

MARY KAY

applause

AUSTRALIA / NEW ZEALAND
JANUARY 2015

*Happy
New Year!*



***New Year -
NEW YOU!***

Motivational must-reads
inside

**20% off all
fragrance!**

NEW!

VIP Customer Promo Corner
Unbeatable, easy deals every month

discover what you **LOVE**™



Mary Kay
said it best

You will want to take advantage of every single day and every single minute to get your wheels in motion for a new year. It will take a plan of action and a foundation from which to build – and a great attitude. Moving ahead quickly in your career depends upon setting and reaching goals that will take you right to the top.

Dear All,

Happy New Year! It's interesting, the Holiday season has passed and after months of looking forward to the break, I've been keen to get back to work! I've been motivated by a quote shared by a friend, "A New Year's resolution is something that goes in one year - and out the next." He got the laugh he was looking for - and I got food for thought! It made me reflect on the sort of year I want; and what I'm willing to do differently if I am to achieve it.

I spent a fair amount of time pondering that puzzle. Now I'm delighted to say that I'm pretty clear on what needs to happen if I am to end 2015 on a high. What about you? Take a little time to ponder and reflect too. I guarantee, the clarity will provide motivation and the motivation will encourage action!

Anyway, one thing is for sure, everything is in place to help you start your new Mary Kay

year in a big way. There's the ultra-generous TimeWise® offer, fantastic savings on fragrance, the brand new VIP customer offer and of course, the commencement of the 2015 Destination Directorship promotion. I wonder if while you're pondering the year to come, if you can imagine just how stylish you would look in a very chic Director's suit?

All the best for a fabulous 2015!

John P. Simcocks

John Simcocks
General Manager
Australia and New Zealand



January: dates to remember

- 1 Launch of **Colour Updates, Customer and Consultant January Only Offers and January Sales Promotions.**
- 2 **Beaut-e-News® is out!**
Follow-up with customers and link to your Facebook page.
- 26 **Australia Day - Public Holiday**
Mary Kay Head Office in Melbourne closed.
- 29 **All Bank Details, ABN (Australia only) & GST changes to be processed online by 5.00pm (AEST)**
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).
- 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 2.00pm (AEST).
- 31 **MONTH END – CONSULTANTS; ONLINE PAYMENTS, ORDERS AND INDEPENDENT BEAUTY CONSULTANT AGREEMENTS.** To count for this month must be Submitted online by 3.00pm (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 9.00pm (AEST).

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

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For use in Australia and New Zealand only.



IMPORTANT INFORMATION

Please visit the Community Page for product information.

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discover what you
LOVE



Tempting TimeWise® A Modifiable Offer too good to miss **Page 6**

Buy Now and SAVE Fragrance offers for Valentine's Day. **Page 7**

SELL!
DARE!

Dreaming of Directorship?

Would you like your Leadership 2016 Registration and Accommodation Free?

Your journey starts here and NOW. **Page 12**



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



LIMITED OPPORTUNITY!
January 1 – March 31, 2015 only.

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 minimum cumulative Section 1 Retail orders of **\$150 NZ\$165*** or higher and you will be an 'Active' Independent Beauty Consultant.

Think **BIG!**

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 recruits and tell them the great news. Remember, being an 'Active' Consultant means that they are eligible for so much more. And of course, Sharers 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!

*Check the Community Page for Terms and Conditions. This does not effect any contests, promotions or bonuses, unless otherwise stated.

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!

- 1x Mary Kay® Desk Calendar
- 1x Mary Kay® CC Cream Sunscreen SPF 15 (light/medium)



EARN MORE!



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

And receive your Soothe and Recover Pack

- 1x Mary Kay® Indulge® Soothing Eye Gel
- 1x Botanical Effects™ Mask (formula 2)



NOW EARN MORE!



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

And receive your Soothe and Sheer Pack

- 1x Mary Kay® Indulge Soothing Eye Gel
- 1x Mary Kay® Translucent Loose Powder



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 Prep and Tone pack too!

- 1x Peach Satin Hands® Hand Pampering Set
- 1x TimeWise® Targeted-Action® Toning Lotion



*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*.
- 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.

FREE PRODUCTS WHEN YOU ORDER!

Do you know that you can earn multiple sets of FREE products every month? Well you can! That's because Mary Kay's Monthly Ordering Bonus rewards are cumulative. If you place cumulative orders*, you'll earn cumulative rewards. 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 Soothe and Recover pack and the Plan It Pack too!

NEW VIP offer! ...turn to page 7

As a Mary Kay Consultant, you're also a Mary Kay VIP! That's why we're giving you even more! Make a note in your Mary Kay® Desk Calendar and checkout this page every month. You'll find details about the latest Mary Kay VIP offer just for you.

What's this month's VIP free gift??



NEW HOSTESS GIFT†!

Mary Kay® NouriShine Plus® Mini Lip Gloss Set

Get it now and get those bookings rolling in. This adorable set contains 6 Mary Kay® NouriShine Plus® mini lip glosses in a selection of fashion-forward 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 Section 1 Retail order, you can purchase \$25 NZ\$27.50 of Section 2 items. The bigger your Section 1 Retail order is, the more Section 2 items you can purchase.
- Strictly while stocks last. Limited to 10 per Consultant.
- No claims for breakages or defects will be acknowledged after 21 days of receipt of the Mary Kay® NouriShine Plus® Mini Lip Gloss Set.

GET SALES SAVVY!

Want to get your 2015 off to a flying start? Then it's time to get sales savvy!

Your success this New Year will be dependent on a few vital elements: your enthusiasm, your commitment, your action - and your understanding and awareness of your customers' needs. Knowing your customers' likely situation will help you to secure great sales now - and PLAN for a full diary in February!

SELLING NOW!

With many customers still time poor, Mary Kay's sensational, extra value offers (pages 6-7), provide a great opportunity to get in touch. Many of your customers may have the kids at home during the school holidays or face the challenge of getting back into work mode. This is about fast, efficient selling and great customer service! Here are just a few ways to get started:

- Posting January's extra-value offers on Facebook and asking customers to share your post. Make sure you highlight the urgency of 'This Month Only!'
- Keep a selection of products in the car, so you're ready to sell whenever the opportunity presents. Remember our top selling products which are the heroes in selling!
- Share with family, friends and colleagues. They constantly surround you and love a bargain too. Everyone you know is a potential customer!
- You can still consider booking in a pamper-session or colour makeover - for those customers who have the time and need a little R&R!
- Call the guys NOW. With 20% off all fragrances THIS MONTH ONLY, your timely call will provide a great gift solution - and great savings too!

PARTY ON! THINK AHEAD!

BOOK! BOOK! BOOK! Start February as you mean to go on - with a diary full of group selling opportunities! Thinking ahead and promoting bookings and parties will ensure you're earning a great income in February. And, if you have specific goals like SmartStart bonuses, Star Consultant achievement or even Seminar Courts, you can keep yourself on track and reaping great rewards!

- Colour Makeover Parties are always popular post-holiday period.
- Pampering and relaxation is much in demand! Promote group get-togethers with Peach Satin Hands™ Hand Pampering Set and Mint Bliss Energizing Lotion for Feet & Legs.
- Promote the Hostess rewards! Let customers choose from this month's gorgeous Hostess gift (page 4), product discounts or product rewards.
- Teen Time. If your customers' have tweenagers or teenagers, book them in. Teach colour, encourage a little product playtime and enjoy great sales!



discover what you love: january offers

Jump Start JANUARY

Offer More!

Want to get your 2015 off to a flying start? Then don't hold back, start sharing now! These amazing offers are available for JANUARY ONLY! The sooner you start sharing, the sooner you'll start selling - and the sooner you start selling - the sooner you'll start earning!

YOUR CUSTOMERS NEED:

TimeWise® Holiday Rescue Offer

Spend just **\$250 NZ\$280** on your personal selection of **Mary Kay TimeWise®** and **TimeWise Plus+™** products and these gorgeous gifts come **FREE!**

FREE! One Month Only!

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



Buy any of the following products to qualify:

- TimeWise® Miracle Set, \$181 NZ\$208
- TimeWise® Set, \$85 NZ\$98
- TimeWise® 3-in-1 Cleanser, \$40 NZ\$46
- TimeWise® Day Solution Sunscreen SPF 30, \$48 NZ\$55
- TimeWise® Night Solution, \$48 NZ\$55
- TimeWise® Microdermabrasion Set, \$66 NZ\$77.50
- TimeWise® Moisture Renewing Softener, \$42 NZ\$48
- TimeWise® Even Complexion Mask, \$45 NZ\$54
- TimeWise® Even Complexion Dark Spot Reducer, \$60 NZ\$67
- TimeWise® Even Complexion Essence, \$56 NZ\$63
- TimeWise® Age Fighting Moisturizer, \$45 NZ\$52
- TimeWise® Moisture Renewing Gel Mask, \$45 NZ\$54
- TimeWise® Firming Eye Cream, \$54 NZ\$61.50
- TimeWise® Age-Fighting Eye Cream, \$52 NZ\$60.50
- TimeWise Body™ Targeted-Action® Toning Lotion, \$50 NZ\$56
- TimeWise Body™ Hand and Décolleté Cream Sunscreen SPF 15, \$35 NZ\$41
- TimeWise® Replenishing Serum+C with Adenosine, \$129 NZ\$142
- TimeWise Plus+™ Regena-Firm™ Intensive Serum, \$95 NZ\$105
- TimeWise Plus+™ Volu-Fill™ Wrinkle Corrector, \$88 NZ\$95
- TimeWise Plus+™ Regena-Firm™ Night Treatment, \$85 NZ\$95
- TimeWise Plus+™ Regena-Firm™ Correcting Eye Cream, \$75 NZ\$85

TIP! This amazing TimeWise® Offer is about more than just freebies. Here's why:

For your customers: It's a chance to try best-selling products - at no cost. These generously sized, 'mini' products can be used over a period of time to ensure suitability and efficacy, so customers can be sure that the product is right for them.

For you:

- You'll have satisfied customers who purchase Mary Kay's best-selling skincare in January. That means secure sales for you too!
- You'll also have customers who have tried and will be ready to buy the full size TimeWise® Microdermabrasion Set and Mary Kay® Indulge® Soothing Eye Gel in the weeks to come!



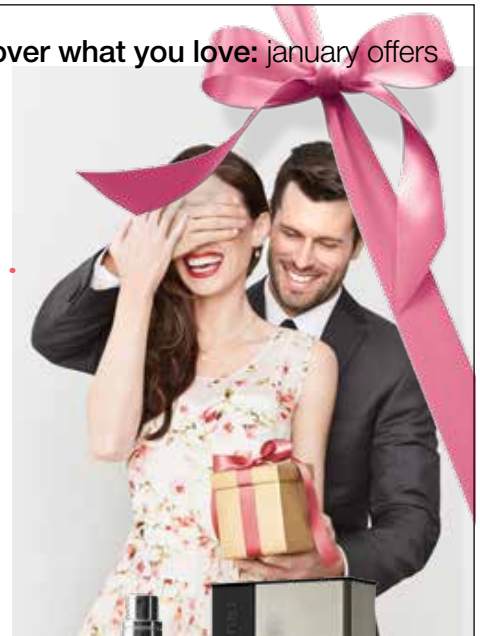
discover what you love: january offers

YOUR CUSTOMERS WANT:

To have Valentine's gifts at the ready!

Save 20% on fragrance in JANUARY ONLY!

Valentine's gifts are the perfect way to say, "You're amazing". From the special guy or gal in your life, to mum, dad or even your BFF, Valentine's Day is a great opportunity to show you care. During January only, Mary Kay offers these best-selling fragrances for an incredible 20% less. So, why wait? Valentine's Day is just one, short month away!



NOW \$49.60 NZ\$58.80

NOW \$44 NZ\$52.80



NOW \$52 NZ\$59.60

For the Girls

- **Bella Belara® Eau de Parfum, 50ml**
Was \$62 NZ\$73.50 **NOW \$49.60 NZ\$58.80**
- **Thinking of You™ Eau de Parfum, 29ml**
Was \$55 NZ\$66 **NOW \$44 NZ\$52.80**
- **Thinking of Love™ Eau de Parfum, 29ml**
Was \$55 NZ\$66 **NOW \$44 NZ\$52.80**

For the Guys

- **MK High Intensity Sport Cologne Spray, 73ml**
Was \$65 NZ\$74.50 **NOW \$52 NZ\$59.60**
- **True Original™ Cologne Spray, 59ml**
Was \$65 NZ\$74.50 **NOW \$52 NZ\$59.60**

SPECIAL PRICE!

Thinking of Love™ Sets at a special price for January Only! While Stocks Last! Was \$75 NZ\$85 **NOW \$64 NZ\$72.80 per set**



Thinking of Love™ EDP and Body Lotion **\$64 NZ\$72.80** (part #10081555 NZ#10081556)

Thinking of Love™ EDP and Shower Cremé **\$64 NZ\$72.80** (part #10084328 NZ#10084329)

It's NEW! It's MONTHLY!
It's EXCLUSIVELY Mary Kay!

Welcome to Mary Kay's very first
VIP Customer Promo Corner!

Buy one, GET one FREE! Satin Lips® Lip Balm, \$26 NZ\$29

That's right. You just pay for one, and the second comes FREE!
(Part #10084330)

Tell Me More!

Every month, you'll find a special treat waiting for you. It could be an offer or a gift - but one thing for sure, it will represent fantastic value for you and you can treat your VIP customers! Remember all customers are looking for extra-value offers so post it to your Facebook or promote it at a Party. However you buy, however you sell, this VIP offer has been created for you!

Buy ONE
and get ONE
FREE!
Satin Lips®
Lip Balm



Going for



Jennifer Ratcliffe, Executive Senior Sales Director

A new year is always a great time to reflect on the lessons and experiences of the past and look forward to the fun and excitement the future holds.

*Jennifer Ratcliffe, Executive Senior Sales Director
"My goal is to achieve NIQ and become a National Sales Director in 2016!"*

Where My Mary Kay Journey Began...

I joined Mary Kay in May 1997 after being married for 5 months. My husband, Brad was a carpenter and was made redundant at that time. My friend Maxine Oates who was a Mary Kay Beauty Consultant heard about our situation, she invited me to a Mary Kay Unit Meeting. I had no intention of becoming a consultant, but I didn't expect to enjoy it as much as I did and I thought... "If these women can earn extra money sharing products and conducting classes, so can I!"

Even if it was just something I did for 6 months, I could work it around my full-time teaching job and supplement our income until things changed for us. Needless to say, I loved everything in Mary Kay and my blood turned pink so I stayed!

I loved everything... the products, meetings, classes, girlfriend time and extra income! I started to see possibilities for our family when we had children as I really wanted to be a stay-at-home mum.

Tough Times

First few years of Directorship were great! I became a Senior Director, earned my first Mary Kay car and I loved working around our little boys, Cameron and Coby. Then, over 2003-2004 we experienced some challenges and hurdles. First, Cameron was diagnosed with severe autism. It was such a shock to us and the daily struggles as well as the emotional toll were huge. Then, in 2004 we were crushed when we suddenly lost my brother, Henry at only 32 years of age. My grief threatened to consume me. I found that my Mary Kay business was a welcome relief to the constant pain and sadness. Our

youngest son, Coby was also diagnosed with severe autism; it became even clearer that we needed to be there for our boys and having Brad to be a stay-at-home dad. Mary Kay was our sole income and it worked well for us at what was an exceptionally difficult time.

From Then - to Now

So much has happened... Cameron is in Year 9 at High school this year, Coby is in Year 6. They are both doing well considering their level of autism. There are many joys and challenges...but I can happily say as a family we are doing great! Brad's in a job he loves as a special needs support teacher and as a wonderful support to my business. There's been so many amazing Mary Kay rewards as well!

A couple of highlights have been; Top Director Trips, Queen of the Court of Sharing, 10 diamond rings, Quarterly Miss Go-Give, 5 Mary Kay cars, overseas travel to South America, China, Dallas, Hong Kong, Fiji, South Africa and Thailand to name a few...

My 2015 Goal...

My focus now is on completing my National Area with my beautiful Directors who I love and admire so much. I thoroughly enjoyed the recent National In the Making Conference in Singapore! I learnt so many new ideas and strategies that I will implement in my business... I can't wait to debut as a National Sales Director!



discover what you love: star consultant

STAR CONSULTANT PROGRAM 2015



Do you know, consistent achievers in the Star Consultant Program† earn higher rewards and travel further? Star Consultants know that great habits reap even greater returns.

Will you be a Star Consultant this Quarter?

New Year!
New Prizes!

Star Level	Prize
1 Sapphire	\$20 Myer e-Card* NZ\$25 Farmers Gift Card**
2 Ruby	\$30 Myer e-Card* NZ\$35 Farmers Gift Card**
3 Diamond	\$40 Myer e-Card* NZ\$45 Farmers Gift Card**
4 Emerald	\$50 Myer e-Card* NZ\$55 Farmers Gift Card**
5 Pearl	\$60 Myer e-Card* NZ\$65 Farmers Gift Card**

Climb higher by taking credit for teambuilding

Don't forget, by sharing the opportunity and building a team, each qualified personal new team member could help you towards achieving a higher STAR LEVEL. Check out the Star Consultant brochure on the Community Page for full details.

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



GO ONLINE: Visit Community Page/Contest/recognition/Star Consultant Program for full terms and conditions.

Calling New Consultants!

FIND OUT HOW TO START SMART AND EARN BIG!

Month of joining bonus!
Simply place your first order worth over \$500 NZ\$550 and get this Mary Kay Oil-Free Makeup Remover FREE!



>>> Earn <<<

When you start selling, you start earning. Mary Kay helps you to build up a fantastic inventory of FREE products in addition to generous discounts. Just place Section 1* cumulative Retail Orders which total a minimum of **\$1,000 NZ\$1,100** to qualify for 40% discount and the following bonus products. (*Conditions apply.)

Get this FREE!
Valued at \$150



SmartStart 1*

Get this FREE!
Valued at \$150



SmartStart 2*

Get this FREE!
Valued at \$155



SmartStart 3*

Great Rewards also available for Learning and Teambuilding – check online for full details.

Who doesn't love this amazing and ultra-professional Mary Kay® Toolbox*!



Products not included.

New Consultants who have qualifying Section 1 Retail orders processed, to the value of \$3,000 NZ\$3,300 in the first three months can earn this amazing bonus. Orders can be cumulative and SmartStart 1 must be achieved to qualify.

*Visit the Mary Kay Community Page/Education for SmartStart Terms & Conditions, Information and FAQs.



Check out the full details:

Download a copy of the SmartStart Terms & Conditions and information for full details. Go to: Community Page/Education/SmartStart.

MyBusiness

Let's hear what you have to say about My Business...

Do you have any feedback, questions or tips? We would love to hear how it's going! Feel free to email us at customercare@marykay.com.au with the subject line 'My Business' or call us.



"We all know Mary Kay is a "people" business... but utilising the 'facts & figures' and reports now available

through My Business will support us to take our businesses to even higher levels of success. Everything we need to know, everything we need to track and work towards is at our fingertips...

I encourage you all to take the time to familiarise yourself with the information available and utilise it daily weekly monthly... it's all about learning to work smart not just hard... and using My Business is smart business!"

F.E.S.D. Carissa Hall



"I love the My Business System! It offers us up to date information on our personal business, our Personal Teams

and our Units progress. And it is easy to use... A bit of time to explore what we can utilise (which is everything) but to find out what we can use the most and have the effectiveness in our business... aim for the next opportunity and help our consultants get the best out of their Mary Kay Business."

**Independent Sales Director
Melissa Livermore**



discover what you love: destination directorship

January 1 - December 31, 2015

Destination

DIRECTORSHIP

NEW!

You have the ability to lead; all you need to do is release it! 2015 sees Destination Directorship** back - and it's bigger and better than ever!

Becoming a Mary Kay Sales Director is life changing. Directorship establishes firm foundations for a future of increased earnings and rewards. YOU + Mary Kay = Success!



For Independent Beauty Consultants

Become a 'Sales Director In Qualification'* during 2015!

Here's what you get:

- An ultra-professional Mary Kay DIQ Business Pack* containing everything you need to lead your new Unit to success all located in this fabulous Mary Kay Business Organiser
- Eligible to attend Sales Director webinars.
- Personal mentoring calls and a chic Future Director's Pin.

Checkout the terms and conditions for even more exciting details!

Start your
ASCENT
NOW!

1. Promote the extra value offers on pages 6-7
2. Talk to your Sales Director and develop a weekly and monthly plan.
3. TRACK your achievement! If you don't know where you are, you can't reach your destination!



Destination LEADERSHIP

For NEW Sales Directors

Earn your 2016 Leadership Registration and Accommodation FREE!

Just do 2 things!

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

NEW and EXISTING Sales Director rewards:

FREE
LEADERSHIP
REGISTRATION

For EXISTING Sales Directors

Earn your 2016 Leadership Registration and Accommodation FREE!

1. Achieve a minimum 10% unit retail growth in 2015 over your 2015 calendar year
2. Develop ONE offshoot DIQ or Sales Director during the promotion period

Free accommodation

*All other eligible rewards are as per the Advance Career Path program brochure.

** Conditions apply.

Find out more!

For full terms and conditions visit the Community Page/Contests and Recognition. New ISD's who debut after January 1, 2015 please refer to the terms and conditions

MARY KAY LEADERSHIP 2015

**LAST MONTH
TO REGISTER!**



WHAT YOU NEED TO KNOW:

- **DATES:** Thursday, 5th - Friday 6th February, 2015,
- **LOCATION:** Crowne Plaza , Surfer's Paradise, Gold Coast
- **GO ONLINE NOW TO:** Community Page/Events Button
- **REGISTRATION CLOSES:** January 31, 2015
- **REGISTRATION COST:** \$250 (AU/NZ). Same cost as 2014!

WHY YOU NEED TO BE THERE:

- **EXCITING**, informative program
- **SHARP** and informative workshops to help you advance your business
- **INSPIRATIONAL** speakers
- **SPEND SPECIAL TIME** with friends and can-do women just like you
- **ENJOY** a little sun, sea and sand too on the beautiful Gold Coast



What is this BAG...

Leadership has all the answers! For amazing giveaways, incredible new initiatives - Be there or miss out!

Your business success is in the BAG!



Go online for full **Terms and Conditions.**
Community Page/Contest/Recognition/Promotions/Challenges

October 1, 2014 – January 31, 2015



Asia Pacific Red Jacket Rally 2015

FINAL MONTH TO QUALIFY

> Ends January 31, 2015! <

With just one month to go, it's your last chance to qualify for this awesome, trip of a lifetime. And the best news? January is packed with opportunities to ensure you can reach out to customers with ease. And when you do, you'll achieve sensational sales! It's all here. All you need to do is get started - ASAP!

Here's a reminder of what you need to achieve during the promotion period:

- 1. TEAMBUILD:** Introduce 10 new SmartStart qualified Personal Team Members*
- 2. SELL:** Achieve a minimum, cumulative Personal Section 1 Retail production* of \$10,000 NZ\$11,250 within the promotion period.



Find out more!

For full terms and conditions visit the Community Page/Contests and Recognition.

applause | DECEMBER 2014 Recognition

CURRENT SALES DIRECTORS IN QUALIFICATION

Sept/Oct/Nov/Dec

Emma McKenna from the Hand Unit and the Go-Give Area
Grace Devries from the Couttas Unit and the Go-Give Area
Natalie Russell from the Duke Unit and the Go-Give Area
Fiona Nicholson from the T. McMahon Unit and the Cassidy Area

Oct/Nov/Dec/Jan

Amy Ashlin from Baker Unit and the Go-Give Area

Nov/Dec/Jan/Feb

Sarah Copping from the Heenan Unit and the Go-Give Area

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



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



COURT OF DIRECTOR PERSONAL SALES
Dir. Donne Cuzzola



COURT OF CONSULTANT PERSONAL SALES
Kerry Davis Smith, Marg



COURT OF SHARING
Tamsin Ashdown Cassidy

TOP 10'S FOR NOVEMBER 2014

TOP 10 UNITS

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

1. Perkins	\$54,568
2. Waterhouse	\$44,100
3. Roet	\$43,792
4. McMahon	\$43,452
5. Elley	\$41,674
6. Duke	\$36,129
7. McNeill	\$36,128
8. Ellis	\$34,948
9. Baker	\$33,405
10. Munns	\$33,232

TOP 10 SALES DIRECTORS

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

1. Dir. Donne Cuzzola	\$7,196
2. Dir. Jay Prince	\$6,410
3. Dir. Gayle Taylor	\$6,136
4. Dir. Jan Smith	\$6,023
5. Dir. Maureen Allison	\$5,853
6. Dir. Kristy Cumming	\$5,208
7. Dir. Daniel Baker	\$5,152
8. Dir. Rouwyda Naboulsi	\$5,054
9. Dir. Jessica Heenan	\$5,018
10. S.Dir. Linda Dehne-Thompson	\$5,008

TOP 10 CONSULTANTS

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

1. Kerry Davis Smith, Marg	\$6,694
2. Renee Spence Cuzzola	\$6,550
3. Nadine Douglas Provost	\$6,076
4. Tracey Holland Borg	\$5,879
5. Vicky-Lee Restieaux Roberts	\$5,827
6. Emma Boyd Allison	\$5,817
7. Manithong Sidara Cunningham	\$5,200
8. Jodie Hall McNeill	\$5,034
9. Anke Cameron Cassidy	\$4,749
10. Jane Nicholl Bagley	\$4,354

TOP 10 PERSONAL TEAMBUILDING

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

1. Tamsin Ashdown Cassidy	9
2. Dir. Rita Hamonfore	6
2. Grace Devries Couttas	6
2. Jodie Hall McNeill	6
5. Dir. Pia Schafberger	5
5. Dir. Jessica Heenan	5
5. Natalie Russell Duke	5
8. Dir. Debra Galpin	4
8. Dir. Jan Smith	4
8. S.Dir. Maree Smith	4
8. S.Dir. Carima Couttas	4
8. E.S.Dir. Jennifer Ratcliffe	4
8. Dir. Reanne Medill	4
8. Sarah Copping Heenan	4
8. Sarah Somerville Medill	4
8. Brenda Woodward McMahon, T	4
8. Chantel Ryland Heenan	4

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 November 30, 2014

COURT OF UNIT SALES

1. Perkins	\$631,166
2. Duke	\$459,942
3. Waterhouse	\$456,082
4. Elley	\$434,109
5. Munns	\$428,003
6. Triplett	\$420,071
7. Roet	\$410,924
8. Cuzzola	\$407,719
9. McMahon	\$381,134
10. Ellis	\$359,358
11. Croker	\$348,105
12. Ratcliffe	\$342,222
13. Pocknall	\$339,956
14. Coultas	\$334,925
15. Heuston	\$324,879
16. Reed	\$296,108
17. Allison	\$280,979
18. Baker	\$269,604
19. Ingram	\$252,539
20. Hall	\$251,498

COURT OF DIRECTOR PERSONAL SALES

1. Dir. Maureen Allison	NZ\$67,753	\$60,225
2. Dir. Katherine McNeill		\$54,715
3. Dir. Jessica Heenan		\$52,732
4. Dir. Gayle Taylor	NZ\$55,263	\$49,122
5. Dir. Donne Cuzzola		\$48,121
6. Dir. Jan Smith		\$44,369
7. Dir. Tara McMahon		\$43,966
8. Dir. Rouwya Naboulsi		\$43,847
9. S.Dir. Alison Rogers		\$42,918
10. Dir. Susan Cameron-Davies		\$41,449
11. Dir. Kristy Ingram		\$40,195
12. Dir. Danielle Baker		\$39,977
13. E.S.Dir. Bronwyn Waterhouse		\$39,582
14. F.E.S.Dir. Carissa Hall		\$39,517
15. S.Dir. Mary Munns		\$38,681
16. E.S.Dir. Tanya Roet		\$38,448
17. Dir. Reanne Medill		\$38,289
18. Dir. Jay Prince		\$37,291
19. S.Dir. Linda Fraser	NZ\$41,662	\$37,032
20. Dir. Jayne Holloway		\$36,912

COURT OF CONSULTANT PERSONAL SALES

1. Tracey Holland Borg	\$74,416
2. Vicky-Lee Restieaux Roberts	\$50,108
3. Jan Greig Thompson	\$37,292
4. Emma Boyd Allison	\$36,621
5. Sheryl Hyde Anderson	\$35,507
6. Sue Dumbrell Cassidy	\$35,435
7. Natalie Russell Duke	\$35,327
8. Kelli Florisson Cuzzola	\$34,466
9. Renee Spence Cuzzola	\$33,919
10. Shanny Stevens Triplett	\$32,309
11. Amy Ashlin Baker	\$32,226
12. Tumer Rigoni Craig	\$31,730
13. Susanne Gane Price	\$31,486
14. Jane Nicholl Bagley	\$30,258
15. Lindy Harman Duke	\$28,779
16. Fiona Nicholson McMahon	\$27,693
17. Shelley Worsley Hall	\$27,432
18. Elinor Reynolds Morgan	\$27,188
19. Kylie Spice Pocknall	\$26,616
20. Gai Campbell Croker	\$26,111

COURT OF SHARING

1. Dir. Tara McMahon	29	\$6,739	
2. Dir. Reanne Medill	20	\$4,534	
3. Dir. Pia Schafberger	41	\$4,481	
4. S.Dir. Carima Coultas	26	\$4,213	
5. Dir. Rita Hamonfore	52	\$3,927	
6. E.S.Dir. Jennifer Ratcliffe	32	\$3,852	
7. S.Dir. Jane (Jie) Zhang	25	\$3,383	
8. S.Dir. Catalina Obien	19	\$2,862	
9. S.Dir. Karyn Hardcastle	23	\$2,825	
10. Dir. Toni McQuade	NZ\$3,167	24	\$2,815
11. E.S.Dir. Tanya Roet	21	\$2,595	
12. Dir. Amanda Hayward	26	\$2,515	
13. Dir. Thao Nguyen	23	\$2,373	
14. Dir. Li (Lina) Ding	21	\$1,837	
15. Dir. Belinda Hudson	19	\$1,755	
16. S.Dir. Trish Price	18	\$1,346	
18. Dir. Mary Knappe	17	\$2,816	
17. S.Dir. Katherine Doherty	17	\$2,517	
19. S.Dir. Ya Zhen (Jenny) Zhai	17	\$2,100	
20. Dir. Qui Ko	17	\$1,015	

*For year to date Annual Awards goals, refer to the terms and conditions.

CHARM WINNERS

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

Jodie Hall McNeill
Dir. Pia Schafberger

Sarah Somerville Medill
E.S.Dir. Jennifer Ratcliffe
S.Dir. Maree Smith
Dir. Jan Smith

S.Dir. Karyn Hardcastle
Kylie Kurtelova Hardcastle
Dir. Belinda Hudson
Dir. Kristy Ingram
S.Dir. Fiona Ismail
Dir. Qui Ko
Dir. Melissa Livermore
Dir. Tara McMahon
S.Dir. Catalina Obien
S.Dir. Alison Rogers
Dir. Madonna Ryan
Katherine Higgins Roet
Tanya Salter-Anderson Thompson

GOLD CHARM

(Five New Team Members)
D.I.Q Grace Devries Coultas
D.I.Q Natalie Russell Duke
Dir. Rita Hamonfore
Dir. Jessica Heenan



SILVER CHARM

(Four New Team Members)
S.Dir. Carima Coultas
Dir. Debra Galpin
Sarah Copping Heenan
Dir. Reanne Medill



BRONZE CHARM

(Three New Team Members)
Dir. Shannan Brown
Jacqueline Peperkamp Coultas
S.Dir. Linda Fraser
Emma McKenna Hand



5% RED JACKET CLUB

Congratulations to the following Units who had 5% or more red jacket Consultants in their Unit during November 2014 and are on track to be part of the 5% Red Jacket club!

Unit	%
Dir. Lynne Croker	6.3%
Dir. Val Taylor	5.3%
Dir. Rita Borg	5.1%
Dir. Erin Riley	5.1%
Dir. Katherine McNeill	5.0%

SUPERSTARS

Congratulations to our Superstars for November 2014! Each of the following Sales Directors and Consultants have had orders processed totalling over \$4000 NZ\$4500 during November. All of these Superstars are well on their way to earning a Diamond on their Ladder.

Dir. Maureen Allison
Emma Boyd Allison

Jane Nicholl Bagley
Dir. Danielle Baker
Tracey Holland Borg
Dir. Susan Cameron-Davies
Anke Cameron Cassidy
Catherine Klante Cooper
S.Dir. Anne Cooper
Dir. Kristy Cumming
Manithong Sidara Cunningham
Dir. Donne Cuzzola
Renee Spence Cuzzola
Amanda Allison Cuzzola
Dir. Robyn Davidson

S.Dir. Linda Dehne-Thompson
Dir. Rosemary Gurr
Dir. Jessica Heenan
Cindy Hall Heenan
Sarah Copping Heenan
Dir. Kristy Ingram
Jodie Hall McNeill
Dir. Katherine McNeill
Dir. Rouwya Naboulsi
Rana El Ali Naboulsi
Dir. Cheryl Nettleton
E.S.Dir. Lyn Perkins
Dir. Jay Prince

Nadine Douglas Provost
Vicky-Lee Restieaux Roberts
E.S.Dir. Tanya Roet
Jael Barrios Roet
S.Dir. Alison Rogers
Kerry Davis Smith
Dir. Jan Smith
Dir. Gayle Taylor
S.Dir. Val Triplett
Louise Grundy Waterhouse
S.Dir. Jane (Jie) Zhang
Gayle Green Zocrafos



6.50% CLUB – CONSULTANTS

Congratulations to the following top Consultants who earned 6.50% teambuilding commissions during November 2014!

Jodie Hall McNeill	\$905
Grace Devries Coultas	\$551
Natalie Russell Duke	\$476
Natalie L. Cox Hall	\$418
Fiona Nicholson McMahon	\$328
Tanya Salter-Anderson Thompson	\$327
Emma McKenna Hand	\$297
Sarah Somerville Medill	\$196

6.50% CLUB – SALES DIRECTORS

Congratulations to the following top 30 Sales Directors who earned 6.50% teambuilding commissions during November 2014!

Dir. Tara McMahon	\$1,303
Dir. Melanie Sleeman	\$914
Dir. Maureen Allison	\$868
Dir. Jessica Heenan	\$831
Dir. Donne Cuzzola	\$827
S.Dir. Gina Fitzgerald	\$802
S.Dir. Val Triplett	\$718
S.Dir. Carima Coultas	\$714
S.Dir. Linda Fraser	\$708
Dir. Reanne Medill	\$667
S.Dir. Sandra Jensen	\$641
S.Dir. Julie Heuston	\$619
Dir. Melissa Livermore	\$616

S.Dir. Karyn Hardcastle	\$613
Dir. Muriel McGinty	\$607
Dir. Kristy Ingram	\$585
S.Dir. Mary Munns	\$582
S.Dir. Karyl Anderson	\$580
Dir. Katherine McNeill	\$559
S.Dir. Trish Price	\$538
Dir. Erin Riley	\$529
S.Dir. Lisa Duke	\$509
Dir. Jay Prince	\$490
Dir. Wendy Humphreys	\$477
S.Dir. Alison Rogers	\$469
Dir. Rita Hamonfore	\$468
S.Dir. Stevie-lee Reed	\$447
Dir. Jackie Le Roux	\$430
Dir. Beth Miles	\$422
Dir. Jean Zocrafos	\$417

SALES DIRECTOR COMMISSION CHEQUES

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

E.S.Dir. Lyn Perkins	\$9,308
E.S.Dir. Bronwyn Waterhouse	\$8,197
E.S.Dir. Tanya Roet	\$6,595
Dir. Tara McMahon	\$6,441
E.S.Dir. Jennifer Ratcliffe	\$5,857
F.E.S.Dir. Jane Elley	\$5,660
F.E.S.Dir. Carissa Hall	\$5,553
S.Dir. Carima Coultas	\$5,518
S.Dir. Mary Munns	\$5,076
S.Dir. Lisa Duke	\$4,999

Dir. Katherine McNeill	\$4,844
Dir. Donne Cuzzola	\$4,432
F.E.S.Dir. Pauline Connell	\$4,356
S.Dir. Kim Ellis	\$4,181
Dir. Danielle Baker	\$4,051
Dir. Jessica Heenan	\$4,044
F.E.S.Dir. Ruth Thompson	\$4,009
S.Dir. Val Triplett	\$3,910
Dir. Maureen Allison	\$3,854
S.Dir. Robyn Lloyd	\$3,589

S.Dir. Suemaree Pocknall	\$3,562
S.Dir. Karyl Anderson	\$3,537
Dir. Muriel McGinty	\$3,459
Dir. Melanie Sleeman	\$3,060
S.Dir. Julie Heuston	\$3,037
Dir. Lynne Croker	\$3,036
S.Dir. Karyn Hardcastle	\$2,918
Dir. Reanne Medill	\$2,891
S.Dir. Sandra Jensen	\$2,795
Dir. Jean Zocrafos	\$2,715

HAPPY ANNIVERSARY

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

25 YEARS
Fotina Garoufallou Zocrafos
Lynette Green Sokol
Robyn Walker Croker
Sheryl Dyer Hutchison
S.Dir. Cathy DeBlander Wolf



15 YEARS
Bev Wright Valenti
Karly Montgomery-Smith Provost
Marilyn Hind Prosser



Lynda Hawkins Elley
Pietrizia Ruehland McGinty
Rebecca Zdravkovski Hutchison
Regina Zielke Cassidy
Sharon Greaney Elley

Julie Handley Lloyd
Justine Southern Wilson
Sarah Stevenson Reed
Ursula Dunseath Duncan
Wenling Dai Jin
Yii-Sen Wee Roberts

20 YEARS
Aly Anderson Taylor
Margo Head Munns



10 YEARS
Carole Ireland Borg
Christine Gates Morgan
Helen Andrews Hutchison
Irina Ryjenkova Dale
Kirsty Dunn Lloyd



5 YEARS
Amanda Black Lloyd
Danielle De Bruyn Waterhouse
Donna Bates Bagley
Jessica Dagher Coultas

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MARY KAY



Take the stress out of gift- shopping. Open your home, invite your friends and let them come and go in their own time. It takes just a few hours to help out your friends, have a whole heap of fun - and earn some great gifts or savings!

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