Sharing Our Success

VOLUME 1, ISSUE 1
JANUARY 20, 2013

150 Members Strong Cadillac Unit By June 2013

OUR UNIT GOALS

150 UNIT MEMBERS BY JUNE

CADILLAC UNIT BY JUNE

How exciting it will be to be recognized as a Circle of Achievement Unit By Seminar 2013

> 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)



We are excited because we are RACING FOR THE GOLD and turning our Premier Club Plus Unit into a Cadillac Unit! We deserve it and I know we 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?





LOVE CHECKS

Recruiting Commission



13% Recruiter Commission Level

Sherry L. Nugent \$948.90

4% Recruiter Commission Level

Kelly A. McLucas \$36.29 Rebecca J. Smith \$34.23 Adriana Kristman \$23.07 **Tina Garbacz** \$20.25 Jennifer L. O'Brien \$5.80 Carol S. Reynolds \$2.52

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#

To our newest MK family members: I am so excited to be working alongside each one of you:) Please give me a call to schedule your New Consultant Training so I can find out your goals and help you make a plan for your success!

Welcome New Members

New Consultant

Jackie DiAntonio

Gina M. Ingram

Darletta J. Kelly

Tina M. O'Toole

Lisa Berry Mary E. Dehm

From

WEST CHESTER, PA WEST CHESTER, PA **WEST CHESTER, PA DOWNINGTOWN, PA** COATESVILLE, PA WEST CHESTER, PA

Sponsored by

S. Nugent K. Maher S. Nugent J. O'Brien K. McLucas S. Nugent

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 REIN-VEST 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
March 15th, YOU
will be invited to a
special event!



STAR CONSULTANT RECOGNITION

Consultant Name Current —Wholesale Production Needed—- Wholesale for Star						
	Production		Ruby	Diamond	Emerald	Pearl
SHERRY NUGENT	\$1,201.50	\$598.50	\$1,198.50	\$1798.50	\$2,398.50	\$3,598.50
LISA BERRY	\$650.00	\$1,150.00	\$1,750.00	\$2,350.00	\$2,950.00	\$4,150.00
RACHEL WOOTERS	\$629.50	\$1,170.50	\$1,770.50	\$2,370.50	\$2,970.50	\$4,170.50
HEATHER LAUTER	\$447.75	\$1,352.25	\$1,952.25	\$2,552.25	\$3,152.25	\$4,352.25
RUTH WOLINSKY	\$317.50	\$1,482.50	\$2,082.50	\$2,682.50	\$3,282.50	\$4,482.50
MARSHA STORJOHANN	\$256.00	\$1,544.00	\$2,144.00	\$2,744.00	\$3,344.00	\$4,544.00
SUSAN JASTRZEBSKI	\$241.50	\$1,558.50	\$2,158.50	\$2,758.50	\$3,358.50	\$4,558.50
KAREN TIERNEY	\$241.00	\$1,559.00	\$2,159.00	\$2,759.00	\$3,359.00	\$4,559.00
HILDA HERNANDEZ	\$230.00	\$1,570.00	\$2,170.00	\$2,770.00	\$3,370.00	\$4,570.00
DONNA STAATS	\$220.50	\$1,579.50	\$2,179.50	\$2,779.50	\$3,379.50	\$4,579.50
ELIZABETH MCDONALD	\$216.00	\$1,584.00	\$2,184.00	\$2,784.00	\$3,384.00	\$4,584.00
REBECCA SMITH	\$208.25	\$1,591.75	\$2,191.75	\$2,791.75	\$3,391.75	\$4,591.75
KAREN HICKS	\$207.00	\$1,593.00	\$2,193.00	\$2,793.00	\$3,393.00	\$4,593.00
TYRONE PATTON	\$206.00	\$1,594.00	\$2,194.00	\$2,794.00	\$3,394.00	\$4,594.00
MARY ANN SASONDONCILL	O \$201.00	\$1,599.00	\$2,199.00	\$2,799.00	\$3,399.00	\$4,599.00
ANNA MARIE SNADER	\$201.00	\$1,599.00	\$2,199.00	\$2,799.00	\$3,399.00	\$4,599.00
TRINA THOMAS	\$200.00	\$1,600.00	\$2,200.00	\$2,800.00	\$3,400.00	\$4,600.00
VALERIE CLEMENS	\$150.50	\$1,649.50	\$2,249.50	\$2,849.50	\$3,449.50	\$4,649.50
JENNIFER O'BRIEN	\$118.00	\$1,682.00	\$2,282.00	\$2,882.00	\$3,482.00	\$4,682.00
DIANA MCCOLLESTER	\$112.00	\$1,688.00	\$2,288.00	\$2,888.00	\$3,488.00	\$4,688.00
LAURA BONNER	\$111.25	\$1,688.75	\$2,288.75	\$2,888.75	\$3,488.75	\$4,688.75
JOELLEEN CUNNINGHAM	\$102.50	\$1,697.50	\$2,297.50	\$2,897.50	\$3,497.50	\$4,697.50
ANNE MARIE LEGATES	\$103.00	\$1,698.00	\$2,298.00	\$2,898.00	\$3,498.00	\$4,698.00

Court of Sharing

		Seminar Qualified Recruits	Earned Recruit Commission Credit
1	Kelly A. McLucas	2	\$162.75
2	Carol S. Reynolds	1	\$47.39
3	Sherry L. Nugent	6	\$1,481.86









February Birthdays

Birthdays	Day				
Cindy Tang	7				
Gerri Zumbano Sharon Luongo	8				
Maria Sotomayor Shannon Dewbrew	17 28				
Samantha Troop	28				

Anniversaries

Anniversaries	Years	
Sherry Nugent	18	
Ann LaMontagne	17	
Donna Staats	10	
Larissa Ent	8	
Mary Ellen Guarino	4	
Megan Hoopes-Myers	4	
Shannon Dewbrew	4	
Kathy Scrivner	4	
Kim Kayal	3	
Andrea Kerak	1	
Joan Mayhugh	1	
Talonda Cain	1	
Alison Estock	1	









Look at what you will receive for debuting as a Brand New Sales Director by June 30,2013!!!

Director in Qualification

(8+ actives growing to 30 in 4 months) Production



during DIQ counts toward Grand Prix 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 December 1, 2005

and be a Class of 2006 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 \$4,000 wholesale growing to 12 actives and \$18,000 in 4 months or less) Eli-

gible 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 TAR-GET with 5 active and \$4,000



Star Recruiter RED JACKET

(3+ actives) Benefits below PLUS Red Jacket Rebate Eligible for \$50 Bonuses

Senior Consultant



(1+ active team members) 4% Commission

MEDAL WINNERS

Bronze Medal Winners for December

Sherry L. Nugent

Women With A Mission To Enrich More Lives

Name	Recruits	
Kelly A. McLucas	1	
Jennifer L. O'Brien	1	
Kathleen M. Maher	1	
Sherry L. Nugent	3	

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!



Set Your Sights for the Queens Courts at Seminar 2013

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 Credi	YTD Total	
1	Rachel S. Wooters	\$9,758.60	\$20.00	\$9,778.60 \$0.475.00	
2	Laura Bonner	\$8,175.00 \$7,540.50	\$0.00 \$275.00	\$8,175.00 \$7,824.50	
3 4	Kelly A. McLucas Jennifer L. O'Brien	<i>\$7,549.50</i> <i>\$7,457.50</i>	\$275.00 \$20.00	\$7,824.50 \$7,477.50	
5	Diana R. McCollester	\$6,811.00	\$20.00 \$0.00	\$6,811.00	
6	Regina M. Smith	\$4,952.00	\$0.00 \$0.00	\$4,952.00	
7	Jeanette K. Donahue	\$4,355.50	\$40.00	\$4,395.50	
8	Karen J. Tierney	\$3,678.50	\$100.00	\$3,778.50	
9	Hilda V. Hernandez	\$3,242.00	\$40.00	\$3,282.00	
10	Susan Jastrzebski	\$3,175.00	\$40.00	\$3,215.00	
11	Tina Garbacz	\$2,629.50	\$80.00	\$2,709.50	
12	Jeannette E. Faber	\$2,649.50	\$0.00	\$2,649.50	
13	Heather M. Lauter	\$2,117.00	\$20.00	\$2,137.00	
14	Colleen M. McMahon	\$2,131.50	\$0.00	\$2,131.50	
15	Trina J. Thomas	\$1,910.00	\$60.00	\$1,970.00	
16	Teresa Ramalho	\$1,901.50	\$0.00	\$1,901.50	
17	Valerie G. Clemens	\$1,830.50	\$0.00	\$1,830.50	
18	Judith A. Schlabach	\$1,592.00	\$0.00	\$1,592.00	
19	Carol S. Reynolds	\$1,502.50	\$40.00	\$1,542.50	
20	Lisa Berry	\$1,471.50	\$0.00	\$1,471.50	
21	Anick Biatchon	\$1,463.50	\$0.00	\$1,463.50	
22	Anna Marie Snader	\$1,349.00	\$20.00	\$1,369.00	
23	Avery L. Ragsdale	\$1,355.00	\$0.00	\$1,355.00	
24	Donna M. Staats	\$1,216.50	\$20.00	\$1,236.50	
25	Theresa J. Foltz	\$1,217.00	\$0.00	\$1,217.00	
26	Rebecca J. Smith	\$1,084.50	\$40.00	\$1,124.50	
27	Adriana Kristman	\$915.50	\$175.00	\$1,090.50	
28	Elizabeth J McDonald	\$1,080.50	\$0.00	\$1,080.50	
29	Denise Howell	\$1,039.40	\$40.00	\$1,079.40	
30	Alison M. Estock	\$1,075.50	\$0.00	\$1,075.50	
31	Devon Cox	\$1,061.50	\$0.00	\$1,061.50	
32	Shelly A. Hanford	\$1,039.00	\$0.00	\$1,039.00	
33	Kathleen M. Maher	\$1,034.00	\$0.00	\$1,034.00	
34	Mary Ellen Guarino	\$984.00	\$0.00	\$984.00 \$004.50	
35	Dawnann Cass	\$924.50	\$40.00	\$964.50 \$057.00	
36 37	Jennifer E. Baez	\$957.00	\$0.00 \$0.00	\$957.00 \$022.00	
38	Megan Hoopes-Myers Joan G. Slavin	\$922.00 \$818.00	\$0.00 \$20.00	\$922.00 \$838.00	
39	Irene L. McFadden	\$813.00	\$0.00	\$813.00	
40	Gerri R. Zumbano	\$813.00	\$0.00 \$0.00	\$813.00	
41	Ann Lamontagne	\$812.00	\$0.00 \$0.00	\$812.00	
42	Shannon E. Dewbrew	\$805.00	\$0.00	\$805.00	
43	Sherry L. Nugent	\$9,358.50	\$652.00	\$10,010.50	

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

UNIT WHOLESALE

Name Amount Kelly A. McLucas \$1,112.50 Rachel S. Wooters \$855.75 Lisa Berry \$605.75 Jeanette K. Donahue \$600.00 Hilda V. Hernandez \$576.75 Laura Bonner \$538.25 Tina Garbacz \$471.00 Anna Marie Snader \$469.75 Jennifer L. O'Brien \$467.50 Diana R. McCollester \$457.25 Karen J. Tierney \$403.25 Regina M. Smith \$400.00 Ann Lamontagne \$364.00 Heather M. Lauter \$322.75 Eileen M. Smith \$294.00 Mary Ellen Guarino \$289.00 Elizabeth J McDonald \$242.00 Susan Jastrzebski \$241.50 Eddy D. Herbison \$233.75 Donna M. Staats \$220.50 Rebecca J. Smith \$208.25 Tyrone A. Patton \$206.00 **Devon Cox** \$201.00 M. Sasondoncillo \$201.00 Kathleen M. Maher \$145.00 Laura Puzo \$141.00 Jennifer E. Baez \$112.50 Anne Marie Legates \$103.00 Joelleen Cunningham \$102.50 Elizabeth H. Toy \$85.00 Colleen M. McMahon \$80.50 Jeannette E. Faber \$63.00 Alison M. Estock \$49.50 \$38.00 Holly A. Matonak Theresa J. Foltz \$31.00 Sherry L. Nugent \$1,204.00



TEAM BUILDING

Star Recruiters

Recruiter: Kelly A. McLucas

Eddy D. Herbison Jennifer L. O'Brien Tyrone A. Patton Darletta J. Kelly * Avery L. Ragsdale # T. Thompson-Brown

Recruiter: Rebecca J. Smith

Charlene Y. Chapman Rebecca K. Futty Rachel S. Wooters * Paige Malizia

* Marsha J. Storjohann

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: Adriana Kristman

Carol E. Martinez # Emily Frey # June C. Plummer # Maria G. Rivera # Erika Tinoco # Samantha R. Troop

Hilda V. Hernandez

Recruiter: Jennifer L. O'Brien

Kathleen M. Maher Gina M. Ingram

Recruiter: Arezou Olama

M. Sasondoncillo # Andrea C. Kerak

Recruiter: Carol S. Reynolds

Larissa A. Ent Jeannette E. Faber # Bernadette Rogers

Recruiter: Karen J. Tierney

Rita J. Tierney # Marie S. Lyons VISIONARIES
HOLIDAY
PARTY AT
SHERRY'S
HOME



FORMING NEW FRIENDSHIPS





EXCHANGING GIFTS









ENJOYING
YUMMY
APPETIZERS
AND
DELICIOUS
DESSERTS



February 2013

SUN	MON	TUES	WED	THURS	FRI	SAT
(Dec. 16, 20 • All-Star Star (through Jun	tar Consultant Quar 112 – Mar 15, 2013) Consultant Consister	ncy Challenge			Postmark cutoff for Independent Beauty Consultants to mail Commitment Forms to begin Independent Sales Director qualifi- cation this month.	Registration opens for the first week of Career Conference 2013 (Mar. 15-16). Muffins and Makeovers 11am-1p
	, ,	·			1	2
	MK Success Training 7p	Registration opens for the second week of Career Conference 2013 (Mar. 22-23 and Mar. 24-25).	Valentine Make- overs Night at Sherry's Home 7p-8:30p		Online Sales Director- In-Qualification Commitment Form available beginning 6 a.m. Central time.	Delaware work- shop 8:00am- Noon
3	4	5	6	7	8	9
Last day to submit online Sales Director- in-Qualification form. Online commitment form available until midnight Central time.	MK Success Training 7p	19	12	Valentine's Day	15	
10	11	12	13	14	15	16
	President's Day. Postal Holiday. No Success Training tonight:(Makeover Night at Sherry's Home 7p-8:30p		Red Jacket Luncheon TBD noon-1P
17	18	19	20	21	22	23
24	MK Success Training 7p	26	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. Deadline to register for Career Conference 2015. Career Conference Moin in an Up Challenge ends. Last day to quality for the Glitter and Gold Lancheon. Last day of the month for Independent Beauty Consultants to place online anders (until 9.88 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 necepted until midnight Contral time.		

GREAT CONTESTS — Set Your Sights On Achieving Your Goals!

BE A STAR CONSULTANT AND EARN QUARTERLY PRIZES!



Earn a Brighton Bracelet and charms and spacers for your consistency in your business!
Congratulations to Rachel Wooters and to Kelly McLucas who have already earned this beautiful bracelet!
Ask Sherry for details:)











LOOK AT THESE PRIZES YOU CAN EARN FOR THE COMPANY COURT OF SALES!