



The Beth English
ABUNDANTLY
PINK Unit News



March 2014 Recognition & Results

Reach Your Dreams. Go for the Gold!

***Congrats to Our
 Quarter 3 Stars!***

*Our Stars can reserve their Seminar 2014
 seat with priority registration today!*

~~Sapphire~~

Beth English
 Mandy Kirwan
 Joni Smith

discover what you

LOVE™



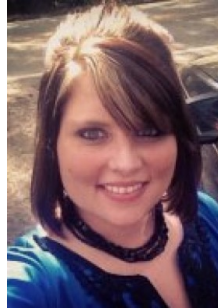
Celebrating 50
 years: Mary Kay
 Ash taught us how—
 go live your dream!
One Woman Can!



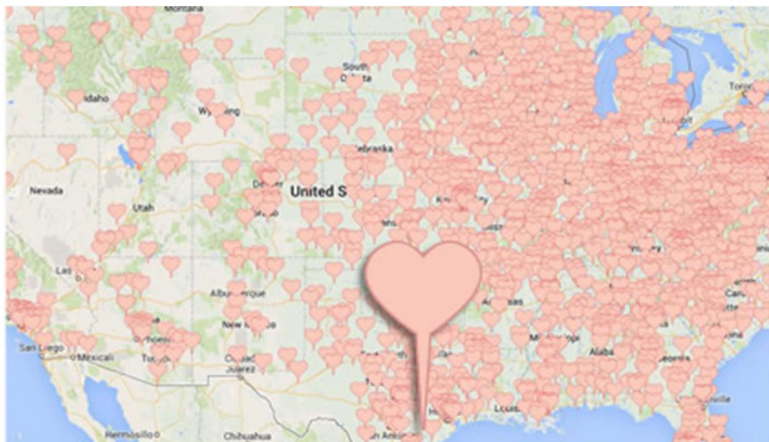
**Joni
 Smith**
 Queen of
 Wholesale



**This Could
 Be You**
 Queen of
 Sharing



**Krystal
 Baker**
 Top Love
 Check



We Set Another Amazing Record!

58,808! That's the new Mary Kay record for the most number of makeovers conducted in 24 hours!

That's right — during the MK Makeover Day on March 8, 58,808 women attended events in your homes, training centers and the live event at our World Headquarters in Dallas! What an amazing number! And here's another amazing number....

11,640, the number of Consultants who participated in the makeover day! It was truly an exciting day, and we're thrilled that so many women around the country had the chance to experience a wonderful makeover, and to "discover what they love" about Mary Kay products.

Dear Abundantly Pink Unit,

Hats off to those of you who attended Career Conference! What an inspiration and true motivation!!! I always come home dreaming big, setting God-sized goals, and feeling re-energized! Make the commitment now to attend SEMINAR this July! 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 and making your dreams a reality are amazing!

It's time for an amazing April! Color is everywhere! Our new products are making news and are quite a splash of color! I've already heard so many success stories from our unit members about our amazing new foundations. Plus, MK has just launched the Foundations for All section to take the guess work out of things. It's hard not to get excited about them. Have you ordered yours? If not, now is the time—especially so you are prepared for Mother's Day!! Make sure to stock up on basics as well for all of the color appointments you'll be holding this month. They are so easy to book!

There are so many women just waiting for the perfect opportunity to come their way, and with the **Share the Love 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 hosting 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. Plus, Doug Shulman, the commissioner of the IRS, notes that "80% of Americans get an average of a \$3,000 refund," so now is the perfect time for them to get started.

Have you considered the fact that Mary Kay is a part of your path so that you can enrich another's life? I believe that you are not here by chance or coincidence! This is your time to step up to the plate, reach out, and SHINE! Make a point of offering the Mary Kay opportunity to each person that you have not approached and that you think would make a quality team member! Let them say no. There are so many grand opportunities for New Consultants right now! Go onto the Mary Kay website and get excited about all that they are offering! 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! 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



Does your day ever feel like this? But First...

I can't wait to make my booking calls today, but first I am going to tidy up a bit, just in case someone stops by. You know, while I am tidying up, I should really throw a load of laundry in the wash. Oh, while I am in the laundry room, I should sweep this kitchen floor, and clean up those counter tops from making the kids' breakfast. Oh, I really need to take out the trash... you know, those flowers probably need to be watered. Back inside to do my phone calls... Oh, the laundry is done, I better fold that and put it away. Guess I'll watch my favorite show while I fold. You know, I should check out that website they mentioned before I forget... Oh— look at all these e-mails I have from friends, I'll just check those for a second. I should call Sue and see how she is— she sounded down. Sue mentioned this great sale at the store, I should go check it out while I have a minute. I better hurry home and start dinner! My, how time has flown today!

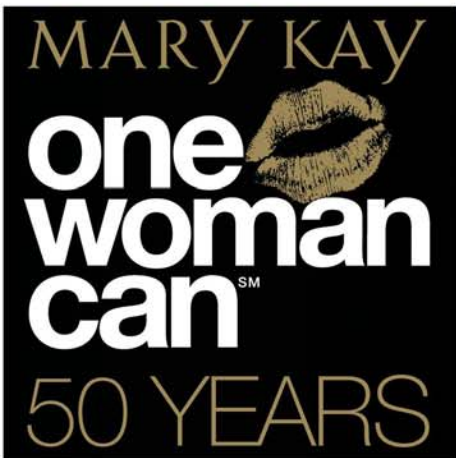
teamUP
for Women!
Team Up to Make a Difference
Mary Kay Ash believed in the power of women — especially when they work together to help others. Today, The Mary Kay Foundation carries on this legacy with *Team Up for Women!* From **now until May 12**, Consultants are reaching out to women everywhere in our annual *Team Up for Women!* fundraiser.

What better way to honor Mary Kay's birthday than by supporting her Foundation? With your help, we have donated more than \$55 million to fund research for cures for cancers that affect women and to provide grants to women's shelters and other non-profit agencies to help stop domestic violence. As you know, these two causes were close to Mary Kay's heart, so we honor our Founder's legacy of giving during Team up for Women fundraiser.

**THE MARY KAY
FOUNDATION**



Our Top 5 Wholesale Orders For March



Joni Smith

Amanda Gamez

Katrina Calleiro

Tina Ellis

Mandy Kirwan

Year To Date Court of Personal Sales

1	Joni Smith	\$15,405.00
2	Mandy Kirwan	\$14,170.00
3	Katrina Calleiro	\$10,812.50
4	Carol Thomas	\$9,044.00
5	Kay Shoaf	\$4,674.50
6	Trish Lopez	\$4,533.00
7	Tina Ellis	\$4,419.00
8	Bree Creamer	\$3,569.00
9	Tracy Self	\$3,521.00
10	Jessica Whelan	\$3,197.00
11	Krystal Baker	\$3,088.50
12	Jamila Inman	\$2,766.00
13	Charlotte Hof	\$2,646.00
14	Renee' Gordon	\$2,311.50
15	Cindy Falkenberry	\$2,216.00
16	Rosa Macias	\$2,202.00
17	Phoebe Bermudez	\$2,121.50
18	Gina Wood	\$2,070.50
19	Janet Stringer	\$1,805.00
20	Michele Gillardon	\$1,803.00



Top 20 Consultants Who Invested in Their Business in March

Joni Smith	\$440.50
Amanda Gamez	\$430.00
Katrina Calleiro	\$412.50
Tina Ellis	\$408.50
Mandy Kirwan	\$392.00
Carol Thomas	\$369.50
Teresa Schisler	\$349.50
Krystal Baker	\$320.50
Jamila Inman	\$304.50
Anissa Briscoe	\$295.00
Yessika Pamplona	\$291.50
Kay Shoaf	\$254.50
Rosa Macias	\$253.00
Kim Haskins	\$246.00
Emily Byrd	\$233.50
Sherry Holley	\$230.00
Jessica Whelan	\$229.00
Bree Creamer	\$228.50
Laura Jeffcoat	\$226.50
Janet Stringer	\$15.00



How many administrative professionals do you know that are not truly appreciated? Share the Mary Kay Opportunity with them today! Don't forget that National Sales Director Lisa Madson was a part-time administrative assistant before she started selling Mary Kay!



Welcome Back Consultants

Anissa Briscoe
Sherry Holley
Yessika Pamplona



Recruiters and Their Teams

Team Leaders

* Lindsey Graham

Tracy Self

Anissa Briscoe

Jamila Inman

Jessica Whelan

Karen Carpenter

Krystal Baker

Sherry Holley

* Alida Bell

* Angie Thomas

* Charissa Gray

* Cheryl Deloach

* Danielle Combs

* Darlene Johnson

* Deanna Stells

* Deenen Eller

* Jennifer Barber

* Kara Magill

* Kim Moore

* Marji Clark

* Mia Kendrick

* Michelle Jackson

* Robin Tennant

* Taylor Johns

Senior Consultants

Bree Creamer

Pam Releford

* Trish Lopez

Erin Weathers

Carol Thomas

Renee' Gordon

* Gennel Lassen

Krystal Baker

Amanda Gamez

Bree Creamer

* Destiny Caraway

* Hailey Ward

* Leigh Haney

* Rae Evans

* Suncilray Haygood

Rosa Macias

Yessika Pamplona

* Nivey Rivera

Tina Tipton

Sandy Riley

Trish Lopez

Kim Haskins

* Sara Chance



Qualified Year to Date Sharing Court

Bree Creamer

2 Qualified

\$114.04

Trish Lopez

1 Qualified

\$28.52

Erin Weathers

1 Qualified

\$25.41



Make plans now to be in the 2014 Court of Sharing! Just 24 qualified new team members for the year!



Love Checks: Sharing the Opportunity

4% Recruiter Commission

Krystal Baker

\$26.34

Erin Weathers

\$14.78

Rosa Macias

\$11.66

May Birthdays

Gina Wood

22

Kimberly Brecher

26

Darlene Johnson

28

May Anniversaries

Erin Weathers

4

Tracy Self

4

Sandy Riley

3

Kimberly Brecher

1

Bree Creamer

1

There are really two options in life:
You can be either reactive or proactive to circumstances. And it's a lot more fun and less painful to be proactive- to make decisions about your life before events take control of you.

By David Bach

SHARE THE LOVE TEAM-BUILDING PROMOTION

During the month of April, you can Discover What You Love about Mary Kay with the new Share the Love Team-Building Promotion. Let me share the love and passion I have for my Mary Kay business and "pass it on."

From April 1 – 30, new Consultants who sign their Agreements during the month of April can:

- Purchase your Starter Kit for just \$75, plus tax and shipping.*
- Receive free shipping on an initial \$600 or more Section 1 wholesale order that is placed by May 31, 2014.*
- Receive a \$100 credit on an initial \$1,800 or more Section 1 wholesale order that is placed by May 31, 2014 (in addition to free shipping on the initial order).*

* Contact me or see www.marykay.com for more details – and get ready to Share the Love!

discover what you

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!**

Administrative Professionals Day Sales Ideas

1. Fill a basket with pink carnations and to each carnation attach your business card with two lip samples stapled to the card. Hand these out everywhere saying, "Mary Kay is honoring all working women during Administrative Professionals Week with a pink carnation and lipstick sample." Hand her the carnation while you are speaking. Then, tell her, "If you would like to fill out the back side of the business card with your name and phone number, you'll go in my special drawing for a free body care package." Hand out everywhere in your community – library, realty offices, school offices, doctors office, etc.
2. Phone Survey – Call local businesses and use this dialogue: "Hello, my name is _____ with Mary Kay Cosmetics and we're honoring women who pick up the phone during Administrative Professionals week with a free pampering session – facial and makeover plus samples and a \$5 Gift Certificate! You may enjoy this during your lunch hour or in the evening. Which would be best for your schedule?"

NATIONAL ADMINISTRATIVE PROFESSIONALS WEEK IS APRIL 20-26! TAKE ADVANTAGE OF THIS WEEK TO FURTHER YOUR BUSINESS!

The ASSISTANT is a very important person in every business. Take time to think of every ASSISTANT you know and make sure each of them gets pampered! BUT WAIT.... what about the ones you haven't met??? Where do you find them? EVERYWHERE!!! How do you approach them professionally? Here is a guideline to help you.



1. Start by making a list of every business person you know who possibly employs one or more secretaries, office assistants or receptionists! Think of people YOU do business with! You'll be surprised at how many you can list!
2. Plan your schedule with time to stop by all the places you have on your list. Enter with a positive stride, dressed professionally, and ask to speak to the business person you know. Chat for a few minutes and then say: *"Today I am representing Mary Kay Cosmetics. National Administrative Professionals Week is coming up April 20-26, and our goal is to contact all assistants in this area and let them know just how much their time and talent is appreciated. How many assistants do you employ? Have you made a decision on what you want to do to show them how much you appreciate them? I have some really great specials I'd love to put together for you that they would really love!"* I'd suggest bringing a few gift sets made up as examples, especially our satin hands and pedicure sets. However, it is important that you not go into a place of business with a lot of things. Carry a tote that you can comfortably put a few things in. You will probably hear something about how they take them out to lunch or give them a bonus... then you say... *"Long after that bonus is spent (or that lunch is eaten), she will use this and remember how much she appreciates you."* Complete the purchase, ask for a deposit of half or more and arrange for the delivery date. Then ask who else they might know who would also appreciate your services. If possible, ask for one of their business cards introducing you! You can then call the referrals and use the same approach!



TAX REFUND INVESTMENT COMPARISONS

Situation: Three different Consultants receive a \$1,000 Tax Refund—Let's consider 3 different strategies

Consultant #1 — Super Saver Sandy
Action: Sandy put her \$1,000 into the bank paying her 3% interest.

Results (30 Days Later)

\$2.50 interest earned
 \$1002.50 balance

Results (1 Year Later)

\$30.00 interest earned
 \$1030 balance

Consultant #2 -- Betty Bill Payer
Action: Betty Pays \$1000 on her bills with tax refund. If the debt Betty paid off was a revolving account at 18% interest, the result would be...

\$1,000 less in debt
 \$15 in interest saved

\$1,000 less in debt
 \$180 in interest saved

Consultant #3- Suzy Business Savvy
Action: Sue Invested \$1000 tax refund into Mary Kay Inventory, receiving \$2000 in products

Sales of \$500/week gives Sue \$2000 in cash..
 Sue takes \$1000 of her sales & reinvests back into business & the other \$1000 to savings or pay off debt

Reinvesting each wk Sue generates \$25K in sales (\$12,500 profit) in 1 year from a \$1000 TAX REFUND!!!!

- Other Results:**
- A. Chooses star prizes
 - B. More referrals from company (Consistent Star Consultant)
 - C. Possibly on-target for her car

Opportunity Awaits!

MOTHERS SPEND EACH DAY THINKING ABOUT OPPORTUNITIES WE'D LIKE TO PROVIDE FOR OUR CHILDREN.

BETTER SCHOOLS / COLLEGE EDUCATION

GIFTS / TOYS / A WELCOMING HOME


A LIFE THAT WILL INSPIRE THEM!

BEING ABLE TO STAY HOME

MORE CREATIVE OPPORTUNITIES

BEING HOME WHEN THEY GET HOME

NO FINANCIAL STRESS



Our Mary Kay Opportunity can help you make any of these dreams a reality! Choose to hostess your own Mary Kay Skin Care Class today, and see if you'd be interested in doing what I do.

Mary Kay Ash founded this company to give women everywhere the opportunity to have the life of their dreams. Take a chance on yourself today.

"YOU CAN HAVE ANYTHING IN THIS WORLD YOU WANT. IF YOU WANT IT BADLY ENOUGH AND YOU'RE WILLING TO PAY THE PRICE."

~MARY KAY ASH



Go Directly To Jail! Do Not Pass “GO” Until You’ve Collected \$200!

Conduct a Mary Kay “Jail-a-thon!” Decide on a one-hour time slot this week to put yourself in “Mary Kay Jail.” Make sure you will have no distractions. Take the cordless and go into the closet if you have to! You will need your customer list, sales slips, and your datebook.

Here’s a suggested dialogue: (April) “In honor of Mary Kay’s Team Up For Women Challenge: being a champion of raising funds for researching cancers that affect women and to provide grants to women’s shelters and other non-profit agencies to help stop domestic violence,”

OR (May) “In honor of Mary Kay’s birthday month,

I am holding a ‘Jail-a-thon’ and donating (10%, \$1 from every order, a portion of the proceeds, etc.) to the Mary Kay Ash Charitable Foundation. Tonight, I’m in Mary Kay Jail until I reach my pledge to sell \$200, and I’m calling to see what products you might need?” Call your Director AS SOON as you have completed the challenge! Report the date and time you finished, how much you sold, how many bookings you got, how many people said “no,” and the amount you’ll be contributing to the Mary Kay Ash Charitable Foundation.

**Won’t you feel wonderful,
knowing that you had a
\$200+ HOUR, and are
contributing to such a
worthy cause?! Feel free to
do this as often as you like,
and set your goal higher
each time!**





Happy Birthday Mary Kay



Mary Kay Ash is the inspirational foundation of our Company. And what better time than during her birth month for us to refocus on her belief that the skin care class is the foundation of a Consultant's business?

TAKE THE 20/20 CHALLENGE

To achieve this Challenge, you should hold at least 20 qualified classes between May 1–31. Achieving this goal can help you build a solid foundation for your business. In the process, you are likely to attract new customers — and new team members — and take your business to new heights!

How Will You Honor Mary Kay in May?

- Sharing her opportunity with a customer
- Booking a class with a woman who needs to be encouraged and feel beautiful
- Offering one of our special-needs products to someone who will be thrilled with the results
- Developing a “You can do it!” attitude within yourself, and sharing/ believing others can do it, too!



HOW TO START YOUR BUSINESS OFF WITH SAVVY

There are many factors and decisions to make now that you have begun your new career and business venture. Inventory is a personal decision and everyone starts differently based on YOUR goals, YOUR finances and YOUR comfort level, but all successful Consultants grow to have inventory on hand. Here are some major points to consider...

2. Based on company history, it's strongly recommended that you carry inventory, based on your personal goals. These are the advantages to carrying a "store."

- **Fewer hassles**– You can deliver the product immediately
- **Less order cancellations**- With on-the-spot delivery your clients are using their products immediately... Would you want to wait a week for your cosmetics?
- **More professional reputation**-You are committed to your career. Your clients know they can count on you to stay in business and can get their needed products.
- **More professional attitude**– It's easier to make suggestions when you have it in stock.
- **More reorders**- Clients usually wait until the last minute... If you needed milk, would you wait for your favorite store to restock, or would you find another favorite store? Wouldn't you buy everything at that new store?
- **Higher appointment sales**– We buy what we see... Can you imagine going into a grocery store and actually leaving with just milk?

MARY KAY PAYBACK GUARANTEE: IF FOR ANY REASON YOU HAVE INVENTORY AND DECIDE TO QUIT AND YOU NEVER WANT TO REJOIN... YOU CAN RETURN ANY UNOPENED PRODUCTS TO MARY KAY WITHIN A YEAR AND GET REIMBURSED 90% OF WHAT YOU PAID FOR IT.

1. WHAT ARE YOUR GOALS?

3. Who pays for the Inventory?... YOUR SALES, YOUR CLIENTS!

Your sales pay for your inventory. For example, if you sell a Miracle Set- Time Wise System plus Day/Night Solution– for about \$100, then \$50 goes to pay for the product or to restock your store, and \$50 is your profit. Your loan amount, business expenses, and paycheck come out of the profit OR you can use the profit to build up your inventory.

4. There are 3 basic ways to begin your business:

- **Place a small initial order.** Place an initial inventory & display order so you can deliver most items on the spot. You will still need to invest to continue to build your "store."
- **Build up inventory.** Place a display order, then place orders frequently as needed. Wait for order to come, then deliver orders.
- **Begin with a full store.** Definitely the best start, with fewest frustrations, and committed to your personal success. Advantages-clients don't wait for orders, you get a paycheck immediately, and small portion of profit pays off initial investment.



GIVE YOURSELF PERMISSION TO SUCCEED

by Dr. John Maxwell

Particularly when I speak to groups, I am asked about success, and one question always stands out from all the others: Why don't more of us really go after the things we want in life? What holds us back? What makes us "settle" when we could "soar"?

This week, a client gave me part of the answer. He enlisted in the Navy after high school, stayed for 26 years, then worked for the phone company for 12 more years. Finally, at age 57, he quit and started his own business. It's not a large business - his largest sale last month was \$77, and his average sale is less than \$8. He sells sandwiches on the mall, downtown. He has several push carts, and hires college students to make and sell the spicy sandwiches. Last month people stood in line, outside in our winter weather, to buy 47,233 of his sandwiches. He's getting rich, one sandwich at a time.

I asked him what changed from the days when he preferred the security of a steady paycheck. His answer was important. He said, "Only one thing changed. I gave myself permission to try."

What a concept! He gave himself permission to try!

Success is not an accident. Living well is not an accident! Having the things we desire and the life we love is the result of "going for it!" It's the result of having a plan, and taking action! When I look at extraordinary parents, skilled teachers, wealthy business people, winning athletes or successful artists, I see people who gave themselves permission to succeed. They went after it. They took risks. They probably failed or made mistakes, but they kept on trying. They didn't hold back or play it safe or take the easy path! As Jim said, he gave himself "permission to try." Here are 10 permissions to give yourself, if you truly want to succeed in life:

1. Give yourself permission to try.
2. Give yourself permission to fail.
3. Give yourself permission to ask for help or guidance.
4. Give yourself permission to make mistakes.
5. Give yourself permission to look foolish or silly.
6. Give yourself permission to want what you truly want.
7. Give yourself permission to have doubts and try anyway.
8. Give yourself permission to astound your critics.
9. Give yourself permission to stand out.
10. Give yourself permission to succeed!

We hold ourselves back far too much! Yes, sometimes circumstances are difficult, but more often than not, that is the excuse we use to keep ourselves locked in our familiar routines. More often, the real limitation is within ourselves. Most people don't want to run for President or do anything really dangerous or outrageous. Most of the things we want are entirely possible, if we would only try. Other people have done them, and so can we. The greatest successes in life often include a loving family, meaningful work, caring friends, and a measure of financial independence. Extraordinary success is often not even visible to others, because the most important victories happen within the human heart. And in those secret places, the only thing holding you back is your willingness to try. Give yourself permission to succeed.

Become a MASTER BOOKER

By: Lisa Anne Harmon



What positive messages are you going to tell yourself today and everyday? Being in Mary Kay for almost 20 years, I have been able to watch the transformation in my own mind of going from somebody who was very cynical and sarcastic (and I still battle that to be quite honest), to someone whose first thoughts are positive, encouraging, and expecting. How does that transformation occur? It happens with a lot of prayer, it happens with a consorted effort, it happens by practicing what it is that you say to yourself on a daily basis.

We have all heard that if you want to become better on the phone with booking, tell yourself that I am a MASTER booker! Everybody that I call will say YES! I have so many appointments on my books! I can't wait to get on the phone! I love the phone! The phone is my friend! I am a master at scheduling appointments! Everywhere I go, people want to talk to me! I look the part, I act the part, and I sound the part! I am a MASTER at scheduling appointments! If you say something like that to yourself

out loud everyday, several times a day, what a difference that will make.

As Sue Kirkpatrick would say, "It would change the mental tape that you have been playing." Maybe your issue is self-confidence; maybe you have always had a battle worrying about what other people think. Try saying something like this to yourself, "I am a confident, strong, capable woman. I make decisions easily, and I'm pleased with the decisions that I make. I choose life. I make choices based upon what is best for me and not what is best for the people around me. I love my life. I am happy with my life! I am confident with who I am. I know that I am a child of God." If you said those kinds of things to yourself everyday, wow, what a difference it will make over time!

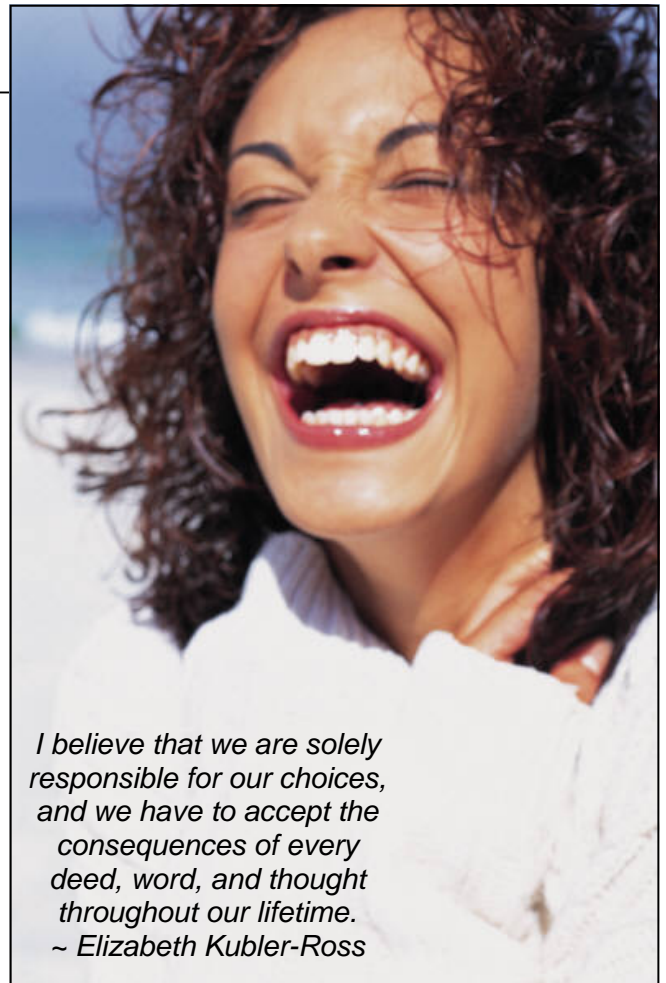
Positive affirmations don't change your life today. They don't change your life tomorrow. It is a process of learning wonderful habits that are going to change how you think and feel for the rest of your life. Maybe you are great at selling, and you really need to work on building

your team, "I am a MASTER recruiter! I am a professional recruiter with Mary Kay Cosmetics. I can't wait to share this wonderful career opportunity everyday. I know how much it has changed my life. I never want to be selfish and not offer this career to anybody else. I exude a professional Mary Kay image. I look the part, act the part, and sound the part everyday. I am attracting this wonderful way of life to me. I love to recruit! I love to share this wonderful opportunity! I am a MASTER at listening to people's concerns and relating them back to the Mary Kay experience. I am a Mary Kay Sales Director by January 1, 2015!" Those kinds of messages make a difference!

What area of your business do you need to grow in? What area of your life do you want to work on? That's the place that you start with the Positive Affirmations! Why not start today? Write a couple of sentences down; make them personal and powerful for you. Xerox them and put them behind your toilet, on your refrigerator, and on your rear view mirror!

11 Steps to Becoming a MK Millionaire!

1. **M**- Make a choice to BE a MK Millionaire!
Make millionaire decisions! Look at the activity of the people making it happen in MK...and ACT LIKE THEM!!
2. **I**- If you want something you've never had, DO something you've never done!
(The definition of insanity is to keep doing the same things and expect different results!)
3. **L**- Love yourself WHERE YOU ARE!!
Stop comparing yourself to others! We always compare our weaknesses to others' strengths...and we ALWAYS lose!!!
4. **L**- Let go of GUILT! Your children and families will NOT be damaged! They will look at your example of hard work and positive, goal-orientated thinking, and they will be MUCH better people because of it. They won't remember the nights you were away!
5. **I**- Integrity....BE A WOMAN OF YOUR WORD!!! If you say it....YOU DO IT!!!
6. **O**- Openness...You need to be always learning and growing, not thinking you've arrived! Be humble!
7. **N**- NEVER GIVE UP!!!
8. **A**- Act as if you are already there!! When you start acting ...you automatically start becoming! (Example...next time you're cranky....SMILE! and you will automatically feel happier. Try it!)
9. **I**- Imagination....If you can Dream and visualize in Technicolor...you have the ability to achieve it! God doesn't let us have the ability to dream it without giving us the ability to accomplish it!
10. **R**- Rely on Faith! Faith is taking a chance BEFORE you know how it will work!
11. **E**- Enjoy the journey! When you've accomplished your dreams, you will look back on the process and treasure the ups and downs...the friends you've made...the experiences of growth....EVERYTHING!



*I believe that we are solely responsible for our choices, and we have to accept the consequences of every deed, word, and thought throughout our lifetime.
~ Elizabeth Kubler-Ross*



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

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Return Service Requested



**Words of Wisdom
 From Mary Kay Ash**

*There is a strong relationship
 between dreams that come true
 and the calluses on your hands.
 Your dreams will come true
 only if they have substance
 underscored by work.*



There's so much to LOVE this year.
 Pack your bags, grab your girlfriends and head to Dallas for the best four days of your life! You'll find prizes, recognition, education, lasting friendships, dazzling shows, glitz and glamour, and so much more! You'll want to experience all Seminar offers.

Ruby: July 16 – 19

Sapphire: July 20 – 23

Emerald: July 23 – 26

Pearl: July 27 – 30

Diamond: July 30 – Aug. 2

LOCATION: Kay Bailey Hutchison Convention Center

FEE: \$195 (if received by June 16) Visit

www.MaryKayInTouch.com (Events / Special Events) for details

Priority registrants can order fun Seminar souvenirs and even get a 15 percent discount beginning April 7. All other registrants can order at regular price beginning May 1.