

MARY KAY

applause

Australia /
New Zealand
March 2015

Fast
Fabulous
Flawless,



Endless Performance™
Crème-to-Powder Foundation



Pure Innovation. Sheer Hydration.

NEW! Mary Kay®
MISTY Device.

Offer More!
Extra-value offers
to make customers smile

discover what you **LOVE**™



Mary Kay said it best

Success comes from providing a product second to none, sold at a reasonable price. We started with a wonderful product, one that I had used personally, that simply provided better skin care than any other product I had seen at that time. Then, over the years, we have developed it and advanced it so that our product line has kept pace with the state of the art in skin care, along with the latest innovations in glamour. **Mary Kay Ash**



Innovation is exciting. It reminds us that there are endless possibilities - if we are motivated enough to explore them.

At Mary Kay®, we have never lacked motivation and that's why, this month, we are proud to announce the arrival of Mary Kay's latest, high-tech product innovation, the Misty Device. It really is an outstanding addition to our range firmly placing our incredible company at the forefront of skin care technology. You can purchase it as part of March's generous New Product Prepack and try it for yourself. Just don't forget to make sure you read the instructions thoroughly to ensure you are able to give your customers a professional demonstration!

March is the last month of Q1. It's also a great month! With the holidays well and truly over, customers have settled into their routine - and that means opportunity. It's time to re-connect and book those Parties and appointments! With the new Misty Device and our exceptional-value offers, your customers will be glad you did. And you? You'll be rewarded with great sales, perhaps a new star for your Ladder of Success pin, a monthly ordering bonus or two, maybe your first SmartStart bonus? Do I need to go on?

Have a Marvellous March

John P. Simcocks



John Simcocks
General Manager
Australia and
New Zealand

Dates to Remember

1

Launch of New Products, Customer and Consultant March only offers and March Sales Promotions.

2

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

8

International Women's Day

9

Office closed due to Public Holiday

30

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).

31

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).

31

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

Foundation Update

The new Mary Kay® Endless Performance Crème-to-Powder foundation is an updated formula of the current Mary Kay® Crème-to-Powder foundation. Therefore old Mary Kay® Crème-to-Powder foundation will be discontinued by the end of April.

The following darker foundation shades have also been added to the Mary Kay foundation range:

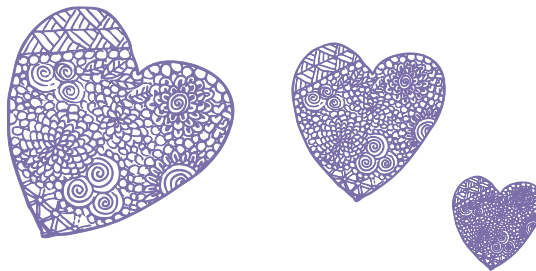
- Mary Kay® Mineral Powder Foundation Bronze 3 \$30/NZ\$37
- Mary Kay® Sheer Mineral Pressed Powder Bronze 2 \$24/NZ\$27.50

Available for sale March 1st, 2015 as new section 2 item:

- Organising Caddy \$20 / NZ\$24 (Part# 10086460)



In THIS ISSUE



Last Month

*One small order can get you Active**

Right now, it's only \$150 NZ\$165 to get your business back on track!

**Conditions Apply*



Book



One chic set, six glorious shades - many happy Hostesses. Order now. Page 4.

Sell

Endless Opportunities Abound!

From ingenious new products (pages 8-9) and exceptional formulations (pages 6-7) to Modifiable Customer Offers (page 7).

March has all you need to earn big.



Share

Get started. It's just \$25!

Share the news. Laminate the back cover of this Applause and spread the word! Start teambuilding and EARN this month! Page 10.



Dare

Calling Brand New Consultants! Get Smart! Mary Kay's SmartStart Program has ultra-special rewards just for you! Page 11.

Dallas Calling! Catch the Dream 2015 commences! Page 12.



CHANGE YOUR DESTINATION

Why not make achieving Directorship your no.1 goal in 2015!

Page 12.



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!
For 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 The Look (pk/5), TimeWise® Moisture Renewing Gel Mask and the Lipicious pack too! Sound too good to be true? No. Sounds like Mary Kay!

Check out this month's exclusive rewards:



1 Reach \$500/NZ\$550
1x The Look Pk/5
1x TimeWise® Moisture Renewing Gel Mask

2 Reach \$1000/NZ\$1100
And receive your
Lipicious pack
1x Mary Kay® True Dimensions™ Lipstick - Natural Beaute
1x Satin Lips® Lip Balm

3 Reach \$1700 / NZ\$1800
And receive your
Eye Shine pack
1x Mary Kay® Foundation Primer Sunscreen SPF 15
1x TimeWise® Firming Eye Cream

4 \$3700 / NZ\$3900
Now lift your retail order value a little more and you will also receive this additional Perfectly Pampering pack too!
1x Peach Satin Hands® Hand Pampering Set
1x TimeWise Plus+™ Regena-Firm™ Correcting Eye Cream

**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.

March VIP Customer Corner

Especially for you this month!



BUY this! \$30 NZ\$37

Mary Kay® Foundation Primer Sunscreen SPF15 Gorgeous skin, flawless foundation - all day long. This sensational product not only helps to diminish the appearance of fine lines but hides skin imperfections too.

GET this FREE!

Mary Kay® Liquid Foundation Brush
This specially-designed, tapered brush goes where fingertips can't to deliver perfectly applied foundation with a truly professional finish. A smart addition to every woman's beauty toolbox!



Worth \$20 NZ\$26

Happy HOSTESS!



Purchase this adorable **Mini Lip Gloss Set** for your Hostesses. Six glorious shades and perfectly sized to pop into your purse or pocket

\$10 NZ\$12 (Item #10073879)

See conditions on the Community Page

Flash sale! 50%

off selected Limited Edition colour products!
One month only, while stocks last.

- Mary Kay® Smoke and Shimmer Eye Wand (Blue Knight, Amethyst Smoke, Golden Illusion, Enchanted Mauve) **\$11.00 / NZ\$12.50**
- Mary Kay® Kohl Eyeliner Mulberry Forest **\$9.00 / NZ\$10.50**
- Mary Kay® Glossy Lip Stain (Mulberry Forest, Enchanted Mauve) **\$12.00 / NZ\$13.50**
- Mary Kay® Nail Lacquer (Mulberry Forest, Enchanted Mauve) **\$7.50 / NZ\$9.50**
- Mary Kay® Springy Eye Duo (Stonewashed, Summer Sunset) **\$13.00 / NZ\$14.50**
- Mary Kay® Creamy Lip Colour (Carefree Coral, Retro Rose) **\$12.50 / NZ\$14.00**
- Mary Kay At Play™ Baked Eye Trio (Sunset Beach, Field Day) **\$9.00 / NZ\$10.50**
- Mary Kay At Play™ Bold Fluid Eyeliner (Gold Metal) **\$10.00 / NZ\$11.50**
- Mary Kay® Lip Gel (Cherry Twist) **\$13.50 / NZ\$14.75**
- Kabuki Brush **\$12.50 / NZ\$14.00**



SHOW & SELL

Don't let sales opportunities pass you by. A little preparation can go a long way. So, this March order this sensational selection of Mary Kay's latest product additions and have them ready to show and sell, from day one. And when you do, you'll receive a generous collection of Mary Kay® goodies absolutely FREE!



1-31 March 2015
Maximum of 2 per Consultant

BUY YOUR NEW PRODUCT PRE-PACK

Misty Device

Endless Performance™

Crème-to-Powder foundation

(9 shades) Ivory 3, Ivory 4, Ivory 5, Beige 3, Beige 4, Beige 5, Beige 6, Bronze 3, Bronze 4

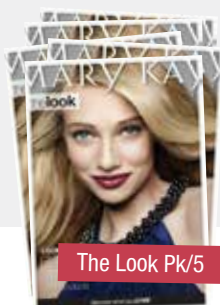
\$470 NZ\$582 (Part #10084343)



GET ALL THIS - FREE



Mary Kay® Foundation Primer Sunscreen SPF 15



The Look PK/5



Mary Kay® Compact Mini

Products not included



TimeWise® Moisture Renewing Softener



Gift-size Mary Kay® Translucent Loose Powder with brush

HOT TIP

Endless Performance Crème-to-Powder Foundation can be demonstrated on the back of your customer's hand - with perfect results. Compare hands and highlight the difference. It's obvious and immediate.

Don't forget, a quick spray with Mary Kay's new Misty device before adding foundation will also help foundation last longer!

LOOK at Leisure

Customers love to flick through this glossy, glam catalogue in their own time. That's why they'll love the new edition of The Look! Keen to handout more? Checkout page 4 of this Applause - you can earn them FREE as part of the Monthly Ordering Bonus program!

Give customers a virtual makeover!

Use the fantastic new features on the Mary Kay® Virtual Makeover Mobile App to help your customers find the perfect shade of foundation, try new colours and even change hairstyles! They can even download it themselves from the Apple App store or Google Play for free and make themselves over at home!



Endless Performance™

Perfection that lasts

NEW! Mary Kay® Endless Performance™ Crème-to-Powder Foundation is your key to a long-lasting, flawless finish.

Now, independent clinical studies, confirm the incredible staying power of this enduring Mary Kay® favourite. With a brand new name - Endless Performance™ and nine true-to-you shades it's the perfect time to revisit this make-up must-have.

Benefits at a glance*

- Stays true and appears fresh for 12 hours
- Heat and humidity resistant to keep you looking fresh and flawless all day
- Easy, one step application
- Nine shades in a true-to-you, matte finish

**Results based on an independent clinical study with 20 panelists*



The **power** behind the advanced new formula

Mary Kay® Endless Performance™ Crème-to-Powder Foundation is formulated with multiple technologies to help you achieve beautiful results.

- **Mattifying Complex:** Uses two powerful technologies to create a flawless matte finish. Special microspheres absorb moisture in the air to help reduce shine and provide a mattifying effect without drying skin. Then a high-grade powder, widely used because of its heat-resistant benefits, offers a smooth-looking, soft-focus complexion by bending lightwaves as they reach the skin's surface.
- **Dry Emollient Technology:** Creates a weightless barrier on the skin's surface to help resist humidity, water, transfer, streaking and fading. It also helps enhance the binding properties of the pigments and powders, contributing to the long-wear coverage.
- **Soft-Touch Powders:** The unique, translucent powders in this formula blend with pigments so skin tones look perfected – not masked or caked. They allow your natural skin tone to come through while providing flawless coverage. Plus, the powders provide a luxurious glide for beautiful blendability while adhering to skin to extend wear and resist transfer.
- **Naturally-Derived Mica:** Because matte shouldn't mean dull, the pigments are enriched with a fine-grade mica to deliver natural radiance with every shade.



NEW! Endless Performance™
Crème-to-Powder Foundation \$30/NZ\$38

Tell your customers this:

Long day?

This foundation won't let you down.

- Endless Performance™ Crème-to-Powder Foundation is there for you even on your longest days, and it doesn't stop until your day is done. It's transfer-resistant and won't rub off or streak.
- An independent clinical study* showed this non-drying, velvety-feeling formula stayed true for up to 12 hours!
- In an independent consumer study†, 9 out of 10 women said they looked fresh all day!

Feeling a little sensitive?

Your foundation has got you covered.

- Oil-free
- Dermatologist-tested
- Clinically tested for skin irritancy and allergy
- Non-comedogenic (Doesn't block pores)
- Suitable for sensitive skin
- Suitable for all skin types

Hot, humid day?

Your foundation will still look perfect.

With Endless Performance™ Crème-to-Powder Foundation, you can keep that freshly applied look even when temperatures rise. This amazing formula is heat and humidity-resistant, so you can feel confident that you'll stay flawless on those warm, steamy days. And even if steamy air isn't in the forecast:

- An independent consumer study†, 9 out of 10 women said this oil-free foundation provides a flawless finish and helps control shine.

One Month Only!
**Endless Performance™
Modifiable Offer***

Just purchase:

1. Any Endless Performance™ Crème-to-Powder Foundation, plus
2. Any Mary Kay® CC Cream

Get this FREE!

Mary Kay® Compact Mini
Valued at \$28 NZ\$35



*Results based on an independent clinical study where women wore the foundation for one day.

†Results reflect the percentage of women who agreed with the statements in an independent consumer study in which 181 women used the product as usual for one week.

Moisture **Mist** *Anytime.* **Anywhere.**

Introducing MISTY, Mary Kay's latest, high tech product innovation!

The Beauty of Misty

This neat, portable misty device ejects a mist of delicate moisturising particles. It scatters them evenly over the skin to impart exquisite hydration and leave skin feeling soft and supple. Misty can be sprayed directly onto skin or over make-up to freshen, rehydrate and revitalise.

Just how small is 'Nano'?

Nano particles are too small to be seen with the naked eye. To give you an idea: one nanometre is one-billionth of a meter, according to the International System of Units.

What exactly does MISTY do?

This portable misty device is the latest in skincare technology. It breaks down TimeWise® Moisture Renewing Softener into nano-sized moisturising particles. This improves saturation into the skin's basal layer making your skin feel softer, smoother and looking beautiful.

What are the benefits?

Say goodbye to dry, flaky skin... Misty takes skin hydration to the next level! The nano-particles absorb deeper into the skin leaving you looking radiant and feeling hydrated. You can even use it on top of your makeup, without smudging.

NEW!

Ltd. Ed. Misty
Device

\$200/NZ\$240

**FREE with
every Misty
valued at
\$42 NZ\$48**

Patches of dry skin?

No problem. Misty can easily and effectively target specific areas of dry skin to provide extra help, when and where it's needed!

Perfect **Partners**

TimeWise® Moisture Renewing Softener is the perfect partner product to use in your Misty device. Here's why:

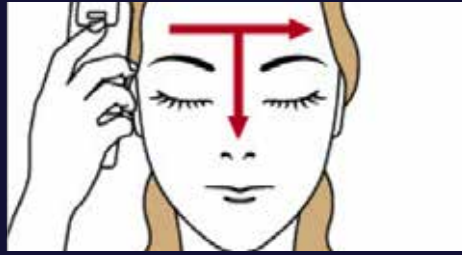
- It's delicately light and deliciously hydrating
- It's age-fighting goodness at its beautiful best
- A mist applied before moisturiser preps the skin to drink in every vital drop



How to Use Your Misty Portable Device



Mist face 2-4 times in a 'U' shaped formation



Mist face 2-4 times in a 'T' shaped formation



Mist skin where skin feels dry, such as around mouth and eye area

Misty is ideal for customers who:

- Like to freshen skin throughout the day
- Need additional moisturisation
- Like to 'set' make-up and hold it in place for longer
- Feel skin dryness after applying make-up
- Appreciate the latest technological advancements in skin care

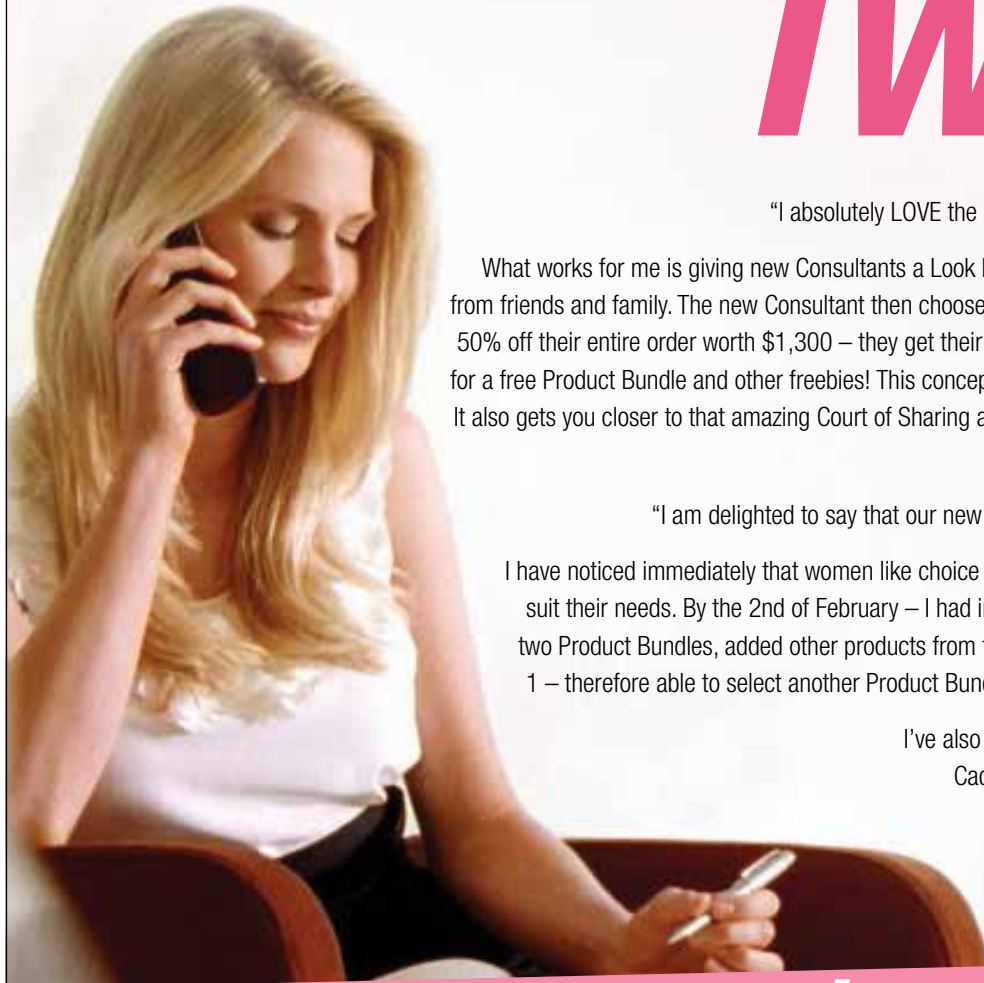
Consultant Challenge!

Sell 5 Misty Device sets to earn a Mary Kay® Skinvigorate™ Cleansing Brush and TimeWise® Moisture Renewing Gel Mask For FREE! So what are you waiting for? Get selling!



Last Month

Just RECRUIT Two!



"I absolutely LOVE the new \$25 Welcome Pack and the Product Bundles!

What works for me is giving new Consultants a Look Book when they sign up and aim for \$650 in sales from friends and family. The new Consultant then chooses \$650 worth of products for themselves and with 50% off their entire order worth \$1,300 – they get their chosen products for free! This then qualifies them for a free Product Bundle and other freebies! This concept works if they are joining to save or make money. It also gets you closer to that amazing Court of Sharing achievement. You're succeeding by helping others"

Jodie Hall, Director-In-Qualification

"I am delighted to say that our new way of joining Mary Kay is a 'hit' for many reasons.

I have noticed immediately that women like choice and they enjoy deciding which Product Bundles will suit their needs. By the 2nd of February – I had introduced two new team members, who purchased two Product Bundles, added other products from the range to boost their order to achieve SmartStart 1 – therefore able to select another Product Bundle as their reward, received the Tote Bag & MOB's!

I've also been rewarded with the Welcome Pack, Tote Bag & Caddy to utilise telling others about Mary Kay. SPREAD THE LOVE - Talk about the BENEFITS to THEM."

Jan Smith, Sales Director

Tote-ally yours for **FREE!**



Earn your very own Discover What You Love™ Tote bag, New Welcome Pack and Organising Caddy!

Simply do this:

- 1 Recruit TWO new team members!
- 2 Your new recruits must place cumulative Section 1 Retail Orders worth \$250 NZ\$275 within one calendar month, by the end of March.

**It's as easy as
Buying a BUNDLE!**

Help your new recruit to maximise her savings and rewards. Tell her about Mary Kay's incredible Product Bundles. The TimeWise® Skincare Bundle is the perfect way to get started. It's a generous price, has fabulous freebies and importantly, it's Mary Kay's best-selling, anti-aging skincare regime!

Go Online: Community Page/Promotions/Challenges

Are You a **BRAND NEW** CONSULTANT?

It's time to Start Smart - with SmartStart!



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 & 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

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!

* Conditions apply

Go Online: Community Page/Education/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 the really great news - this order also contributes towards your SmartStart 1* bonus reward!

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.



Recruit and BUILD

With each NEW Team Member* you introduce, you'll receive additional rewards like these. Even better, there are heaps of additional benefits that come with building a Team too!

Mary Kay® Business Organiser
Mary Kay® \$100 NZ\$110
Retail Product Voucher



Destination DIRECTORSHIP

Destination Leadership



FREE Leadership 2016 registration & accommodation for TWO nights

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 production growth in 2015 over your 2014 calendar year.
- Develop ONE offshoot DIQ or Sales Director over the promotion period.

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
- Your dazzling Future Director's Pin
- Personal mentoring calls



Find out more. Go online to: Community Page / Contests and Recognition. New ISDs who debut after January 1, 2015, please refer to the terms and conditions

"Catch the Dream 2015 was just that - a DREAM! To be on that plane travelling to Dallas, Texas with other Mary Kay Directors from all over Australia was a HUGE privilege. Ladies I urge you to CATCH THE DREAM. I can't even begin to explain what an AMAZING time I had! I was so honored to be there at Mary Kay HQ, seeing the life of the company, sitting in the Pink Path and to sit at Mary Kay Ash's Desk - WOW!

We are in the business of changing lives and Dallas definitely changed mine! You owe it to yourself to be there! I built the most beautiful friendships, and came back with the most amazing business tools to move my business forward. For those of you who are in DIQ or Directors on track for Catch the Dream, just remember Mary Kay Ash always said "Nothing is impossible, even the word itself says I'm Possible".

Go Catch the Dream.... **Reanne xo"**

Reanne Medill, Independent Sales Director

you can **CATCH the DREAM!**

Attend exclusive Director development in Dallas*!

It's here! Catch the Dream 2015! Be part of an exclusive group of Mary Kay® women from around the world and head to Dallas, Texas, to enjoy a career-building trip of a lifetime!

All are welcome!

Whether you're in Red and planning to qualify for Directorship or you're a Senior Director looking to step up, you can head to Dallas. All you need to do is check out the full terms and conditions!

Go Online: Community Page/Contests and Recognition/Catch the Dream

* Conditions apply



STAR CONSULTANT PROGRAM

Will you be adding another dazzling gemstone to your Ladder of Success pin? Whether you're on track or just a little behind target, no problem. March is the month to reach out to customers and promote these great opportunities:

Sales:

- New product customer offer: Misty device and TimeWise® Moisture Renewing Softener. Page 9
- Customer offer: Endless Performance™ Modifiable Offer. Page 7

Recruiting:

- New \$25 Welcome Pack
- Teambuilding promotion

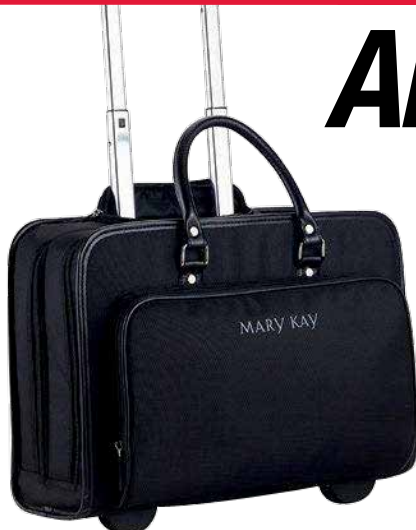


Which Star will be yours?

- | | | | | |
|---|-----------------|-------------------|---|---------------------------|
| 1 | Sapphire | \$20 Myer e-Card™ | - | NZ\$35 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™ |

Go online: [Community Page](#) / [Contest](#) / [Recognition](#) / [Be a Star](#)

LAST MONTH! - LAST MONTH! - LAST MONTH! - LAST MONTH! - LAST MONTH!



Are You RED-y to Join the Club?

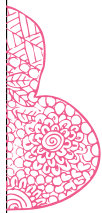
DIRECTORS!

Will you be part of the 5% Red Jacket Club for the first quarter of 2015? If so, you can look forward to earning* this ever-so-professional Mary Kay® Rolling Laptop Case! Let March activity make it yours!

* Conditions apply



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



Recognition

JANUARY 2015



NEW SALES DIRECTORS / NEW SENIOR, NEW FESD, NEW ESD'S FOR FEBRUARY



Congratulations to **Amy Ashlin** on her debut as a new Sales Director! Amy is from RANELAGH TAS and is from the Baker Unit and is part of the Go-Give Area!

NEW SALES DIRECTORS IN QUALIFICATION FOR FEBRUARY



Congratulations to new DIQ **Lanlan Wang!** Lanlan is from the Zhang Unit and the Kao Area



Congratulations to NEW first time **S.Dir. Danielle Baker** on the debut of her offspring Amy Ashlin! Danielle is from Old Beach TAS and is part of the Go-Give Area.



Congratulations to new DIQ **Jael Barrios!** Jael is from the Roet Unit and the Go-Give Area.

CURRENT DIRECTORS IN QUALIFICATION

NOV/DEC/JAN/FEB

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

JAN/FEB/MAR/APR

Kylie Kurtelova from the Hardcastle Unit and the Go-Give Area
Jodie Hall from the McNeill 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

ANGELS

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



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



COURT OF DIRECTOR PERSONAL SALES
Dir. Mary-Ann Rose



COURT OF CONSULTANT PERSONAL SALES
Ying (Amy) Su Zhang



COURT OF SHARING
Jodie Hall McNeill

TOP 10 JANUARY 2015

Congratulations to all the Top 10 achievers

UNITS

1. Perkins	\$44,341
2. Zhang	\$36,062
3. McNeill	\$34,814
4. Waterhouse	\$33,066
5. Croker	\$30,290
6. Heuston	\$27,279
7. Elley	\$27,063
8. Baker	\$26,734
9. Heenan	\$26,041
10. Smith	\$25,053

SALES DIRECTORS

1. Dir. Mary-Ann Rose	\$8,647
2. Dir. Nicole Ross	\$6,438
3. S.Dir. Sharon Herrmann	\$6,028
4. Dir. Maureen Allison	\$5,371
5. Dir. Jan Smith	\$5,001
6. Dir. Grace Devries	\$4,593
7. Dir. Kristy Ingram	\$4,134
8. E.S.Dir. Bronwyn Waterhouse	\$4,078
9. S.Dir. Julie Heuston	\$3,716
10. Dir. Melissa Livermore	\$3,701

CONSULTANTS

1. Ying (Amy) Su Zhang	\$8,700
2. Lanlan Wang Zhang	\$6,700
3. Jodie Hall McNeill	\$5,012
4. Suzanne Fairbrother Croker	\$4,146
5. Jan Greig Thompson	\$4,005
6. Lisa Perkins Levins	\$4,000
7. Emma Boyd Allison	\$3,805
8. Tracey Holland Borg	\$3,740
9. Kylie Kurtelova Hardcastle	\$3,118
10. Vikki Bendeich Perkins	\$3,109

PERSONAL TEAMBUILDING

1. Jodie Hall McNeill	14
2. Lisa Perkins Levins	10
3. Lanlan Wang Zhang	7
4. Amy Ashlin Baker	6
5. Ying (Amy) Su Zhang	6
6. Jael Barrios Roet	5
7. Dir. Reanne Medill	4
8. S.Dir. Stevie-lee Reed	4
9. S.Dir. Carima Coultas	3
10. Dir. Grace Devries	3

TOP 20 YEAR TO DATE IN OUR ANNUAL AWARDS COURTS

Congratulations to the Units, Independent Sales Directors and Consultants as at January 31st 2015.

UNITS

1. Perkins	\$710,501
2. Waterhouse	\$529,256
3. Duke	\$517,552
4. Elley	\$491,292
5. Munns	\$484,003
6. Triplett	\$474,723
7. Roet	\$470,486
8. Cuzzola	\$457,692
9. McMahon	\$432,291
10. Croker	\$411,590
11. Ellis	\$403,610
12. Pocknall	\$393,414
13. Coultas	\$382,623
14. Heuston	\$381,502
15. Ratcliffe	\$381,415
16. Allison	\$319,026
17. Reed	\$316,854
18. Baker	\$316,438
19. Hall	\$294,297
20. Smith, J	\$292,095

SALES DIRECTORS

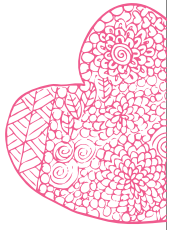
1. Dir. Maureen Allison	\$74,695
2. Dir. Katherine McNeill	\$61,906
3. Dir. Jessica Heenan	\$58,033
4. Dir. Donne Cuzzola	\$55,449
5. Dir. Jan Smith	\$52,690
6. Dir. Gayle Taylor	\$52,558
7. Dir. Melanie Sleeman	\$50,435
8. Dir. Rouwyda Naboulsi	\$50,091
9. Dir. Tara McMahon	\$47,825
10. Dir. Mary-Ann Rose	\$47,641
11. S.Dir. Alison Rogers	\$47,458
12. E.S.Dir. Bronwyn Waterhouse	\$46,240
13. Dir. Kristy Ingram	\$46,068
14. F.E.S.Dir. Carissa Hall	\$45,222
15. Dir. Danielle Baker	\$45,076
16. Dir. Susan Cameron-Davies	\$44,131
17. Dir. Jay Prince	\$43,726
18. Dir. Reanne Medill	\$43,337
19. S.Dir. Mary Munns	\$42,404
20. E.S.Dir. Tanya Roet	\$42,001

CONSULTANTS

1. Tracey Holland Borg	\$81,597
2. Vicky-Lee Restieaux Roberts	\$56,802
3. Jan Greig Thompson	\$44,816
4. Emma Boyd Allison	\$42,398
5. Sheryl Hyde Anderson	\$41,989
6. Kelli Florisson Cuzzola	\$38,748
7. Sue Dumbrell Cassidy	\$38,456
8. Amy Ashlin Baker	\$36,737
9. Tumer Rigoni Craig	\$36,314
10. Shannyn Stevens Triplett	\$36,146
11. Renee Spence Cuzzola	\$36,074
12. Jodie Hall McNeill	\$35,245
13. Jane Nicholl Bagley	\$34,730
14. Kylie Spice Pocknall	\$33,261
15. Susanne Gane Price	\$33,247
16. Lindy Harman Duke	\$33,048
17. Shelley Worsley Hall	\$32,322
18. Elinor Reynolds Morgan	\$31,432
19. Lisa Perkins Levins	\$31,253
20. Sarah Copping Heenan	\$30,090

SHARING

1. Dir. Tara McMahon	\$7,928
2. Dir. Reanne Medill	\$5,279
3. S.Dir. Carima Coultas	\$5,265
4. Dir. Pia Schafberger	\$4,932
5. E.S.Dir. Jennifer Ratcliffe	\$4,490
6. Dir. Rita Hamonfore	\$3,985
7. S.Dir. Jane (Jie) Zhang	\$3,717
8. S.Dir. Karyn Hardcastle	\$3,195
9. Dir. Thao Nguyen	\$3,048
10. E.S.Dir. Tanya Roet	\$3,024
11. Dir. Toni McQuade	\$2,938
12. Jodie Hall McNeill	\$2,743
13. Dir. Amanda Hayward	\$2,666
14. Dir. Belinda Hudson	\$2,302
15. Dir. Qui Ko	\$1,407
16. Dir. Li (Lina) Ding	\$1,837
17. S.Dir. Catalina Obien	\$3,044
18. Nhan Thi Nguyen Nguyen	\$958
19. Dir. Grace Devries	\$2,475
20. S.Dir. Trish Price	\$1,423



CHARM ACHIEVERS

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

GOLD CHARM

(Five New Team Members)
Jodie Hall *McNeill*
Lisa Perkins *Levins*
Lanlan Wang *Zhang*
Amy Ashlin *Baker*
Ying (amy) *Su Zhang*
Jael Barrios *Roet*

SILVER CHARM

(Four New Team Members)
Dir. Reanne *Medill*
S.Dir. Stevie-lee *Reed*

BRONZE CHARM

(Three New Team Members)
S.Dir. Carima *Couttas*
Dir. Grace *Devries*
Karen White *Schirmer*
Katrina Dorward *Levins*



5% RED JACKET CLUB

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

Unit	%
S.Dir. Julie Heuston	6.6%
Dir. Lynne Croker	6.2%
Dir. Danielle Baker	5.2%
S.Dir. Jane (Jie) Zhang	5.0%
S.Dir. Trudy Clarkson	5.0%

6.5% CLUB CONSULTANTS

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

Jodie Hall <i>McNeill</i>	\$1,073
Lanlan Wang <i>Zhang</i>	\$564
Amy Ashlin <i>Baker</i>	\$559
Ying (amy) <i>Su Zhang</i>	\$461
Carole Pearson <i>Borg</i>	\$306
Sarah Copping <i>Heenan</i>	\$302
Jan Greig <i>Thompson</i>	\$279

6.5% CLUB SALES DIRECTORS

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

E.S.Dir. Bronwyn Waterhouse	958	Dir. Tara McMahon	611	Dir. Beth Miles	526	Dir. Melissa Livermore	393
S.Dir. Trish Price	847	Dir. Jessica Heenan	598	Dir. Thao Nguyen	487	S.Dir. Val Triplett	387
S.Dir. Linda Fraser	770	F.E.S.Dir. Lisa Duke	594	F.E.S.Dir. Carissa Hall	475	Dir. Zhi Meng Jin	359
Dir. Reanne Medill	767	Dir. Maureen Allison	586	Dir. Jan Smith	473	S.Dir. Carol Staton	344
E.S.Dir. Jennifer Ratcliffe	744	Dir. Lynne Croker	586	Dir. Rouwyda Naboulsi	466	S.Dir. Kristine Purcell	339
S.Dir. Sandra Jensen	661	E.S.Dir. Lyn Perkins	574	Dir. Katherine McNeill	436	Dir. Danielle Baker	323
S.Dir. Carima Couttas	659	F.E.S.Dir. Jane Elley	552	Dir. Melanie Steeman	435		
Dir. Kristy Ingram	647	S.Dir. Mary Munns	547	S.Dir. Julie Heuston	412		

QUARTERLY GO-GIVE WINNERS FOR JANUARY - MARCH 2015

For Australia



Dir. Jayne Holloway is from West Moonah Tasmania and part of the Go-Give Area.

Jane is described by her Sister Sales Directors as being committed to upholding Mary Kay's unique ethics, always looking to serve and continually going over and above. Jane genuinely wants success for everyone and has the biggest "Go-Give" heart!

For New Zealand



S.Dir. Linda Fraser is from Christchurch New Zealand and part of the Todd National Area.

Linda is described by her Sister Sales Directors as being dependable and always going the extra mile. She is an inspiration to everyone she meets, shares her experiences and is encouraging to everyone with a true Go-Give heart!

SUPERSTARS

Congratulations to our Superstars for January 2015. The Sales Directors and Consultants have had orders processed to the value of \$4000 NZ\$4500 during January. All of these Superstars are well on their way to earning a Diamond on their Ladder.

Ying (amy) <i>Su Zhang</i>	S.Dir. Sharon <i>Hermann</i>	Dir. Grace <i>Devries</i>	E.S.Dir. Bronwyn <i>Waterhouse</i>
Dir. Mary-Ann <i>Rose</i>	Dir. Maureen <i>Allison</i>	Suzanne <i>Fairbrother Croker</i>	Jan Greig <i>Thompson</i>
Lanlan Wang <i>Zhang</i>	Jodie Hall <i>McNeill</i>	Dir. Kristy <i>Ingram</i>	Lisa Perkins <i>Levins</i>
Dir. Nicole <i>Ross</i>	Dir. Jan <i>Smith</i>		



SALES DIRECTOR COMMISSION CHEQUES

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

E.S.Dir. Lyn Perkins	6,783	Dir. Lynne Croker	3,665	Dir. Reanne Medill	3,050	Dir. Maureen Allison	2,167
E.S.Dir. Bronwyn Waterhouse	6,527	Dir. Danielle Baker	3,593	Dir. Jan Smith	2,788	Dir. Beth Miles	2,120
Dir. Katherine McNeill	4,443	F.E.S.Dir. Jane Elley	3,585	Dir. Tara McMahon	2,775	F.E.S.Dir. Ruth Thompson	2,101
F.E.S.Dir. Lisa Duke	4,395	Dir. Jessica Heenan	3,527	S.Dir. Suemaree Pocknall	2,501	S.Dir. Marilyn Schirmer	2,072
S.Dir. Jane (Jie) Zhang	4,227	E.S.Dir. Tanya Roet	3,359	S.Dir. Linda Fraser	2,345	S.Dir. Sandra Jensen	2,071
F.E.S.Dir. Carissa Hall	4,216	S.Dir. Julie Heuston	3,343	Dir. Kristy Ingram	2,328	S.Dir. Bev Lindemann	2,045
S.Dir. Carima Couttas	4,169	S.Dir. Val Triplett	3,243	Dir. Donne Cuzzola	2,258		
E.S.Dir. Jennifer Ratcliffe	4,153	S.Dir. Mary Munns	3,211	F.E.S.Dir. Pauline Connell	2,256		

HAPPY ANNIVERSARY!

35 YEARS

Shirley Jamieson *Wilson*

25 YEARS

Patricia Shanks *Smith*

20 YEARS

Cathy Devries *Jensen*
S.Dir. Trudy *Clarkson*

15 YEARS

Adrienne Nunns-Smith *Anderson*
Carly Falconer *Zocrafos*
Janine Cole *Borg*
Lyn McElligott *Todd*
Michelle Lindenmayer *Lindemann*
Pauline Moon *Thompson*
Rebecca Reid *Hutchison*
Sherene Abrahams *Pocknall*

10 YEARS

Bronwyn Poustie *Smith*
Carole Manninen *Sokol*
Dianne Rooney *Staton*
Janine Papst *Valenti*
Jenni Burhofer *Hutchison*
Kate Badcock *Waterhouse*
Kate Briggs *Perkins*
Marie Scott *Davidson*
Maryann Bartolo *Clarkson*

Natalie Cuschieri *Hutchison*
Rebecca Williams *Borg*
Samantha Lorimer *Rogers*
Sandra Hammond *Bagley*
Tracey Emerton *Bagley*
Dir. Melanie *Steeman*



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And you receive a FREE Welcome Pack



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