

Sharing Our Success

VOLUME 1, ISSUE 1

JUNE 16, 2014

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 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)



June is here and what you do will make all the difference to finishing this year strong and jumpstarting our new seminar year?! Will you dig deeper and work with a sense of urgency to make a miracle happen? It's YOU vs. YOU! Each day you will make decisions to give into your fears and doubts or have faith and trust God. Your thoughts and your actions will reflect your beliefs.

Mary Kay once said, "There are 3 kinds of people: those who make things happen, those who watch things happen and those who wonder what happened." Which one will you be? This is a great time to make things happen; you will feel great about yourself and your business... plus, our company is recognizing anyone who places a minimum \$400 wholesale order in a single order in June with a beautiful "Follow your heart" pendant (see pg 10). Why not take the 24 sales challenge and sell 24 items in 24 hours:) (See Info included in this newsletter.) You have what it takes; you were created for greatness! You can do it!

With child-like faith and laser sharp vision to make a difference,

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 Dinner:) 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! 4th qtr ends 6/15.



LOVE CHECKS

Recruiting Commission



13% Recruiter Commission Level

Sherry L. Nugent **\$397.12**

4% Recruiter Commission Level

Carol Ambrusch **\$49.04**
Tina Garbacz **\$22.62**
Jeanette K. Donahue **\$10.28**
Rebecca J. Smith **\$2.12**
Megan Hoopes-Myers **\$2.02**
Adriana Kristman **\$1.74**

A "NSD Daughter" CONFERENCE CALL— Million Dollar Message

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

Minnie Porter

From

COATESVILLE, PA

Sponsored by

S. Nugent

CALLING ALL STAR CONSULTANTS

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

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 CHARM** by putting Mary Kay on 15 faces or 5 classes in 2 weeks or your **POWER START CHARM** 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.

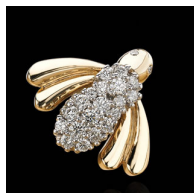
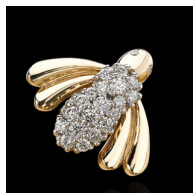
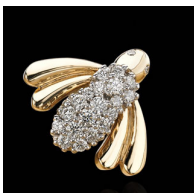
Be sure to invite her to a Meeting!
**See calendar for dates of meetings, workshops
 & other important events!**



Court of Sharing

June Anniversaries

<u>Anniversaries</u>	<u>Years</u>
Ruth I. Wolinsky	7
Devon Cox	4
Jennifer E. Baez	2
Katharine A Kloepper	1
Morgan P. Diffendall	1
Karen A. Williams	1
Amber L. Ballantyne	1
Dana E. Rutledge	1
Amy L. Coury	1
Megan Wanek	1
Gianna M. Diletto	1
Eva G. Lang	1
Jasmine M. Williams	1
Ursula Bennett	1
Dawn M. Chiofalo	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

Sherry L. Nugent

1



Birthdays

Day

Dana E. Rutledge	3
Laura Bonner	8
Kate M. Diem	9
Jennifer E. Baez	15
Graciela Garcia	17
Trina J. Thomas	17
Sharon Clancy	18
Eva G. Lang	18
Donna M. Staats	27
Devon Cox	29
Olivia Sommar	31

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 Sales and Sharing Courts at Seminar 2014
Nat'l Sales Ct (\$36,000) Princess Sales Ct \$20,000 Unit Sales Ct \$10,000
Nat'l Sharing Ct (24 Qlfd) Princess Sharing Ct (12 Qlfd) Unit Sharing Ct (6 Qlfd)

Court of Sales

	Name	YTD Retail	YTD PC Prem & Addnl Credit	YTD Total
1	Carol Ambrusch	\$7,190.00	\$110.00	\$7,300.00
2	Judith A. Schlabach	\$6,299.00	\$820.00	\$7,119.00
3	Rachel S. Wooters	\$5,303.00	\$721.00	\$6,024.00
4	Sharon Clancy	\$5,415.00	\$40.00	\$5,455.00
5	Susan Jastrzebski	\$4,803.00	\$640.00	\$5,443.00
6	Kara N. Hunt	\$5,198.00	\$136.00	\$5,334.00
7	Ronique Smith	\$4,495.00	\$671.00	\$5,166.00
8	Adriana Kristman	\$4,188.00	\$541.00	\$4,729.00
9	Elizabeth J McDonald	\$4,351.00	\$238.00	\$4,589.00
10	Alexa L. Nugent	\$4,395.50	\$110.00	\$4,505.50
11	Shannon E. Dewbrew	\$4,174.00	\$330.00	\$4,504.00
12	Regina M. Smith	\$3,600.00	\$695.00	\$4,295.00
13	Jeanette K. Donahue	\$4,172.50	\$0.00	\$4,172.50
14	Diana R. McColleston	\$3,906.00	\$20.00	\$3,926.00
15	Tina Garbacz	\$3,342.50	\$457.00	\$3,799.50
16	Karen J. Tierney	\$3,029.00	\$599.00	\$3,628.00
17	Donna M. Staats	\$2,905.00	\$440.00	\$3,345.00
18	Valerie G. Clemens	\$3,183.00	\$145.00	\$3,328.00
19	Daria A. Hall	\$2,459.00	\$821.00	\$3,280.00
20	Jennifer L. O'Brien	\$3,039.00	\$0.00	\$3,039.00
21	Irene L. McFadden	\$2,923.50	\$0.00	\$2,923.50
22	Jenna Gottlieb	\$2,865.00	\$0.00	\$2,865.00
23	Joan G. Slavin	\$2,799.00	\$20.00	\$2,819.00
24	Kelly A. McLucas	\$2,462.50	\$355.00	\$2,817.50
25	Devon Cox	\$2,594.50	\$20.00	\$2,614.50
26	Shelly A. Hanford	\$1,968.00	\$546.00	\$2,514.00
27	Elizabeth H. Toy	\$2,367.50	\$100.00	\$2,467.50
28	Theresa J. Foltz	\$1,750.00	\$629.00	\$2,379.00
29	Rebecca J. Smith	\$1,976.50	\$356.00	\$2,332.50
30	Carol S. Reynolds	\$1,795.00	\$365.00	\$2,160.00
31	Hilda V. Hernandez	\$2,151.00	\$0.00	\$2,151.00
32	Julie Groff	\$2,052.00	\$80.00	\$2,132.00
33	Marsha J. Storjohann	\$2,024.50	\$0.00	\$2,024.50
34	Heather L. Hess	\$1,700.50	\$298.00	\$1,998.50
35	Anna Marie Snader	\$1,511.50	\$268.00	\$1,779.50
36	Megaen K. Allen	\$1,737.50	\$18.00	\$1,755.50
37	Jeannette E. Faber	\$1,753.00	\$0.00	\$1,753.00
38	Laura Puzo	\$1,656.00	\$0.00	\$1,656.00
39	Mary Ellen Guarino	\$1,632.00	\$0.00	\$1,632.00
40	Sherry L. Nugent	\$18,258.50	\$3,322.00	\$21,580.50

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

UNIT WHOLESALE

Name	Amount
Jenna Gottlieb	\$1,226.00
Carol Ambrusch	\$314.50
Elizabeth J McDonald	\$284.25
Ruth I. Wolinsky	\$262.00
Daria A. Hall	\$259.00
Ruth A. Powdermaker	\$257.00
Joan G. Slavin	\$252.00
Karen J. Tierney	\$251.00
Heather L. Hess	\$241.50
Donna M. Staats	\$238.50
Elizabeth H. Toy	\$236.50
Kim S. Kayal	\$235.50
Diana R. McColleston	\$229.50
Jessica A. Stancato	\$229.00
Valerie G. Clemens	\$226.50
Larissa A. Ent	\$225.00
Irene L. McFadden	\$203.00
Susan Jastrzebski	\$196.00
Theresa J. Foltz	\$195.00
Laura Puzo	\$157.50
Adriana Kristman	\$108.00
Judith A. Schlabach	\$100.00
Heather M. Lauter	\$64.50
Rachel S. Wooters	\$53.00
Carol S. Reynolds	\$52.50
Julie Groff	\$50.50
Graciela Garcia	\$43.50
Rebecca J. Smith	\$20.00
Sherry L. Nugent	\$800.00



discover what you
LOVE™



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?

pinkchanging livesSM

TEAM BUILDING

Star Team Builders

Recruiter :Tina Garbacz

Carol Ambrusch

Anne Marie Legates

Karen J. Tierney

Senior Consultants

Recruiter :Carol Ambrusch

Jenna Gottlieb

Recruiter :Jeanette K Donahue

Ruth A. Powdermaker

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

* Samantha R. Troop

* Fredzit B Villanueva

Maribel Castillo

Laura Sanchez

Lauren Spatocco

Recruiter :Kelly A. McLucas

Jennifer L. O'Brien

Gianna M. Diletto

Eddy D. Herbison

Darletta J. Kelly

Dana E. Rutledge

Megan J. Toumey

Recruiter :Rebecca J. Smith

Marsha J. Storjohann

Rachel S. Wooters

* Megan R. Yanoviak

Recruiter :Karen J. Tierney

Sharon Clancy



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.

NEW SEASON! PRODUCTS! CHALLENGE!



Take the 24 Sales Challenge and Sell 24 Items in 24 hours!
If 24 hours isn't enough time, extend your goal for a week!



- 24  X \$15 each = \$360 **[\$180 PROFIT!]**
NEW Lash Love Lengthening Mascaras
- 24  X \$16 each = \$384 **[\$192 PROFIT!]**
NEW Translucent Powders
- 24  X \$34 each = \$816 **[\$408 PROFIT!]**
Satin Hands Sets
- 24  X \$90 each = \$2,160 **[\$1,080 PROFIT!]**
TimeWise Miracle Sets
- 24  X \$199 each = \$4,776 **[\$2,388 PROFIT!]**
TimeWise Repair Sets

Complete the Sales Challenge with friends, family & your customers!
Share your goal with EVERYONE...and for an extra incentive offer them a gift with purchase
or a 10% discount for supporting you during your sales challenge!

**YOU HAVE THE ABILITY TO CONTROL YOUR INCOME THIS MONTH...
CHOOSE YOUR CHALLENGE AND GET TO WORK!**

I know you can do it!

NAME: _____ CHALLENGE DATE(S): _____

I am committed to the: ☐ 24/24 Hours Challenge ☐ 24/Week Challenge

I am going to sell 24: _____ (MK Product of choice) SALES GOAL: \$ _____

Color in a
bubble for
each item
sold:

1	2	3	4	5	6	7	8	9	10	11	12
13	14	15	16	17	18	19	20	21	22	23	24



2014-2015 Suit Collection

RUNWAY-READY



Create the Look.



that suits YOU!

Director Only Services



Online ordering begins
Jan. 9, 2014



Orders placed through Feb. 10, 2014, will receive a discount of 20 percent. This discount will only be applied to orders placed Jan. 9 – Feb. 10, 2014. The discount is offered to encourage early ordering. Orders placed in this time frame are considered "guaranteed delivery by Seminar."

July 2014

SUN	MON	TUES	WED	THURS	FRI	SAT
		Postmark cutoff for Independent Beauty Consultants to mail Commitment Forms to begin Independent Sales Director qualification this month. Online Independent Sales Director-in-Qualification Commitment Form available beginning 12:01 a.m. Central time. Seminar 2015 contest period begins. Class of 2014 Offspring Challenge ends. Seminar 2014 Registration deadline.		Last day to submit online Independent Sales Director-in-Qualification Commitment Form. Commitment Form available until midnight Central time.	Independence Day. All Company and branch offices closed. Postal holiday.	
		1	2	3	4	5
	NO Success Mtg—8PM Conference call instead—712-432-0385; access 818495.			Eyes Cream Social at Sherry's home 7:15p-9:00p Rsvp by 7/9		
6	7	8	9	10	11	12
	Success Mtg Scott Honda 7p– 8:45p		Ruby Seminar begins.			
13	14	15	16	17	18	19
Sapphire Seminar begins.	Success Mtg Scott Honda 7p– 8:45p		Emerald Seminar begins.			Muffins and Makeovers at Sherry's home 10:45am-12:30p (rsvp by noon 7/25)
20	21	22	23	24	25	26
Pearl Seminar begins.	Success Mtg Scott Honda 7p– 8:45p		Diamond Seminar begins. Last day of the month for Independent Beauty Consultants to place telephone orders (until 10 p.m. Central time).	Last day of the month for Independent Beauty Consultants to place online orders (until 9 p.m. Central time). 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. Online Independent Beauty Consultant Agreements accepted until midnight Central time.	Ongoing This Month - Quarter 1 Star Consultant Quarterly Contest (June 16 – Sept. 15, 2014) - Class of 2014 (through July 1, 2014)	
	28	29	30	31		
27						