

discover what you LOVE...

applause

FEBRUARY 2015

Message from your **General Manager**



said it best

a lifelong selfit also brings satisfied with the open to new seeking more must engage in opportunity ideas; never be knowledge and continually orogram, improvemen Each of us newer methods Ne must be

Dear All

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

No, it's not a promotion – it's permanent

group for their guidance in refining the new Mary Kay Opportunity, we are delighted to have new Advisory Board representatives and a focus amazing opportunity, fast. Having engaged we had only one option - to capitalise on this and orders flow in. With business reinvigorated, Office, we too watched Consultant numbers soar Path progression as a result. Here at Head commenced in August 2014. Indeed, many of Discover More Teambuilding Promotion that you experienced incredible growth and Career You will recall the recent success of our

> you're going to love it! 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,

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

amazing February! Have an absolutely





Australia and New Zealand General Manager John Simcocks



February dates to remember

Launch of New Welcome Pack, Customer and Consultant February Only Offers and February Sales Promotions.

change entails that although to remember It is important

uncertainty,

Valentine's Day

4

N

Follow-up with customers and link to your Facebook page. Beaut-e-News® is out!

NEW ZEALAND www.marykay.co.nz Mary Kay Cosmetics (New Zealand) Inc. PO BOX 97211, Manukau City Auckland, 2241 New Zealand

Victoria 3151 Australia Phone: 1300 797 107

AUSTRALIA www.marykay.com.au Mary Kay Cosmetics Pty. Ltd.

Lakeside Drive, Burwood East

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

New Zealand, Incentives and Awards referred to in this publication may not be applicable in all markets. For use in Australia and Nav. 7---

Appliause magazine is published in recognition of and as information for members of Mary Kay contractor sales organisation, independent National Sales Directors ("National Sales Directors"), independent Sales Directors ("National Sales Directors"), and independent Sales Directors ("Sales Directors") in Australia and

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& MAILED PAYMENTS, ORDERS AND INDEPENDENT BEAUTY CONSULTANT AGREEMENTS. To count for this MONTH END - SALES DIRECTORS AND DIQS; FAXED month must be received by the Mary Kay Melbourne Office

N 00 online by 3.00pm (AEST). MONTH END - CONSULTANTS; ONLINE PAYMENTS, PAYMENTS, ORDERS AND INDEPENDENT BEAUTY ORDERS AND INDEPENDENT BEAUTY CONSULTANT AGREEMENTS. To count for this month must be Submitted

CONSULTANT AGREEMENTS. To count for this month MONTH END – SALES DIRECTORS AND DIQs; ONLINE

PLEASE NOTE – all Cut-off times with be strictly adhered to. must be Submitted online by 9.00pm (AESI)



NEW Sample Jars (empty) available for purchase in packs of 30. \$7.50 NZ\$9.50 (Part #10086436) INFORMATION



discover what you



\$25 Welcome Pack! Introducing Mary Kay's

A new way to grow.

Pages 10-12

SHARE

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









Start Teambuilding.

Caddy Organiser when Welcome Pack and Discover What You Get the gorgeous Love" Tote, new



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

NEW! GET ACTIVE It's just

his does not effect any contests, promotic to get active this month \$150 NZ\$165

or bonuses, unless otherwise stated.

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

Who do you know who would order value the higher your volume discounts and rewards Don't forget the higher your Think BIG!

great news. Remember, being an 'Active' Consultant means Members and tell them the to reconnect with your Team opportunity? Take a few minutes benefit from this fabulous have growing Teams that that they are eligible for so much

stay active and connected! even the smallest order and generous volume discounts for success too! And now, with contribute to their personal with more 'Active' Consultants more. And of course, Sharers Mary Kay Consultant can easily special, monthly VIP offers, every

2

EARNS YOU MORE REWARDS **CUMULATIVE ORDERING**

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

♥ REACH \$500 NZ\$550 ♥

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





And receive your Clear and Bright pack 1 x Mary Kay® Oil-Free Eye Makeup Remover REACH \$1,000 NZ\$1,100 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® Oil-Free Eye Makeup Remove 1 x Mary Kay® Ultimate Mascara (Black) 1 x Mary Kay® Lash Primer











Monthly Ordering Bonus Conditions Monthly Ordering Bonus will be determined by the vill be determined by the total cumulative Section 1 Retail

- within a calendar month.
- No claims for breakages or defects will be acknowledged after 21 days of receipt of the promotion products. It is advisable to check all stocks as soon as

To be eligible for the promotion products, qualifiers must be in good standing with

- The Company.

 We serve the right to autistitute another officewardshorous of equal or greater value in the event supplies are displated.

 Normal month-end conditions apply as abentiesed in Applicace magazine.

 It has MOB is achieved via a Beauty Direct Order, the revised will be displaticled with

 If the MOB is achieved via a Beauty Direct Order, the revised will be displated with

 If the MOB is achieved via a Beauty Direct Order, the revised via the displations of the rest. Section 1 Real order which is months the revisit will be fortleded.

FEBRUARY'S FABULOUS REWARDS ARE WAITING FOR YOU

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

VEW! The Look book!



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

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

Your Bonus Products This Month

DRAMATIC EYES

DUST ON RADIANCE

ULTRA PROFESSIONAL perfect application. Brush up on

to add drama have products and impact!

> eye makeup in Gently removes A CLEAN SWEEP

shimmer for Add a gentle









fill your customer's needs –

It's MONTH 2!

given two ears and one

mouth for a good reason! Mary Kay Ash, 'we were they heard. To paraphrase more and respond to what sales people talk less, lister if you know them. Incredible As you can see, it's easy to

Give your hostess a gift[†] she will **ADORE**



fashionable shades. purse-sized glosses in six is truly adorable. Hilled with Plus® Mini Lip Gloss Set This Mary Kay® NouriShine

\$10 NZ\$12

(Part #10073879)

discover what you love: business strategy & wallara

GROW Your Business

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

T'S NOT ABOUT YOU

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

IND 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

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

Recruiting: "How would flexible hours help you and your family? Selling: "Tell me about your skin and how it feels in the morning.

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

2. LISTEN to the answer

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

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

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

Our New Warel Wallara Logistics

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

employing special needs people as part of their warehouse staff. community service element, customer service and cost effective Not only do they tick all the Wallara's team are able to work treight, they also have a wonderfu

and develop their skills in a caring

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





GET CREATIVE!

of the lid can lift and shape eyes in a flash A touch of a metallic shade in the centre drama for a striking monochromatic look A darker shade across the eyelid will add

STEP 1

STEP 2

shade (2) all over Apply the lightest

two medium Blend one of the shades (1 or 3) across the lid. into the crease and

> darkest shade (4). Line the eye with the STEP 3

Mary Kay's Mineral Eye Color Quads are designed to make

colour application simple. It's easy! Iny this:

EASY AS 1, 2, AND 3!

Take the guesswork out of gorgeous with Mary Kay's

quals MORE

new Mineral Eye Color Quads.

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

Mary Kay® Mini Compact (unfilled),

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

MORE THAN COLOUR

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

CARING COLOUR

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

FOR EVERY CUSTOMER

Mineral Eye Color Quad customer! Nomen who want:

- Flexible shades with matte, semi matte and metallic finishes.
- To be in control. They decide intensity of

ONE COMPACT, ENDLESS LOOKS

This chic Mary Kay® Compact is essential! Each

- Easy to apply, luxuriously smooth colour their eye colour!
- To try different looks and colour combinations. that blends beautifully.
- Professional, expertly-coordinated colour looks.
- Long-lasting, crease and fade resistant colour that looks great all day long.

Just pop in a new Mineral Eye Colour Quad! in place. So when you're ready to change your

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

look, there's no need to change your compact

eye colour look and thanks to the Compact's Quad is designed to provide one complete

revolutionary magnetic refill system, it fits perfectly

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

MARY KAY

dramatic or day to night looks, this water-resistant, flake-proof product is your makeup bag must-have It's easier than ever to add precision and definition to your eyes! Mary Kay's new Liquid Eyeliner Pen Mary Kay® Liquid Eyeliner Pen, \$21 NZ\$24 (Part #10072292) draws the line with this easy-to-hold, simple to apply no-drip tip. With the ability to deliver subtle to

> Mary Kay Liquid Eyeliner

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







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





EXTENDED! 4

Continuing 20% off Fragrance* for February.

"While Stocks Last! Refer to the flyer on the Community Page or more detail. MK High Intensity Sport Cologne Spray True Original "Cologne Spray Thinking of Love"
Eau de Parfum and
Body Lotion Thinking of Love" Eau de Parfum and Shower Cremé

Eau de Parfum

applause: february 2015

A New Year and a NEW way to grow!

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

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



Join Mary Kay for just \$25!

You Join

You get the NEW Mary Kay Welcome Pack

COLOUR

TIMEWISE® SKINCARE

NEW Prod

NEW Product Bundles!

MUST-HAVE



ALL WOMEN ARE WELCOME

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

SAVE, EARN - OR BOTH!

Your potential Consultant says:

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

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

Or, maybe your potential Consultant says:

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

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!" "No problem. It's easy to get started at just \$25 and build a



earn or save who want to

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

START WITH THE BASICS

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

Tell Potential Consultants this:

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

WANT MORE?

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

Your Potential Consultant asks:

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

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

"New Product Bundles for new Consultants only

Bundles FREE with SmartStart. Start earning the NEW Product

discover what you love: new welcome pack

TIMEWISE® SKNOARE BUNDLE

Total value \$360.50 NZ\$416

FREE! TimeWise® Firming Eye Cream Valued at \$54 NZ\$61.50 You pay \$250 NZ\$275 less your eligible discount.



TimeWise® Miracle Set N.D., TimeWise® Microdernabrasion Set; TimeWise® Samplers (CO) (6 pairs); Mirrors (3); Trays (Pk 1); Face Cotths (Pk 1); TimeWise® Booklet; Placemats (3) and Organising Caddy

MUST-HAVE BUNDLE Total value \$324 NZ\$374.50

ω

FREE! Skinvigorate. Cleansing Brush Valued at \$65 NZ\$70 You pay \$250 NZ\$275 less your eligible discount.



Stath Ligs" (Jp Blinn; Stath Ligs" Lip Masst, TimpWisg" Motsitur Renewing Gel Mask. TimeWises" Mosture Renewing Statemer, Fouthaftin on Prime SPP 15; Inchulgie" Soodhing Eje Gel; Facial Cleansing Cothes; "Must-Have Booklet; "Must-Hare" Placennats (3) and Organism Cadoly.

ADD PRODUCTS

minimum of 10% on their personal purchases if that's still their all four together. Of course, New Consultants can still save a by one, or if EARNING money is their goal, they can purchase from each key category. Potential Consultants can add them one thoughtful selection of best-selling products and business tools As keeping it simple is the goal, these Product Bundles feature a

The benefits of Product Bundles:

- Each Product Bundle costs New Consultants just \$250 NZ\$275 value of the products included in the Product Bundles less their eligible discount. That's already far less than the full retail
- Each Product Bundle attracts a minimum of 20% volume
- Each Product Bundle contains tools and information to hold appointments if that is the New Consultants choice

2. COLOUR BUNDLE

Total value \$338 NZ\$397

You pay \$250 NZ\$275 less your eligib FREE! Mary Kay® Ultimate Mascara and Mary Kay®



Spice, Granite, Hazelnuti; Mineral Cheek Color (Shy Blush); NouriShine Plus™ Lip Gloss (Fancy Nancy); Compact Cheek & Eye Brushes; Oli-Free Eye Makeup Remover, Colour Booklet, Colour Nancy); Compact Cheek & Eye Brushes; Oli-Free Eye Makeup Remover, Colour Booklet, Colour Placemats (3); Mirrors (3) and Organising Caddy. Brush Collection; Clear Lip Liner; Black Eyeliner; Mary Kaye Eye Primer,

BODY BUNDLE

Total value \$343 NZ\$391

FREE! Peach Satin Hands® Pampering Set Valued at You pay \$250 NZ\$275 less your eligible discount.



PRODUCT BUNDLES COUNT AS SECTION UNIT PRODUCTION RETAIL ORDERS AND ATTRACT VOLUM ISCOUNT! THEY ALSO CONTRIBUTE TO

fell New Consultants this:

Consultant, you can really save! preferred Product Bundles to build your Kit and, as a New best opportunity to make great sales. You can choose your best-selling products and tools, which means they offer the "Mary Kay has thought of everything. It's all about making it easy for you to build confidence and get started fast! These great Product Bundles feature a selection of our

Bundles in any combination in the month you join and for a maximum of 3 months after that. You may want to buy all four or four of your favourite Product Bundle. The choice is yours!' You can buy up to four of these value-packed Product

discover what you love: new smartstart

Get this FREE!

Mary Kay® Oil-Free Eye Makeup Remove

you join! And the really great news - this order orders totalling \$500 NZ\$550 in the month that Just place minimum cumulative Section 1 Retail

also contributes towards your SmartStart 1*

bonus reward!

Sell and EARN - SmartStart

Section 1 Retail orders to earn a Product Bundle of your choice, FREE*! All you need to do is place minimum cumulative amount of \$1,000 NZ\$1,100 See full Terms and Conditions on the Community Page.

- SmartStart 1 Your choice of Product Bundle + Discover What You Love™ Tote bag
- SmartStart 2 Your choice of Product Bundle
- SmartStart 3 Your choice of Product Bundle

CHOOSE Your FREE* Product Bundle for each SmartStart Reward!



TMEWISE® SKNOARE BUNDLE Valued \$360.50 NZ\$416

Valued \$324 NZ\$374.50 MUST-HAVE BUNDLE





achieve SmartStart 1*! That means: FOUR Product Bundles together, they When New Consultants purchase all

They choose a Product Bundle FREE

They save an incredible \$342 off the

retail value of the products, just by

They qualify for 40% volume discount

purchasing Bundles!

They receive Mary Kay's chic Discover

What You Love™ Tote bag



Impact SMARTSTAR

How Product Bundles



receive additional rewards like these. Even better within your first two full calendar months, you'll With each NEW Team Member* you introduce Recruit and BUIL \$ \$100 NZ\$710 \$

MARY KAY

EARN and Grow

with building a Team too!

*Conditions apply

Susiness Organ

there are heaps of additional benefits that come

Checkout these three quick and effective learning opportunities:

- 1. FirstStepsOnline: Learn the basics online now!
- 2. Essential Steps To Reach Success: Progress to a one-day, tace-to-face workshop in your area. You'll receive a \$200 NZ\$220 Retail product voucher* tool
- Essential Steps To Teambuilding: Get serious about building a Team and earning even more!

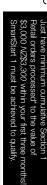
*Conditions apply



Mary Kay[®] Toolbox



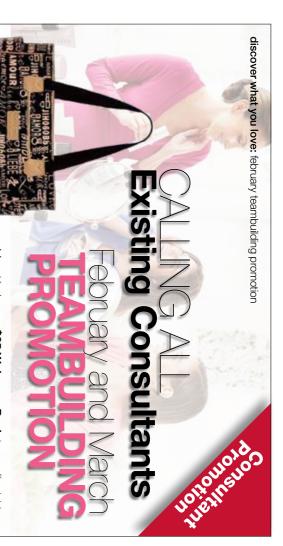




ind out the full details!

applause: february 2015

Find out the full Terms and Conditions! Go to Community Page/Resources/Teambuilding Took



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

cumulative Section 1 Retail orders of \$250 NZ\$275 within So start team building with the NEW Mary Kay one calendar month by the end of March to qualify. two months! New team members must place minimum Simply recruit TWO new team members in the next That's just one Product Bundle!

more affordable than ever, an Opportunity that enables New Consultants to feel in control to follow their dreams, their way the decision to join easier. It's an Opportunity, which is now Mary Kay's Welcome Pack and Product Bundles make

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

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 straightforward. points for her specific needs. You'll find valuable tips and handy dialogue to help you explain the details while keeping it simple and

Ready, Set, Sell!

SmartStart program. provides a great overview of the Welcome Pack, Product Bundles, order levels and associated rewards – and of course, the amazing 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

Start Something Beautiful Magazine

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

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

*Terms and conditions apply.

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be able to choose what suits them best as Lyn Perkins share our great Opportunity." the new Consultants and the sharer and I think well as placing orders towards earning their are outstanding... Your new team members will options available to your new team members Executive Senior Sales Director, everyone will be excited. It's time to ask and they are starting. It has so much to offer to help and affordable for everyone regardless of why need. A great way to start for new Consultants now and the new opportunity covers all we results. We have worked on this for some time change something we will keep getting the same Let's hear from the ladies who helped bring the New \$25 Welcome Pack strategy to life! need to grow and grow fast and if we don't too. The new Welcome Pack this is the smartest, easiest "Change is fabulous but 18 years! The Product Bundle new Welcome Pack! I believe "I am so excited about the I was apprehensive about it but is, in a word "amazing". At first sometimes it can be a bit scan team building tool I have seen in The Scenes... The incentives that follow the Welcome Pack the Mary Kay of today to those we meet support us in reaching our goals while offering renewed enthusiasm is the boost that will this uplifting change to move forward with What an exciting time to be part of Mary Kay!" share our opportunity & build our business. incorporate into our pamper appointments to consultants needs and interests! Stunning ead into Section 1 Retail orders with a bundle along with the placemats) that are easy to informative - I love the step by step guides iterature that is so professional, simple yet thoices that can be personalised to a new Future Executive Senior Sales Director, It's exciting, it's a fresh approach Mary Kay of today. Embracing will revolutionise our business! "I believe our new Welcome Pack with wonderful, informative, fresh with the Welcome Pack is loaded "The new entry into Mary Kay 'getting started' Product Bundk and it's packed with generous new literature designed for the discover what you love: inspirational tips of what to start with. The booklets are easy to which you use at appointments. This is such a understand and I really love the new placemats The Product Bundles take the guess work out to build their own kit according to their needs. that decision today to run with it and watch your Mary Kay business begin to boom in 2015. Yay!" much to gain. It's really time to pass it on! Make you've absolutely got NOTHING to lose but so "Share with many to find the few". With this offer incredible Opportunity with both hands and thing I can say to all of you it's this: Grasp this build toward their personal goals. If there's one vast choices, extras and knowledge to then Senior Sales Director, Stevie-lee Reed women can enter this business with such Bundles makes it much easier Opportunity that is being new consultants and the Product information not to overwhelm Pack because it has just enough How awesome is that for just launched within the company. this amazing new Mary Kay "I just love the new \$25 Welcome "I am so pumped about

with this great initiative... it's a #gamechanger!" program too... the best rewards ever! Have fun SmartStart. I love the changes to the SmartStan Executive Senior Sales Director,

Jennifer Ratcliffe

of free products, followed by more bundles of free products, every woman's delight! Yay! Let's

Senior Sales Director, Val Triplett

generous program!"

Sales Director, Joanne Riddell





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

discover what you love: destination directorship and star consultant program





This year, take control of your destination!) REC RSITE TO

When you unlock your leadership skills and become a

DIQ you'll be rewarded with all of this:

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

*Checkout the terms and conditions for even more exciting details.



Mary Kay[®] Business Organiser

NEW and EXISTING Directors! Sales

AND ACCOMMODATION! EADERSHIP 2016 REGISTRATION

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

EXISTING SALES DIRECTORS:

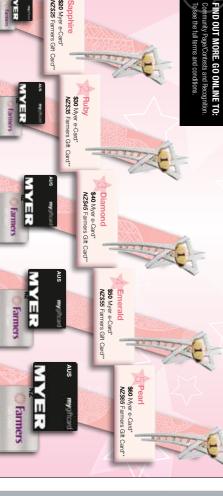
30 Active Team Members when you debut.

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

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

JANUARY - MARCH 2015

PROGRAM 2015 Success pin. Checkout the rewards for this to achieve a Star to add to your Ladder of It's easy to let YOUR Star shine bright. Just quarter below: be consistent! Each and every month, plan



applause | FEBRUARY 2015 | Congratulations to **Natalie Russell** on her debut as a new Sales Director! Natalie is from Geelong VIC and is from the Duke Unit and part of the Go-Give Area! Congratulations to **F.E.S.Dir. Lisa Duke** on the debut of her offspring Natalie Russell! Lisa is from Geelong VIC and is part of the Go-Give Area













Congratulations to new DIQ **Jodie Hall**! Jodie is from the McNeill Unit and the Go-Give Area.







Go-Give Area OCT/NOV/DEC/JAN Amy Ashlin from the Baker Unit and the

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

Congratulations to **S.Dir. Carima Couttas** on the debut of her offspring Grace Devries! Carima is from Cordeaux Heights NSW and

is part of the Go-Give Area.

Go-Give Area. JAN/FEB/MAR/APR Sarah Copping from the Heenan Unit and the

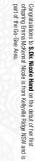
NOV/DEC/JAN/FEB

Jodie Hall from the McNeill Unit and the Kylie Kurtelova from the Hardcastle Unit and

to Emma McKenna on her debut as a new Sales Director! Emma is











COURT OF DIRECTOR UNIT SALES
E.S.Dir. Bronwyn Waterhouse Dir. Melanie Sleeman



COURT OF DIRECTOR PERSONAL SALES



COURT OF CONSULTANT PERSONAL
Pete Barter Waterhouse L SALES



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

Congratulations to the following Units on achieving the highest Unit production for December 2014. **TOP 10'S FOR DECEMBER 2014**

. Waterhouse Roet

\$40,108 \$38,232 \$37,586

December 2014.

1. Pete Barter Waterhouse 2. Jode Hall McNeiii 3. June Chow Barr 4. Thi Tu Oliyen Dang Nguyen 5. Martan Pitura Provest 6. Sheyi Hyde Jandesson 7. Kerny Davis Smith, Marg 8. Lee Rouron Tuncan 8. I see Rouron Tuncan	\$4 469	\$4,494	\$4,873	\$5,260	\$6,297	\$8,730	\$9,100	\$11,534	
	8 Lee Rougon Duncan	7. Kerry Davis Smith, Marg	6. Sheryl Hyde Anderson	5. Marian Pitura Provost	4. Thi Tu Quyen Dang Nguyen	3. June Chow Barr	2. Jodie Hall McNeill	Pete Barter Waterhouse	

Dir. Melanie Sleeman
 Dir. Maryen Allson
 Dir. Maryen Ann Rose
 Dir. Jean Zoczalos
 Dir. Jean Zoczalos
 Dir. Katherine McNeill
 Dir. Jean Bodiell
 Dir. Jeane Bodiell
 Dir. Roben Davidson
 Dir. Davids Rel Boux
 Dir. Jackel Les Boux
 Dir. Jackel Les Boux
 Dir. Mcobe Hand

3. Duke 4. Perkins 5. Riddell 6. Croker 7. Munns 8. Couttas 9. Triplett

 Pete Barter Waterhouse Kim Oeser Ellis
 Vicky-Lee Restieaux Roberts achieving the highest personal production for December 2014. Congratulations to the following Consultants on \$5,054 \$5,035 \$5,020 \$5,014 \$4,671 \$4,415 \$4,381 \$4,381 \$4,065 \$3,942

Congratulations to the following Sales Directors TOP 10 PERSONAL TEAMBUILDING

10. Dir. Kristy Ingram	E.S.Dir. Jennifer Ratcliffe	Ying (Amy) Su Zhang	S.Dir. Alison Rogers	Amy Ashlin Baker	Kylie Kurtelova Hardcastle	4. Jodie Hall McNe///	S.Dir. Carima Couttas	Dir. Joanne Riddell	1. Dir. Qui Ko	personal team building for December 20	and consultants on achieving the highest

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\$4,231 \$4,116

17. Dir. Maureen Allson 18. Dir. Danielle Baker 19. F.E.S. Dir. Ruth Thompson 20. Dir. Kristy Ingram	 S.Dir. Carima Couttas E.S.Dir. Jennifer Ratcliffe S.Dir. Julie Heuston S.Dir. Stevie-lee Reed 	Dir. Tara McMahon S.Dir. Kim Ellis T. Dir. Lynne Croker S.Dir. Suemaree Pocknall	5. S.Dir. Vall Triplett 6. E.S.Dir. Tanya Roet 7. F.E.S.Dir. Jane Elley 8. Dir. Dome Cuzzola	COURT OF UNIT SALES 1. E.S.Dir. Lyn Perkins 2. S.Dir. Lisa Duke 3. E.S. Dir. Bronwyn Waterhouse
\$301,428 \$289,705 \$279,322 \$273,395	\$367,074 \$360,747 \$354,223 \$306,945	\$411,490 \$386,486 \$381,300 \$370,422	\$451,694 \$449,155 \$446,506 \$437,370	\$666,159 \$497,529 \$496,190
17. S.Dir. Mary Munns 18. E.S.Dir. Tanya Roet 19. Dir. Reanne Medill 20. S.Dir. Linda Fraser	13. E.S.Dir. Brornwyn Waterhouse 14. Dir. Kristy Ingram 15. Dir. Susan Cameron-Davies 16. Dir. Jay Prince	9. Dir. Tara McMahon 10. S.Dir. Alison Rogers 11. F.E.S.Dir. Carissa Hall 12. Dir. Danielle Baker	5. Dir. Gayle Taylor 6. Dir. Melanie Sleeman 7. Dir. Jan Smith 8. Dir. Rouwyda Naboulsi	COURT OF DIRECTOR PERSON 1. Dir. Maureen Allson 2. Dir. Katherine McNeill 3. Dir. Jessica Henran
\$40,672 \$40,502 \$40,427 \$39,550	\$42,162 \$41,935 \$41,449 \$41,382	\$45,498 \$43,037 \$42,500	\$50,430 \$48,434 \$47,689 \$47,000	\$69,324 \$59,974 \$54,899
17. Shelley Worsley Half 18. Jodie Hall McNeilf 19. Elinor Reynolds Morgan 20. Gai Campbell Croker	 Jane Nicholl Bagley Lindy Harman Duke Susanne Gane Price Kylle Spice Packnall 	Renee Spence Cuzzola Amy Ashlin Baker Shannyn Stevens Triplett Rener Rigoni Craig	5. Emma Boyd Alison 6. Sue Dumbrell Cassidy 7. Natalie Russell Duke 8. Kelli Florisson Cuzzola	COURT OF COUNSULTANT PERS 1. Tracey Holland Barg 2. Vicky-Lee Restieaux Roberts 3. Jan Greig Thompson A Chand Hard
\$30,275 \$30,233 \$29,309 \$28,031	\$33,156 \$31,748 \$31,486 \$30,510		\$38,594 \$37,141 \$37,049 \$36,651	ONAL SALES \$77,857 \$54,050 \$40,811
17. Nhan Thi Nguyen <i>Nguyen</i> 18. S.Dir. Kathrine Doherty 19. Grace Devries <i>Couttas</i> 20. S.Dir. Trish Price	13. Dir. Amanda Hayward 14. Dir. Belinda Hudson 15. Dir. Li (Lina) Ding 16. Dir. Qui Ko	 S.Dir. Catalina Obien Dir. Toni McQuade Dir. Thao Nguyen E.S.Dir. Tanya Roet 	5. E.S.Dir. Carrina Courtes 5. E.S.Dir. Hamnifer Ratcliffe 6. Dir. Rita Hamonfore 7. S.Dir. Jane (Jie) Zhang 8. S.Dir. Karyn Hardcastle	COURT OF SHARING 1. Dir. Tara McMahon 2. Dir. Pia Schafberger 3. Dir. Reanne Medili
\$958 \$2,740 \$2,224 \$1,346	\$2,582 \$2,191 \$1,837 \$1,246	\$2,938 \$2,823 \$2,751	\$4,089 \$3,943 \$3,058	\$7,408 \$4,907 \$4,705
18 18 20	20 22 23	22 22 25	24 6 52 2	20 4 6 6 6 6 6 6 6 6 6 6 6 6 6 6 6 6 6 6

\$20 Myer e-Card*

NZ\$25 Farmers Gift Card*

We applaud the following Sales Directors and Consultants for sharing the business opportunity by introducing three or more new Team Members in December 2014.

S.Dir. Jane (Jie) Zhang Dir. Muriel McGinty S.Dir. Trudy Clarkson NSD Lee Cassidy Dir. Jan Smith Dir. Joanne Röddell Dir. Rita Borg Dir. Carmen Wilson

5.3% 5.3% 5.3% 4.9% 4.8%

Jodie Hall McNeill Grace Devries Couttas Melissa White Waterhouse

Emma Mckenna Hand Amy Ashlin Baker

Rebecca Frew Valenti vatalie Russell Duke

Dir. Kristy Ingram S.Dir. Julie Heuston S.Dir. Mary Munns

Dir. Joanne Riddell E.S.Dir. Jennifer Ratcliffe S.Dir. Lisa Duke

\$1,337 \$1,271 \$1,002 \$986 \$985 \$950 \$920

E.S.Dir. Bronwyn Waterhouse

Dir. Donne Cuzzola
Dir. Ban McNehon
Dir. Jassica Herano
Dir. Jassica Herano
S. Dir. Val Triplett
S. Dir. Val Triplett
S. Dir. Val Triplett
S. Dir. Carima Coultas
Dir. Katherine McNeil
S. Dir. Carima Coultas
Dir. Melissal I. Nemones
Dir. Melissal I. Nemones
Dir. Murjei McGiny
Dir. Thao Nguyen

F.E.S.Dir. Cartissa Hall Dir. Kate Levins S.Dir. Cattalina Obien S.Dir. Bev Lindemann S.Dir. Karyin Hardcastle Dir. Belinda Hudson Dir. Meureen Allison Dir. Noole Hand

\$528 \$528 \$515 \$496 \$496 \$476 \$476 \$426 \$426 \$428

E.S.Dir

Tanya Roet

100 Quarters of Achievement Lynette Pfeiffer McGinty - Sapphire S.Dir. Sandra Jensen - Sapphire Circle of Honour

Jode Woots Heuston
Dir Belinda Hutson
Dir Reame Neddil
S.Dir Mary Munns
Dir, Cheryl Nettleon
S.Dir, Kalt Yang
Dir, Cheryl Nettleon
S.Dir, Caltaine Oben
Suseme Gane Price
Put MacCabe Price
S.Dir, Stende-see Reed
Dir, MacOman Ryan
Dir, MacCabe Smith
Dir, Pa

during December 2014!

Directors who earned 6.50% teambuilding commissions during December 2014!

Congratulations to the following top 30 Sales

Congratulations to the following top Consultants

Congratulations to the following top 30 Sales Directors on earning in excess of \$2000 NZ\$2250 in Sales Director Commissions during December 2014. These figures do not include

E.S.Dir. Bronwyn Waterhouse S.Dir. Lisa Duke Dir. Joanne Riddell E.S.Dir. Lyn Perkins E.S.Dir. Tanya Roet

F.E.S.Dir. (Jane Bley Dir. Lynne Gröder F.E.S.Dir. Garissa Hall Dir. Tara MoMahon Dir. Kristy Ingram Dir. Katherine MoNelli Dir. Murriel McGinty Dir. Jessica Henran S.Dir. Suemaree Pocchall E.S.Dir. Jennifer Raiciffe

S.Dir. Kim Blis
F.E.S.Dir. Pauline Connell
S.Dir. Bev Lindennam
S.Dir. Vesena Sokol
S.Dir. Wasna Sokol
S.Dir. Marylin Schirmer
Dir. Melanie Seeman
Dir. Melanie Meeman
Dir. Nicole Hand
Dir. Thao Nguyen
Dir. Maurieen Allison
Dir. Rouwyda Naboulsi

Pearl Achievers
Dir. Maureen Allison
Dir. Danielle Baker

Dir. Jean Zocrafos

Jessica Gnata Couttas Alysha Daga Duke Larissa Young Duke Modupe Akib Elley

Shannyn Stevens Triplett Jan Greig Thompson

1st Time Achievers - Ruby

Raelene Erikson Goucher Skye Freshwater Hand Zoe Simmons Hayward Naomi Brough Hudson Allison Bradbum Jagram

1st time achiever – Pearl Jael Barrios Roet S.Dir. Sharon Hermann – Sapphire Dir. Beth Miles – Diamond

Emma Boyd Allison - Diamond

56 Quarters of Achievement

earnings from personal

figures do not include sales.

S.Dir. Mary Munns
S.Dir. Carima Couttas
S.Dir. Val Triplett
S.Dir. Julie Heuston
Dir. Donne Cuzzola

Unit Dir. Lynne Croker

Congratulations to the following Units who had 5% or more red jacket Consultants in their Unit during December! Each have earned the beautiful Pearls of Sharing set in a gorgeous jewellery box!

Congratulations to our Superstans for December 2014. The following Sales Directors and Consultants have had orders processed to the value of \$4,000 N/324500 during Juhre. All of these Superstans are well on their way to earning

Dir, Melanie Steman
Dir, Mauriem Allson
Dir, Mary-Ann Rose
Dir, Man Zocarlos
Dir, Jean Zocarlos
Dir, Steman McNeill
Pete Barter Walfarhouse
Jorde Hall McNeill
Jime Chow Barr
Thi Tiu Ougen Dang Mguyen
Dir, Joanne Riddell

Martian Plutra Promost
Dir. Robyn Davidson
Dir. Donne Cuzzola
Shepyl Hyde Andreson
Kerry Davis Smith, Marg
Dir. Lackie La Roux
Lee Rougoor *Buncan*Dir. Nobe Hand
Dir. Aya Prince
Kim Oeser Billis

a Diamond on their Ladder.

GOLD CHARM (Five New Team Members) S.Dir. Carima Couttas Dir. Qui Ko

Kylie Kurtelova Hardcastle Jodie Hall McNeill







SILVER CHARM (Four New Team Members) Amy Ashlin Baker S.Dir. Alison Rogers Ying (Amy) Su Zhang



BRONZE CHARM (Tree New Yearn Members) Emma Moterna Hand Dir. Amanda Hayward Dir. Amanda Hayward Dir. Kristy Ingram Loucia Mussa Brailf E.S.Dir. Jennifer Raidiffe E.S.Dir. Jennifer Raidiffe Dir. Jennifer Ratcliffe Dir. Tanya Roet an Wang *Zhang*





















10 YEARS Beryl Ahem Rogers Denise Suna Miles Joan Stam Cooper Margaret MacDonald Mile Narelle Gillies Ellis

































Samantha Geeves Clarkson Tammy Frame McMahon Taylor Clyne Perkins



(8)

Dlane Knowles Waterhouse
Jenny Somerset Pocknall
Kaye Amel Borg
Kim Wilson Taylor
Luella McChonald Purcell
Luella McChonald Purcell
Michelle Wykes Stedman
Rebecca Wand Perkins
Sally Davis Soar Reed

Congratulations to the following Sales Directors and Consultants who celebrated ten or more years as Mary Kay Consultants during January 2014.

Congratulations to the following Sales Directors who've earned a star for the **October** –



represents the total number of quarter's achieved by the Sales Director over the duration of the

December 2014. The number star listed

Dir. Jan Smith -

7th Star Dir. Tara McMahon -

Sappnire

NSD Lee Cassidy - Sapphire

1st Star & Pin Dir. Jay Prince

program since conception.

Sales Directors earn stats for their Star Director brooch based on the number of Star Consultants in their Lint for the Juntarts. In case of an offspring unit. Star Consultants in the dispring unit count for both the Senior Sales Director and the new Sales Director. 14 fine Star Achieviers are called a Star Sales Director brooch with their new Sales Sales Director brooch with their new Sales.

39th Star 40th Star E.S.Dir. Bronwyn Waterhouse

S.Dir. Lisa Duke - Sapphire

Dir. Rouwyda Naboulsi Dir. Pia Schafberger

Stars are awarded in the following categories
 Emerald Star – 17+ Unit Star Consultants

qualified star.

Diamond Star – 13-16 Unit Star Consultants
 Ruby Star – 9-12 Unit Star Consultants
 Sapphire Star – 4-8 Unit Star Consultants

8th Star 11th Star S.Dir. Vesna Sokol – Sapphire S.Dir. Julie Heuston - Sapphire

12th Star Dir. Maureen Allison –

Congratulations to each of the following Sales Directors who have earned their Seminar registrations fees for 2015 for being a Star Sales Director during each quarter of 2014.

16th Star S.Dir. Mary

Munns - Sapphire

20th Star

Dir. Donne Cuzzola — Sapphire

E.S.Dir. Tanya Roet - Sapphire 22nd Star S.Dir. Carima

Dir. Rhonda Rafferty Dir. Mary-Ann Rose Dir. Nicole Ross Dir. Anna Said

Dir. Donne Cuzzola S.Dir. Val Triplett E.S.Dir. Bronwyn Waterhouse S.Dir. Lisa Duke

Cheryl Doyle Gurr
Lacey Mizewski Humphreys
S.Dir. Flona Ismail
S.Dir. Marika Leposa
Lisa Perkins Levins
S.Dir. Bev Lindemann
Melinda Pahany Lindemann Elaine Mulley Provost
Loma Van Der Linden Rafferty
Angela Webb Riddelf
Dir. Erin Riley Anne-maree Scully Miles
Marie McGregor Morgan
Elinor Reynolds Morgan
Mary Leahy Munns
Najah Abdallah Naboulsi
Rana El Ali Naboulsi Shona Teune Prosser

S.Dir. Linda Dehne-Thompson F.E.S.Dir. Lisa Duke Heather Ballantyne *Elley* Joanne Cameron *Elley* F.E.S.Dir. Jane Bley Renee Hill *Fraser* Cheryl Doyle *Gurr*

Dir. Anita Stackhouse
Sandra Loveday Thompson
Tanya Salter-Anderson Thompson
E.S.Dir. Bromwyn Waterhouse

Lynette Wagner Sokol

Dir. Warg Wilson

1st Time Achievers - Sapphire

Ellen Condon Triplett
Ruby Prosic Triplett
Lynette Wright Triplett
Dir, Naomi Tyrrell
S.Dir, Cilla Valenti
Sarah Plane Warriner
Pete Barter Waterhouse Tanya Buncle *Smith*Barbara Pellegrino *Smith*Zalie Perry *Smith*Lydia Weeber *Sokol*Sue-Anne Mitchell *Staton* S.Dir. Carol Staton Dir. Candice Tao-ey Barbara Lamprey Waterho Melissa White Waterhouse Susan Malinov Serrano Chevonne Barber Smith Averill Wybrow Roberts Catherine Debono Roet

Alyce Fenton Ingram
Lucy Pfundstein Jensen
Kirsty Hickson Livermore
Nicole Guy McMahon
Ayla Memillan McMahon
Susan Fardella Medill

Jane Elley - Sapphire

Tracey Holand & Bry Shirt Carlma Contas Or Grazo Demis Dr. Carca Holandon Dr. Kalst Ingram Dr. Kalster e Modell Dr. Aumne Reddell Dr. Aumne Reddell Dr. Aumne Reddell Dr. Aumne Reddell Dr. Aumne Statin Blork Reddell Dr. Markens Stemman S. Dr. Jame (July Zhang Carcas Hell S. Dr. Model Hall S. Dr. Robert Demotal Achievers Amy Asthin Balvin Bergan Der Carcas Hell S. Dr. Carcas Hall S. Dr. Model Hall S. Dr. Carcas Hall S. Dr. Model Hall S. Dr.

Dir. Katherine McNeill Dir. Melanie Sleeman

Cash Option.

Congratulations to the following Directors and their Units for qualifying as Level 1 fo a brand new Holden Cruze Z series or the

Congratulations to the following Directors and their Units for expansifying as Level 1 for a brand new Holden Grazz Z zeries or the Cash Option.

Dir. Lymne Codes T Spatish (1974)

E. S.Dir. Setsky fugram

E. S.Dir. Levnifer Repacifies

S.Dir. Stewal-se Reed

Dir. Jean Zozafols

Dir. Jean Zozafols

Dir. Tara McMahon

Special congratulations to the following Director and her Unit for re-qualifying in the car program and stepping up from Level 1 to Level 2 for a brand new Honda Accord or the Cash Option.

Ruby Achievers
S.Dir. Karyl Andersor
Jane Nicholl Bagley Fizabeth James White

Nota Henry Prince
Michelle Mckimmile Prince
Wichelle Mckimmile Prince
Veerle Konings Reed
Jessica Onell Reed
Rosemary Finch Riddell
Katherine Higgins Roet

Dir Von Barnes
Dir Steman Boren
Dir Steman Boren
Dir Steman Boren
Dir Makebene Burk
Dir Stem Carnenhalte
Sharan Robertson Cannel
Itmer Ropon Cannel
Itmer Ropon Cannel
Itmer Ropon Cannel
Limer Ropon
Dir Neber Steman
Sulf-Julie Heuston
Vijle Marchant Heuston
Vijle Ma

Sapphire Achievers
Naomi Souster Allison
Nicole Thompson Allison
Sharon Sharples Anderson

Kathryn Laing Waterhouse Elisa Horne Wilson

Kelly Dos Santos Marins Soko Julie Pavlevski Warriner

lade Pawley Borg
Weime Baker Cassidy
Julie Anne Bate Cassidy
Sue Dumbrell Cassidy
Rnonda Osborne Cassidy
S.Dir. Trudy Clarkson
Erin Smith Clarkson
Catherine Klante Cooper

Liz McLellan Wilson Leanne Paola Wilson Dir. Carmen Wilson Amanda Nesci White Dir. Narelle White Dir. Loma Whitehead

1st Time Achiever – Diamond Manithong Sidara Cumingham Thi Tu Quyen Dang Aguyen Lunabil Paul Prince

E.S.Dir. Tanya Roet Dir. Jan Smith Dir. Gayle Taylor S.Dir. Val Triplett Dir. Fiona Walsh

Dir. Jay Prince E.S.Dir. Jennifer Ratcliffe

Vicky-Lee Restieaux Roberts

Shelley Worsley Hall S.Dir. Karyn Hardcastle Dir. Amanda Hayward Sarah Copping Heenan Diamond Achievers
Sheryl Hyde Anderson
Renee Spence Cuzzola
Dir. Natalie Russell
S.Dir. Linda Fraser
Dir. Rosemany Gurr

in our Company 50 years ago. I'm very proud and thankfull to be able to drive it on behalf of my for each unit member for all they have achieved and ultimately what we have achieved together! and personal growth. It certainly can't be done alone and is great recognition (and bragging rights) drive the luxury Holden Cruze but also what the car represents. It is the symbol of TEAM success a team of women and creating a Unit and then earning THEIR Pink Car! It really CAN be done, same without a Pink Car in it! It is also quite normal now to be somewhere shopping or going in a Pink Car of different Makes and Models over the years and my family just wouldn't be the incredible Nation-wide Unit of women, and hope they each feel the pride that comes with being a The car is one of the best perks of many being a part of such a wonderfully generous company!" "Having the Mary Kay car is the ULTIMATE trophy on wheels!! It's not only fantastic being able to with a decision – work ethic – determination mixed with work – and belief! Thanks to my Unit and from place to place and have people either leave a note wanting a product or saying... oh Mary Pink Car Unit', as every one of them made this possible. My 3 babies came home from hospital "The Pink Car is such a wonderful and special award that Mary Kay Ash created it as a symbol

thanks to Mary Kay Cosmetics for yet another amazing reward!" - F.E.S.Dir. Jane Elley

Kay, I use that... Etc... I just want MANY many more women to experience the joy of building

Dir. Danielle Baker

Tammy Bemben Cuzzola Kelli Florisson Cuzzola Dir. Gwen Dale Chris Lynch Cooper Gai Campbell Croker Patricia Nibbs Croker



beauty products. It's now just \$25 to join*!

SAVE!

You can now save money on even the smallest Mary Kay order! So, if paying less for your skincare and colour cosmetics sounds good to you - JOIN US!

EARN!

Need a little extra cash? It's easy to start selling to family and friends and as your confidence grows, add a few more appointments. So why wait? JOIN US!

ASK!

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CALL me on:

Want to know more? Just ask!

EMAIL me at:

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*Conditions apply. Available through participating Mary Kay Independent Beauty Consultants only.

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Why wait? Mary Kay's Beauty Direct is your convenient, online shopping solution.

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FREE FREIGHT for orders over \$100 NZ\$130 (single transaction). Just \$3.95 freight charge for orders under \$100 NZ\$130.

Beauty direct, Shop online. Direct to you.