

Sharing Our Success

VOLUME 1, ISSUE 1

APRIL 15, 2014

250 Members Strong Cadillac Unit By June 2014

OUR UNIT GOALS

250 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)



YOU DID IT!!! All of us pulled together to finish Premier Club on March 31st! I am so proud of you for all your efforts, orders and prayers:) You are women and men of Excellence with big hearts! Our next step is Pink Cadillac!

Spring is finally here and we are in the final stretch of our seminar year! There is less than 90 days to race to the finish line! We are excited because we are making a difference while finishing the Circle of Achievement by 6/30! There are so many opportunities to bless others this spring: *Administrative Asst Day, Nurse's Day/Week, Teacher's Day, Easter*, etc. Also, with our company's new team building promotion for April, **"SHARE THE LOVE"**, (see page 11)- many of you will also be blessing others by passing on our business opportunity to them! If you share the love and sponsor a new team member for only \$75 (plus tax and shipping), you will also be able to do it again in May! You will also earn the Pearls of Sharing in April! So— who do you know that can enjoy the benefits of MK??? SEE PG 5

It's also that time to make arrangements to attend Seminar (May 1st). Will you be joining us at our company's annual event in Dallas, TX? You can learn from the top NSDs and Sales Directors in the company. You can tour the manufacturing plant or Corporate headquarters. You can make new connections with other consultants from other states. You can get re-focused on your goals and clarify your vision for your future.

I know you can **have an Audacious April by showering others with love!**

(Colossians 3:23) Let's have faith, vision and courage 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

Carol
Ambrusch

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 6/15.



LOVE CHECKS

Recruiting Commission



13% Recruiter Commission Level

Sherry L. Nugent \$750.30

4% Recruiter Commission Level

Karen J. Tierney \$72.22
Tina Garbacz \$40.64
Kara N. Hunt \$19.48
Alexa L. Nugent \$6.58
Rebecca J. Smith \$6.36

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

Sharon Clancy

From

BRISTOL, PA

Sponsored by

K. Tierney

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

*Now is the time to
 stock up on Subtle
 Tanning lotions
 and Sunscreens:)*



STAR CONSULTANT RECOGNITION— ends 6/15

Consultant Name	Current Wholesale Production	—Wholesale Production Needed— for Star				
		Sapphire	Ruby	Diamond	Emerald	
SHARON CLANCY	\$1,805.50	STAR	\$594.50	\$1,194.50	\$1,794.50	\$2,994.50
SHERRY NUGENT	\$1,430.50	\$369.50	\$969.50	\$1,569.50	\$2,169.50	\$3,369.50
ALEXA NUGENT	\$750.50	\$1,049.50	\$1,649.50	\$2,249.50	\$2,849.50	\$4,049.50
SUSAN JASTRZEBSKI	\$694.00	\$1,106.00	\$1,706.00	\$2,306.00	\$2,906.00	\$4,106.00
CAROL AMBRUSCH	\$510.50	\$1,289.50	\$1,889.50	\$2,489.50	\$3,089.50	\$4,289.50

Court of Sharing

		Seminar Qualified Recruits	Earned Recruit Commission Credit
1	Tina Garbacz	1	\$93.78
2	Karen J. Tierney	1	\$72.22
3	Rachel S. Wooters	1	\$51.26
4	Ronique Smith	1	\$24.48
5	Sherry L. Nugent	2	\$312.78

pink changing livesSM

Look who is making plans to attend Seminar 2014 (July 16-19):

1. Carol Ambrusch
2. Shannon Elam
3. Adriana Kristman
4. Kelly McLucas
5. Roni Smith
6. Lauren Spatocco
7. Sherry Nugent
8. WHY NOT YOU?

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, 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

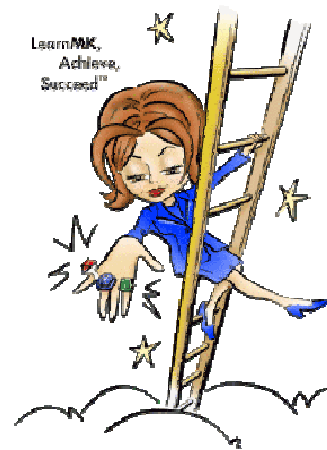


(1+ active team members) 4% Commission

Women With A Mission To Enrich More Lives

Name	Recruits
Karen J. Tierney	1

Are YOU planning to move up to the next level in April?



TEXT TO HAVE PPL LISTEN TO MARKETING CALL!

Texting to listen to marketing call:

1st Text:

I'm super excited! My Mary Kay director has challenged me to have 25 ppl listen 2 a phone call! U will be entered to win a Coach handbag! Will u help me out?

2nd Text:

Call 212-990-6304 within 24 hrs and u r entered for the purse. Text me the password and the answer to the question after you listen.

3rd Text:

Thanks so much for helping me with my challenge! My director will be calling u to complete ur entry form for the purse. It only takes about five minutes. Her name is Sherry.

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	\$5,523.00	\$820.00	\$6,343.00
2	Rachel S. Wooters	\$4,724.00	\$611.00	\$5,335.00
3	Kara N. Hunt	\$5,198.00	\$46.00	\$5,244.00
4	Carol Ambrusch	\$5,100.00	\$20.00	\$5,120.00
5	Susan Jastrzebski	\$4,411.00	\$550.00	\$4,961.00
6	Alexa L. Nugent	\$4,395.50	\$20.00	\$4,415.50
7	Sharon Clancy	\$4,183.00	\$40.00	\$4,223.00
8	Ellie Fendler	\$4,176.00	\$0.00	\$4,176.00
9	Ronique Smith	\$3,420.00	\$561.00	\$3,981.00
10	Elizabeth J McDonald	\$3,672.50	\$238.00	\$3,910.50
11	Tina Garbacz	\$3,342.50	\$367.00	\$3,709.50
12	Regina M. Smith	\$3,033.00	\$585.00	\$3,618.00
13	Shannon E. Dewbrew	\$3,289.00	\$240.00	\$3,529.00
14	Adriana Kristman	\$3,057.00	\$451.00	\$3,508.00
15	Jeanette K. Donahue	\$3,281.50	\$0.00	\$3,281.50
16	Karen J. Tierney	\$2,527.00	\$579.00	\$3,106.00
17	Diana R. McColleston	\$2,966.00	\$20.00	\$2,986.00
18	Valerie G. Clemens	\$2,730.00	\$145.00	\$2,875.00
19	Daria A. Hall	\$1,951.00	\$801.00	\$2,752.00
20	Kelly A. McLucas	\$2,462.50	\$265.00	\$2,727.50
21	Donna M. Staats	\$2,150.00	\$440.00	\$2,590.00
22	Irene L. McFadden	\$2,517.50	\$0.00	\$2,517.50
23	Shelly A. Hanford	\$1,968.00	\$546.00	\$2,514.00
24	Jennifer L. O'Brien	\$2,461.50	\$0.00	\$2,461.50
25	Devon Cox	\$2,430.50	\$0.00	\$2,430.50
26	Rebecca J. Smith	\$1,782.50	\$356.00	\$2,138.50
27	Carol S. Reynolds	\$1,690.00	\$365.00	\$2,055.00
28	Elizabeth H. Toy	\$1,894.50	\$80.00	\$1,974.50
29	Jamie L. DiAntonio	\$1,473.00	\$460.00	\$1,933.00
30	Theresa J. Foltz	\$1,208.00	\$629.00	\$1,837.00
31	Megaen K. Allen	\$1,737.50	\$18.00	\$1,755.50
32	Jeannette E. Faber	\$1,753.00	\$0.00	\$1,753.00
33	Joan G. Slavin	\$1,731.00	\$20.00	\$1,751.00
34	Hilda V. Hernandez	\$1,663.00	\$0.00	\$1,663.00
35	Laura Bonner	\$1,188.00	\$382.00	\$1,570.00
36	Julie Groff	\$1,467.00	\$60.00	\$1,527.00
37	Marsha J. Storjohann	\$1,526.50	\$0.00	\$1,526.50
38	Heather L. Hess	\$1,217.50	\$298.00	\$1,515.50
39	Ann Lamontagne	\$1,134.00	\$320.00	\$1,454.00
40	Denise Howell	\$1,417.00	\$20.00	\$1,437.00
41	Sherry L. Nugent	\$14,933.50	\$3,152.00	\$18,085.50

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

UNIT WHOLESALE

<u>Name</u>	<u>Amount</u>
Sharon Clancy	\$1,805.50
Susan Jastrzebski	\$849.00
Alexa L. Nugent	\$750.50
Carol Ambrusch	\$543.00
Kelly A. McLucas	\$338.00
Ann Lamontagne	\$325.00
Denise Howell	\$291.50
Lisa B. Parker	\$260.50
Jenna E. Kruscavage	\$249.00
Karen J. Tierney	\$245.00
Steliesa Persad	\$238.00
Laura Puzo	\$236.00
Diana R. McColester	\$236.00
Elizabeth J McDonald	\$233.50
Carol S. Reynolds	\$233.00
Rebecca J. Smith	\$231.25
Heather M. Lauter	\$228.50
Anne Marie Legates	\$228.00
Graciela Garcia	\$228.00
Theresa J. Foltz	\$226.50
Shannon E. Dewbrew	\$226.50
Devon Cox	\$226.00
Tina Garbacz	\$225.25
Irene L. McFadden	\$225.00
Regina M. Smith	\$225.00
Kara N. Hunt	\$164.50
Valerie G. Clemens	\$159.50
Rachel S. Wooters	\$159.00
Jeannette E. Faber	\$140.00
Julie Groff	\$131.00
Ronique Smith	\$59.00
Elizabeth H. Toy	\$45.00
Megan Hoopes-Myers	\$15.00
Sherry L. Nugent	\$1,430.50

May Birthdays

<u>Birthdays</u>	<u>Day</u>
Heather M. Lauter	2
Susan Jastrzebski	3
Sherry L. Nugent	7
Amber L. Ballantyne	8
Carol Ambrusch	9
Samantha C. Pegler	9
Judith A. Schlabach	9
Regis J. Chukwueke	13
Elizabeth J McDonald	29

Anniversaries

<u>Anniversaries</u>	<u>Years</u>
DawnAnn Cass	17
Valerie G. Clemens	11
Laura Puzo	8
Megan J. Toumey	1
Cheryl E. Paxson	1
Besa Dede	1

discover what you
LOVE™



TEAM BUILDING

Star Recruiters

Recruiter :Tina Garbacz

Carol Ambrusch
Anne Marie Legates
Karen J. Tierney

Congratulations to *Besa and Adriatik Dede* on the birth of their baby girl, **Isabella Claire** on Sat., April 12th at 9:55pm. Cards can be sent to: 166 Paoli Pike, Malvern, PA 19355.



Summer 2014

April 15: Last day to enroll online for the Summer 2014 Preferred Customer ProgramSM mailing of *The Look*.

May 10: Early ordering privilege of the new Summer 2014 promotional items begins for Independent Beauty Consultants who enrolled in *The Look* for Summer 2014 through the Preferred Customer ProgramSM.

May 15: Last day of online enrollment for the Month 2 mailer.

May 16: Summer issue of *The Look* mails.*

June 10: Summer 2014 Preferred Customer ProgramSM mailing of the Month 2 mailer begins.

*Allow 7-10 business days for delivery.

Senior Consultants

Recruiter :Heather L. Hess

Gerri R. Zumbano

Recruiter :Megan Hoopes-Myers

Julie Groff

Recruiter :Kara N. Hunt

Jenna E. Kruscavage
Steliesa Persad
Morgan P. Diffendall

Recruiter :Adriana Kristman

Graciela Garcia
* Hilda V. Hernandez
Hillary F. Probst
* Laura Sanchez
* Lauren Spatocco
Samantha R. Troop
* Fredzit B Villanueva
Maribel Castillo

Recruiter :Kelly A. McLucas

Jennifer L. O'Brien
Gianna M. Diletto
Eddy D. Herbison
Darletta J. Kelly
Dana E. Rutledge
Megan J. Toumey

Recruiter :Alexa L. Nugent

Kara N. Hunt
Suzanne E. Allegra

Recruiter :Carol S. Reynolds

Bernadette Rogers

Recruiter :Rebecca J. Smith

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

Recruiter :Karen J. Tierney

Sharon Clancy

Recruiter :Elizabeth H. Toy

Kate M. Diem

CAREER
CONFERENCE
2014
LANCASTER





Share the Love!

We love giving women the opportunity to build their dreams, which is why you can start your Mary Kay business **for only \$75 in April!**



More to Love!

Are you ready to stretch yourself and help other women realize their potential? When you start your business in April and share the Mary Kay opportunity, you can offer these same great incentives to anyone who also may want to start a Mary Kay business in April or May. With new team members, you can start earning commissions and potential team-building bonuses that can help get your new Mary Kay business off to a fabulous start!

Ask me, your Independent Beauty Consultant, how to get started today!

* Purchasing inventory is an individual decision, and it's entirely not a requirement for you to begin your Mary Kay business. We always recommend that you determine what activity will get you part to grow in your Mary Kay business. Then, I suggest to you present circumstances, meet in a level of inventory that appeals to you. If you decide that this opportunity is not right for you, Mary Kay will reimburse, at 80 percent of your original cost, any and unused Section 1 products, as long as these items were purchased by you from the Company within one year prior to return. Please note to your Independent Beauty Consultant Agreement for complete details.

** To qualify for the \$100 credit off your first product order, your Independent Beauty Consultant Agreement must be received and accepted by the Company April 1-30, 2014, and your first wholesale Section 1 product order must equal \$1,800 or more (excluding sales tax) and must be received and accepted by the Company by May 31, 2014.

*** To qualify for free shipping on your first product order, your Independent Beauty Consultant Agreement must be received and accepted by the Company April 1-30, 2014, and your first wholesale Section 1 product order must equal \$600 or more (excluding sales tax) and must be received and accepted by the Company by May 31, 2014.

† The BizBuilder Bucks credit will be applied toward the next qualifying order of at least \$400. Section 1 wholesale \$800 suggested retail as long as the order is placed within the Independent Beauty Consultant's active status. An Independent Beauty Consultant is considered active in the month a minimum \$225 wholesale Section 1 product order is received and accepted by the Company and in the following two calendar months. The credit will apply upon the expiration of the Independent Beauty Consultant's active status.



When you start your business April 1-30 and place your first product order* by May 31, 2014, you can get these exciting incentives:

\$1,800+ Wholesale

TOTAL SUGGESTED RETAIL VALUE: \$4,072 +



GET ALL THIS:

- \$1,800 wholesale product inventory (\$3,600 suggested retail value)
- \$100 credit on your first product order**
- Free shipping on your first product order**
- Up to \$125 in BizBuilder Bucks credit†
- FREE custom color look** (\$118 suggested retail value)
- FREE product bonus bundles*** (up to \$642 suggested retail value)

\$600-\$1,799 Wholesale

TOTAL SUGGESTED RETAIL VALUE: \$1,435 +



GET ALL THIS:

- \$600 wholesale product inventory (\$1,200 suggested retail value)
- Up to \$35 in BizBuilder Bucks credit†
- Free shipping on your first product order**
- FREE custom color look** (\$118 suggested retail value)
- FREE product bonus bundles*** (up to \$623 suggested retail value)

\$400-\$599 Wholesale

TOTAL SUGGESTED RETAIL VALUE: \$800 +



GET ALL THIS:

- \$400 wholesale product inventory (\$800 suggested retail value)
- \$10 in BizBuilder Bucks credit†

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†† To qualify for a free custom color look, a minimum wholesale Section 1 order of \$600 or more must be received and accepted by the Company within 15 calendar days of when the Independent Beauty Consultant Agreement is received and accepted by the Company. Sales tax is required on the actual suggested retail value of the gift.

††† To receive a free product bonus bundle, your Independent Beauty Consultant Agreement must be received and accepted by the Company April 1-30, 2014, and your first wholesale Section 1 product order must equal \$800 or more (excluding sales tax) and must be received and accepted by the Company by May 31, 2014. Sales tax is required on the suggested retail value of the Section 1 products included in the bonus. Refer to the Mary Kay Sales Brochure for complete details and more information on the free product bonus bundle.

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May 2014

SUN	MON	TUES	WED	THURS	FRI	SAT
Ongoing This Month • Quarter 4 Star Consultant Quarterly Contest (March 16, 2014 – June 15, 2014) • All-Star Star Consultant Consistency Challenge (through June 15, 2014) • Class of 2014 (through July 1, 2014)			MAY 1- Cupcakes and Compacts Guest Event at Sherry's home 6:45p-8:30p; Rsvp by 4/30	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. Seminar 2014 registration and Seminar souvenir ordering opens to those registered for Seminar!		Last day to submit online Sales Director-In-Qualification form. Online commitment form available until midnight Central time.
	King of Prussia Workshop Radisson Hotel 7p–9:15p; cost \$8; guests– free			Cupcakes and Compacts Guest Event at Sherry's home 6:45p-8:30p; Rsvp by 5/7		Breakfast of Champions– Newark, DE 8:45am-12:00p (rsvp by 5/6– cost \$15) at the door cost \$20
4	5	6	7	8	9	10
Mother's Day.	Mary Kay's birthday. Success Mtg Scott Honda 7p– 8:45p					Muffins and Makeovers at Sherry's home 10:45am-12:30p (rsvp by noon 5/16)
11	12	13	14	15	16	17
	Success Mtg Scott Honda 7p– 8:45p	Cupcakes and Compacts Guest Event at Sherry's home 6:45p-8:30p; Rsvp by 5/20				
18	19	20	21	22	23	24
	Memorial Day. All Company and branch offices closed. Postal holiday. NO SUCCESS MEETING TONIGHT!			Last day of the month for Independent Beauty Consultants to place telephone orders (until 10:00 p.m. Central time). Cupcakes and Compacts at Sherry's home 6:45p-8:30p Rsvp by 5/28	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.	Last day of the month for Independent Beauty Consultants to place online orders (until 9:00 p.m. Central time). Online Independent Beauty Consultant Agreements accepted until midnight Central time.
25	26	27	28		30	31