

MARY KAY

applause

AUSTRALIA / NEW ZEALAND
FEBRUARY 2015



Introducing...
Mary Kay's
NEW Welcome Pack!

NEW!

Mary Kay® Mineral Eye Color Quads

Take the guesswork out of gorgeous

Mary Kay® Liquid Eyeliner Pen

A stroke of genius



discover what you **LOVE**™



Mary Kay said it best

It is important to remember that although change entails uncertainty, it also brings opportunity. Each of us must engage in a lifelong self-improvement program, continually seeking more knowledge and newer methods. We must be open to new ideas; never be satisfied with the status quo.

Dear All,

We're in exciting times! This month sees the launch of Mary Kay® Australia and New Zealand's **NEW Welcome Pack**. I am thrilled to announce that from February 1, it's now only \$25 to become a Mary Kay® Consultant.

No, it's not a promotion – it's permanent! You will recall the recent success of our Discover More Teambuilding Promotion that commenced in August 2014. Indeed, many of you experienced incredible growth and Career Path progression as a result. Here at Head Office, we too watched Consultant numbers soar and orders flow in. With business reinvigorated, we had only one option – to capitalise on this amazing opportunity, fast. Having engaged Advisory Board representatives and a focus group for their guidance in refining the new Mary Kay Opportunity, we are delighted to have new

user-friendly tools and programs ready to go right now! You can read all about them on pages 10-15 in this magazine. One thing's for sure, you're going to love it!

Talking about Consultant growth, make sure you familiarise yourself with the new, revamped SmartStart program. With so many new recruits, you'll want to share vital information on the additional rewards and benefits available. And, believe me, it's simpler, and even more attainable and rewarding than ever!

Have an absolutely amazing February!

John P Simcocks
John Simcocks
 General Manager
 Australia and New Zealand



February: dates to remember

- 1 Launch of New Welcome Pack Customer and Consultant February Only Offers and February Sales Promotions.
- 2 Beaut-e-News® is out!
- 2 Follow-up with customers and link to your Facebook page.
- 14 Valentine's Day

- 26 All Bank Details, ABN (Australia only) & GST changes to be processed online by 5.00pm (AEST)
- 26 MONTH END – CONSULTANTS, FAXED & MAILED PAYMENTS, ORDERS AND INDEPENDENT BEAUTY CONSULTANT AGREEMENTS. To count for this month must be received by the Mary Kay Melbourne Office by 5.00pm (AEST).

- 27 MONTH END – SALES DIRECTORS AND DIOs; FAXED & MAILED PAYMENTS, ORDERS AND INDEPENDENT BEAUTY CONSULTANT AGREEMENTS. To count for this month must be received by the Mary Kay Melbourne Office by 2.00pm (AEST).

- 28 MONTH END – CONSULTANTS, ONLINE PAYMENTS, AGREEMENTS, AND INDEPENDENT BEAUTY CONSULTANT AGREEMENTS. To count for this month must be Submitted online by 3.00pm (AEST).
- 28 MONTH END – SALES DIRECTORS AND DIOs; ONLINE PAYMENTS, ORDERS AND INDEPENDENT BEAUTY CONSULTANT AGREEMENTS. To count for this month must be Submitted online by 9.00pm (AEST).

PLEASE NOTE – all cut-off times with be strictly adhered to.

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VOL. 21 No.02 ABN 97 004 698 622
 Applause magazine is published in recognition of and as remuneration for members of Mary Kay Cosmetics Australia and New Zealand, who are Independent Sales Directors ("National Sales Director"), and Independent Beauty Consultants ("Consultant") in Australia and New Zealand. Incentives and Awards related to in this publication may not be applicable in all markets. For use in Australia and New Zealand only.

IMPORTANT INFORMATION

NEW Sample Jars (empty) available for purchase in packs of 50, \$7.50 NZ\$9.50 (Part # 10086436) Please visit the Community Page for other product information.



In THIS ISSUE



Just \$25 for this NEW Mary Kay Welcome Pack!

Introducing Mary Kay's \$25 Welcome Pack! A new way to grow. Pages 10-12

BUILD!

SHARE!

Let NEW Recruits CHOOSE! Check out Mary Kay's brand new Product Bundles and SmartStart Rewards! Pages 12-13

SELL!

Let your Customers CHOOSE! February's Modifiable Offers put your customers in the driving seat. Pages 8-9



discover what you **LOVE**

Find out how you can earn all this FREE! Page 14

Start Teambuilding. Get the gorgeous Discover What You Love™ Tote, new Welcome Pack and Caddy Organizer when you teambuild this month! Page 14



EXISTING CONSULTANTS LIMITED OPPORTUNITY. JANUARY 1 – MARCH 31, 2015 ONLY.

NEW! GET ACTIVE
 It's just \$150 NZ\$165 to get active this month

This does not affect any contests, promotions or bonuses, unless otherwise stated.

Mary Kay Independent Beauty Consultants can get their business back on track for less! This exclusive, low cost 'Active' order value will get you back into your business. Simply place a minimum cumulative Section 1 Retail orders of \$150 NZ\$165 within a calendar month and you will be an 'Active' Independent Beauty Consultant.

Don't forget the higher your order value the higher your volume discounts and rewards. Who do you know who would benefit from this fabulous opportunity? Take a few minutes to reconnect with your Team Members and tell them the great news. Remember, being an Active Consultant means

that they are eligible for so much more. And of course, Sheres with more Active Consultants have growing teams that contribute to their personal success too! And now, with generous volume discounts for even the smallest order and special, monthly VIP offers, every Mary Kay Consultant can easily stay active and connected!

EARN YOUR MONTHLY ORDERING BONUS

CUMULATIVE ORDERING EARNS YOU MORE REWARDS

It's as easy as 1, 2, 3! Earn multiple packs when you lift your Section 1 Retail order value.

REACH \$500 NZ\$550

And receive your Plan It Pack!
1 x Mary Kay® Gel Eyeliner (Let Black)

EARN MORE!



REACH \$1,000 NZ\$1,100

And receive your Clear and Bright pack

1 x Mary Kay® Oil-Free Eye Makeup Remover
1 x Mary Kay® Highlighting Powder

NOW EARN MORE!



REACH \$1,700 NZ\$1,800

And receive your Eyes Right pack

1 x Mary Kay® Last Primer
1 x Mary Kay® Ultimate Mascara (Black)
1 x Mary Kay® Oil-Free Eye Makeup Remover

EARN EVEN MORE!



REACH \$3,700 NZ\$3,900

Now lift your retail order value a little more and you will also receive this additional Perfectly Professional pack too!

1 x Mary Kay® Brush Collection
1 x Mary Kay® Oil-Free Eye Makeup Remover



Monthly Ordering Bonus Conditions

- Monthly Ordering Bonus will be determined by the total cumulative Section 1 Retail order value.
- No claims for preages or defects will be acknowledged after 21 days of receipt of the promotion products. It is advisable to check all stocks as soon as they are received.
- To be eligible for the promotion products, qualifiers must be in good standing with the Company.
- We reserve the right to substitute another gift/reward/onus of equal or greater value in the event supplies are depleted.
- Normal retail and conditions apply as stated in 1 Addressed magazine.
- There is a limit of 1 order per hostess. The reward will be distributed with the Section 1 Retail order within 3 months. The reward will be forfeited if placed a Section 1 Retail order within 3 months the reward will be forfeited.

FEBRUARY'S FABULOUS REWARDS ARE WAITING FOR YOU!
Mary Kay's Monthly Ordering Bonus rewards you for placing orders! It's so simple. And the more orders you place – the more product bonuses you earn! For example, if you place a Section 1 Retail order for \$500 NZ\$550 in week 1 and place another Section 1 Retail order for \$1,000 NZ\$1,100 in week 3, you'll receive both the Mary Kay® Gel Eyeliner and the Clear and Bright Pack too! Generous? Too right!

NEW! The Look book!



The Look book
(Part #0309434-1)

You'll love the latest edition of The Look! Customers still like to flick through a glossy magazine. So hand them out and gather orders! Purchase your The Look book in online ordering or from Mary Kay stationery.

The Look book (pk/5), \$5.00 NZ\$5.50

Your Bonus Products This Month

DRAMATIC EYES

Three must-have products to add drama and impact!



A CLEAN SWEEP

Gently removes eye makeup in a flash.



DUST ON RADIANCE

Add a gentle shimmer for radiant skin.



ULTRA PROFESSIONAL

Brush up on perfect application.



IT'S MONTH 2!

Give your hostess a gift she will **ADORE!**



This Mary Kay® Nourishine Plus® Mini Lip Gloss Set[®] is truly adorable. Filled with purse-sized glosses in six fashionable shades.
\$10 NZ\$12
(Part #10073879)

TERMS AND CONDITIONS FOR HOSTESS GIFTS

- For online orders, please visit the Hostess Gift section.
- These Section 2 Hostess Rewards can be ordered with an accompanying Section 1 Retail order at up to 10% of the accompanying Section 1 Retail order value. For example, if you process a \$250 NZ\$275 Retail order for the new Section 2 Hostess Reward, you'll receive a \$25 NZ\$27.50 Section 2 Hostess Reward.
- Strictly while stocks last. Limited to 10 per Consultant.
- No claims for preages or defects will be acknowledged after 21 days of receipt of the Mary Kay® Nourishine Plus[™] Mini Lip Gloss Set.

Find the

NEED

GROW Your Business

discover what you love: business strategy & wallara

It's already February. Don't let time run away with you – plan your way to success! This month sees the launch of Mary Kay's brand new Welcome Pack (see pages 10-13) and with it, a host of opportunities for YOU! And with multiple rewards for making great sales too, you'll want to be ready to hit the ground running from day 1! Here are a few tips:

IT'S NOT ABOUT YOU

Whether you want to sell or recruit, always remember, it's not about you, it's about them. It's a mistake that's easy to make and often, it's one that you may not even be aware of. You may be a brand new Consultant nervous about making your first sale or an experienced Red Jacket excited at the potential of building your team, either can make you less attentive to your customer and more focused on you.

FIND YOUR CUSTOMER'S NEEDS – AND FILL THEM!

There are two key skills that will really help you to uncover your customer's needs:

1. ASK questions

Asking questions puts the focus firmly on your customer. It puts her front and centre of the Mary Kay experience and tells her that you are interested in what she has to say. Here are two examples to help:

Selling: "Tell me about your skin and how it feels in the morning."

Recruiting: "How would flexible hours help you and your family?"

Both questions invite your customer to tell you more. Your customer cannot answer with a simple 'yes' or 'no' to either of these questions. In fact, they encourage her to think aloud.

2. LISTEN to the answer

The information your customer shared is only valuable if you are listening carefully. Once you have heard her answer, you need to use that information – and where possible use her words – and give your response about how Mary Kay can help her. Check out these examples:

Selling: "So Jane, you said your skin looks dull and feels really dry when you get up in the morning. I'd like to tell you how our TimeWise[®] Miracle Set helps to overcome those very issues of skin dullness and dryness."

Recruiting: "Jane, I hear what you're saying about trying to pack everything in to your day. And I agree, asking the boss if you can leave early again is a real challenge. Mary Kay has really allowed me to be in control of my own time and it's been life-changing for me and my family."

Our New Warehouse – Wallara Logistics

I am delighted to announce our new warehouse and logistics company - Wallara Logistics. The move has come about by the need for us to continually improve our delivery of your Mary Kay® products through greater levels of Golden Rule Service across both Australia and New Zealand.

Not only do they tick all the 'critical' boxes with excellent customer service and cost effective freight, they also have a wonderful community service element, employing special needs people as part of their warehouse staff. Wallara's team are able to work and develop their skills in a caring

environment, resulting in amazing attention to detail with a great love and passion for what they do! We have had a very smooth transition so far and look forward to delivering many more orders to your door-step in a timely and accurate manner for years to come!

~ John Simcocks ~



discover what you love: new products



NEW!
Mary Kay® Mineral
Eye Color Quad

FOUR Times FOUR Equals MORE!

Take the guesswork out of gorgeous with Mary Kay's new *Mineral Eye Color Quads*.

EASY AS 1, 2, AND 3!

Mary Kay's Mineral Eye Color Quads are designed to make colour application simple. It's easy! Try this:

- STEP 1** Apply the *lightest shade* (2) all over the eye.
- STEP 2** Blend one of the *two medium shades* (1 or 3) into the crease and across the lid.
- STEP 3** Line the eye with the *darkest shade* (4).



GET CREATIVE!

A touch of a metallic shade in the centre of the lid can lift and shape eyes in a flash.

A darker shade across the eyelid will add drama for a striking monochromatic look.

Mary Kay® Mineral Eye Color Quads, \$27 NZ\$30 each

Mary Kay® Mini Compact (unfilled), \$28 NZ\$35

EASY NEUTRALS WITH SANDSTORM
(Part #10075232)

DRAMATIC CONTRAST WITH AUTUMN LEAVES
(Part #10075233)

CHAI LATTE FOR EVERY DAY
(Part #10075231)

ALLURING METALS WITH BLACK ICE
(Part #10075234)



ONE COMPACT, ENDLESS LOOKS

This chic Mary Kay® Compact is essential! Each Quad is designed to provide one complete eye colour look and thanks to the Compact's revolutionary magnetic refill system, it fits perfectly in place. So when you're ready to change your look, there's no need to change your compact! Just pop in a new Mineral Eye Colour Quad!

Mary Kay® Compact (unfilled), \$35 NZ\$41

There are four expertly coordinated colour palettes to choose from, each featuring a selection of complementary shades to deliver professional looks in the blink of an eye! And for exceptional portability, each Quad fits neatly into the chic Mary Kay® Compact.

MORE THAN COLOUR

In keeping with Mary Kay's reputation for high performing products, each Quad features the outstanding Mary Kay® Mineral Eye Color formula. Highly blendable and perfectly buildable, it's easy to gently increase colour intensity to suit personal preference. The result, smooth, rich colour that glides on easily – and stays, thanks to its smart fade and crease-resistant formula.

CARING COLOUR

- Suitable for sensitive eyes
- Suitable for contact lens wearers
- Ophthalmologist-tested

FOR EVERY CUSTOMER

Every woman is a potential Mary Kay® Mineral Eye Color Quad customer! Women who want:

- Flexible shades with matte, semi matte and metallic finishes.
- To be in control! They decide intensity of their eye colour!
- Easy to apply, luxuriously smooth colour that blends beautifully.
- To try different looks and colour combinations.
- Professional, expertly-coordinated colour looks.
- Long-lasting, crease and fade resistant colour that looks great all day long.



A STROKE OF GENIUS! NEW! MARY KAY® LIQUID EYELINER PEN

It's easier than ever to add precision and definition to your eyes! Mary Kay's new Liquid Eyeliner Pen draws the line with this easy-to-hold, simple to apply, no-drip tip. With the ability to deliver subtle to dramatic or day to night looks, this water-resistant, take-proof product is your makeup bag must-have!

Mary Kay® Liquid Eyeliner Pen, \$21 NZ\$24 (Part #10072292)

NEW!
Mary Kay®
Liquid Eyeliner
Pen

discover what you love: new product offer

It's Your CHOICE!

Create your own brand new eye colour palette with this exciting Modifiable Offer from Mary Kay! All you need to do is purchase two Mary Kay® Mineral Eye Color Quads and the new Mary Kay® Liquid Eyeliner Pen and you'll receive the professional **Mary Kay® Smudger Brush FREE!**

One Month ONLY!

1 >>> PURCHASE YOUR TWO QUADS

2 >>> ADD ON

3 >>> GET THIS FREE!

2 Quads, 8 shades of gorgeous colour!

FREE! Valued at \$15 NZ\$17

Get all these for JUST \$75 NZ\$84*

Mary Kay's Smudger Brush is the perfect tool to use with the darkest shade of eye colour in your Mineral Eye Color Quad. Simply apply a small amount onto the brush and sweep over the top of the new Mary Kay® Liquid Eyeliner Pen to add a soft, smoky effect.

*This promotion is not available via Beauty Direct.

February's VIP Customer Corner!

This month's VIP Offer features a Mary Kay favourite – Extra Emollient Night Cream.

WHAT'S SO SPECIAL?

It's the perfect rescue product for extremely dry skin, helping to maintain and replenish moisture levels on the face – and anywhere that needs extra help! Even heels, elbows, knees and hands too! Containing ingredients such as petrolatum, beeswax and mineral oil it protects, conditions and seals in much-needed moisture to set even the driest skin on the road to recovery – fast!

Mary Kay® Extra Emollient Night Cream, 60g \$29 NZ\$36 (Part #10084331)

BUY ONE Get ONE FREE!

*This promotion is not available via Beauty Direct.

Make it YOURS

Back by popular demand!

Mary Kay's TimeWise® Holiday Rescue Offer* puts you in the driving seat. YOU choose which products YOU need – and Mary Kay rewards you with a selection of generous gifts. Perfect!

GET WISE ABOUT TIMEWISE®!

There's no time to waste, it's the last month of this remarkable offer! Whether you're looking for a post-holiday skincare pick-me-up or a totally new skincare regime, act fast or you could miss out on not one, not two – but **THREE GIFTS!**

Here's what you need to do:

Spend just **\$250 NZ\$280** on your choice of TimeWise® and TimeWise Plus™ products.

Here's what you will receive FREE:

- Discover What You Love™ clear tote set
- Mini TimeWise® Microdermabrasion Set
- Mini Mary Kay® Indulge® Soothing Eye Gel

> Check out the Holiday Rescue Offer promotional flyer for more information.

*This promotion is not available via Beauty Direct.

FREE!

WHILE STOCKS LAST

EXTENDED!

Continuing 20% off Fragrance* for February.

SPECIAL PRICE!

NOW \$44 NZ\$52.80

NOW \$44 NZ\$52.80

NOW \$52 NZ\$59.60

NOW \$64 NZ\$72.80

Thinking of Love™ Eau de Parfum and Body Lotion

Thinking of Love™ Eau de Parfum and Shower Creme

*While Stocks Last! Refer to the flyer on the Community Page or more detail.

discover what you love: february offer

NEW FOR 2015!

A New Year and a NEW way to grow!

Introducing Mary Kay's '\$25 Welcome Pack'!

Refreshed and reinvigorated. Say "Hello!" to this contemporary take on the Mary Kay Opportunity!

It's all about CHOICE!



For ALL women who want to earn or save money... or both!

Designed to offer the ultimate in choice, flexibility and affordability, this brand new Welcome Pack will appeal to more women than ever before. And that means GROWTH for YOU!

You Join
Join Mary Kay for just \$25!

You Get
You get the NEW Mary Kay Welcome Pack.

You Choose
Choose your value-packed NEW Product Bundles!

You Earn
Start earning the NEW Product Bundles FREE with SmartStart.



Just \$25 for this NEW Mary Kay Welcome Pack!

4 NEW Product Bundles just \$250 NZ\$275 each!*



ALL WOMEN ARE WELCOME

The Mary Kay Opportunity is for every woman – and each woman is different. Some will join to SAVE money on their favourite beauty products, while others will want to EARN money for life's little extras. There's no right or wrong way – just their way.

SAVE, EARN – OR BOTH!

Your potential Consultant says:

"I love bargains! I want to save money. I'm not interested in holding parties. I may change my mind and want to earn money later."

Tell her:

"No problem. It's very affordable to join Mary Kay with the new \$25 Welcome Pack and you can start saving money straight away! And, if a couple of your friends order too, you'll save even more! Who knows. In time – and as your confidence grows, you may even want to EARN some extra income!"

Or, maybe your potential Consultant says:

"I love freedom, flexibility and want to earn extra money! Full time or part time, and advance at my own pace!"

Tell her:

"No problem. It's easy to get started at just \$25 and build a Professional Kit that will have you selling up a storm in next to no time! Plus, as a Brand New Consultant, you'll be eligible for some amazing savings and rewards straight away!"

START WITH THE BASICS

Everyone joins in the same way – with this neat Mary Kay Welcome Pack. It contains the basics: tools and information to boost learning and have brand New Consultants up and running fast!

Tell Potential Consultants this:

"Mary Kay's Welcome Pack is affordably priced at just \$25. The contents provide just enough tools and information to get you started, without making you feel overwhelmed. It's designed to make joining Mary Kay simple and enjoyable."

WANT MORE?

Too easy! Potential Consultants can add their preferred products – step-by-step or altogether. Either way, it's easy, they'll save and be eligible for even more rewards!

Your Potential Consultant asks:

"That's a great price and you're right, it's really neat but how do I sell to others if it doesn't contain Mary Kay® products?"

Tell her this:

"Remember (name), it's all about choice. You can choose to fast track your earnings by adding additional Product Bundles to your pack. Building your inventory is about creating your very own 'mobile beauty store'. It ensures you have a wide range of products and business tools on hand to sell in any situation, from one-to-one appointments to group selling opportunities like get-togethers and Parties. The greater your product selection, the greater your opportunity to make great sales!"

*New Product Bundles for new Consultants only.

discover what you love: february teambuilding promotion

Consultant Promotion

CALLING ALL Existing Consultants

February and March TEAMBUILDING PROMOTION

TOTE-ally Yours for FREE!

Mary Kay's new \$25 Welcome Pack is an affordable temptation that your customers will love. That's why earning your very own Discover What You Love™ Tote, New Welcome Pack and organising caddy is easy!

What you need to do:

Simply recruit **TWO** new team members in the next two months! **New team members must place minimum cumulative Section 1 Retail orders of \$250 NZ\$275 within one calendar month by the end of March to qualify.**

That's just one Product Bundle!

So start team building with the **NEW** Mary Kay Opportunity.

RECRUITING MADE EASY!

THOROUGHLY MODERN!

In conjunction with the launch of this new Welcome Pack, you'll find a fresh look and relaxed, contemporary approach in these business tools:

Teambuilding Flyer and Talking Teambuilding Guide

As your potential Consultant refers to the Flyer, you refer to the Guide. It's about listening to her and highlighting the most appealing points for her specific needs. You'll find valuable tips and handy dialogue to help you explain the details while keeping it simple and straightforward.

Ready, Set, Sell!

Must do! This brochure is included in every New Consultant's Welcome Pack and it's vital that you are familiar with the information. It provides a great overview of the Welcome Pack, Product Bundles, order levels and associated rewards – and of course, the amazing SmartStart program.

Start Something Beautiful Magazine

Check it out. You'll find updated information and new pages about Mary Kay essentials.

Beauty Book and Instructor's Guide Take another look at group selling appointments – get-togethers and Parties. Time-efficient with multiple customers in one place, they offer the greatest opportunity. Here's Parties? Tween Parties? Let your customers choose – and work with them!

*Terms and conditions apply.

14 www.marykay.com.au | www.marykay.co.nz

discover what you love: inspirational tips

Behind the Scenes...

Let's hear from the ladies who helped bring the New \$25 Welcome Pack strategy to life!



"Change is fabulous but sometimes it can be a bit scary too. The new Welcome Pack is, in a word, "amazing". At first I was apprehensive about it but

we need to grow and grow fast and if we don't change something we will keep getting the same results. We have worked on this for some time now and the new opportunity covers all we need. A great way to start for new Consultants and affordable for everyone regardless of why they are starting. It has so much to offer to help the new Consultants and the sharer and I think everyone will be excited. It's time to ask and share our great Opportunity!"

- Executive Senior Sales Director, Lyn Perkins



"I am so excited about the new Welcome Pack! I believe this is the smartest, easiest team building tool I have seen in 18 years! The Product Bundle options available to your new team members are outstanding...your new team members will be able to choose what suits them best as well as placing orders towards earning their SmartStart. I love the changes to the SmartStart program too...the best rewards ever! Have fun with this great initiative...it's a gamechanger!"

- Executive Senior Sales Director, Jennifer Ratcliffe



"I believe our new Welcome Pack will revolutionise our business! It's exciting, it's a fresh approach – and it's packed with generous 'getting started' Product Bundle

choices that can be personalised to a new consultant's needs and interests! Stunning literature that is so professional, simple yet informative – I love the step by step guides (along with the placemats) that are easy to incorporate into our pamper appointments to share our opportunity & build our business. What an exciting time to be part of Mary Kay!"

- Future Executive Senior Sales Director, Carissa Hall



"The new entry into Mary Kay with the Welcome Pack is loaded with wonderful, informative, fresh, new literature designed for the Mary Kay of today. Embracing this uplifting change to move forward with renewed enthusiasm is the boost that will support us in reaching our goals while offering the Mary Kay of today to those we meet. The incentives that follow the Welcome Pack lead into Section 1 Retail orders with a bundle of free products, followed by more bundles of the Welcome Pack!"

- Senior Sales Director, Val Triplet



"I am so pumped about this amazing new Mary Kay Opportunity that is being launched within the company. How awesome is that for just

\$25 women can enter this business with such vast choices, extras and knowledge to then build toward their personal goals. If there's one thing I can say to all of you, it's this: Grasp this incredible Opportunity with both hands and "Share with many to find the few". With this offer, you've absolutely got NOTHING to lose but so much to gain. It's really time to pass it on! Make that decision today to run with it and watch your Mary Kay business begin to boom in 2015. Yay!"

- Senior Sales Director, Stevie-lee Reed



"I just love the new \$25 Welcome Pack because it has just enough information not to overwhelm new consultants and the Product Bundles makes it much easier to build their own kit according to their needs. The Product Bundles take the guess work out of what to start with. The booklets are easy to understand and I really love the new placemats which you use at appointments. This is such a generous program!"

- Sales Director, Joanne Riddell

CTD Catch the Dream DALLAS 2014 LAST MONTH!



To Catch the Dream! Will you be going to Dallas?

discover what you love: destination directorship and star consultant program

**JANUARY 1 -
DECEMBER 31, 2015**

DESTINATION DIRECTORSHIP This year, take control of your destination!

When you unlock your leadership skills and become a

DIC you'll be rewarded with all of this:

- This ultra-professional Mary Kay, DIC Business Pack* containing all you need to lead your Unit to success!
- Eligibility to attend Sales Director webinars.
- Personal mentoring calls.
- Your dazzling Future Director's Pin.

*Check out the terms and conditions for even more exciting details!

Mary Kay®
Business Organiser

FREE LEADERSHIP 2016 REGISTRATION AND ACCOMMODATION!

Calling
NEW and
EXISTING
Sales
Directors!

NEW SALES DIRECTORS:

- Simply debut as a New Independent Sales Director between January 1 - December 31, 2015.
- Ensure you have minimum DIQ production of \$45,000 NZ\$50,500 and a minimum of 30 Active Team Members when you debut.

EXISTING SALES DIRECTORS:

- Achieve a minimum 10% Unit retail growth in 2015 over your 2014 calendar year.
- Develop ONE offshoot DIC or Sales Director over the promotion period.

FIND OUT MORE GO ONLINE TO:
Community Page/Contests and Recognition
To see the full terms and conditions.



STAR CONSULTANT PROGRAM 2015

FIND OUT MORE GO ONLINE TO:
Community Page/Contests and Recognition
To see the full terms and conditions.

JANUARY - MARCH 2015

It's easy to let YOUR Star shine bright. Just be consistent! Each and every month, plan to achieve a Star to add to your Ladder of Success pin. Check out the rewards for this quarter below:

applause | FEBRUARY 2015 Recognition

NEW SALES DIRECTORS/NEW SENIOR NEW FEED NEW ISO'S FOR JANUARY 2015

Congratulations to **Marlie Russell** on her debut as a new Sales Director! Marlie is from Geelong VIC and is part of the Go-Give Area!

Congratulations to **FE S.Dic Lisa Dale** on the debut of her offspring, Marlie Russell. Lisa is from Geelong VIC and is part of the Go-Give Area.



Congratulations to **Grace Davies** on her debut as a new Sales Director! Grace is from Dario NSW and is from the Cullins Unit and part of the Go-Give Area!



Congratulations to **S.Dic Carmie Couros** on the debut of her offspring, Grace Davies! Carmie is from Cordoba Heights NSW and is part of the Go-Give Area.



Congratulations to **Emma McKenna** on her debut as a new Sales Director! Emma is from Glenwood NSW and is from the Hand Unit and part of the Go-Give Area!



Congratulations to **S.Dic Nicole Hand** on the debut of her first offspring, Emma McKenna! Nicole is from Kelville Ridge NSW and is part of the Go-Give Area.

NEW DIRECTORS IN QUALIFICATION

Congratulations to new **DIC Julie Hill** Julie is from the Mitchell Unit and the Go-Give Area.



CURRENT SALES DIRECTORS IN QUALIFICATION

Amy Astlin from the Baker Unit and the Go-Give Area.

Sarah Corring from the Heenan Unit and the Go-Give Area.

NON/DIC/JAN/FEB

JAN/FEB/MAR/APR

Mylee Kuntanen from the Hancock Unit and the Go-Give Area. Mylee is from the Mitchell Unit and the Go-Give Area.



Congratulations to new **DIC Mylee Kuntanen** Mylee is from the Mitchell Unit and the Go-Give Area.

Angels for the month of December 2014. Angels represent the top performers in each Annual Awards category. Congratulations to our December Angels!



COURT OF DIRECTOR UNIT SALES
E.S.Dic Bonyon Waterhouse



COURT OF DIRECTOR PERSONAL SALES
D.L. Metelne Steeman



COURT OF CONSULTANT PERSONAL SALES
P.Dic Barter Waterhouse



COURT OF SHARING
D.L. Qui Quo

TOP 10'S FOR DECEMBER 2014

Congratulations to the following Units on achieving the highest Unit production for December 2014.

1. Waterhouse	\$40,108
2. Reed	\$38,232
3. Dike	\$37,586
4. Penhall	\$34,984
5. Ribbell	\$33,731
6. Cowler	\$33,195
7. Munn	\$33,133
8. Coullis	\$32,150
9. Inghel	\$31,623
10. Fockall	\$30,466

TOP 10 SALES DIRECTORS

Congratulations to the following Unit Directors on achieving the highest personal production for December 2014.

1. D.L. Metelne Steeman	\$11,524
2. D.L. Metelne Steeman	\$9,100
3. D.L. Metelne Steeman	\$8,729
4. D.L. Metelne Steeman	\$8,297
5. D.L. Metelne Steeman	\$8,280
6. D.L. Metelne Steeman	\$4,873
7. D.L. Metelne Steeman	\$4,489
8. D.L. Metelne Steeman	\$4,231
9. D.L. Metelne Steeman	\$4,116
10. D.L. Metelne Steeman	\$4,116

TOP 10 CONSULTANTS

Congratulations to the following Consultants on achieving the highest personal production for December 2014.

1. P.Dic Barter Waterhouse	\$5,054
2. D.L. Metelne Steeman	\$5,020
3. D.L. Metelne Steeman	\$5,014
4. D.L. Metelne Steeman	\$4,671
5. D.L. Metelne Steeman	\$4,415
6. D.L. Metelne Steeman	\$4,381
7. D.L. Metelne Steeman	\$4,156
8. D.L. Metelne Steeman	\$4,065
9. D.L. Metelne Steeman	\$3,942
10. D.L. Metelne Steeman	\$3,942

TOP 10 PERSONAL TEAMBUILDING

Congratulations to the following Sales Directors and Consultants on achieving the highest personal team building for December 2014.

1. D.L. Qui Quo	10
2. D.L. Qui Quo	7
3. D.L. Qui Quo	7
4. D.L. Qui Quo	7
5. D.L. Qui Quo	5
6. D.L. Qui Quo	5
7. D.L. Qui Quo	4
8. D.L. Qui Quo	4
9. D.L. Qui Quo	4
10. D.L. Qui Quo	3

GO FOR YOUR GOALS! MEET OUR TOP 20 YEAR TO DATE IN OUR ANNUAL AWARDS COURTS

Congratulations to the following Independent Sales Directors and Consultants as at December 31, 2014.

COURT OF UNIT SALES

1. E.S.Dic Unit Sales	\$686,169
2. D.L. Metelne Steeman	\$498,130
3. E.S.Dic Unit Sales	\$461,136
4. S.Dic, Mylee Munn	\$451,694
5. S.Dic, Val Trigg	\$449,155
6. E.S.Dic, Janae Peet	\$446,506
7. F.E.S.Dic, Jane Elmy	\$437,370
8. D.L. Donna Couzla	\$411,490
9. D.L. Tara Mackinnon	\$386,486
10. S.Dic, Kim Ellis	\$370,422
11. S.Dic, Sharon Penhall	\$367,074
12. S.Dic, Sharon Penhall	\$354,223
13. S.Dic, Carmie Couros	\$350,945
14. S.Dic, Jennifer Raffiche	\$330,148
15. S.Dic, Julie Houston	\$299,705
16. S.Dic, Steve Lee Reed	\$279,522
17. D.L. Mylee Munn	\$273,589
18. D.L. Danielle Baker	\$273,589
19. D.L. Rebecca Mehl	\$273,589
20. D.L. Jessi Ingram	\$273,589

COURT OF DIRECTOR PERSONAL SALES

1. D.L. Metelne Steeman	\$89,224
2. D.L. Metelne Steeman	\$54,889
3. D.L. Metelne Steeman	\$52,580
4. D.L. Metelne Steeman	\$50,430
5. D.L. Metelne Steeman	\$48,434
6. D.L. Metelne Steeman	\$47,689
7. D.L. Metelne Steeman	\$47,000
8. D.L. Metelne Steeman	\$45,670
9. D.L. Metelne Steeman	\$45,498
10. D.L. Metelne Steeman	\$42,590
11. D.L. Metelne Steeman	\$42,590
12. D.L. Metelne Steeman	\$42,590
13. E.S.Dic, Bonyon Waterhouse	\$42,162
14. D.L. Metelne Steeman	\$41,935
15. D.L. Metelne Steeman	\$41,382
16. D.L. Metelne Steeman	\$40,627
17. D.L. Metelne Steeman	\$40,527
18. D.L. Metelne Steeman	\$40,427
19. D.L. Metelne Steeman	\$39,550
20. D.L. Metelne Steeman	\$39,550

COURT OF CONSULTANT PERSONAL SALES

1. P.Dic Barter Waterhouse	\$7,850
2. D.L. Metelne Steeman	\$6,811
3. D.L. Metelne Steeman	\$6,811
4. D.L. Metelne Steeman	\$6,811
5. D.L. Metelne Steeman	\$6,811
6. D.L. Metelne Steeman	\$6,811
7. D.L. Metelne Steeman	\$6,811
8. D.L. Metelne Steeman	\$6,811
9. D.L. Metelne Steeman	\$6,811
10. D.L. Metelne Steeman	\$6,811
11. D.L. Metelne Steeman	\$6,811
12. D.L. Metelne Steeman	\$6,811
13. D.L. Metelne Steeman	\$6,811
14. D.L. Metelne Steeman	\$6,811
15. D.L. Metelne Steeman	\$6,811
16. D.L. Metelne Steeman	\$6,811
17. D.L. Metelne Steeman	\$6,811
18. D.L. Metelne Steeman	\$6,811
19. D.L. Metelne Steeman	\$6,811
20. D.L. Metelne Steeman	\$6,811

COURT OF SHARING

1. D.L. Tara Mackinnon	\$7,408
2. D.L. Tara Mackinnon	\$7,408
3. D.L. Tara Mackinnon	\$7,408
4. D.L. Tara Mackinnon	\$7,408
5. D.L. Tara Mackinnon	\$7,408
6. D.L. Tara Mackinnon	\$7,408
7. D.L. Tara Mackinnon	\$7,408
8. D.L. Tara Mackinnon	\$7,408
9. D.L. Tara Mackinnon	\$7,408
10. D.L. Tara Mackinnon	\$7,408
11. D.L. Tara Mackinnon	\$7,408
12. D.L. Tara Mackinnon	\$7,408
13. D.L. Tara Mackinnon	\$7,408
14. D.L. Tara Mackinnon	\$7,408
15. D.L. Tara Mackinnon	\$7,408
16. D.L. Tara Mackinnon	\$7,408
17. D.L. Tara Mackinnon	\$7,408
18. D.L. Tara Mackinnon	\$7,408
19. D.L. Tara Mackinnon	\$7,408
20. D.L. Tara Mackinnon	\$7,408

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