



The Beth English
**ABUNDANTLY
PINK Unit News**



March 2013 Recognition & Results



SEMINAR 2013
Join Us For The Party

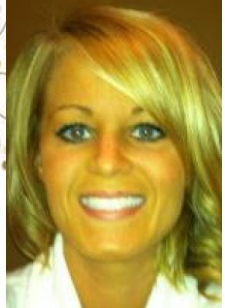
**Congrats to Our
Quarter 3 stars!**

These consultants earned priority seminar registration! Congratulations!

~~Emerald~~
Beth English
Tracy Self

~~Ruby~~
Mary Phillips
Stephanie Goldsby

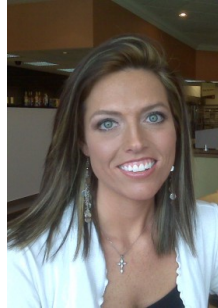
~~Sapphire~~
Carol Thomas
Joni Smith
Christy Payne
Cindy Roddy



**Shannon
Arms**
Queen of
Wholesale



**Tracy
Self**
Queen of
Sharing



**Stephanie
Goldsby**
Top Love
Check

Welcome New Consultants

Name:
Angela Thomas
Robin Tennant
Danielle Combs
Crystal Bryant
Shannon Arms
Andrienne Jackson
Laquitta Harvey-Boge

Sponsored By:
Tracy Self
Tracy Self
Tracy Self
Stephanie Goldsby
Stephanie Goldsby
Beth English
Beth English

**Have you tried our New Makeup
Finishing Spray by Skindinavia?**

Finishing sprays are the product that keep celebrities picture-perfect long after they've left the makeup artist's chair.

Give your makeup the staying power to last up to 16 hours! Our Finish Spray helps makeup look freshly applied for hours or works as a refresher any time of the day. It's great for all skin types too! Try yours today!



50th Anniversary Suit Collection
Choose to step on up to directorship in 2013 and celebrate our 50th anniversary as the superstar you are! It starts by finishing your star each quarter and sticking to the basics. Book, Coach, Sell & Share can take you anywhere you want to be in this business!

ALL THAT GLITTERS IS



**Celebrating 50
years: Mary Kay Ash
taught us how— go
live your dream!
One Woman Can!**

Dear Abundantly Pink Unit,

We've begun the final countdown for the seminar year. I hope your spirits are flying as high as mine are! Career Conference was amazing! If you missed it, I hope you'll plan on joining us for Seminar. Registration will begin for everyone before you know it! Plan today and begin saving. I always come home dreaming big, setting God-sized goals, and feeling re-energized! You will not believe the excitement! Dreams are born here! I want each of you to be a part of DREAMING bigger than ever before. The stories, training, information, and preparation for what's coming are key in making your dreams a reality! This is Mary Kay's 50th Anniversary! You just can't miss it!

It's time to spring into success this month. There are so many women just waiting for the perfect opportunity to come their way, and with the Start Something Beautiful Promotion, now is the perfect time! We all could use some extra spending money right now. Mary Kay makes a great part-time supplemental income in any household. How do you spot your next potential recruit? She'll be a great hostess who loves our products! Mary Kay can fit just about any personality type! The key to a successful team relationship is in choosing a high caliber woman with whom you enjoy working. Make sure to have each potential team member hold a class before holding the interview. If she is not willing and excited about hostessing a class, she probably won't want to hold them as a consultant either. By selecting team members who are excited about what Mary Kay has to offer, you will also select women who are willing to use this opportunity to fulfill their needs & dreams.

It's time to pump up the volume and get busy! We have amazing products! We have amazing opportunities! We have an amazing circle of friends, support, belief, and materials to help us succeed in Mary Kay. The choice is ours on what we do with it! Make the choice, TODAY, to make your dreams come true!! Set your goals, and then plan to make them happen each day! I know you can do it! I believe in you! You are here for a time such as this! Make each day count!

Love and Belief, Beth

Spring is in the air. Spirits are lifting and the world is blooming. It's the perfect time to introduce your customers to bright new color – or a whole new look! We have everything you need to get started. And remember to share our One Woman Can Makeover Contest. Transition from cold weather to warm breezes with hot lips, gleaming eyes, and rosy cheeks. Product information and selling tips are at your fingertips, so you can spread *Zen in Bloom* to all your customers.



teamUP for Women!

Team Up to Make a Difference

Mary Kay Ash believed in the power of women — especially when they work together to help others. Today, The Mary Kay FoundationSM carries on this legacy with *Team Up for Women!*[®]

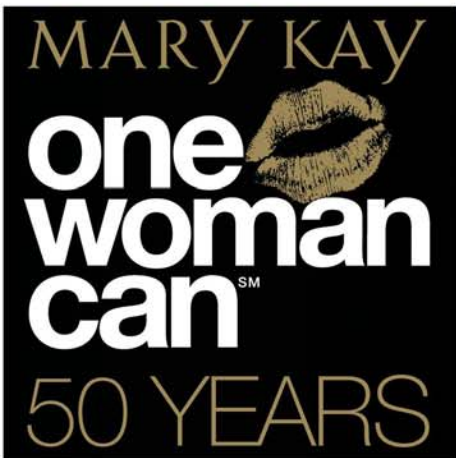
From **March 15 to May 12**, Mary Kay Independent Beauty Consultants are reaching out to women everywhere in the seventh annual *Team Up for Women!*[®] fundraiser. Please join us in the fight against cancers that affect women and ending domestic violence by supporting The Mary Kay FoundationSM with your donation. **Together, we can make a difference.**

What better way to honor Mary Kay's birthday than by supporting The Mary Kay Foundation? From now through May 12, you can Team Up for Women! by collecting donations to fund cures for cancers that affect women and support organizations working to end domestic violence.

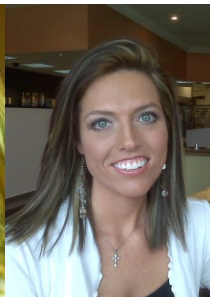
THE MARY KAY
FOUNDATION



Our Top 5 Wholesale Orders For March



Shannon Arms



Stephanie Goldsby



Tracy Self



Joni Smith



Christy Payne

Year To Date Court of Personal Sales

| | |
|----------------------|-------------|
| 1 Tracy Self | \$13,574.00 |
| 2 Stephanie Goldsby | \$11,812.00 |
| 3 Joni Smith | \$11,525.50 |
| 4 Cindy Roddy | \$6,727.50 |
| 5 Kay Shoaf | \$5,961.50 |
| 6 Deanna Stells | \$5,961.50 |
| 7 Mary Phillips | \$5,542.00 |
| 8 Christy Payne | \$5,490.00 |
| 9 Brie Pogue | \$5,461.50 |
| 10 Carol Thomas | \$4,436.50 |
| 11 Renee' Gordon | \$3,994.00 |
| 12 Tina Ellis | \$3,720.00 |
| 13 Anissa Briscoe | \$3,418.50 |
| 14 Charlotte Hof | \$3,308.00 |
| 15 Shannon Arms | \$3,050.00 |
| 16 Sheral Styles | \$2,894.00 |
| 17 Brittany Jackson | \$2,708.50 |
| 18 Jessica Champlin | \$2,461.50 |
| 19 Carolyn Trousdale | \$2,351.00 |
| 20 Sandy Riley | \$2,252.00 |



Top 20 Consultants Who Invested in Their Business in March

| | |
|-------------------|------------|
| Shannon Arms | \$1,390.00 |
| Stephanie Goldsby | \$1,004.50 |
| Tracy Self | \$673.50 |
| Joni Smith | \$602.50 |
| Christy Payne | \$561.50 |
| Cindy Roddy | \$301.00 |
| Crystal Bryant | \$287.25 |
| Carol Thomas | \$286.75 |
| Erin Weathers | \$263.25 |
| Robin Tennant | \$261.50 |
| Andrienne Jackson | \$247.50 |
| Cheri Boghos | \$244.75 |
| Deanna Stells | \$240.50 |
| Danielle Combs | \$215.00 |
| Carolyn Trousdale | \$213.25 |
| Kay Shoaf | \$210.00 |
| Huguette Foster | \$204.75 |
| Michele Gillardon | \$203.00 |
| Rosa Macias | \$202.50 |
| Malinda Hunter | \$202.00 |



"Courage is having the strength and the vision to make a commitment in life, then standing by that commitment simply because you know it's the right decision. When I had the dream to start this company, my children, including Richard, demonstrated the courage to help make my dream come true."
— Mary Kay Ash



Welcome Back Consultants

Cheri Boghos



Recruiters and Their Teams

DIQS

Stephanie Goldsby

- Brandie Grant
- Brie Pogue
- Christy Payne
- Cindy Roddy
- Crystal Bryant
- Gaye McKinnon
- Hope Pratt
- Jessica Champlin
- Jessie Dean
- Lyndra Satterfield
- Malinda Hunter
- Melody Ellis
- Rhonda Shafer
- Shannon Arms

Future Directors

Tracy Self

- Anissa Briscoe
- Danielle Combs
- Deanna Stells
- Jamila Inman
- Jennifer Barber
- Karen Carpenter
- Kim Moore
- Kristen Huggins
- Marji Clark
- Robin Tennant
- * Angela Thomas
- * Charissa Gray
- * Corrin Stinchcomb
- * Darlene Johnson
- * Dee Dee Smith

- * Kendra Walton
- * Michelle Jackson

Senior Consultants

Erin Weathers

- Carol Thomas
- Renee' Gordon
- * Lindsey Graham
- * Renee Collins

Karen Carpenter

- Janice Eidson
- Mary Phillips

Kay Shoaf

- Sheral Styles

Rosa Macias

- Yessika Pamplona
- * Jacquelyn Guzman
- * Nivey Rivera



Qualified Year to Date Sharing Court

| | | |
|-------------------|-------------|----------|
| Stephanie Goldsby | 8 Qualified | \$880.04 |
| Tracy Self | 5 Qualified | \$640.26 |
| Karen Carpenter | 2 Qualified | \$124.01 |
| Erin Weathers | 1 Qualified | \$82.83 |
| Rosa Macias | 1 Qualified | \$33.64 |



Make plans now to be in the 2013 Court of Sharing! Just 24 qualified new team members for the year!



Love Checks: Sharing the Opportunity

13% Recruiter Commission

| | |
|-------------------|----------|
| Stephanie Goldsby | \$389.68 |
|-------------------|----------|

9% Recruiter Commission

| | |
|------------|---------|
| Tracy Self | \$78.28 |
|------------|---------|

4% Recruiter Commission

| | |
|---------------|---------|
| Erin Weathers | \$14.53 |
| Rosa Macias | \$6.55 |

| <u>May Birthdays</u> | |
|--------------------------|----|
| Cagney Heyward | 13 |
| Lindsay Hepler | 13 |
| Kristen Huggins | 15 |
| Lisa Wright | 19 |
| Jessie Dean | 20 |
| Gina Wood | 22 |
| Jessica Seitz | 23 |
| Shannon Arms | 27 |
| Darlene Johnson | 28 |
| <u>May Anniversaries</u> | |
| Erin Weathers | 3 |
| Tracy Self | 3 |
| Sandy Riley | 2 |
| Erika Armstrong | 1 |
| Gaye McKinnon | 1 |
| Lyndra D Satterfield | 1 |

* Means inactive. A \$200+ wholesale order will reinstate your 50% discount & your Active Team Member status.

WHY PEOPLE PROCRASTINATE

BY BOB ALEXANDER

Procrastination is something we all are guilty of at times, but with some people it can be a way of life. They would rather have a root canal without painkillers than to hear the words DO IT NOW!

A procrastinator's creed might be one or all of the following:

1. I firmly believe if I ignore something long enough, it will cease to exist.
2. Anything worth doing is worth doing later.
3. If at first you don't meet a deadline, don't worry about it. There will always be another month.
4. I will never put off until tomorrow what I can forget about forever.
5. I will never do anything immediately, unless it is to find a better excuse than the one I am using now to avoid work.

There are many reasons people choose to procrastinate. The perfectionist gets caught up in the inconsequential details of his project and loses sight of the end result. Passive-aggressive people don't feel competent and in control of their lives, so they constantly arrive late to work, miss project deadlines, or are late for dinner or social gatherings so they can get the attention of and irritate others. The depressed procrastinate by talking themselves into waiting to start a project until they "feel like it." The escape artist finds creative ways of avoiding unpleasant tasks, and the "rebel without a cause" likes to put things off because it frustrates his co-workers and boss. The list is endless.

In my opinion, people procrastinate for one basic reason: They fear failure. Their fear is disguised by a long list of excuses as to why they can't seem to get going on whatever it is they are supposed to be doing. When a dedicated procrastinator is in full operational mode, there is no end to the problems and roadblocks that emerge for him or her. Each newfound roadblock or problem procrastinators discover is their immediate justification for doing nothing that really matters. When a person starts taking direct action to accomplish a goal or objective, he places himself in jeopardy. When action is initiated, a timeline begins that success can be measured against. If a procrastinator can avoid taking direct action, he seems to believe it will help him avoid being measured or held accountable. You can probably make a good case that procrastinators have a certain amount of laziness about them. I would probably agree. But laziness itself represents a fear of failing, or for some people it might be a fear of success. Let's look at both.

FEAR OF SUCCESS

Like fear of failure, you certainly don't get up every morning and say, "Today I will fear success!" Then why would people fear success?

1. They might not think they deserve to work on an important project, which may cause them to do everything subconsciously to sabotage their own efforts.
2. When their "self-talk" has always been negative, doing something positive might cause them to question who they are.
3. They might think they can't keep up the frantic pace once success has been achieved.
4. They don't feel worthy of the praise.

Whether they fear failure or success, they still fear—and a primary symptom of fear is procrastination. A procrastinator will do everything possible to avoid taking action.

That makes it impossible for a procrastinator to achieve success.

If fear is the root cause of procrastination, the purpose of procrastination is to avoid difficulty. When we work a plan, we usually discover along the way new problems and obstacles we haven't anticipated. This is particularly true when we are doing something for the first time. Frequently, these challenges can be very difficult and may even threaten the success of an entire project. Unexpected difficulties are always bad news because timelines are impacted and there is ample opportunity for placing blame. Procrastinators like to say that it is not whether you win or lose, but how you place the blame that really counts. When blame is placed, tempers flare and even jobs may be on the line. A good procrastinator will do everything in their power to make sure nothing happens! In fact, their definition of planning is "the creative art of avoiding today what I have no intention of following through on tomorrow." Don't be a procrastinator. Do it NOW!

FEAR OF FAILURE

Do you get up every morning and say, "I want to fail today"? Of course you don't, but sometimes the fear of failure paralyzes people and keeps them from even trying to succeed. One thing for sure is that if you don't even make an attempt to succeed—YOU WILL FAIL! So what are some of the things your teammates could be afraid of?

They could fear:

1. Losing the sale
2. Being embarrassed
3. Looking foolish
4. Being told no
5. Losing the company money
6. Losing friends
7. Getting fired
8. Losing the respect of management





Your first challenge is to identify what's stopping you.

Take a good look at the two lists that follow. Does anything look familiar?

“in many cases the thing you're afraid to do is in fact the one thing you need to do.”

EXTERNAL BARRIERS

- Gender biases
- Financial circumstances
- Competition
- Timing
- Location
- Lack of demand
- Bad luck
- Family expectations
- Lack of experience
- Saboteurs

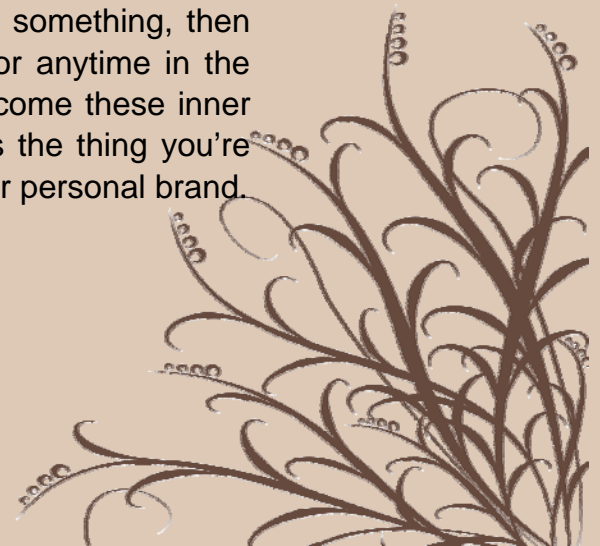
INTERNAL BARRIERS

- Fear of the unknown
- Shyness/easily embarrassed
- Moodiness/depression, anger
- Self-limiting ideas
- Lack of confidence/fear of failing
- Family myths
- Fear of success
- Being too comfortable/fear of change
- Perfectionism/fear of chaos
- Balancing work and family/fear of failing one or the other

As you can see from the list of internal obstacles, fear rears its ugly head in a variety of ways. I don't care what it is, if you're scared to do something, then you're going to take every opportunity to avoid doing it now or anytime in the near future. Fear stops you in your tracks. It's critical to overcome these inner fears while developing your business, because in many cases the thing you're afraid to do is in fact the one thing you *need* to do to solidify your personal brand.

“Fear brings out the worst thing in everybody.”

-Maya Angelou



MY DEFINITE CHIEF AIM IN LIFE! BELIEF CONFIDENCE FORMULA

- **First:** I know that I have the ability to achieve the object of my definite purpose in life; therefore, **I DEMAND of myself persistent, continuous action towards its attainment**, and I here and now promise to render such action.
- **Second:** I realize the dominating thoughts of my mind and will eventually reproduce them in an outward, physical action, and gradually transform them into physical reality; therefore, **I will concentrate my thoughts for thirty minutes daily upon the task of thinking of the person I intend to become**, thereby creating in my mind a clear mental picture.
- **Third:** I know through the principle of autosuggestion, any desire that I persistently hold in my mind will eventually seek expression through some practical means of attaining the object in back of it; therefore, **I will devote ten minutes daily to demanding of myself the development of self-confidence.**
- **Fourth:** I have clearly written down a description of my definite chief aim in life, and I will never stop trying, until **I have developed sufficient self-confidence for its attainment.**
- **Fifth:** I fully realize no wealth or position can long endure, unless built upon truth and justice; therefore, I will engage in no transaction which does not benefit all whom it affects. I will succeed by attracting to myself the forces I wish to use, and the cooperation of other people. I will induce others to serve me, because of my willingness to serve others. I will eliminate hatred, envy, jealousy, selfishness, and cynicism by developing love for all humanity, because I know that a negative attitude toward others can never bring me success. I will cause others to believe in me, because I will believe in them, and in myself. I will sign my name to this formula, commit it to memory, and repeat it aloud once a day, with full faith that it will **gradually influence my thoughts and actions so that I will become a self-reliant and successful person.**

Signature: _____

Date _____

Witnessed By: _____



**DIRECTORSHIP
CAN BE
ATTAINED ONE
STEP AT A TIME
WITH A SENSE
OF URGENCY!**



MY DEFINITE CHIEF AIM IN LIFE!

**By the first day of _____ 2013,
ALL QUALIFICATIONS WILL BE
COMPLETED and I will be a Director!!**

**My months of qualifying are April, May &
June (or _____, _____ and _____.)
I HAVE ____ Consultants ON MY AWESOME
TEAM!**

This goal is coming to me in progressive stages during the interim... ideas are coming to me that I am acting upon! In return for this position, I will give the most efficient service of which I am capable, rendering the fullest possible quantity, and the best possible quality of service, as a DIRECTOR of Mary Kay... teaching, inspiring, and motivating the consultants on my team to share the fantastic opportunity available in Mary Kay with others and conveying to them that when they do, this activity will support them in achieving their goals to become the person they want to become! I believe that I will have this position. My faith is so strong that I can see myself onstage at Seminar 2013 as I am marching across as A Winner in the DIRECTORS' line! I also see my ribbon attached to my badge and wow, I AM THRILLED BEYOND MY WILDEST DREAM!! My National and Director are so proud of me!...I can touch this goal with my hands. It is now awaiting transfer to me at the time and in the proportion that I deliver the service I intend to render in return for it. I am awaiting a plan by which to achieve this goal and I will follow that plan, when it is received!... When this goal is accomplished, I WILL ALWAYS REMEMBER TO GIVE GOD ALL THE PRAISE, THE HONOR AND THE GLORY!!



To:

This year, instead of flowers that die and candy that does not last... give her a gift that will pamper and treat her as special as she is and one that will last. My business is about pampering and helping people look and feel their best, so let me help YOU look good and score big points with all of your assistants and office help.



Recognize the people who always make YOU look good with a special pampering gift on Administrative Professional's Day... Wednesday April 24th

All of my gifts will come in beautiful gift bags with matching tissue and will be delivered to you in advance or on Administrative Assistant's Day. I can also do gift certificates that come with a free makeover for any amount that you would like to spend. All of my gifts are 100% satisfaction guaranteed and can be exchanged should they prefer something different.

As a Corporate Special you will receive a *10% discount* when your order is placed by April 15, 2013. This will allow me time to get everything ordered and ready to go by the Big Day. I accept company check, Visa, MasterCard or Discover as payment.

I look forward to doing business with you.

Sincerely,

Independent Beauty Consultant

Mary Kay Cosmetics



BOOKING TIPS

WAYS TO GET BOOKINGS:

The first, most obvious way is to ASK!!!!!!

Now, that's a novel idea!!!! Make a list of 40 - 50 people and just start making calls. Before you start making your calls, write out a script and practice it in front of the mirror. Then, go to work making all those calls. Don't stop with 3 bookings - that's the mistake most consultants make. Once they have 3 bookings, they stop calling. They call their director so excited they can hardly stand it because they've never had that many bookings before. But, 2 postpone and they hold only one. They book 2 or 3 from that class, 2 postpone and they hold one. They book 2 or 3 from that class, 2 postpone and they hold one. When you work this scenario, you never get more than one class at a time holding. But, if you make 40 calls, 20 will tell you no. 20 will say yes, but only 10 will hold. From that 10, you book 2 or 3 each (25 bookings) and from those 25, 12 will hold. You book 2-3 from each (30 bookings) and 15 hold. Can you see that the numbers grow exponentially and you're never out of bookings?

There is no success in having dozens of referrals stacked on your desk.

The second way to book is from referrals.

Ask every reorder customer, "Who do you know who might enjoy using our products as much as you do?" Ask for referrals from every class. But, ask for only as many referrals as you are following up with. There is no success in having dozens of referrals stacked on your desk.

The next way to get bookings is from warm chattering.

Now, we have had a misconception about warm chattering in the past. Warm chattering does not mean walking up and down the mall attacking people with our business cards. Warm chattering means building relationships with people and then mentioning Mary Kay. Now, don't get me wrong - it doesn't take 6 weeks to build a relationship. It can be done in 5 - 10 minutes. It is done talking to the checkout girl while she checks your groceries. It is done talking to the manicurist while she does your nails. It is done sitting on the bleachers watching your child play ball. Start a conversation about some mutual interest. Then, work it around to Mary Kay by asking her what she does. Of course, she will then ask what you do. Remember, first you are a Mary Kay consultant, then, you work that other j-o-b! Then, follow with, "Has anyone ever taken the time to offer you a complimentary skin care and glamour pampering session? I'd love to have you as a model. Is there any reason why we couldn't get together?"

The best way to get bookings (and the one we all want to work toward) is from skin care classes.

The numbers will always be better when you are trying to book people who are in the process of experiencing the product. Set a goal to get your date book full now and to never have to get on the phone again. Perfect your class booking skills. First, be sure to mark each page of YOUR beauty book reminding you to mention the check up facial during your classes. The check up facial is your best booking tool from classes. You must show them that it is a service you offer to anyone who gets on the basic - you automatically come as one of the steps to the system. Then, when you close, you just book the check up facial with everyone who buys basic. At that point, show her how she could get credit toward other products that she couldn't afford tonight by sharing her check up facial with 3 or 4 friends. Don't forget to entice the ones who don't buy the basic (the only reason they don't is that they can't afford it right now) to hold a class for you and use their credits to get started on skin care. And, last but not least, remember to rebook your hostess for the preferred hostess program.

Booking truly is the lifeline of a consultant's business. In fact, if your date book is empty, the doors of your business are closed. The good news is that you can open those doors anytime you choose. Let's look at some ways to open the doors of your business and get your date book filled.

- 1 Ask!** Prepare your script, and don't stop calling until you have 10-20 appointments on the books.
- 2 Referrals!** Ask for referrals from every class.
- 3 Warm Chattering!** When chatting with women out and about, mention your Mary Kay Career with confidence. Take that extra step and ask them if there is any reason why they wouldn't enjoy a pampering session with you!
- 4 Skin Care Classes!** This is the very best way to get bookings! Offer a check up facial, and ask them to share it with a friend for hostess credit. It's a win/win, and a lot more fun that way!

IT'S STAR TIME!

Your Star Benefits Package:

- **Benefit 1** Your Star Prize: Have you picked your prize? Star Prizes are great gifts for yourself or to give away to a special person in your life. Our prizes are unique gifts that you just don't see in too many places.
- **Benefit 2** Your Star Treatment: Star Consultants are awarded each quarter with MUCH appreciation and showered with gifts and recognition at events. Star status brings gifts from your Director and added perks by being consistent all year!!!
- **Benefit 3** Preferred Listing in the Mary Kay Consultant Directory: As a Star Consultant YOUR Name and contact information will be displayed first on the consultant locator system via www.marykay.com OR when a potential client calls the 1-800-MARYKAY phone number. That's PREMIUM advertising space!
- **Benefit 4** FREE Product: I SAID FREE. That's either PURE profit in your pocket, a gift you did not have to purchase for someone else, give-aways to guests or hostesses, OR something FREE for you!
- **Benefit 5** Your Star Jewelry: The Star Consultant Pin REALLY is THE MOST Coveted piece of jewelry in ALL of Mary Kay. It tells your success - quarter after quarter after quarter. It is a visible representation of your efforts, your customers, your sales ability and most importantly, your customer service. You should want to wear that pin proudly almost everywhere you go. My clients love knowing that they have a consultant who continues to be a Star quarter after quarter. Yours will too!

Every corporation has a "benefits" package. So why not take advantage of the STAR BENEFITS Package that your Mary Kay Company offers as well?



What will you be wearing at Seminar 2013?



The Classic

Show your sophisticated style in this classic silhouette. Designed to flatter all body types, this two-button, single-breasted jacket features a herringbone-patterned fabric and is accented with zipper pockets to add a dash of pizzazz.



The Cropped

Designed for the gal on the go, this fashion-forward cropped jacket has three-quarter-length sleeves and a three-button front that can be worn open or closed. The trendy box grid fabric pattern adds playful texture that says, "Look out world!"



The Trench

Look effortlessly chic in this hip-length trench jacket. It's double breasted with angled pockets and a stylish belt for that glamorous touch. The chic box grid fabric texture says you're on your way to the top, and you want to look fabulous getting there!



If you add at least three new qualified personal team members during this team-building challenge period, you'll be wearing a brand-new red jacket of your choice! Earn yours in time for Mary Kay's 50th Anniversary Celebration! March 1-June 30, 2013

MARY KAY
one woman
can™
50 YEARS



IT'S RAINING
RED
CELEBRATE MARY KAY'S GOLDEN ANNIVERSARY IN STYLE

Start Something Beautiful!



Dare to
Start Your
Dream Career

Start Something Beautiful! Team Building Promotion

50 years ago, Mary Kay Ash started something beautiful – and then she shared it with women everywhere. When you start your MK business by April 30, the beautiful Starter Kit is yours for only \$75! **SELL Something Beautiful & earn up to \$150 Credit!** When you sell the products that women love, you can earn a credit to jump-start the story of your success. If you place your first product order by May 31, you can receive one of these great credit offers!

- **\$150 credit** on an \$1,800 wholesale order
- **\$75 credit** on a \$600 wholesale order
- **\$50 credit** on a \$400 wholesale order

What does your dream job look like? It can start today! Take a chance on you!

Page Created for the clients of www.unitcommunity.com





Recruiter's Checklist

The following is a checklist of some suggested activities that may assist you in helping your newest team members make successful starts with their Mary Kay businesses. Enter check marks to record your team members' progress.

New Team Member Name

| | | | | | | | | | | |
|---|--|--|--|--|--|--|--|--|--|--|
| | | | | | | | | | | |
| Submit Independent Beauty Consultant Agreement to the Company. | | | | | | | | | | |
| Suggest she review her First Steps kit and sign up for any special limited-time offers. | | | | | | | | | | |
| Discuss her Mary Kay goals. | | | | | | | | | | |
| Discuss inventory options. | | | | | | | | | | |
| Enter date first order is sent to the Company (within 15 days if possible). | | | | | | | | | | |
| Suggest she open a separate checking account for her new business. | | | | | | | | | | |
| Help her complete her Weekly Plan Sheet. | | | | | | | | | | |
| Help her schedule a debut or grand opening. | | | | | | | | | | |
| Suggest she designate and organize her home workspace. | | | | | | | | | | |
| Encourage her to complete the Satin Hands Challenge. | | | | | | | | | | |
| Help her schedule a skin care class and/or collection preview to observe. | | | | | | | | | | |
| Provide her with information about her Independent Sales Director's unit meeting and New Consultant Orientation. | | | | | | | | | | |
| Encourage her to unpack her Starter Kit Bag and review the contents. | | | | | | | | | | |
| Encourage her to review the educational materials. | | | | | | | | | | |
| Encourage her to book Power Start Plus appointments. | | | | | | | | | | |
| Confirm her Power Start Plus appointments (and call her after each one). | | | | | | | | | | |
| Work with her to obtain future bookings. | | | | | | | | | | |



BETH ENGLISH
 INDEPENDENT SALES DIRECTOR OF
 THE BETH ENGLISH ABUNDANTLY PINK UNIT

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Return Service Requested



**Words of Wisdom
 From Mary Kay Ash**

We all have failures, some little ones and some big ones. But it is very important to have a firm conviction that it is not what happens to us that is important -- it's the way we react to what happens to us. We can't always control the events of our lives, but we can control our reactions to those events. Remember, we fail forward to success.

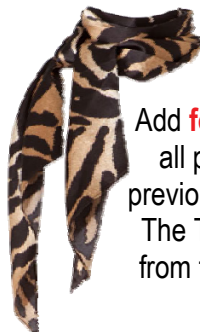


The It's Raining Red Team-Building Challenge Is On, & the Rewards Are Red-Hot!

FROM MARCH 1 – JUNE 30, ADD THREE OR MORE NEW QUALIFIED PERSONAL TEAM MEMBERS TO EARN YOUR REWARD FOR FREE! PLUS, ATTEND EXCITING EVENTS AT SEMINAR TO GET EVEN MORE GREAT PRIZES.

Add **three** new qualified personal team members and receive:

- A free red jacket of your choice.
- An invitation to the It's Raining Red Mingle at Seminar.
- A name badge ribbon.



Add **four** and receive:
 all prizes from the previous category, plus The Tiger-Print Scarf from the Director Suit Collection.

Add **five** and receive:



all prizes from the previous two categories, plus these fabulous black chandelier earrings as the perfect accessory!



EARN YOUR RED JACKET IN TIME FOR MARY KAY'S 50TH ANNIVERSARY CELEBRATION!