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| Director           | Wholesale   |
|--------------------|-------------|
| Iva Kurz           | \$14,581.25 |
| Evelyn Hill        | \$14,094.50 |
| Piper Prinzi       | \$11,653.50 |
| Gail Scott         | \$10,393.50 |
| Beth English       | \$10,096.25 |
| Wanda Elwell       | \$10,082.50 |
| Dwana Malone       | \$9,199.75  |
| Cassandra Godbold  | \$9,050.00  |
| Margaret Hansard   | \$9,006.00  |
| Libby Skelton      | \$8,623.25  |
| Michelle Riley     | \$8,337.50  |
| Heather Negron     | \$8,243.50  |
| Mary Melissa Smith | \$7,278.25  |
| Elaine Garner      | \$7,149.25  |
| Martha Joyce       | \$6,468.00  |
| Donna Waddell      | \$6,006.50  |
| Kathy Wylder       | \$6,003.00  |
| Ginger Countryman  | \$6,003.00  |
| Amee Davison       | \$5,215.00  |
| Sandy Solly        | \$5,134.50  |
| Kristi Sweatt      | \$5,113.25  |
| Jennifer George    | \$5,087.00  |
| Pat Kwait-Smith    | \$4,326.50  |
| Elizabeth Babitz   | \$4,217.25  |
| Marsha Huckaby     | \$4,110.25  |
| Darlene Horne      | \$4,067.50  |
| Amy Boyd           | \$4,018.75  |
| Betty Boatright    | \$4,010.00  |
| Renada Bonham      | \$4,010.00  |
| Michelle Bonner    | \$4,008.25  |
| Kay Richardson     | \$4,008.00  |
| Deborah Qualls     | \$4,006.50  |
| LuAnn Shepherd     | \$4,003.00  |
| Beth Brennan       | \$4,002.50  |
| Alicia Durden      | \$4,001.75  |

Jeanie Beltz

\$4,001.50











Those who are wise will shine like the brightness of the heavens, and those who lead many to righteousness, like the stars for ever and ever.

-Daniel 12:3

#### To the Awesome Bonner Directors:

There is such excitement in the air among all of our National Area! Celebrating 50 years as a company is quite an achievement and many of you have set your goal to have your best year ever! With the formula that was shared on the conference call from National Sales Director, Tammy Crayk, there is truly no reason why you cannot be on the trip to Beijing or at the least be in a Unit Club of your choice!

I was also encouraged by how many of you have set your sights on the 50th Anniversary Bumble Bee and Court of Sharing! That will be the most exciting time of your life, sharing Mary Kay with at least 24 qualified new personal team members. Can you imagine the



excitement you will have working with so many new personal team members, earning 23% commission as you help them achieve their goals!

I will be hosting the Syracuse, NY career conference but visiting the Augusta, GA conference as well. I hope you will continue to get your consultants registered as soon as possible. Give them a goal to achieve by Career Conference that will put them on the stage.

Once they get a taste of what it is like to have the recognition they will want to be on the larger Seminar Stage!

I still have some openings for travel to your area. Please contact me as soon as possible so we can get a date set for me to come and do Leadership Training, a guest event or both. If you have adopted Directors in the area then I will be glad to add a Director meeting as well.

You are leading by example, always doing things the Mary Kay way and you are setting a great example for all who come your way! Thank you for being a woman of your word and a woman of integrity! I love and appreciate you!

Blessings for a great month! *Wancy* 



Amee Davison's debut!!!

Nancy and Consultants/Directors at State Capitol fighting against Domestic Violence





## Top - Area Court of Sales YTD

| Director           | Unit                    | Y-T-D<br>Retail | Seminar<br>Wholesale |
|--------------------|-------------------------|-----------------|----------------------|
| Nancy Coward       | Pat Kwait-Smith Unit    | \$20,052        | \$9,368              |
| Bonnie Patel       | Elaine Garner Unit      | \$15,986        | \$7,706              |
| Melinda Painter    | Martha Joyce Unit       | \$15,569        | \$7,784              |
| Laura Butts        | Michelle Bonner Unit    | \$15,183        | \$7,239              |
| Shirley Richardson | Jennifer George Unit    | \$14,983        | \$7,057              |
| Brittany Sewell    | Dwana Malone Unit       | \$13,603        | \$6,427              |
| Janet Locke        | Darlene Horne Unit      | \$13,503        | \$6,576              |
| Susie Grindstaff   | Michelle Riley Unit     | \$12,820        | \$6,275              |
| Gayle Williams     | Gail Scott Unit         | \$12,384        | \$6,087              |
| Roberta Lerma      | Cassandra Godbold Unit  | \$12,185        | \$5,922              |
| Judy Barker        | Wanda Elwell Unit       | \$12,175        | \$5,730              |
| Mika Rueckel       | Evelyn Hill Unit        | \$11,241        | \$5,460              |
| Ann McCarty        | Cassandra Godbold Unit  | \$11,158        | \$5,441              |
| Judith Huston      | Margaret Hansard Unit   | \$10,636        | \$5,133              |
| Colleen Adams      | Margaret Hansard Unit   | \$10,635        | \$4,970              |
| Liz Turpin         | Iva Kurz Unit           | \$10,602        | \$5,011              |
| Gwendolyn Williams | Elizabeth Babitz Unit   | \$10,566        | \$5,158              |
| Nancy Cole         | Michelle Riley Unit     | \$10,483        | \$5,014              |
| Tracy Self         | Beth English Unit       | \$10,235        | \$4,895              |
| Rita Smith         | Margaret Hansard Unit   | \$10,215        | \$4,855              |
| Kathy Kerce        | Margaret Hansard Unit   | \$10,186        | \$4,835              |
| Deborah Bowes      | Pat Kwait-Smith Unit    | \$10,062        | \$4,796              |
| Deborah Paulin     | Evelyn Hill Unit        | \$9,922         | \$4,754              |
| Nancy Forster      | Iva Kurz Unit           | \$9,793         | \$4,709              |
| Joyce Bankston     | Kathy Wylder Unit       | \$9,705         | \$4,415              |
| Kimberly Petty     | Nancy Bonner Unit       | \$9,437         | \$4,496              |
| Joni Smith         | Beth English Unit       | \$9,407         | \$4,446              |
| Frances Dickerson  | Pat Kwait-Smith Unit    | \$9,398         | \$4,492              |
| Jenelle Archie     | LuAnn Shepherd Unit     | \$9,396         | \$4,548              |
| Rhonda Burgreen    | Mary Melissa Smith Unit | \$9,301         | \$4,140              |



#1 Area Court of Sales Nancy Coward





| -<br>Iva Kurz<br>Evelyn Hill<br>Wanda Elwell<br>Piper Prinzi<br>Beth English           | \$4,060.56<br>\$3,643.65<br>\$2,988.36<br>\$2,614.96<br>\$2,612.51 | Sandy Solly<br>Elaine Garner<br>Ginger Countryman<br>Mary Melissa Smith<br>Martha Joyce | \$1,856.76<br>\$1,789.46<br>\$1,748.38<br>\$1,646.17<br>\$1,600.91 | Amee Davison S | \$10,530    |          |
|--|--|---|--|----------------|-------------|----------|
| Dwana Malone   | \$2,511.71   | Kristi Sweatt<br>Kay Richardson   | \$1,564.94<br>\$1,550.96   | GRA            | AND ACHIEVE | RS       |
| Gail Scott<br>Cassandra Godbold<br>Margaret Hansard<br>Libby Skelton<br>Michelle Riley | \$2,351.16<br>\$2,076.50<br>\$2,070.78<br>\$1,921.02<br>\$1,883.88 | Donna Waddell<br>Kathy Wylder<br>Amee Davison<br>Jennifer George                        | \$1,380.85<br>\$1,380.39<br>\$1,177.95<br>\$1,161.31               | Amee Davison   | \$1000      |          |
| Heather Negron   | \$1,871.66   | Nancy Bonner  | \$15,219.88  | 1,000+ Con     | nmission    | ) Checks |





**Highest Ever Retail** 

#### Amee Davison \$10,530



#### **GRAND ACHIEVERS**



#### Top 10 Seminar YTD Retail Sales

| Seminar<br>YTD Unit<br>Director Adjusted R | Retail    |
|--|-----------|
| Evelyn Hill                                | \$247,687 |
| Iva Kurz                                   | \$216,939 |
| Wanda Elwell                               | \$182,108 |
| Michelle Riley                             | \$171,804 |
| Beth English                               | \$145,145 |
| Piper Prinzi                               | \$135,876 |
| Margaret Hansard                           | \$133,774 |
| Gail Scott                                 | \$130,345 |
| Elaine Garner                              | \$120,693 |
| Cassandra Godbold                          | \$116,310 |



Dream, believe, achieve, make your dreams become reality!



#### Top 10 Court of Sales

| Director          | Total<br>Retail | Seminar<br>Wholesale |
|-------------------|-----------------|----------------------|
| Piper Prinzi      | \$24,500        | \$11,509             |
| Jeanie Beltz      | \$23,142        | \$11,013             |
| Wanda Elwell      | \$20,936        | \$9,977              |
| Betty Boatright   | \$19,001        | \$9,031              |
| Iva Kurz          | \$18,139        | \$8,594              |
| Amee Davison      | \$18,037        | \$8,766              |
| Beth English      | \$17,916        | \$8,467              |
| Dwana Malone      | \$17,428        | \$8,096              |
| Cassandra Godbold | \$17,139        | \$8,236              |
| Deborah Qualls    | \$16,924        | \$8,016              |

#### Unit Birthdays—March

| Lois Gorenshek |  |
|----------------|--|
| Beth Brennan   |  |
| Kay Richardson |  |
| Beth English   |  |



EARNED SECOND GOLD MEDAL:

GAIL SCOTT!



YTD Court of Sales



帶

Piper Prinzi

## **Upcoming Events**

February 18th- Knoxville, TN event February 19th- Chattanooga, TN Director Meeting February 22-23- Booneville, MS event

March 1- Conference Call Directors 8:45 AM 218-339-4300 247810#

March 3- Conference Call Consultants 9:00 PM 218-339-4300 247810#

March 6- Director Meeting Tyrone, GA 10:00 AM

March 14-16- Career Conference Syracuse, NY

March 17-19th- Nancy & Bill Niagra Falls 46th Anniversary!

March 22-23- Career Conference Augusta, GA Nancy attending

## Area Court of Sharing YTD

| Name               | Parent Unit Name     | Seminar<br>Commission | Qualified<br>Recruit |
|--------------------|----------------------|-----------------------|----------------------|
| Kathy Wylder       | Unit Director        | \$1,480.58            | 4                    |
| Amee Davison       | Unit Director        | \$1,335.55            | 7                    |
| Linnette Miller    | Unit Director        | \$1,194.94            | 7                    |
| Alicia Durden      | Unit Director        | \$759.29              | 3                    |
| Susie Grindstaff   | Michelle Riley Unit  | \$674.38              | 4                    |
| Renada Bonham      | Unit Director        | \$664.27              | 7                    |
| Mary Melissa Smith | Unit Director        | \$642.62              | 2                    |
| Dwana Malone       | Unit Director        | \$623.41              | 5                    |
| Stephanie Goldsby  | Beth English Unit    | \$535.86              | 6                    |
| Jennifer George    | Unit Director        | \$516.92              | 4                    |
| Tracy Self         | Beth English Unit    | \$458.24              | 3                    |
| Janet Locke        | Darlene Horne Unit   | \$439.20              | 4                    |
| Michelle Riley     | Unit Director        | \$435.18              | 2                    |
| Deborah Qualls     | Unit Director        | \$418.13              | 5                    |
| Jessica Bonner     | Michelle Bonner Unit | \$368.79              | 2                    |
| Beth Brennan       | Unit Director        | \$351.46              | 3                    |
| Gail Scott         | Unit Director        | \$315.32              | 2                    |
| Beth English       | Unit Director        | \$301.96              | 3                    |
| April Walker       | Michelle Riley Unit  | \$257.28              | 3                    |
| Iva Kurz           | Unit Director        | \$235.00              | 1                    |
|                    |                      |                       |                      |



#### YTD Court of Sales and Sharing rules

#### Seminar YTD Court of Sales: \$36,000 or more in personal estimated retail production

### Seminar YTD Court of Sharing:

24 or more qualified new team members



#### Monthly Recruiting and Personal

#### Monthly Recruiting

7

4

4

3

3 3

3

3

2

2

2

2

2

1

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1

1

Gail Scott Beth English Deborah Qualls Evelyn Hill Margaret Hansard Iva Kurz Heather Negron Libby Johnson Dwana Malone Jennifer George Wanda Elwell Jeanie Beltz Amee Davison Kay Richardson Sandy Solly Betty Boatright Kristi Sweatt Elaine Garner Piper Prinzi **Darlene Horne** Michelle Riley Martha Joyce Alicia Durden Linnette Miller Donna Waddell

#### Personal Recruiting

|   | Gail Scott       | 6 |
|---|------------------|---|
| - | Margaret Hansard | 2 |
|   | Heather Negron   | 2 |
|   | Jeanie Beltz     | 2 |
|   | Amee Davison     | 2 |
|   | Evelyn Hill      | 1 |
|   | Dwana Malone     | 1 |
| - | Wanda Elwell     | 1 |
|   | Piper Prinzi     | 1 |
|   | Michelle Riley   | 1 |
|   | Martha Joyce     | 1 |
| 1 | Deborah Qualls   | 1 |
| 1 | Alicia Durden    | 1 |
|   | Linnette Miller  | 1 |
|   | Donna Waddell    | 1 |
|   |                  |   |

## 6 Beth English2 Michelle Riley2 Deborah Qualls

Wanda Elwell

Evelyn Hill Elaine Garner Linnette Miller Alicia Durden Dwana Malone Mary Melissa Smith Michelle Bonner Kathy Wylder Jennifer George Piper Prinzi **Darlene Horne** Iva Kurz Beth Brennan Renada Bonham Heather Negron Gail Scott



Unit Recruiting YTD





| 33   | U.V.b   | O ANT                                | unit si       | ze  | 13 <mark>% clu</mark> b   |  |
|------|---|--------------------------------------|---------------|---|---|--|
| N.C. | Unit Volume Bonus   | S                                    | Unit Size 40+ |   | 13% Club  |  |
|      | Iva Kurz<br>Evelyn Hill<br>Piper Prinzi<br>Gail Scott<br>Beth English<br>Wanda Elwell<br>Dwana Malone<br>Cassandra Godbold<br>Margaret Hansard<br>Libby Skelton<br>Michelle Riley<br>Heather Negron<br>Mary Melissa Smith<br>Elaine Garner<br>Martha Joyce<br>Donna Waddell<br>Kathy Wylder<br>Ginger Countryman<br>Amee Davison<br>Sandy Solly<br>Kristi Sweatt<br>Jennifer George | \$1,000.00<br>\$1,000.00<br>\$900.00 | Iva Kurz      | <ol> <li>132</li> <li>126</li> <li>111</li> <li>95</li> <li>78</li> <li>74</li> <li>72</li> <li>71</li> <li>69</li> <li>69</li> <li>68</li> <li>65</li> <li>63</li> <li>62</li> <li>56</li> <li>54</li> <li>51</li> <li>50</li> <li>47</li> <li>43</li> <li>40</li> </ol> | Wanda Elwell<br>Piper Prinzi<br>Dwana Malone<br>Kathy Wylder<br>Margaret Hansard<br>Evelyn Hill<br>Beth English<br>Amee Davison<br>Deborah Qualls<br>Amy Boyd<br>Renada Bonham<br>LuAnn Shepherd<br>Pat Kwait-Smith<br>Heather Negron<br>Michelle Riley<br>Mary Melissa Smith<br>Cassandra Godbold<br>Alicia Durden<br>Beth Brennan<br>Martha Joyce<br>Marsha Huckaby<br>Gail Scott<br>Linnette Miller<br>Betty Boatright<br>Elaine Garner<br>Jennifer George<br>Nancy Bonner | \$979<br>\$602<br>\$586<br>\$556<br>\$498<br>\$476<br>\$431<br>\$430<br>\$407<br>\$390<br>\$383<br>\$364<br>\$363<br>\$354<br>\$363<br>\$354<br>\$363<br>\$354<br>\$363<br>\$354<br>\$363<br>\$354<br>\$344<br>\$342<br>\$318<br>\$299<br>\$291<br>\$288<br>\$268<br>\$256<br>\$240<br>\$221<br>\$288<br>\$256<br>\$240<br>\$231<br>\$203<br>\$138<br>\$706.75 |

#### Monthly Personal Wholesale-\$600+

\$790

\$784

\$767

\$724

Jeanie Beltz Beth Brennan Amee Davison Dwana Malone Betty Boatright Kay Richardson Mary Melissa Smith LuAnn Shepherd Martha Joyce Alicia Durden Piper Prinzi Michelle Bonner Gail Scott Beth English Elizabeth Babitz Michelle Riley Elaine Garner **Darlene Horne** 

| \$2,240 | Cassandra Godbold |
|---------|-------------------|
| \$1,712 | Margaret Hansard  |
| \$1,697 | Kathy Wylder      |
| \$1,344 | Deborah Qualls    |
| \$1,200 | Heather Negron    |
| \$1,173 | Pat Kwait-Smith   |
| \$1,084 | Renada Bonham     |
| \$1,054 | Amy Boyd          |
| \$1,003 | Jennifer George   |
| \$1,001 | Evelyn Hill       |
| \$879   | Wanda Elwell      |
| \$847   | Marsha Huckaby    |
| \$819   | Linnette Miller   |
| \$803   |                   |

\$715 \$662 \$638 \$623 \$619 \$613 \$608 \$603 \$603 \$602 \$601 \$600 \$600



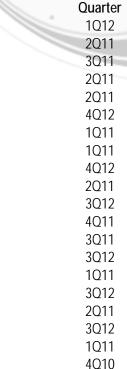
#1 Jeanie Beliz

Encourage your consultants to earn seminar priority registration so they can get some of the best seats in the house at seminar 2013!

#### **Our Wonderful Car Drivers**

Name **Evelyn Hill** Iva Kurz Piper Prinzi Kristi Sweatt Elizabeth Babitz Michelle Bonner **Ginger Countryman** Marsha Huckaby Libby Johnson-Skelto Heather Negron **Deborah Qualls** Sandy Solly Kathy Wylder Wanda Elwell Beth English Elaine Garner Cassandra Godbold Margaret Hansard Dwana Malone Mary Melissa Smith Martha Joyce Michelle Riley Gail Scott

| Car            | 1 |
|----------------|---|
| CADILLAC       |   |
| CADILLAC       |   |
| CADILLAC       |   |
| CADILLAC       |   |
| GRAND ACHIEVER |   |
| PREMIER CLUB   |   |
| PREMIER PLUS   |   |
| PREMIER PLUS   |   |
| PREMIER PLUS   |   |
|                |   |



2Q12

1012

4Q11



## **Chevy Cruze**



## **Ford Mustang**



### Chevy Equinox Toyota Camry



## Cadillac SRX or Cadillac CTS



#### Evelyn Hill, Iva Kurz, Kristi Sweatt, Piper Prinzi





On Target Car: Beth English Dwana Malone

**Both Premier Club** 



## Director of the Month: Evelyn Hill

#### Spotlighting Senior Sales Director Evelyn Hill:

I joined Mary Kay at a time in my life that I was inwardly feeling unfulfilled. I had worked for 12 years, had a lovely home, a daughter and was involved in my church but began to think "there had to b e more to life than working for someone else, doing the same thing week in and week out. I also worked weekends if asked to do so.

I felt there was a giant inside of me needing to be awakened. While at the same time I wanted to keep my priorities of God first, family second, and career third. Mary Kay was the perfect fit!

Becoming a Sales Director in Mary Kay has taken the focus off of me and put it on others. I help those in my unit, especially ladies understand what can happen when there is a loss of finances, having gone through a marital and financial transition myself.

It is also a great joy partnering with those in my Unit who are at a cross roads of decision to think, dream bigger and to have their own organization something a 9 to 5 job cannot give them. It is about influence as well as success!

My family has truly benefited from my Mary Kay career. The flexibility financial support, and the time I can spend on others through my church and ministry commitments is priceless.

My next goal is to become a National Sales Director by helping others become Sales Directors by Seminar 2013!



# NSD/Daughter Cruise











Nancy and NSD Linda McBroom







#### One woman can make a difference. That woman can be YOU!

This makeover contest celebrates the 50th anniversary of a Company started by ONE woman, who made a difference in the lives of MANY women. 50th anniversaries are HUGE, calling for big celebrations, tons of recognition and keeping with Mary Kay tradition...great prizes!

Contest Details for Independent Sales Force Members:

- Entry/Submission Period: Mar. 8 May 10
- Public Voting Period: May 12 27

The top five (5) qualified Grand Prize Winners (one per Seminar) will receive:

- A Badgley Mischka purse (\$398 retail)
- An Insulated Carrier System from MK Connections® (\$219 retail)
- A \$5,000 donation to the charity of their choice that benefits women and children.\*

#### NEW: MAKEOVER CONTEST LAUNCH DAY CHALLENGE: March 8

• Let's create global excitement about Mary Kay's 50th anniversary by breaking the world record for the most makeovers conducted in ONE day around the world! You'll want to connect with your customers and encourage them to schedule a makeover with you to be a part of this exciting one day challenge!

#### UNIT CHALLENGE: Feb. 1 - May 10

• Two units per Seminar (10 units total) will receive special recognition at Seminar 2013 AND \$500 for a 50th anniversary makeover contest unit celebration when they achieve the following:

- 1. One unit with the highest number of makeovers uploaded
- 2.One unit with the highest number of makeovers per unit member
- All units that achieve 50 uploaded makeovers will receive a name badge ribbon at Seminar

#### Contest Details for Your Customers:

• The 250 top vote-getters in the public voting will receive a Special Edition Mary Kay® Compact Mini in honor of Mary Kay's 50th Anniversary

• 50 top customer winners will have \$5,000 donations made to the charity\* of their choice benefitting women and children.

• One (1) grand prize winner from the 50 top customer donation winners will also receive a dream vacation of a lifetime, valued at \$5,000.



50th until June 30, 2013 Anniversary Promotion

Celebrate your personal success with fabulous prizes during the 50th Anniversary promotion. Through this amazing promotion, Independent Sales Directors can receive their choice of the **gorgeous**, **14-karat gold 50th Anniversary Citrine Ring or the Grand Five \$1,000 bonus**. From July 1, 2012, through June 30, 2013, Independent Sales Directors who achieve a higher unit circle at Seminar 2013 than at 2012 in either the Circle of Achievement or Circle of Excellence will receive their choice of one of these amazing prizes.

For example, if a Sales Director's unit retail production for Seminar 2012 was \$250,000, her Seminar 2013 unit retail production must be at least \$300,000 to receive the 50th Anniversary Ring.

Also, those Independent Sales Directors who are new debuts or did not achieve a Unit Circle at Seminar 2012 are eligible to receive their choice of the Anniversary Ring or the Grand Five \$1,000 bonus by achieving the \$300,000 Circle of Achievement or above at Seminar 2013.





#### **BE PROFESSIONAL** LOOK STUNNING. ON YOUR WAY TO THE TOP!

Celebrate Mary Kay's 50th anniversary with pieces that Shine and Shimmer offset with beautiful black and gold tones. The perfect pairing of **RICH AND BOLD!** 







Short Motor Jacket

Fly-Away Topper Jacket





Pencil Skirt

SSD Champagne Gold Shell



Gold Shell



ESSD Glam Gold Shell





"If you keep on believing, the dream that you wish will come true." -Cinderella

