

MARY KAY

Australia / New Zealand April 2015

applause

MK For EVERY
WOMAN
Everywhere

Ready... Set... Go!

RACE FOR RED



GET MORE FOR MUM

SAVE 20% on Best Sellers!
Give Mum a Mary Kay®
favourite this MOTHER'S DAY



discover what you LOVE™



"What is it that you want from your Mary Kay career? Remember that all your goals and all your desires are of no value unless you put them into action. Did you know that procrastination comes from fear? So act without hesitation because action cures fear. Remember that the death of fear is in doing what you fear to do. Remember that you really are wonderful. Believe it now and act upon it, and soon you will be the winner that you so richly deserve to be."

Mary Kay Ash

April
dates to remember

1 **Launch** of Customer and Consultant April only offers and April Sales Promotions.

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

3 **Easter Friday** – Public Holiday. Melbourne office will be closed

6 **Easter Monday** – Public Holiday. Melbourne office will be closed

29 All Bank details, ABN (Australia only) & GST changes to be processed online by 5pm (AEST)

MONTH END – Consultants; faxed and mailed payments, orders and Independent Beauty Consultant Agreements. To count for this month must be received by the Mary Kay Melbourne Office by 5pm(AEST).

30 **MONTH END** – Sales Directors and DIQs, Faxed & Mailed Payments, Orders and Independent Beauty Consultant Agreements. To count for this month must be received by the Mary Kay Melbourne Office by 2pm (AEST).

30 **MONTH END** – Consultants; Online Payments, Orders and Independent Beauty Consultants Agreements. To count for this month must be Submitted online by 3pm (AEST).

MONTH END – Sales Directors and DIQs; Online Payments, Orders and Independent Beauty Consultant Agreements. To count for this month must be Submitted online by 9pm (AEST).

Please note – all cut-off times will be strictly adhered to.

Important Notes

Updated Part Number:

Mary Kay® Eye Primer has a new part number which is #10074680

The following items will be phased out in May:

Mary Kay® NouriShine Plus® Lipgloss - Au Naturel (10047933)

Mary Kay® NouriShine Plus® Lipgloss - Pink Sateen (10047939)

In THIS ISSUE

BOOK!

Bumper bonuses and hot gifts are perfect Hostess tempters.

LAST MONTH

Use them wisely to secure your Party bookings this month. It's all on page 4!



MARY KAY
SEMINAR
2015

HOT off the PRESS!

Let's talk Seminar Conference 2015! Get the lowdown on when and where and be there! Pages 8-9

SELL! 20% off Best-Sellers!

Give Mum more for less!



Check out Mary Kay's carefully selected favourites and make Mum smile! Pages 6-7



SHARE!

Spread the word to women everywhere!

Joining Mary Kay® is not only more affordable than ever, it's even more rewarding than ever! Page 5

Destination Directorship

Find out how to earn your 2016 Leadership Registration and Accommodation FREE! Page 11



The Race for Red is on...

RED means GO!

Here's your chance to build momentum and take your Mary Kay business to the next level! Page 10



April sees the launch of our latest Promotion Race for Red.

It's an opportunity not to be missed. If you are one of many Mary Kay® Consultants who clearly see what you want - but are not quite sure how to get there, it's time to reach out. At this very moment, we have promotions that will reward you for progressing to key milestones along our incredible Career Path. Race for Red will recognise you for achieving your Red Jacket; Destination Directorship rewards you for becoming a Director and Catch the Dream will take you to New Director Education in dazzling Dallas. And that's above and beyond the existing Mary Kay® rewards and benefits that are available 365 days a year!

So, what does 'reaching out' mean exactly? It's means leveraging the experience, skills and generosity of the Mary Kay® women that surround you. Wonderful, accomplished women who have been where you are; wanted what you want and have done what you are yet to do! They are amazing women who will share, guide and support you - if you 'reach out'. In other words, all you need to do is ask. WHO will you ask? Whoever it is, whatever you want, I look forward to celebrating your achievements in the coming year.

John P. Simcocks

John Simcocks
General Manager
Australia and
New Zealand



EARN YOUR MONTHLY ORDERING BONUS

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!

Checkout this example: If you place a Section 1 retail order for \$500 NZ\$550 in week 1 and then place another Section 1 retail order for \$1,000 NZ\$1,100 in week 3, you'll receive TWO FREE* Packs, containing: 1 Mary Kay® True Dimensions™ Lipstick, 1pk/6 TimeWise® Microdermabrasion Samplers, 1 Mary Kay® Oil-Free Eye Makeup Remover and 1 Satin Lips® Lip Balm! Pretty cool!

Enjoy being rewarded with even more FREE* Mary Kay® products.



skincare products not included

1. **Reach \$500 NZ\$550**
1x Mary Kay® True Dimensions™ Lipstick – Pink Chérie
1x TimeWise® Microdermabrasion Samplers (pk 6)
2. **Reach \$1,000 NZ\$1,100**
And receive this Mary Kay Favourites pack
1x Mary Kay® Oil-Free Eye Makeup Remover
1x Satin Lips® Lip Balm
3. **Reach \$1,700 NZ\$1,800**
And receive your Define and Protect pack
1x Mary Kay® Gel Eyeliner with Expandable Brush Applicator – Jet Black
1x Mary Kay® CC Cream Sunscreen SPF 15 Light/Medium
4. **\$3,700 NZ\$3,900**
Now lift your retail order value a little more and you will also receive this additional Ultra Collection pack too!
1x Satin Body™ Hydrating Lotion
1x Mary Kay® Brush Collection
1x Mary Kay® Oil-Free Hydrating Gel Samplers (1/pk 6)
1x Mary Kay® Intense Moisturizing Cream Samplers (1/pk 6)

* Conditions apply

*Monthly Ordering Bonus Conditions

Monthly Ordering Bonus will be determined by the total cumulative Section 1 Retail orders processed within a calendar month. • Strictly while stocks last. • 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 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/bonus of equal or greater value in the event supplies are depleted. • Normal month-end conditions apply as advertised in Applause magazine. • If the MOB is achieved via a Beauty Direct Order, the reward will be dispatched with the next Section 1 Retail order placed by the consultant. If the consultant does not place a Section 1 Retail order within 3 months the reward will be forfeited.

APRIL CUSTOMER VIP CORNER

Get TWO for the price of one!

Indulgent? Yes!

Luxurious? Yes!

Effective? You bet!

This cool, soothing gel contains botanical extracts to help revive tired eyes. Fresher looking skin and reduced puffiness helps eyes to feel sensational and look their sparkling best in next to no time. For added luxury and relaxation, use Mary Kay® Indulge® Soothing Eye Gel as an eye mask twice a week.



BUY one and get another FREE!

Mary Kay® Indulge® Soothing Eye Gel **\$30 NZ\$37**

While stocks last (Part #10084333)



LAST MONTH!

Deliciously Adorable Hostess Tempter

Love it! Want it! Who wouldn't want this amazing NouriShine Plus® Mini Lip Gloss Set? It contains six glorious shades to suit every mood - and each is neat enough to pop into the smallest purse or pocket.

\$10 NZ\$12

(Part #10073879)

➤ **Go Online:** see conditions on the community page

\$25 MARY KAY JOINING OPPORTUNITY



Mary Kay is for every woman everywhere

For decades, Mary Kay has changed the lives of millions of women across the world. Never standing still, continually evolving and adapting, today's Mary Kay offers the same life-changing opportunities - with a fresh, modern twist.

Here are three great points to share with potential recruits:



1 It's AFFORDABLE for Every Woman

Getting started is even more affordable than ever! At just \$25, the decision to join is a low risk, price-friendly way to start with Mary Kay. Plus, the new Welcome Pack contains all the products you need to get started!



2 The Product Bundles offer CHOICE and BENEFITS for Every Woman

There's no pressure. New Consultants can choose to SAVE money on their favourite products or EARN money by sharing with family and friends. However New Consultants decide to start, they'll find the four Product Bundles easy to:

- Order top selling products in one simple, fuss-free step.
- Earn generous discounts! That means big savings on the full retail value of the Product Bundle.
- Earn an additional FREE product gift with every Product Bundle!
- Get all the 'Party' tools you need with each Product Bundle to get started straight away.

Each Product Bundle costs just \$250 NZ\$275 less your eligible discount - far less than the full retail value of the products and tools!

3 Perfect PRODUCTS for Every Woman

Mary Kay offers an incredible range of skincare and cosmetics for every woman. New Consultants will find products to suit, regardless of age, product or even price preference. It's all here, from affordable fashion-forward colour products to the latest hi-tech skin care innovations!

..... *What you're saying about the new \$25 Welcome Pack*



Amanda Hayward, Sales Director on how the \$25 Welcome Pack and Product Bundles work for her...

"I applied the 3 foot rule - told everyone within 3 feet about the \$25 Welcome Pack, and by recruiting many new consultants I was the No. 1 Director of Sharing for the month! Purchasing their bundles upfront made it easy for new consultants to get active and even lifted some to the SmartStart qualified level. I also found the team building guide so easy for new consultants to share with their friends and start moving up the career path straight away!"

So what are you waiting for? Share the amazing NEW \$25 Mary Kay opportunity with everyone you know!

Mother's Day

Sunday 10th May

Make this Mother's Day different. Choose a Mary Kay® gift that will keep caring for Mum long after her special day has been and gone.

These specially selected Mary Kay® favourites make gorgeous gifts. And with generous cost-savings on offer, you can give Mum the very best and have enough change to add a box of her favourite chocolates too!



OUR GIFT TO YOU! ONE MONTH ONLY!

SAVE 20% Mary Kay® best sellers



MOTHER'S DAY GIFTS THAT LINGER longer.

Not available via Beauty Direct. While Stocks Last.

Was \$66 NZ\$77.50
NOW \$52.80 NZ\$62



TimeWise® Microdermabrasion Set

"The Microdermabrasion Set is a MUST HAVE in all beauty bags! The two products combined have multiple benefits for all skin types – minimising fine lines & wrinkles, evens out skin tone, minimises pores, rids blackheads & removes dead skin cells – what more could anyone ask for!"

Reanne Medill, Sales Director



Was \$181 NZ\$208
NOW \$144.80 NZ\$166.40

TimeWise® Miracle Set

2 types - Normal/Dry, Combination/Oily

"I have been using our TimeWise® Miracle Set for 14 years now and I still love how refreshed and moisturised my skin feels after each use. I just love how quick and easy it is to use while getting all those added benefits of essential skincare and at a GREAT price!" Kate Levins, Sales Director.



Was \$69 NZ\$79.50
NOW \$55.20 NZ\$63.60

Peach Satin Hands® Hand Pampering Set

"Harsh chemicals that are part of our everyday life can play havoc with our skin, drawing moisture out of our hands. After using the Peach Satin Hands® Hand Pampering Set you won't believe that they're your hands... And the smell!!! This is pure luxury for our neglected hands." Maureen Allison, Sales Director.



Mary Kay® Foundation Primer Sunscreen SPF 15

"You need a good canvas, and you need to prep that canvas. You can't really expect something without prepping the skin. Makeup isn't magic."



Charlie Green, Mary Kay Global Makeup Artist



Was \$30 NZ\$37
NOW \$24 NZ\$29.60



Mary Kay® Extra Emollient Night Cream

"Not only is the Extra Emollient Night Cream suitable for extremely dry skin, but it also contains Beeswax and Petrolatum, helping protect the skin and seal in moisture. Apply before your mask to make the skin softer and smoother."

Jane Zhang, Senior Sales Director



Was \$29 NZ\$36
NOW \$23.20 NZ\$28.80



Was \$24 NZ\$27.50
NOW \$19.20 NZ\$22

Mary Kay® Ultimate Mascara Black

Expert Extra - Never pump the mascara wand in its tube! This can dry out your mascara. Also, remember to replace any mascara after about three months of use for best results.



Mary Kay® Makeup Finishing Spray by Skindinavia®

"Makeup finishing spray is especially great for weddings, photos, or a night out."

Keiko Takagi, Mary Kay Global Makeup Artist

Was \$25 NZ\$30
NOW \$20 NZ\$24



Mary Kay® Oil-Free Eye Makeup Remover

"When I use this product to take off waterproof mascara on models, the mascara comes off without pulling and tugging. This stuff really works and I would recommend it to everyone!"



Luis Casco, Mary Kay Global Makeup Artist

Was \$22 NZ\$25.50
NOW \$17.60 NZ\$20.40



Mary Kay® Mineral Powder Foundation Brush

"This is a really cool brush that I love. It's so easy to apply your mineral powder foundation. You can also use this brush on its own to buff out makeup after you've applied it."

Luis Casco, Mary Kay Global Makeup Artist

Was \$15 NZ\$17
NOW \$12 NZ\$13.60



Mary Kay® CC Cream Sunscreen SPF15

"I love that Mary Kay® CC Cream is an all-in-one, multifaceted product. It's great to create a natural day look for running errands or a glamorous evening look when paired with a smoky eye to keep the look modern and fresh."

Diana Carreiro, Mary Kay Global Makeup Artist

Was \$38 NZ\$45
NOW \$30.40 NZ\$36



Mary Kay® Mineral Powder Foundation

6 shades - Ivory 1, Ivory 2, Beige 1, Beige 2, Bronze 1, Bronze 3

"Our Mary Kay® Mineral Powder Foundation is simply the best! You can wear it on its own or you can apply it over our liquid foundation for weightless and flawless look."

Gina Fitzgerald, Senior Sales Director.

Was \$30 NZ\$37
NOW \$24 NZ\$29.60



50% OFF FLASH SALE ... MORE PRODUCTS ADDED!

FOR ONE MONTH ONLY! WHILE STOCKS LAST

- 1. Simply Cotton Body Lotion **\$11.00 / NZ\$12.50**
- 2. Simply Cotton Shower Gel **\$11.00 / NZ\$12.50**
- 3. Simply Cotton Sugar Scrub **\$12.50 / NZ\$15.00**
- 4. Forever Orchid Body Scrub **\$12.50 / NZ\$15.00**
- 5. Forever Orchid Fragrance **\$22.50 AU ONLY**
- 6. Winter Wishes™ Set **\$40.00 / NZ\$45.00**
- 7. Little Gifts Hand Cream (Vanilla Mint, Vanilla Berry) **\$11.50 / NZ\$13.00**
- 8. Little Gifts Lip Balm Set (pk 3) **\$30.00 / NZ\$33.00**
- 9. Fragrance-Free Satin Hands® Hand Pampering Set **\$34.50 / NZ\$39.75**





MARY KAY SEMINAR 2015



SHINE AT SEMINAR 2015

It's the Mary Kay event of the year. It's the place where achievement is celebrated and dreams are born. It's the place to soak up success and revel in the enthusiasm that is Mary Kay® Seminar, 2015! It's the place you HAVE to be. It's the only place to be!

EARLY BIRD Registration:

Save & Reward Yourself - Register Early

Only \$330 NZ\$360 if you register by end the of May

SAVE - \$30 NZ\$30 off the total cost of your registration

GIFT - Receive a TimeWise Body™ Targeted-Action™ Toning Lotion for Free*. Valued at \$50 NZ\$56.

WIN YOUR REGISTRATION - Go into the DRAW to win your Seminar Registration for FREE! One lucky winner drawn each fortnight.**



*Your early bird gift will be waitlisted and will be sent with your next section 1 retail order.

** The registration fee will be credited to the winners Mary Kay account.



WHERE: **Pullman & Mercure Hotel, Albert Park, Melbourne**

With its cool vibe, downtown location and sensational facilities, you can relax in style and soak up the sensational Seminar atmosphere.

WHEN: **Thursday and Friday, 23rd -24th July, 2015**

REGISTRATION: **Commences 1st April and closes 30th June, 2015**

Deposit: \$100 NZ\$100 (April & May only)

Early Bird: \$330 NZ\$360 (April & May only)

Early Bird Balance: \$230 NZ\$260 (By end of May Only)

Full Registration: \$360 NZ\$390 (June)

Full Balances: \$260 NZ\$290 (June)

Extra Awards Night Tickets: \$100 NZ\$110

ATTENTION ALL ATTENDEES!

YOUR FREE SEMINAR BUNDLE

Please note: colours may vary.

worth over \$250 NZ\$300



iPad not included

Product not included

All attendees will receive this fantastic Seminar Registration Bundle valued at over \$250 NZ\$300!

Calling all Consultants!

Seminar is a MUST for you! It's the perfect opportunity to meet, greet and learn from others. Everyone is there, from brand new Consultants, to the most successful Red Jackets and Sales Directors across Australia and New Zealand.

You will:

- Learn hot tips and invaluable advice from the best in our business.
- Find out the latest news and preview exciting developments - hot off the press!
- Share in the excitement and success of women just like you as they parade across the Seminar stage on Awards Night.
- Have fun the Mary Kay way as you establish friendships and build bonds with amazing women who 'get' you!
- Be one of the first to preview the latest and most dazzling Annual Awards jewellery yet!
- Soak up the enthusiasm, set goals and dream big as you plan for your year of achievement.

*Qualification for both sales and team building is based on the ladder of Success qualification rules.

**For the 2014-2015 Seminar Year

Seminar Achievers' Lunch

1 April – 30 June 2015

Enjoy a fabulous sit-down, two-course lunch with Mary Kay® VIPs!

Here's how to qualify

Independent Beauty Consultants

During the April-June quarter 2015:

- Achieve a Diamond, Emerald or Pearl star with a minimum of 2 qualified* new Team members for the quarter.

OR

- Achieve level three of the Race for Red challenge and introduce 5 'Active' new Team Members.
- • •
- Achieve both conditions of the promotion. Or achieve 1 condition of the promotion and achieve either the Court of Personal Sales or the Court of Sharing** and receive a "Special" gift presented to you at Seminar.

Independent Sales Directors

During the April-June quarter 2015:

- Achieve a Diamond, Emerald or Pearl star with a minimum of 2 qualified* new Team members for the quarter.

OR

- Have 5% or more Red Jackets in your Unit in any (one) month of the promotion quarter.

OR

- Have 3 or more Independent Beauty Consultant in your Unit achieve any level of the Race for Red Consultant Challenge.

OR

- Achieve Circle of Excellence**
- • •
- Achieve 2 or more conditions of the promotion and receive a "Special" gift presented to you at Seminar.

March 16, 2015 - June 30, 2015

RACE FOR RED

What will YOU wear at Seminar 2015?

Determined to make a dynamic entrance at Seminar?

Then make it in **RED!** Why not make a commitment, right now, to earning your exclusive 'Emma' Red Jacket - and more free - in time for your Seminar attendance in July?

Get Ready to GO! Here's How:

Independent Beauty Consultant Challenge

1. Start by introducing 3 active personal team members

- To receive your brand new, exclusive 'Emma' Red Jacket absolutely FREE!
- Have your achievement recognised on stage at Seminar 2015!

2. Add 1 more and make it 4!

- To receive your brand new, exclusive 'Emma' Red Jacket absolutely FREE!
- **And earn the elegant Red Jacket Scarf too!**
- Have your achievement recognised on stage at Seminar 2015!

3. Add 1 more, and strive for 5

- To receive your brand new, exclusive 'Emma' Red Jacket absolutely FREE! And the elegant Red Jacket Scarf!
- **And Attend the Achievers lunch at Seminar!**
- Have your achievement recognised on stage at Seminar 2015

Already in RED? Upgrade your Red Jacket to the stunning 'Emma'

Unit Challenge

Have 3 or more Independent Beauty Consultants in your Unit achieve any level of the Race for Red Consultant Challenge and receive:

1. On-stage recognition at Seminar 2015
2. Attend the Achievers lunch at Seminar 2015



Remember

New Team Members must place minimum cumulative section 1 Retail Orders of \$250 NZ\$275 within one calendar month during the promotion period.



WRITE your commitment in RED!

"Start writing your own success today! Set your goals and hang on to them until they are a reality. You've got to believe it before you will ever see it. Whatever the mind can perceive and believe, you can achieve!"

- Mary Kay Ash

Go Online: [Community Page/Contest/Recognition/Promotions/Challenges](#)

Destination **DIRECTORSHIP**

Destination Leadership

New DIQs



Earn even more when you become a DIQ!

This ultra-professional Mary Kay, DIQ Business Pack containing all you need to lead your Unit to success!*

- Eligibility to attend Director webinars
- Personal mentoring calls
- Your dazzling Future Director's Pin

**Earn your Leadership
2016 Registration and
Accommodation
FREE!**

Here's how to qualify:

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 DIQ or Sales Director during the promotion period



[Go online](#): Checkout the terms and conditions for even more exciting details!

Are You a **BRAND NEW** CONSULTANT?

It's time to Start Smart - with SmartStart!



Get your **FREE* MONTH OF JOINING Bonus!**

Just place cumulative Section 1 Retail Orders totalling \$500 NZ\$550 in the month that you join and receive a FREE Mary Kay® Oil-Free Eye Makeup Remover! And the really great news - this order also contributes towards your SmartStart 1* bonus reward!

Sell and EARN

Place minimum cumulative Section 1 Retail Orders totalling **\$1,000 NZ\$1,100**, to earn one of these amazing Product Bundles of your choice! You can use them as inventory, display products or even Hostess Gifts. All will help you to GROW your business!

SmartStart 1 - Your choice of Product Bundle & the *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!



1. TimeWise® Skincare Bundle valued at \$360.50 NZ\$416
2. Colour Bundle valued at \$338 NZ\$397
3. 'Must-Have' Bundle valued at \$324 NZ\$374.50
4. Body Bundle valued at \$343 NZ\$391



Get this FREE with SmartStart 1

THIS Can Be YOURS!

Mary Kay® Toolbox

Just have minimum cumulative Section 1 Retail Orders processed* to the value of \$3,000 NZ\$3,300 within your first three full months! SmartStart 1 must be achieved to qualify.



LEARN and Grow

Check out these three quick and effective learning opportunities:

1. **FirstStepsOnline:** Learn the basics online - NOW! And you'll receive an Eye Essentials Pack for free!
2. **Essential Steps To Reach Success:** Progress to a one-day, face-to-face workshop in your area. You'll receive a \$200 NZ\$220 Retail Product Voucher* too!
3. **Essential Steps To Teambuilding:** Get serious about building a Team and earning even more!

Recruit and BUILD

With each NEW Team Member* you introduce, you'll receive additional rewards like these.

Recruit 1 New Team Member and earn

Mary Kay Business Organiser

Recruit 2 New Team Members and earn

Mary Kay \$100 NZ\$110 Retail product Voucher



Go Online: Community Page/Education/SmartStart

* Conditions apply

Be a STAR

April - June 2015

CONSULTANT PROGRAM

Whether you are new to Mary Kay or a seasoned professional, you can Be a Star!

Earning a Star for your Ladder of Success Pin is all about establishing great habits that will help you to reap the full rewards and benefits that Mary Kay has to offer. Not only will you earn more \$\$ and be rewarded with more prizes, you'll climb the Mary Kay Career Path too!

Remember, as your experience grows, you can reach even higher!

New Quarter! Seems you just LOVE shopping! That's why these popular gift cards are back for Quarter 2!



Are you a new Star Consultant? Then you can easily become a Red Jacket Consultant too! Turn to page 10 of this Applause and check out the RACE for RED promotion starting this month!

RACE FOR RED



CHOOSE Your Star.
CHOOSE Your Gift Card.

- 1. SAPPHIRE STAR**
Myer e-Card* \$20/Farmers Gift Card**NZ\$25
- 2. RUBY STAR**
Myer e-Card* \$30/Farmers Gift Card**NZ\$35
- 3. DIAMOND STAR**
Myer e-Card* \$40/Farmers Gift Card**NZ\$45
- 4. EMERALD STAR**
Myer e-Card* \$50 /Farmers Gift Card**NZ\$55
- 5. PEARL STAR**
Myer e-Card*\$60/Farmers Gift Card**NZ\$65

Go online: [CommunityPage/Contest/Recognition/BeaStar](#)

*Digital Gift Card emailed the month following qualification
**Gift card will be posted the month following qualification



Recognition

FEBRUARY 2015



NEW SALES DIRECTORS / NEW SENIOR, FOR MARCH



Congratulations to Sarah Copping on her debut as a new Sales Director! Sarah is from KEMPTON TAS and is from the Heenan Unit and is part of the Go-Give Area!



Congratulations to S.Dir. Jessica Heenan on the debut of her offspring Sarah Copping! Jessica is from OLD BEACH TAS and is part of the Go-Give Area.



Congratulations to Jodie Hall on her debut as a new Sales Director! Jodie is from SCOTTS DALE TAS and is from the McNeill Unit and is part of the Go-Give Area!



Congratulations to NEW first time S.Dir. Katherine McNeill on the debut of her offspring Jodie Hall! Katherine is from AUSTINS FERRY TAS and is part of the Go-Give Area.

NEW SALES DIRECTORS IN QUALIFICATION FOR MARCH



Congratulations to new DIO Ying (Amy) Sul! Amy is from the Zhang Unit and the Kao Area

CURRENT DIRECTORS IN QUALIFICATION

JAN/FEB/MAR/APR

Kylie Kurtelova from the Hardcastle Unit and the Go-Give Area

FEB/MAR/APR/MAY

Jael Barrios from the Roet Unit and the Go-Give Area
Lanlan Wang from the Zhang Unit and the Kao Area

MAR/APR/MAY/JUNE

Ying (Amy) Sue from the Zhang Unit and the Kao Area

ANGELS

Angels represent the top performers in each Annual Awards category. Congratulations to our February Angels!



COURT OF DIRECTOR UNIT SALES
E.S.D. Lyn Perkins



COURT OF DIRECTOR PERSONAL SALES
Dir. Donne Cuzzola



COURT OF CONSULTANT PERSONAL SALES
Karen Shepherd Elley



COURT OF SHARING
Dir. Amanda Hayward

TOP 10 FEBRUARY 2015

Congratulations to all the Top 10 achievers

UNITS

1. Perkins	\$51,449
2. McNeill	\$44,565
3. Elley	\$43,397
4. Waterhouse	\$40,011
5. Cuzzola	\$37,015
6. Roet	\$31,135
7. Pocknall	\$30,724
8. McMahon	\$28,875
9. Reed	\$28,514
10. Duke	\$28,267

SALES DIRECTORS

1. Dir. Donne Cuzzola	\$7,758
2. Dir. Mary-Ann Rose	\$6,658
3. Dir. Robyn Davidson	\$6,346
4. Dir. Katherine McNeill	\$6,075
5. Dir. Julie Heuston	\$4,799
6. Dir. Maureen Allison	\$4,667
7. Dir. Gayle Taylor	\$4,579
8. S.Dir. Cilla Valenti	\$4,363
9. F.E.S.Dir. Tanya Roet	\$4,009
10. S.Dir. Alison Rogers	\$3,800

CONSULTANTS

1. Karen Shepherd Elley	\$13,866
2. Tracey Holland Borg	\$5,784
3. Jodie Hall McNeill	\$5,086
4. Catherine Devola Levins	\$5,061
5. Vikki Bendeich Perkins	\$4,826
6. Sue Cooper Livermore	\$4,690
7. Zalie Perry Smith, J	\$4,536
8. Thi Tu Quyen Dang Nguyen	\$4,456
9. Athanasia Tsambas Roet	\$4,039
10. Renee Spence Cuzzola	\$3,857

PERSONAL TEAMBUILDING

1. Dir. Amanda Hayward	7
2. Jodie Hall McNeill	6
3. S.Dir. Stevie-lee Reed	6
4. S.Dir. Nicole Hand	6
5. F.E.S.Dir. Jane Elley	5
6. Dir. Pia Schafberger	5
7. Dir. Toni McQuade	5
8. Dir. Katrina Totman	5
9. Rebecca Fitzgerald Fitzgerald	5
10. Amelia Bartlett Roet	5

TOP 20 YEAR TO DATE IN OUR ANNUAL AWARDS COURTS

Congratulations to the Units, Independent Sales Directors and Consultants as at February 26th 2015.

UNITS

1. E.S.Dir. Lyn Perkins	\$761,949
2. E.S.Dir. Bronwyn Waterhouse	\$569,267
3. F.E.S.Dir. Lisa Duke	\$545,819
4. F.E.S.Dir. Jane Elley	\$534,688
5. S.Dir. Mary Munns	\$510,432
6. F.E.S.Dir. Tanya Roet	\$501,621
7. S.Dir. Val Triplett	\$499,597
8. Dir. Donne Cuzzola	\$494,707
9. Dir. Tara McMahon	\$461,166
10. Dir. Lynne Croker	\$432,951
11. S.Dir. Kim Ellis	\$427,835
12. Dir. Suemaree Pocknall	\$424,139
13. Dir. Julie Heuston	\$407,503
14. S.Dir. Carima Coultas	\$404,831
15. E.S.Dir. Jennifer Ratcliffe	\$402,258
16. S.Dir. Stevie-lee Reed	\$345,368
17. Dir. Maureen Allison	\$336,685
18. S.Dir. Danielle Baker	\$331,100
19. Dir. Jan Smith	\$318,724
20. Dir. Katherine McNeill	\$318,056

SALES DIRECTORS

1. Dir. Maureen Allison	\$79,362
2. Dir. Katherine McNeill	\$67,981
3. Dir. Donne Cuzzola	\$63,207
4. Dir. Jessica Heenan	\$59,745
5. Dir. Mary-Ann Rose	\$57,137
6. Dir. Jan Smith	\$55,732
7. Dir. Mary-Ann Rose	\$54,298
8. Dir. Rouwya Naboulsi	\$53,363
9. Dir. Melanie Sleeman	\$53,341
10. S.Dir. Alison Rogers	\$51,258
11. Dir. Tara McMahon	\$50,302
12. Dir. Kristy Ingram	\$48,977
13. F.E.S.Dir. Carissa Hall	\$48,898
14. E.S.Dir. Bronwyn Waterhouse	\$48,718
15. Dir. Jay Prince	\$46,847
16. S.Dir. Danielle Baker	\$46,778
17. Dir. Susan Cameron-Davies	\$46,428
18. F.E.S.Dir. Tanya Roet	\$46,010
19. Dir. Reanne Medill	\$45,513
20. Dir. Julie Heuston	\$45,271

CONSULTANTS

1. Tracey Holland Borg	\$87,381
2. Vicky-Lee Restieaux Roberts	\$60,303
3. Jan Greig Thompson	\$46,850
4. Emma Boyd Allison	\$44,588
5. Sheryl Hyde Anderson	\$44,170
6. Kelli Florisson Cuzzola	\$41,555
7. Sue Dumbrell Cassidy	\$40,469
8. Jodie Hall McNeill	\$40,330
9. Renee Spence Cuzzola	\$39,931
10. Fiona Walsh Heuston	\$39,544
11. Tumer Rigoni Craig	\$38,644
12. Shannyn Stevens Triplett	\$37,453
13. Jane Nicholl Bagley	\$36,446
14. Kylie Spice Pocknall	\$36,201
15. Susanne Gane Price	\$35,131
16. Lindy Harman Duke	\$35,072
17. Shelley Worsley Hall	\$34,334
18. Elinor Reynolds Morgan	\$33,557
19. Mary Knappe Purcell	\$32,069
20. Gai Campbell Croker	\$31,979

SHARING

1. Dir. Tara McMahon	\$8,581	33
2. Dir. Reanne Medill	\$5,824	25
3. S.Dir. Carima Coultas	\$5,792	33
4. Dir. Pia Schafberger	\$5,496	51
5. E.S.Dir. Jennifer Ratcliffe	\$4,643	35
6. S.Dir. Jane (Jie) Zhang	\$4,203	29
7. Dir. Rita Hamonfore	\$4,002	52
8. Jodie Hall McNeill	\$3,743	33
9. Dir. Toni McQuade	\$3,655	30
10. Dir. Thao Nguyen	\$3,619	25
11. S.Dir. Karyn Hardcastle	\$3,468	25
12. F.E.S.Dir. Tanya Roet	\$3,312	25
13. Dir. Amanda Hayward	\$3,017	31
14. Dir. Belinda Hudson	\$2,672	25
15. Dir. Qui Ko	\$1,460	24
16. Dir. Grace Devries	\$2,910	22
17. Dir. Li (Lina) Ding	\$1,837	21
18. S.Dir. Stevie-lee Reed	\$3,842	20
19. S.Dir. Kathrine Doherty	\$3,117	20
20. S.Dir. Catalina Obien	\$3,093	20

CHARM ACHIEVERS

We applaud the Sales Directors and Consultants for sharing the business opportunity by introducing three or more new Team Members in February 2015.

GOLD CHARM

(Five New Team Members)
Dir. Amanda Hayward
Jodie Hall *McNeill*
S.Dir. Stevie-lee Reed
S.Dir. Nicole Hand
F.E.S.Dir. Jane Elley
Dir. Pia Schafberger
Dir. Toni McQuade
Dir. Katrina Totman
Rebecca Fitzgerald *Fitzgerald*
Amelia Bartlett *Roet*

SILVER CHARM

(Four New Team Members)
Dir. Reanne Medill
F.E.S.Dir. Tanya Roet
S.Dir. Di Gardiner
Dir. Debra Galpin
Dir. Lorna Whitehead
Hayley Robinson *Allison*
S.Dir. Fiona Ismail
Dir. Anna Said

BRONZE CHARM

(Three New Team Members)
Dir. Tara McMahon
S.Dir. Carima Couttas
Dir. Kristy Ingram
Dir. Jan Smith
S.Dir. Jane (Jie) Zhang
Dir. Maureen Allison
F.E.S.Dir. Pauline Connell
S.Dir. Kathrine Doherty
Dir. Belinda Hudson
F.E.S.Dir. Carissa Hall
D.I.Q Sarah Copping *Heenan*

Dir. Carol Morgan
Dir. Jay Prince
Ying (Amy) Su *Zhang*
Dir. Kristy Cumming
Sally Barsoum *Obien*
S.Dir. Marika Leposa
Joanne Cameron *Elley*
Jodi Gibson *Hayward*
Jacqueline Peperkamp *Couttas*



5% RED JACKET CLUB

Congratulations to the Units who had 5% or more red jacket Consultants in their Unit during February 2015 and have earned their spot in the 5% Red Jacket Club!

Unit	%
Dir. Katrina Totman	7.40%
Dir. Val Taylor	6.90%
Dir. Lynne Croker	6.50%
Dir. Julie Heuston	6.00%
Dir. Carmen Wilson	5.60%
S.Dir. Trudy Clarkson	5.10%
Dir. Kate Levins	5.10%
F.E.S.Dir. Carissa Hall	5.10%
Dir. Jan Smith	4.90%

6.5% CLUB CONSULTANTS

Congratulations to the following top 30 Sales Directors who earned 6.50% teambuilding commissions during February 2015.

Jodie Hall <i>McNeill</i>	\$1,249
Kylie Kurtelova <i>Hardcastle</i>	\$368
Juanita Paton <i>Clarkson</i>	\$326
Kylie Spice <i>Pocknall</i>	\$279
Rebecca Moore <i>Ratcliffe</i>	\$232



6.5% CLUB SALES DIRECTORS

Congratulations to the top 30 Sales Directors who earned 6.50% teambuilding commissions during February 2015.

F.E.S.Dir. Jane Elley	\$1,343
Dir. Tara McMahon	\$1,095
S.Dir. Stevie-lee Reed	\$1,005
S.Dir. Carima Couttas	\$928
E.S.Dir. Bronwyn Waterhouse	\$898
S.Dir. Trish Price	\$849
Dir. Donne Cuzzola	\$771
Dir. Pia Schafberger	\$750

E.S.Dir. Jennifer Ratcliffe	\$717
F.E.S.Dir. Lisa Duke	\$700
Dir. Reanne Medill	\$685
E.S.Dir. Lyn Perkins	\$681
Dir. Kristy Ingram	\$648
Dir. Melissa Livermore	\$612
Dir. Thao Nguyen	\$571
Dir. Julie Heuston	\$568

Dir. Jessica Heenan	\$555
S.Dir. Mary Munns	\$547
Dir. Jan Smith	\$513
S.Dir. Jane (Jie) Zhang	\$485
Dir. Melanie Sleeman	\$477
Dir. Toni McQuade	\$472
Dir. Amanda Hayward	\$464
S.Dir. Gina Fitzgerald	\$456

S.Dir. Bev Lindemann	\$456
Dir. Katherine McNeill	\$453
Dir. De Arne Prosser	\$445
S.Dir. Karyn Hardcastle	\$438
Dir. Grace Devries	\$435
Dir. Narelle White	\$424

NEW DIRECTOR EDUCATION PROGRAM CLASS OF FEBRUARY 2015



From left to right Sales Directors:

Natalie Russell, Shannan Brown, Grace Devries, Amanda Hayward, Director, Sales & Marketing, Jenny Bray, General Manager, AUS/NZ, John Simcocks, Rosemary Gurr, Emma McKenna, Amy Ashlin

RED JACKET RALLY 2015

Congratulations to the following Consultants who have really turbo charged their climb on the Mary Kay Career path and are on their way to Hangzhou China for Red Jacket Rally!

To earn this fantastic trip, each of these Consultants had over \$10,000 in personal production and a minimum of 10 new Smartstart qualified recruits between October 2014 – January 2015! What a fabulous accomplishment!

NEW Dir. Jodie Hall from the Go-Give Area
NEW Dir. Grace Devries from the Go-Give Area
Lisa Perkins from the Levins Unit and the Cassidy Area
NEW DIQ Ying (Amy) Su from the Zhang Unit and the Kao Area
NEW DIQ Lanlan Wang from the Zhang Unit and the Kao Area
NEW DIQ Jael Barrios from the Roet Unit and the Go-Give Area

FABULOUS FIFTIES NEW SALES DIRECTOR PIN FEBRUARY 2015



Dir. Amanda Hayward from the Go-Give Area

Congratulations to the following outstanding new Sales Director who has laid the cornerstone of her foundation for success by reaching a unit size of 50 within her first six months of Directorship. In recognition of her achievement, she will be awarded an exclusive gold plated pin with five dazzling crystals.

CATCH THE DREAM – NEW DIRECTOR EDUCATION IN DALLAS TEXAS FEBRUARY 2015

Congratulations to the following inspirational new Sales Directors that have achieved their Fabulous Fifties during 2014 and 2015 and have maintained or grown their Unit size as at the end of the promotional period. They are truly on their way to earning great rewards in their Mary Kay career and have the potential to reach the highest levels of the career path!

Dir. Belinda Hudson from the Go-Give Area
Dir. Katrina Totman from the Go-Give Area
Dir. Amanda Hayward from the Go-Give Area

Please also give a big congratulations to those Sales Directors who have earned this incredible achievement by having two of her first line offspring achieve "Catch the Dream" and achieving the Senior Director conditions of the challenge themselves!

E.S.Dir. Jennifer Ratcliffe from the Go-Give Area



SUPERSTARS

Congratulations to our Superstars for February 2015. All of these Superstars are well on their way to earning a Diamond on their Ladder.

Karen Shepherd Elley
Dir. Donne Cuzzola
Dir. Mary-Ann Rose
Dir. Robyn Davidson
Dir. Katherine McNeill

Tracey Holland *Borg*
Jodie Hall *McNeill*
Catherine Devola *Levins*
Vikki Bendeich *Perkins*
Dir. Julie Heuston

Sue Cooper *Livermore*
Dir. Maureen Allison
Dir. Gayle Taylor
Zalpie Perry *Smith, J*
Thi Tu Quyen Dang *Nguyen*

S.Dir. Cilla Valenti
Athanasia Tsambas *Roet*
F.E.S.Dir. Tanya Roet

SALES DIRECTOR COMMISSION

Congratulations to the top 30 Sales Directors on earning in excess of \$2000 NZ\$2250 in Sales Director Commissions during February 2015. These figures do not include earnings from personal sales.

E.S.Dir. Lyn Perkins	\$8,512
E.S.Dir. Bronwyn Waterhouse	\$7,136
F.E.S.Dir. Jane Elley	\$6,274
Dir. Katherine McNeill	\$5,357
S.Dir. Stevie-lee Reed	\$4,875
Dir. Donne Cuzzola	\$4,608
F.E.S.Dir. Tanya Roet	\$4,471
Dir. Tara McMahon	\$4,391

F.E.S.Dir. Lisa Duke	\$4,329
S.Dir. Carima Couttas	\$4,233
S.Dir. Mary Munns	\$3,953
F.E.S.Dir. Pauline Connell	\$3,882
E.S.Dir. Jennifer Ratcliffe	\$3,728
Dir. Jan Smith	\$3,576
Dir. Melissa Livermore	\$3,445
Dir. Julie Heuston	\$3,395

S.Dir. Val Triplett	\$3,394
Dir. Kate Levins	\$3,225
Dir. Suemaree Pocknall	\$3,213
S.Dir. Jane (Jie) Zhang	\$3,134
F.E.S.Dir. Carissa Hall	\$3,127
S.Dir. Danielle Baker	\$3,027
Dir. Pia Schafberger	\$3,000
Dir. Jean Zocrafos	\$2,939

S.Dir. Marylin Schirmer	\$2,899
Dir. Jessica Heenan	\$2,828
S.Dir. Kim Ellis	\$2,619
Dir. Reanne Medill	\$2,541
S.Dir. Trish Price	\$2,526
S.Dir. Robyn Lloyd	\$2,507

HAPPY ANNIVERSARY!

40 YEARS
Dianne Forrester *McGinty*
Dir. Jean Zocrafos

35 YEARS
Elaine Mulley *Provost*

25 YEARS
Sue Hutchinson *Taylor*

20 YEARS
Frances Cimarosti *Borg*
Ingrid Morgan *Elley*
Rona Cannington *Connell*

15 YEARS
Anna Flood *Croker*
Bronwyn Febey *Hislop*
Cindy Berwick *Croker*
Denise Goonan *Zocrafos*
Fleur Van Brecht *Thompson*
Gabrielle Neep *Hall*
Katrina Griffin *Perkins*
Kim Doan *Obien*
Lisa Hoerdler *Wilson*
Maureen Griffin *Hutchison*
Natasha Jarman *Waterhouse*
Nicole Spitzkowsky *Perkins*
Patricia Correlje *Smith*
Rina Lee *Lindemann*
Sandra Duke *Duke*

10 YEARS
Andrea Volpi *Fitzgerald*
Claire Sykes *Hislop*
Emmeline McDuff *Perkins*
Jacinta Crickmore *Rafferty*
Jennel Metheral *Roberts*
Jessica Landers *Allison*
Julie Anne Ford *Perkins*
Linda Smoothy *Munns*
Lisa Koegler *Anderson*

Lorraine Marshall *Ratcliffe*
Lynette Adams *Barnes*
Melissa De Celis *Hutchison*
Melissa Haisman *Croker*
Melissa Williams *Hislop*
Sasileka Satkunanathan *Obien*
Shelley Dinsdale *Elley*



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YOU CHOOSE...

How you start

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Start sharing and **EARN MONEY** by selling your favourite beauty products to friends and family.

YOU DECIDE...

When you work

How many hours you work

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