



The Beth English
**ABUNDANTLY
 PINK Unit News**



October 2013 Recognition & Results

Congratulations On-Target Stars:

Here's how much you need to finish your next star by 12/15/13

Star Achieved	Name	Current Wholesale	WS Needed for Next Star
Ruby	Mandy Kirwan	\$2,922	\$78
	Joni Smith	\$1,501	\$299
	Katrina Calleiro	\$1,246	\$554
	Carol Thomas	\$641	\$1,159
	Piper Hill	\$611	\$1,189
	Kay Shoaf	\$482	\$1,318
	Renee' Gordon	\$478	\$1,322
	Tina Ellis	\$440	\$1,360
	Sandy Riley	\$390	\$1,410
	Rosemary Reese	\$363	\$1,437
	Rosa Macias	\$280	\$1,520
	Cindy Falkenberry	\$268	\$1,532
	Danean Crawford	\$264	\$1,536
	Erin Weathers	\$227	\$1,573
	Sheral Styles	\$206	\$1,594
	Gina Wood	\$206	\$1,594
	Lula Hudson	\$206	\$1,594
	Connie Wilkes	\$203	\$1,597
	Michele Gillardon	\$203	\$1,597
	Huguette Foster	\$203	\$1,597
Jackie Bowen	\$201	\$1,599	
Brittany Jackson	\$141	\$1,659	
Charlotte Hof	\$109	\$1,691	
Janet Stringer	\$98	\$1,702	
Cynthia Collins	\$61	\$1,739	



Mandy Kirwan
 Queen of Wholesale



Beth English
 Queen of Sharing



Erin Weathers
 Top Love Check

Welcome New Consultants

Connie Wilkes

Sponsored By:

Beth English

Mandy Kirwan

Sponsored By:

Beth English

WHY YOU WANT TO BE A STAR CONSULTANT!

Thank you Candace Johnson for sharing!

- **Success...** Success attracts success. Star Consultants are recognized for their efforts, which will inspire you to "keep on keepin' on." You will become assured and confident in your career and earn respect and loyalty from your customers!
- **Inventory...** You open the doors to success for your business by having all the products to ensure the greatest service to your customers, and this investment will encourage you to treat your business as a business!
- **Added Confidence...** You are a professional businesswoman by having products for your customers to take home. This is an added selling edge that gives you confidence!
- **Rewards and Recognition...** A Star Consultant is a celebrity in Mary Kay and in your Unit! Your Star Pin with your Sapphire, Ruby, Diamond, or Emerald stars is your report card in Mary Kay...wear it, and your sister consultants and customers know that you are special and a REAL STAR!!!!



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

Happy Holidays Abundantly Pink Unit,

I hope you are looking forward to a wonderful Thanksgiving with your family! Approaching this great holiday, I am reminded of the many reasons I am so thankful for my Mary Kay career. I am so thankful that I have the opportunity to spend as much time with my family as I desire for the holidays. I am thankful that I determine my work schedule, that I determine how much extra holiday cash I have to spend, and that I can determine the position I desire in Mary Kay and make it happen! So can you!

It's the most wonderful time of the year! Just think of the many blessings we have to celebrate each day! We can bring joy to our customers by helping them look their best, find the perfect gifts, and even earn free Christmas presents (hostess gifts) for having some fun with friends at a party! We can bring joy to our team members by being involved in our fabulous Mary Kay environment! Where else can you find so much love, support and encouragement?

I feel so blessed to be a part of Mary Kay! I hope you feel the same way. Your excitement will show to your prospects, customers, and their husbands when following up on wish lists! They'll feel good about purchasing products you're excited about. It's so easy to sell this time of year- just **be prepared!** Bring extra gift-wrapped stocking stuffers and fragrances (especially our new Belara Midnight) with you to appointments and drop-offs. Ask if you can drop her order off at work! We have the perfect, 100% satisfaction guaranteed gifts! That should make you feel good about offering the perfect gift- chosen by you- her Mary Kay Beauty Consultant.

It's important to pass the Christmas spirit along to your customers. Don't forget when you call your customers to thank them for their business and for being a special part of your life. Call or email our fellow unit members and share how special they are to you. Offer encouragement to strangers and make those at your classes feel like a million bucks- even if they just buy a lipstick. We're lucky enough to be in a really positive Mary Kay work environment- pass it on! Give a little extra. Be joyful and encouraging everywhere you go. It can make all the difference in someone's day! I want to thank you for being a very special part of my life. I am so grateful for you! You make each day a joy for me, and I am so happy to get to be a part of your life. Thanks!

Love and Belief, Beth



A Time for Thanks Giving By Mary Kay Ash

Thanksgiving should be a day of reflection for all of us. A chance to think back on the past year and the many things for which we are thankful, to reflect on the holidays and what they mean, and to look ahead to the new year and the opportunities it holds.

I am so thankful for what God has done for our Company. When I look at the success of Mary Kay Inc., I know that man alone could not have built such a special organization without God's blessings. He has drawn to us so many caring and capable Independent Beauty Consultants whose desire, like mine, is to serve Him and acknowledge the work He is doing in our lives and in our Company.

Richard C. Cabot wrote these beautiful words: "When you say to me 'thank you,' remember I could not have done for you what I did had it not been for what hundreds of other people have done for me. Neither could they have done for me what they did had it not been for what thousands of other people had done for them. And so the thing goes on in infinite time and space. Therefore, when you say, 'thank you,' you really meant to say 'thank you, God.'"

Thank you, God, for our wonderful Company, our fine sales force, our capable staff, and the many personal blessings you give to each one of us daily.

HOLIDAY WISH LISTS!



Normally we use the holiday wish lists to follow up with husbands or significant others. Why not add something new this year? Encourage your customers to not only fill out a wish list of their own, but also ask

each person they take outside orders from to jot down what their wish product (or two) would be. This will provide your hostess with some great gift ideas, and she can even earn them as hostess credit at the class!

The Extra Mile: Wouldn't you love to know that you could earn a gift for a friend that she really wanted for FREE? Encourage each person at your class to list several people to offer her wish list to. This way you can contact her friend or family member and offer her the chance to take outside orders or hostess her own class and earn that special gift for free. It's a win/win and also shows this prospective customer that you are a Beauty Consultant who offers not only to meet her cosmetic needs, but you also go the extra service mile!

Our Top 5 Wholesale Orders For October

MARY KAY
one woman canSM
 50 YEARS



Mandy Kirwan



Joni Smith



Katrina Calleiro



Carol Thomas



Cindy Falkenberry

Year To Date Court of Personal Sales

1	Katrina Calleiro	\$6,226.50
2	Joni Smith	\$4,847.50
3	Carol Thomas	\$4,417.00
4	Cindy Falkenberry	\$2,216.00
5	Kay Shoaf	\$2,139.00
6	Lauren Stringer	\$1,781.50
7	Phoebe Bermudez	\$1,713.50
8	Mandy Kirwan	\$1,547.50
9	Piper Hill	\$1,368.00
10	Janet Stringer	\$1,366.00
11	Erin Weathers	\$1,131.00
12	Tina Ellis	\$1,070.00
13	Renee' Gordon	\$1,042.50
14	Charlotte Hof	\$1,041.50
15	Gina Wood	\$995.50
16	Michele Gillardon	\$821.00
17	Sandy Riley	\$779.00
18	Rosemary Reese	\$726.00
19	Brittany Jackson	\$721.00
20	Gennel Lassen	\$661.50



Thank You Consultants Who Invested in Their Business in October

Mandy Kirwan	\$641.25
Joni Smith	\$607.75
Katrina Calleiro	\$404.00
Carol Thomas	\$382.50
Cindy Falkenberry	\$268.00
Kay Shoaf	\$257.25
Tina Ellis	\$209.00
Lula Hudson	\$206.00
Renee' Gordon	\$203.00
Jackie Bowen	\$201.00
Rosemary Reese	\$132.50
Charlotte Hof	\$109.00
Brittany Jackson	\$57.50
Gennel Lassen	\$22.50

marykayatplay™

Holiday Sets

Turn up the volume on color with these upbeat stocking stuffers!!
 Limited-Edition Mary Kay at Play
 Just for Eyes Eye Shadow &
 Just for Lips Lip Gloss, \$10



PCP Participants:

- Carol Thomas
- Joni Smith
- Rosa Macias
- Renee' Gordon
- Tina Ellis
- Katrina Calleiro
- Beth English



Welcome Back Consultants

- Jackie Bowen
- Lula Hudson



Recruiters and Their Teams

Star Team Builders

Erin Weathers

- Carol Thomas
- Gennel Lassen
- Renee' Gordon
- * Lindsey Graham

Senior Consultants

Janet Stringer

- Laura Murphy
- * Lauren Stringer

Kay Shoaf

- Sheral Styles

Tina Tipton

- Sandy Riley

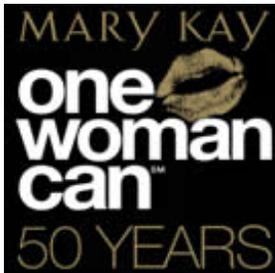
*November is a
Critical Month for
Time Management!
Consider This:
Lost time is never
found again...*

30 minutes extra per
day =
3 1/2 hours per week
3 1/2 hours per week
for 1 year =
175 hours per year
**175 hours per year
= 1 extra month**

**Would you like to
have a 13-month
year?**

As women, we wear many hats; however, we are only one person. Through the course of my career, I realized that in order to put my family first... I sometimes had to put my business first for a short period of time! There were times that my credo was... *I will eat when I'm old and sleep when I'm dead!* I learned... Take care of today — let the calendar take care of the years.

**Nothing is worth
more than this day!
Make it count!**



**Make plans now to be in the Queen's
Court of Sharing! Just 24 qualified
new team members for the year!**

Earn Your Own Small Bee Fabulous Diamond Pin
14-karat yellow gold Diamond body, .75 carats



Love Checks: Sharing the Opportunity

4% Recruiter Commission

Erin Weathers \$24.32

December Birthdays

Karen Edkins	5
L. Harvey-Boges	6
Yessika Pamplona	7
Nary Oeur	18
Tina Ellis	30
Jackie Bowen	31

December Anniversaries

Joni Smith	5
Kathleen Slay	5
Teresa Schisler	5

Don't waste your life in doubts and fears: spend yourself on the work before you, well assured that the right performance of this hour's duties will be the best preparation for the hours or ages that follow it.

~Ralph Waldo Emerson

Mary Kay Skinvigorate Cleansing Brush, \$50

Get your true clean. Removes makeup 85% better than cleansing by hand. Provides deep cleansing, gentle exfoliation and massaging in one easy step. Includes: One Cleansing Brush & Two Replacement Brush Heads
Additional Replacement Brush Heads, 2/ \$15

Here's what women of all ages — from 13 to 70 — said about the Skinvigorate Cleansing Brush in an independent consumer study*:

- Maximizes my skin care benefits: 97%
- Transforms dull skin into a radiant complexion: 94%
- Provides a more even-looking skin tone: 96%
- Reveals youthful-looking skin: 93%
- Skin feels softer, smoother and healthier: 95%

*Results reflect the percentage of women who agreed with the statements in a three-week independent consumer study.



marykayatplay™

Holiday Sets

Turn up the volume on color with these upbeat stocking stuffers.

**Limited-Edition
Mary Kay at Play
Just for Eyes
Eye Shadow, \$10
Just for Lips
Lip Gloss, \$10**



Mary Kay Mineral Eye Color in Four Sparkle Shades \$7 each

Add drama and sparkle to your eye look with Sparkling White, Shimmering Lilac, Glistening Gold and Brilliant Black.



Belara Midnight Eau de Parfum, \$38

Let the Moment Unfold. The Belara Midnight woman embodies a harmonious blend of mystery and anticipation.

Also available:
**Limited-Edition
Belara Midnight
Simply Alluring
Body Crème (\$18) &
Shower Crème
(\$18)**



TimeWise Even Complexion Dark Spot Reducer, \$40

Diminishes the look of dark spots! That's what eight out of ten women said after using it in an independent consumer study*. Here's what else they said:

- Softens the visible intensity of dark spots — 89%
- Helps fade the look of lingering acne spots — 84%
- Corrects the look of skin imperfections — 81%
- Visibly reduces the appearance of age spots — 79%

*Results reflect the percentage of panelists who agreed with the statements during a six-week independent consumer study.



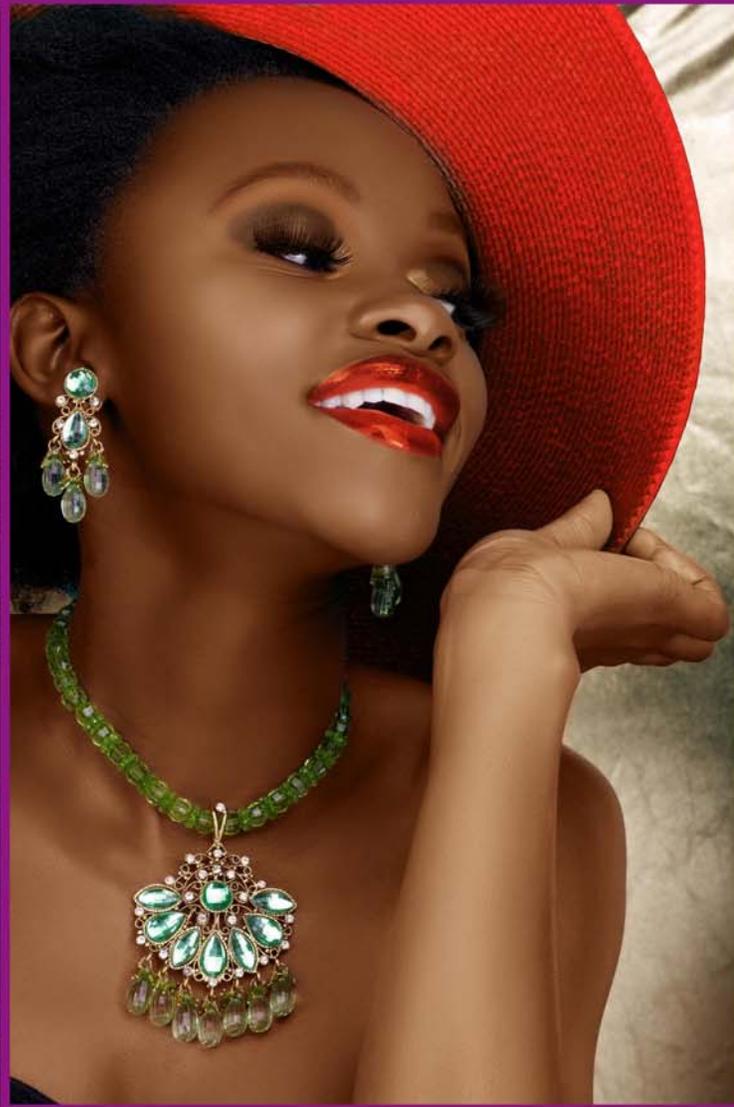
Give the gift of a soft touch with this wonderful-for-winter set.

**Limited-Edition†
Vanilla Sugar
Satin Hands Set
(\$34)/ Hand
Cream (\$10)**

Holiday Glamour Tips

Holiday makeup is the time to add drama and extra glamour to your usual look. Because parties are usually nighttime affairs, the lights are darker and you can choose more dramatic colors than you usually wear. This is a fun time to experiment with new products!!

1. Either the eyes OR the lips need to be the focus of your nighttime look – if the eyes are dramatic, then choose a more subdued lip color, and vice versa. If the eyes are the dramatic feature, then choose a lighter color for your lips....but don't forget the lip gloss. The gloss gives them a sparkle and shine that's GREAT for pictures!
2. On eye makeup, the bigger the contrast between the highlight shade and the contour shade, the more dramatic the effect. SO, when you want subtle, choose colors in the same family..... when you want drama, pick a bigger contrast.
3. Sparkly eye shadows can be a lot of fun in the holiday season, but be sure to keep that shine only on the eyes. Sparkly eyes next to frosted lips or a sparkly face powder will be too much! Frosted shadows do not photograph well and should NEVER be worn by mature eyes.... they accentuate any fine lines and wrinkles. A little shimmer can be a GREAT touch for the holiday looks, but use them as the highlight and then pick a matte color for your contour color.
4. Mascara is KEY to holiday makeup. Apply a few extra layers (waiting to let each coat dry completely between layers) to see your eyes pop!!
5. Darken your look with extra liner – apply it all around the eyes, then use a sponge tip to smudge it for a smoky effect.
6. If you're not into eye makeup, then intensify your lip color. Use a matching or slightly darker lip liner over the entire lip area, and try a sparkling gloss. You'll LOVE the look!



Holiday Wish List

Please fill out the form and return it to your Mary Kay Beauty Consultant. She'll contact your "Santa" and suggest items from your wish list!



My Santa's Name: _____

My Santa's # _____

Santa's Email _____

The Best Time to Reach My Santa _____

My Wish List: _____

- Priest/ Minister/ Rabbi
- Teacher
- Secretary
- Boss
- Co-Workers
- Babysitter
- Paper Carrier
- House Sitter
- Mail Carrier
- Landlord/Apartment Manager
- Neighbor
- College Roommates
- Hairstylist
- Manicurist
- Housekeeper
- Unexpected Holiday Guests
- Seamstress/Tailor
- Doorman
- Car Pool Friends
- Security Guard

Don't forget these special people when making your holiday gift list!

REMEMBER TO LIST YOUR FAVORITE FRAGRANCE ON THE HOLIDAY WISH LIST. YOU NEVER KNOW WHICH GIFT SANTA MAY CHOOSE TO SHARE THIS HOLIDAY SEASON.

Make it a Scent-Sational Month



OUR NEW BELARA MIDNIGHT CAN MAKE YOUR HOLIDAY SEASON EVEN BETTER. LET THE MOMENT UNFOLD. THE BELARA MIDNIGHT WOMAN EMBODIES A HARMONIOUS BLEND OF MYSTERY AND ANTICIPATION. TRY IT TODAY!

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Making Your Trunk Work For You: Hold Holiday Trunk Shows!

Set up appointments for your trunk show. Work to set them up before Thanksgiving, when the official shopping fever hits. Tell your customers, "I will be out and about the week of _____ to bring all the latest new products for you to see by appointment."

If possible, meet her at her office, before church or where she can invite her friends/neighbors over too. That way you will make better use of your time and meet new clients! Offer her hostess credit or a free gift as an incentive!

Play holiday music on your stereo for a holiday effect.

Bring a wide range of gifts if possible. They must be easy to transport so they will still look nice upon arrival! Make them sharp! Better to have a few great gifts and pictures of more options than to have a bunch of okay gift ideas. They won't mind ordering from a picture if they see your quality.

Make sure to mention your free gift wrapping.

Collect at least 1/2 the money that day (plus tax), and set up an appointment to deliver all of the gifts together on the same day.

Bring samples of our Hand Creams, Eau de Toilettes, fragrances, and holiday line. These will be your top sellers!



Make sure your car is stocked with:

- Samples of each of our fragrances & Body Care (especially our new Belara Midnight and Satin Hands Samplers)
- Look Cards
- PCP Gift to display
- Sales Tickets and pens to take orders
- Coffee in a ziploc or tin to clear the senses
- Stocking stuffers
- Gifts to sell
- A list of customers' phone numbers to make calls when you have extra time
- CDs to keep you motivated
- Make sure you have these brochures: Hostess Brochures, Wish Lists, 12 Days of Christmas, Outside Order Sheets, Blank Business Letters & Sample Pictures, Holiday Glamour Tips, Look Books, Holiday Fun Packets & RECRUITING INFORMATION!



Holiday Open House Success Tips

Before the Open House:

- Schedule your Open House Thursday-Saturday, 10 am-9 pm. Don't spend too much time decorating, cooking, etc. The focus is on our fabulous products & opportunity. Spend your time calling to remind your customers of the date & time.
- Follow up on each customer who was not able to attend and see if they have any special holiday needs. Offer to hold a holiday show at their office during a lunch break so they can take advantage of your specials.
- Take the time to book special appointments. That way when you call your customers, you can have them schedule specific times to stop by for their holiday look. Be your own hostess if they don't want to bring friends with them, and book several people during that time slot. If no one is at the Open House during a time period, call your customers to remind them, ask them if they are coming, and if not, take orders and book holiday appointments.
- Make sure to have specific specials for stopping by the Open House. These don't apply to phone orders, so your customers will have to stop by and see the great options you have.
- Always ask them to bring friends! Meet as many new people as you can.
- Offer specials for a minimum order. For example- if you place an order for \$100 or more, you can purchase the Day/Night Solution for 25% off! Focus on regular line products they are not currently using (especially supplements) to increase future sales.

The Open House:

- If you have room, set up your home like a department store- with different products in different rooms. For example- have the Satin Hands in the kitchen or bathroom so they can try it; dining room for glamour or gift baskets so you can spread them out and showcase them.
- Have a special place for your customers to make up their own gift basket. Not only will they be able to personalize their gift, but they will have a lot of fun! This also makes it easy to wrap personalized gifts for the customer while she is browsing. Have gifts already wrapped so people can get ideas and/or purchase them.
- Always have your datebook with you to book holiday appointments!
- Make sure to share the opportunity. Your customers will be able to see the many options Mary Kay has to offer both in products and in how much fun you are having and getting paid!
- Have each guest fill out a profile and wish list. Then you will be able to call her back to book her after the holidays if she isn't able to book now.

CHRISTMAS CASH PLANS

\$12,000 Christmas Blitz

- Have 2 hostesses bring 10 people at 10:00
- 2 hostesses bring 10 people at 12:00
- 2 hostesses bring 10 people at 2:00
- 2 hostesses bring 10 people at 4:00
- 2 hostesses bring 10 people at 7:00

Do this Friday and Saturday, or on two Saturdays. Make sure you do Satin Hands as they arrive! (*Consider hiring a teen or two to help out.*) Give each guest a profile card to fill out and a sales ticket. Show the products and special sets, and have them fill in their tickets! It's so simple! You will meet around 200 customers. The average will purchase \$40.00 (two Satin Hands Sets for Mom and Mom-In-Law). $200 \times \$40 = \8000

Some will buy the 12 Days of Christmas for their mom, grandmother or daughter.
 $10 \times \$150 = \1500

Plus: You have 200 husbands to call with their wife's wish list, and at least 20 should buy the 12 Days of Christmas or larger gifts for their wives! $20 \times \$150 = \3000
SO! $\sim\sim \$8,000 + 1,500 + 3,000 = \$12,500!!!$ WOW!!!

Plus! You'll have 200 new contacts, and your books should be full for January!

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Select 20 of your favorite Hostesses or Customers....Call them and say:

"Hi! This is _____ with Mary Kay and I am so excited! I have a phenomenal offer for you! How would you like to do your holiday shopping at 50% off? On (date) and (date) I will be holding a Holiday Blitz at my home. All you need to do is bring 10 friends over for refreshments and check out the great gift ideas Mary Kay has this season! The times to shop are 10, 12, 2, 4 and 7:00. Which will be best for you?"

Time Spent:

- 1 Day on Phone Booking Hostesses: 8 hours
- 1 Day setting up Displays: 8 hours
- 2 Days holding the Event: 20 hours
- 2 Days preparing Orders: 16 hours
- 2 Days Playing Santa Delivering: 10 hours

62 Hours Total with \$6250 in Profit is over \$100 per Hour*!

**Times and results may vary*

MAKING THE MOST OUT OF YOUR HOLIDAY BUSINESS OPPORTUNITY!!

By: SNSD Kathy Helou

Your ATTITUDE about your successful SELLING season will be the result of a CHRISTMAS with sales or a season without sales ! DETERMINE to get your piece of the holiday RETAIL FRENZY! All those credit cards that are "smokin" right now in every conceivable store - it could be yours! WHAT is your retail sales goal? WHY not work on paying CASH for your Christmas this year? You CAN do it with your Mary Kay-with what's on your shelf right now & what you can order !

- SETS sell - when they are in front of people - BASKETS sell - COLOR sells - STOCKING stuffer ideas sell. Fill a basket with our Miracle Set, Microdermabrasion Set, or Basic Timewise set, add a red or green Christmas ornament, tie a coordinating RED & GREEN bow onto the handle, and tuck a color card inside!
 - Our glamour brushes SELL - Nordstrom's has them for \$75 and \$100- ours is a steal! Tuck your business card inside and a Color 101 Look Card on the outside. Put in netting for a great Christmas gift idea!
 - Call 10 of your best skin care customers. When they gather 8-10 women for a holiday coffee & gift show with you for 1 hour, they shop at 50% off! Imagine just doing 5 gift shows with 8 - 10 women. You'd see 40-50 women. What if they only purchased \$20 minimum apiece? (and we know they won't) - that is \$800 - \$ 1,000 in retail sales and NEW faces!!!!
 - You can book women for holiday makeovers! Hold company parties, neighborhood get-togethers, Christmas Party glitzy, glamour make-overs!
 - How about WISH LISTS? Play Santa's helper for the boyfriends, husbands and men and offer free delivery and gift-wrapping! Consider paying your teenager to deliver to save time, or offer to help them with their Christmas shopping at a discount as payment.
 - What about calling your customers and telling them you want their opinion of the new products ? Drive-by appointments - 15 minutes to share the new colors and take a basket of stocking stuffers. Remind them of the perfect gift that is already wrapped and on-hand in their gift closet for the guests who drop by with a box of candy or homemade goodie, and they forgot to have a gift for them!
 - What do they have in their gift closet for emergencies? Satin hands & Spa sets are great to have on hand - already wrapped! Suggestive selling is KEY, and you have perfect "generic" gift sets!
 - The dollar store has inexpensive stuff to enhance the products you already have on your shelf ! I also find when I put the price on the basket... they buy more when they don't have to ask many times, "How much is that?" They shop with their eyes within their price range!
 - How about your family members? Why not call them and ask them to shop with you - already gift-wrapped?
 - How about the gifts your husband has to have for the office receptionist or secretary? Why not put together a great gift basket and show it to your husband - men buy with their eyes, too!
 - How about gift certificates in a clear plastic ornament with samplers? Scroll the gift certificate up inside the ornament with a pretty red and green or pink and white ribbon, depending on the sample. That always makes a gift certificate feel more fun than an envelope! Selling with a sizzle!
- What is your weekly retail goal? This is key! If you don't have a target, you can't hit one! Are you prepared to meet women while you're Christmas shopping and while you're at holiday cookie and ornament exchanges? Is your purse stocked with your cards stapled with a lip gloss sample and/or lipstick sample for those you'll meet because you will not go out of your house without your Mary Kay pin?*

I'm Sold on Our Mary Kay Opportunity

- Now is THE time to join our company! The kids have just gone back to school. Moms are starting to get back into a routine. Holiday ideas are starting to show up in stores, and women are thinking about gift ideas. This is also a time that we start feeling the squeeze for extra cash for the holidays, school supplies, and winter clothes.
- Mary Kay can be a solution! Could our Mary Kay Career ease the worry about where your kids' gifts will come from this year? If you aren't sure if Mary Kay is right for you, why not consider trying it for this holiday season? Many companies hire extra help for the holidays. By beginning now, you'll have the time to hone your skills before the holidays & make the most of them! You'll also experience great tax write offs and benefits listed below! Here are a few great reasons to begin your Mary Kay Career now!
- You will be able to take advantage of a fantastic discount on all of your Christmas presents for your friends and family.
- You get to take the tax benefits at the end of the year, without doing much to earn them. It's like having a baby in December!
- A camera (for taking before and after photos), a laptop, and other business machines are just a few of the tax-deductible presents you might buy yourself to help you start your business.
- Are your friends and acquaintances going to holiday parties? Help them with a holiday glamour look! You can learn together and have a great time!
- Are you going to travel to see friends and family over the holidays? Take your beauty case, practice on them, and write off part of the trip. You can practice on relatives and get part of your Perfect Start done while having a great time and introducing your family to our products! Over the holidays, you will see and touch base with lots of people that you won't see otherwise. What a wonderful time to be able to tell them about your new Mary Kay Career (and to arrange for post-holiday bookings).
- This is a great time to make stocking stuffer and holiday gift sales to your friends and family. Mary Kay offers a 100% satisfaction guarantee, so anyone can try our products with confidence!
- Since Mary Kay has no territories, when you are making all of your holiday telephone calls to friends, keep good records, because you can tell them all about your new Mary Kay Career and write off the calls!
- Women will be making their New Year's Resolutions, which means they are ready for a change. Change usually requires a makeover, and they may have "gift" funds available to make their purchases. Get some training underway so you are ready to take advantage of the new year. Help clients over the "post-holiday blues" by treating them to a complete makeover!
- January is one of our company's best sales months.

Join Us Today

SOME SAMPLE VERBAL AFFIRMATIONS

- I am the type of person who goes over, under, around, & through any obstacle that gets in my way.
- When the going gets tough, the tough get going.
- Everyday and Everyway, By the Grace of God, I am getting better and better!
- I feel Happy, I feel Healthy, I feel Terrific!
- After all, the mark of a person is not how far and how fast they run from their problems, but how well they meet, face and deal with those problems each day...
- I can, I will, and I'm going to succeed today!
- I am radiant, radiating women to me who book, buy, and sell the best brand of skin care and color cosmetics.
- I am a master booker, and book ____ selling appointments each and every week.
- I am a booking machine– everyone wants to book a class with me. I sell basics and book classes from every class.
- I love the phone and am excited to get on it to book interviews, new selling appointments, service my customers, and work with my team.
- I sell \$_____ in new sales each and every week.
- I book ____ interviews each and every week.
- I personally interview ____ new recruits each and every month.
- I personally recruit new qualified recruits each and every month.
- I love booking and holding skin care classes and interviews!
- I am consistent and persistent.
- I put our fantastic products on ____ new faces weekly.
- It feels so great having a recruiting check of \$_____ or more each and every month.

I DARE YOU TO PICK ANY OF THESE AFFIRMATIONS AND USE THEM DAILY FOR THE NEXT 21 DAYS. CALL ME AND LET'S TALK ABOUT IT AFTER YOU COMMIT TO DOING THIS.



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***

Each new day presents an opportunity to start all over again, to cleanse our minds and our hearts anew, and to clarify our vision and not clutter up today with the leavings of other spent days.



WORK YOUR BUSINESS FOR THE HOLIDAYS TODAY!

Many of us make our New Year's Resolutions only to have them dwindle from our dreams. Do you want a better future? More Money? More Time? More Fun? Set a New Year's Resolution for yourself now...to make more money in less time next year! How??? Retailers do 50% of their total year's business during the Holiday Selling Season. We are Retail. Our new Belara Midnight fragrance is the perfect blend of mystery and anticipation. Our Skinvigorate Cleansing Brush removes makeup 85% better than cleansing by hand. Seize this fabulous holiday opportunity! Make it your goal to work this wonderful business with vigor. The best part of all...our customers are for life!!!

PLUS! Now through November 30, when you purchase any skin care product, you'll receive double credit towards the Queen's Court of Personal Sales! See intouch for details.

