Tierney	\$288.00	\$0.00	\$288.00
21	Sherry L. Nugent	\$3,294.00	\$200.50	\$3,494.50

Court of Sharing

		Seminar Qualified Recruits	Earned Recruit Commission Credit
1	Sherry L. Nugent	1	\$197.79

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>
-------------	---------------

Adriana Kristman	\$675.75
Ann Lamontagne	\$354.50
Jill A. Flaccavento	\$318.00
Ruth I. Wolinsky	\$244.50
Anne Marie Legates	\$241.00
Ronique Smith	\$231.50
Anna Marie Snader	\$231.50
Kelly A. McLucas	\$230.50
Teri Jenkins	\$227.50
Karen J. Tierney	\$144.00
Kara N. Hunt	\$69.00
Denise Howell	\$30.00
Sherry L. Nugent	\$1,008.00

Anniversaries

<u>Anniversaries</u>	<u>Years</u>
----------------------	--------------

Shelly A. Hanford	19
Ruth A. Powdermaker	12
Lisa B. Parker	8
Suzan Brittain	8
Cindy J. Tang	7
Adriana Kristman	6
Gerri R. Zumbano	6
Rachel S. Wooters	6
Marsha J. Storjohann	6
Judith A. Schlabach	5
Maggie Rose	1

TEAM BUILDING

Star Team Builders

Recruiter :Tina Garbacz

Carol Ambrusch
Anne Marie Legates
Karen J. Tierney

Senior Consultants

Recruiter :Adriana Kristman

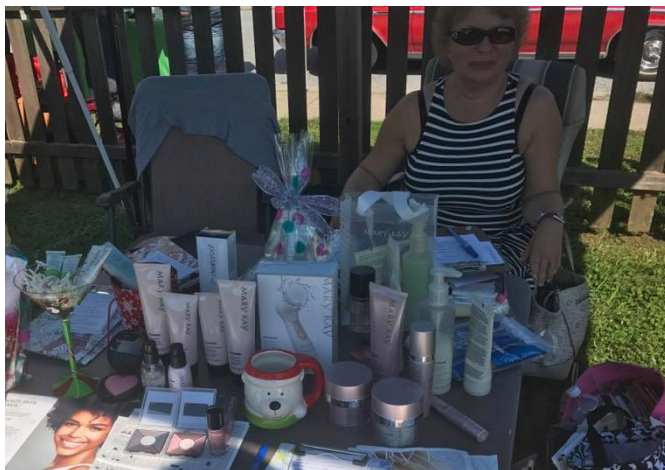
Maria G. Arroyo
Graciela Garcia
* Hilda V. Hernandez
* Maria C. Paramo
* Edith S. Vargas
Fredzit B Villanueva

October Birthdays

<u>Birthdays</u>	<u>Day</u>
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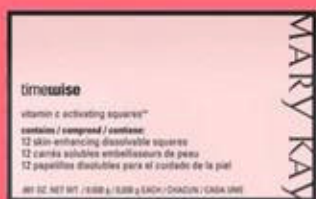
Megan Hoopes-Myers	4
Jubetsy Moore	4
Jennifer L. O'Brien	4
Carol S. Reynolds	22

CAROL AMBRUSCH AND ADRIANA KRISTMAN AT A VENDOR EVENT– How fun!!! Have you scheduled any vendor events for yourself to network?



WHAT IF YOU HAD

25 CUSTOMERS USING VITAMIN C SQUARES + SERUM



**25 CUSTOMERS USING
VITAMIN C SQUARES (25X\$24):
\$600**



**25 CUSTOMERS ORDERING
SERUM (25x\$56):
\$1350**

**25 CUSTOMERS ORDERING VITAMIN C MONTHLY (\$600X12)
AND SERUM EVERY OTHER MONTH (\$1350X6):
\$7200 ON VITAMIN C AND \$8100 ON SERUM**

**= \$15,300 IN SALES JUST FROM
THESE 2 PRODUCTS!**

HOW ABOUT your Power PARTIES?
How about your incidental sales?
How about HOLIDAYS?
How about NEW CENTURY CLUB 100
SKIN CARE customers?
How about THEIR RE ORDERS?

**JUST MAKE an investment into VIT C
and Serum and GO GET THOSE 25
customers and WATCH OUT!**

DO YOU KNOW FEATURES AND BENEFITS OF ACTIVATED VITAMIN C?

Pure Vitamin C degrades and loses its power over time when exposed to air, light or water. Our Vitamin Square SOLVES that problem with a breakthrough technology that keeps the pure Vitamin C stable until you unlock its power with EVERY use!

Put the Vitamin C square in the palm of your hand, activate with a couple drops of H₂O; add normal amount of SERUM of choice and mix to further activate the C square. Apply to face and neck liberally. Finish off with your favorite NIGHT time cream or moisturizer.

Benefits increase over time. After 4 weeks, fine lines will appear much improved!

(The NEW BEAUTY BOOK that features VIT C squares on the front has great stats, before and after images, and is a fabulous resource to show customers)



*Love Your Lashes!
Love Your Life!*



**Come enjoy some much needed pampering
and learn how to have the best long and lush lashes!
Plus, learn about a great opportunity to have a great life
from special Guest Speaker, National Sales Director**

Tammy Vavala!

*Tammy has earned 10 Career Cars - 9 Pink Cadillacs!
She has earned Top Director Trips to Vienna, Rome, Hawaii, Greece,
the Canary Islands, China and Argentina!*

Tammy's highest monthly commission check was over \$20,000!

*Come join us for an evening of fun and motivation!
As my guest, YOU will get your name in our drawing
for a \$200 Spa Gift Basket! Bring your
girlfriends along and get 5 more drawing entries
for EACH friend you bring!*



Thursday, October 26, 2017

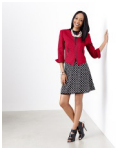
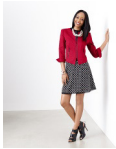


7:00pm

**Embassy Suites
654 N. College Ave.
Newark, DE 19713**

RSVP:

October 2017

SUN	MON	TUES	WED	THURS	FRI	SAT
Online Independent 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 Independent Sales Director-In-Qualification Commitment Form. Commitment Form available until midnight Central time.				
1	Motivation Monday at Sherry's home 7-8:30p	3	4	5	6	7
8	Columbus Day observed. Postal holiday. Conference call 8p 515-739-1031; access 818495	10		12	13	14
	Success training Scott Honda 6-7 face models; 7-8:30 training 8:30-8:45p marketing	Last day to enroll online for the Winter 2017 <i>Preferred Customer Program</i>SM mailing of <i>The Look</i>, including an exclusive sample (while supplies last).	COOKIES AND COLOR Sherry's home 7:30-9p Rsvp 9/20	19		Muffins and Makeovers—Sherry's home 10:45am-12:15p Rsvp 9/8 by noon
15	16	17	18	19	20	21
22	Motivation Monday at Sherry's home 7-8:30p		25	NSD Tammy Vavala GUEST EVENT Embassy Suites, Newark, DE (see flyer) 7p	VAVALA FALL RETREAT West Virginia Friday– Sunday	
29	30	31				
	- Last day to register/cancel registration for Nov. 8 – 11 New Independent Sales Director Education by 5 p.m. Central time. - Last day of the month for Independent Beauty Consultants to place phone orders.	- Last day of the month for Independent Beauty Consultants to place online orders. - Last business day of the month. Orders and Independent Beauty Consultant Agreements submitted by mail must be received today to count toward this month's production. - Online Independent Beauty Consultant Agreements accepted until midnight Central time.				