

MARY KAY

applause

AUSTRALIA / NEW ZEALAND
OCTOBER 2014

Light Up the
Holidays
With Happiness.

discover what you **LOVE**™



Mary Kay
said it best

To reap the harvest of rewards, you must first sow the seeds of industry. There are three kinds of Consultants – the rowboat (the Consultant who has to be pushed everywhere she goes); the sailboat (the Consultant who goes wherever the wind blows her); but then the kind I hope you would like to be is the speedboat type of Consultant who makes up her mind where she wants to be and goes there.

Dear All,

We're gearing up for a brilliant holiday season! October is always exciting as the holiday gift-giving season officially commences and everyone prepares for a fantastic final quarter of the 2014 year. Still, as important as this is, let's keep our eyes on our 18-month Seminar year too. We're just over halfway so don't forget, it's a great time to really push toward your Seminar goals.

Talking of goals, October sees the launch of our new Red Jacket Rally contest.

Take a few moments to read through page 10 and familiarise yourself with both the opportunity and contest requirements. It's often easier than you think and when you combine this busy holiday season with our new products and generous offers, Red Jacket Rally is certainly within your reach! Don't forget, you can talk to your Sharer or Director if you want to know more. And if you want to try on that Red Jacket for size, they'll be happy to help!

So, as quarter 4 kicks off, don't forget, order your Christmas Pre-Pack (page 5), start sharing your Christmas Brochures and begin selling from day 1! You'll be solving your customer's gift-giving dilemmas and making the holiday season less stressful and a whole lot more enjoyable. Great customer service leads to great sales!

Keep focused and importantly, enjoy October!

John Simcocks
General Manager
Australia and New Zealand



October: dates to remember

1 Launch of **Colour Updates, Customer and Consultant October Only Offers, October Teambuilding Promotion, Free Freight and Volume discount levels.**

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

30 **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).

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 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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VOL.20 No.10 ABN 97 004 698 622

Applause magazine is published in recognition of and as information for members of Mary Kay contractor sales organisation, Independent National Sales Directors ("National Sales Directors"), Independent Sales Directors ("Sales Director"), and Independent Beauty Consultants ("Consultants") in Australia and New Zealand. Incentives and Awards referred to in this publication may not be applicable in all markets.

For use in Australia and New Zealand only.



In THIS ISSUE

Give Holiday Gift-Giving sales a power boost by snapping up your **New Christmas Pre-Pack** and **Mary Kay Christmas Brochures** early! You'll find more information on pages 4-5, plus a magazine that's jam-packed with tempting offers and new colours to welcome the spring sunshine.



NEW HOSTESS GIFT! Check out this gorgeous **Mary Kay® Cosmetic Duo Clutch**. **Page 4**

BOOK!
SHARE!



Sharing products you love and Customers want is all you need to get the conversation started. Sharing the Mary Kay Opportunity is easy when customers need a little extra cash. These offers will help. **Page 9**



IMPORTANT INFORMATION

Phase in products Section 1:
Mary Kay® Lip Protector SPF 15
(Old Part #10049430 - New Part #10074111)

Phase in product Section 2:
10064665 - TimeWise® Liquid Foundation Ivory 6 pk/6

discover what you

LOVE™



GET IT NOW! Your **New Christmas Pre-Pack** and **Mary Kay At Play™ Pre-Pack** are chock-filled with brand new gift-giving goodies and all you need to make sales soar! **Pages 5-8**



SELL!
DARE!

NEW! Red Jacket Rally has arrived. It's achievable! If others can do it – **WHY NOT YOU?** **Page 10**

ASIA PACIFIC
2015
RED JACKET RALLY



MyBusiness

Front office/My business teaser!

Coming Soon

"Would you like to see your commission 'live' as you earn in?"
Watch this space.

GIVE YOURSELF AN INCOME BOOST.

Start selling from October 1 – day 1!

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 this bonus product!

- 1 x Mary Kay Christmas Brochure, pk/10
- 1 x Discover What You Love™ Foldable Gift Box

EARN MORE!

REACH \$750 NZ\$840

And receive this bonus product!

- 1 x Mary Kay® Indulge® Soothing Eye Gel
- 1 x Discover What You Love™ Foldable Gift Box

NOW EARN MORE!

REACH \$1,300 NZ\$1,460

And receive your Beauty All Over pack

- 1 x Mary Kay® Indulge® Soothing Eye Gel
- 1 x TimeWise Body™ Targeted-Action® Toning Lotion

EARN EVEN MORE!

REACH \$2,000 NZ\$2,200

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

- 1 x Satin Lips® Lip Balm
- 1 x TimeWise Body™ Hand and Décolleté Lotion
- 1 x Satin Body™ 2-In-1 Body Wash 'n' Shave

AND MORE!

REACH \$4,000 NZ\$4,400

When your cumulative order reaches this level, you'll also be eligible for this generous pack too!

- 1 x Mary Kay® Peach Satin Hands® Hand Pampering Set
- 1 x Mary Kay® Satin Body™ Hydrating Lotion
- 1 x Mary Kay® Satin Body™ Buffing Cream

*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.

New Hostess Gift†

Don't forget your hostess! The new glamorous cosmetic duo clutch set is a stylish way to keep makeup organised. Your hostess could even keep one for her and give the other away as a gift. With such a fabulous offer, it'll be hard for your hostess to resist!



Mary Kay® Cosmetic Duo Clutch, \$12 NZ\$16 (Part #10076425)

NEW CHRISTMAS BROCHURE

Light Up Your Holiday!

Get your gift-giving season off to a flying start by reaching out to your customers before they reach out to the shopping mall!

Mary Kay's gorgeous new **Christmas Brochure pk/10** is packed full of goodies, showcasing brand new treats alongside our best-selling favourite gift items. Seasonal, sensational and ultra-tempting!

\$6 NZ\$7.50 (Part #08080879)



Here are three GREAT REASONS to hand out Mary Kay Christmas Brochures:

1. You are actually GIVING something. It's tangible! Customers can touch and hold it. It actually FEELS like a gift to them from you!
2. It gets passed around and therefore it STAYS AROUND! In other words, you give it to one customer, she shows it to another, or perhaps, it's picked up by a visitor? By handing out one brochure, you reach multiple customers!
3. In these hi-tech digital days, customers still love a glamorous, glossy brochure. Sure, website, social media and so on are FANTASTIC, but gorgeous goodies, presented in a glam and glossy way are still attention grabbers!



Tip! Remember to fill in your Beauty Consultant details on the back page.

†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® Cosmetic Duo Clutch.

discover what you love: new christmas pre-pack

GET IT TOGETHER!

Your Christmas Pre-Pack

Purchasing Mary Kay's Christmas Pre-Pack makes sense – for YOU, your CUSTOMERS and your business!

- **YOU** get sensational value, heaps of free goodies and an early sales and earnings boost to the Holiday season.
- **YOUR CUSTOMERS** enjoy great, extra-value offers, relaxed, enjoyable early gift shopping and your personalised service.
- **YOUR BUSINESS** ends the 2014-year on a high!

Limited to
TWO Pre-Packs
per Consultant*.
Only \$396.50
NZ\$444.75
(Part #10081553)
Available October
ONLY!



Mary Kay® Little Gifts Hand Cream, \$23 NZ\$26 each

- Vanilla Berry (Part #10074892)
- Vanilla Mint (Part #10074894)

Mary Kay® Winter Wishes™ Set, \$80 NZ\$90 (AU Part #10082974, NZ Part #10082977)

- Body Lotion
- Shimmerific Shower Gel
- Fragrance Wand

Mary Kay® Little Gifts Lip Balm Set, \$60 NZ\$66 (Part #10073915)

- Vanilla Berry
- Vanilla Mint
- Vanilla



Fragrance-Free Satin Hands® Hand Pampering Set, \$69 NZ\$79.50 (Part #10032362)

- Hand Softener
- Satin Smoothie Hand Scrub
- Hand Cream



SPECIAL PRICE (PRE-PACK ONLY)
MK High Intensity™ Sport Hair and Body Wash, \$12.50 NZ\$13.75 (Part #10077797)

Normal Retail Price: \$25 NZ\$27.50



Stonewashed (Part #10072012)



Summer Sunset (Part #10072013)

Hello, Sunshine! Collection

- Mary Kay® Springy Eye Duo – Stonewashed, \$26 NZ\$29
- Mary Kay® Springy Eye Duo – Summer Sunset, \$26 NZ\$29
- Mary Kay® Creamy Lip Colour – Carefree Coral, \$25 NZ\$28
- Mary Kay® Creamy Lip Colour – Retro Rose, \$25 NZ\$28
- Mary Kay® Lip Gel – Cherry Twist, \$27 NZ\$29.50



Carefree Coral (Part #10071998)



Retro Rose (Part #10071999)



Cherry Twist (Part #10071375)

Sound good?
Then place your order NOW!

Here's what you get.

YOUR CHRISTMAS PRE-PACK CONTAINS:

- Mary Kay® Winter Wishes™ Set
- Mary Kay® Little Gifts Hand Cream – Vanilla Berry
- Mary Kay® Little Gifts Hand Cream – Vanilla Mint
- Mary Kay® Little Gifts Lip Balm Set
- Fragrance-Free Satin Hands® Pampering Set
- MKHigh Intensity™ Sport Hair and Body Wash
- Mary Kay® Springy Eye Duo – Stonewashed
- Mary Kay® Springy Eye Duo – Summer Sunset
- Mary Kay® Creamy Lip Colour – Carefree Coral
- Mary Kay® Creamy Lip Colour – Retro Rose
- Mary Kay® Lip Gel – Cherry Twist



All This – FREE!

- Hello, Sunshine! Collection Bag
- Christmas Brochures 2014, pk/10
- Mary Kay® Duo Clutch Set
- Mary Kay® Ultimate Mascara – Black
- Discover What You Love™ Foldable Gift Box

\$66/NZ\$81.50
VALUE

discover what you love: limited-edition products

WHILE STOCKS LAST!

Hello, **Sunshine!**

Explore. Discover. Play. Hello, Sunshine!

Spring is here, the sun's shining and the surf is up! This season is all about the wondrous exploration of carefree days and reinventing timeless summer beauty. This playful, spring/summer colour collection features soft hues, to reflect a cheerful mood and wonderfully relaxed style. So, come along on our beautiful road trip. It's time for fun!

Hello, Sunshine Summer Colour Collection

While Stocks Last!



Summer Sunset



Stonewashed

Mary Kay® Springy Eye Duo

This amazing eye colour has a springy feel and glides on effortlessly to provide long-lasting colour. The smart cream-to-powder formula leaves a smooth, even finish. Use shades alone or together to create a gorgeous look just for you!

Tell customers more:

- Bounce-to-the-touch sensation
- Crease resistant colour
- Does not smudge

\$26 NZ\$29 each

Mary Kay® Creamy Lip Color
Delectably creamy, long-lasting and lightweight.

Tell customers more:

- Colour does not feather or bleed
- Gives an even, semi-matte finish
- Is transfer resistant

\$25 NZ\$28 each



Retro Rose



Carefree Coral

Mary Kay® Lip Gel

Say hello to bold, rich buildable colour with a glass-like, smooth mirror finish.

Tell customers more:

- Lips feel smooth, comfortable and hydrated
- Sheer and buildable to customise depth of colour
- Quenches lips

\$27 NZ\$29.50



Cherry Twist

Hello, Sunshine! Modifiable Offer*!

Hello, Sunshine!

Just spend **\$95 NZ\$100** or more on any items from the following Hello, Sunshine! range:

- Springy Eye Duo
– Stonewashed, Summer Sunset
- Creamy Lip Colour
– Carefree Coral, Retro Rose
- Lip Gel – Cherry Twist

And get this **FREE!** Hello, Sunshine! Collection Bag and Mary Kay® Ultimate Mascara – Black



Valued at **\$44/NZ\$51.50**

MUST-HAVE-NOW Customer Offer*!

Show it, sell it!

The TimeWise® Miracle Set is the perfect starting point for your skin care parties. Why? When used as a set, it offers clinically tested results that have benefitted millions! And it appeals to the broadest age range (25-50) with early-to-moderate signs of aging.



Total Renewal Holiday Set:

Purchase our best-selling TimeWise® Miracle Set \$181/NZ\$208 (Normal-to-Dry Part #10082353) (Combination-to-Oily Part #10082354) containing:

- TimeWise® 3-in-1 Cleanser, 127g
- TimeWise® Age-Fighting Moisturizer, 88mL
- TimeWise® Day Solution SPF30, 29mL
- TimeWise® Night Solution, 29mL

FREE!

Mary Kay® Skinvigorator™ Cleansing Brush, Valued at **\$65 NZ\$70**



discover what you love: mary kay at play™

Attract new customers with the additional Mary Kay At Play™ Pre-Pack

LIVE. SHARE. LOVE.

NEW! Mary Kay At Play™ Colour!

Mary Kay At Play™ colour is playful, fun and totally now. It's easy and so very affordable to discover totally new looks and reinvent yourself – every day! From edgy and cool to flirty beach babe and everything in between! Just check out these latest editions to Mary Kay's fashion forward colour range.

While Stocks Last!



Limited to **TWO Pre-Packs per Consultant***. Only **\$216 NZ\$249** (Part #10084324)



Electric Spring (Part #10062147)

Sunset Beach (Part #10062148)

Field Day (Part #10062149)

Neapolitan (Part #10062150)

1



2

The Real Teal (Part #10074050)

Hello Violet (Part #10074051)

Gold Metal (Part #10074053)

3



Pink Again (Part #10074041)

In The Plum (Part #10074042)

Orange You Love (Part #10074043)

Atomic Red (Part #10074044)

1. Mary Kay At Play™ Baked Eye Trio, 2g \$18 NZ\$21 each
(Available in Electric Spring, Field Day, Sunset Beach and Neapolitan.)

2. Mary Kay At Play™ Bold Fluid Eyeliner, 3.5mL \$20 NZ\$23 each
(Available in The Real Teal, Hello Violet and Gold Metal.)

3. Mary Kay At Play™ Triple Layer Tinted Balm, 3.5g \$21 NZ\$24 each
(Available in Pink Again, In The Plum, Orange You Love and Atomic Red.)



UPSELL! It's easy to intensify colour! If you love eye-poppingly gorgeous, intense, rich colour then Mary Kay® Eye Primer is for you. It's waterproof formula provides the perfect base for eye colour, helping it to stay perfectly put all day – and all night – long!

Mary Kay® Eye Primer, 8.5g \$25 NZ\$29.50,

GET it ALL!

This great Pre-Pack is a MUST! You can start selling Mary Kay At Play™ straight away. The affordability of this amazing range makes it ideal for younger customers and perfect for quick add on sales.

Mary Kay @ Play Pre-Pack*: What's included?

One each of the following:

- Baked Eye Trio – Electric Spring
- Baked Eye Trio – Sunset Beach
- Baked Eye Trio – Field Day
- Baked Eye Trio – Neapolitan
- Bold Fluid Eyeliner – The Real Teal
- Bold Fluid Eyeliner – Hello Violet
- Bold Fluid Eyeliner – Gold Metal
- Triple Layer Tinted Balm – Pink Again
- Triple Layer Tinted Balm – In the Plum
- Triple Layer Tinted Balm – Orange You Love
- Triple Layer Tinted Balm – Atomic Red



FREE

BEST-SELLER MARY KAY BEST-SELLER

\$30/NZ\$35 VALUE

These come FREE!

- Christmas Brochure pk/10
- Mary Kay® Oil-Free Eye Makeup Remover

Simple Steps to Great CHRISTMAS SELLING

It's easy to get ahead! A little planning is all you need to power-boost your business and secure some extra income. Just think **'PLAN, PREPARE, SHARE'**.

PLAN...

- **The minimum amount you want to earn** over the holiday period.
- **Exceed it! Don't accept anything less – but go for gold.** It's a costly time for everyone and extra income is always welcome!
- **Break down your monthly sales goal.** Sales = Income! Be realistic and plan for great sales earlier rather than later. Don't live in hope that sales will come in last minute – or you could miss out.
- **Plan each week's tasks and allocate time.** It's easy to get distracted so PLAN not to be! If you allocate time for each area of your life and follow through, you'll be amazed at what you can achieve.
- **Keep yourself in check.** Be honest with yourself, if you're not doing what you planned to do, YOU are missing out. Give yourself a little tough love so that what you planned is what you ACHIEVE!

PREPARE...

- **Order your Christmas Pre-Pack** and extra **Christmas Brochures.**
- **Go through your customer contact list.** Identify who is most likely to hold a Holiday Open House, hit the phone and start selling the benefits!
- **Pre-write some posts for Facebook and your preferred social media.** If you use a variety of social media platforms, make sure they incorporate complementary information. For example, Twitter can direct customers to your Facebook page. So think ahead to maximise opportunity. If you have your posts ready, it's easier to upload and keep your sales pitch moving.
- **Promote Beauty Direct!** Mary Kay customers can purchase any way they want. If time is tight, don't lose out, send a link to the online Christmas Brochure or pop a hard copy in the post. Just don't miss out on sales!
- **How will you present your gift-goodies to your customers?** Know how your visual presentation will look at an Open House and how products will be presented if you make a one-on-one appointment. It's important to present beautiful products in an appealing way if you want to make great sales.

SHARE...

- **The Opportunity!** Mary Kay's \$75 Starter Kit is so affordable.
- **Our new volume discount levels!**
- **The dream.** Flexibility, income in your own time, at your own pace.
- **The benefit of extra income at a costly time of year.**



Presentation Counts!

Don't forget to think about **how your gift looks**. We know the products are gorgeous but make it even more exciting by presenting it in a stunning gift box or bag. Or you could offer a wrapping service to your customers - since **presentation is everything!**

Discover What You Love Foldable Gift Box \$5/NZ\$6.50 (Part #10081568)
Mary Kay Large Shopping Bag pk/5 \$4.00/NZ\$4.50 (Part #10030176)



discover what you love: asia pacific red jacket rally



Asia Pacific Red Jacket Rally

October 1, 2014 – January 31, 2015

RACE FOR RED! Red is YOUR Colour!

Earn Your Red Jacket and Head to Hangzhou*

Turbo-charge your Mary Kay Career Path aspirations by capitalising on this busy holiday gift-giving period! NOW is the perfect time to catch a head start on your sales and teambuilding target to secure your ticket to beautiful Hangzhou!

Just do TWO* things:

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

Tip!

Remember to diarise SmartStart dates for each new recruit. Make sure you keep in touch to ensure they place their SmartStart Bonus orders on time. If you don't, you could miss out!

Two Achievers. ONE Great Experience!

Sales Directors Amanda Hayward and Belinda Hudson were just two of our high achievers who qualified to attend this year's Asia Pacific Red Jacket Rally, in Hangzhou. We interviewed them both and asked them to share their highlights. Over the course of the promotion, we'll share snippets of those great interviews with you.

Q: What was your motivation to achieve Asia Pacific Red Jacket Rally 2014?



The opportunity to travel overseas was really appealing as I certainly couldn't afford this trip on my own. I had also decided that it was time to take my Mary Kay career seriously and to start taking advantage of all of the opportunities that were open to me. Red Jacket Rally came at just the right time. It provided the goal and the catalyst for action. Achieving it became my focus and I just made sure I fulfilled the requirements!

Sales Director Amanda Hayward



I love China and was keen to visit again! I knew people who had been to Red Jacket Rally before and loved it! The fact that Mary Kay would pay for the trip was definitely a driver – but not the only driver. With everything I'd heard from other attendees, I knew my business would benefit. Just achieving the requirements would help to boost my business but also I'd get some great ideas and inspiration for building my business – and would get to do some sight seeing/shopping too. Add that altogether and that was my motivation!

Sales Director Belinda Hudson



Red Jacket Rally 2015

Are you currently a **Red Jacket?**

Then **STEP UP** make your goal Director-in-Qualification. Don't forget, Hangzhou awaits!

TEMPTING? You Bet!

Here's what awaits you at Asia Pacific Red Jacket Rally:

- **A chance to mix with the best in our business** from across the Asia Pacific Region.
- **Classes and workshops galore** packed with tried and tested tips and advice that will keep your business growing!
- **Fun. Friendship... and more fun.** At Mary Kay, fun and friendship is at the heart of everything that we do.
- **Beautiful Hangzhou!** Discover the natural beauty and elegance of this ancient city. Truly the chance of a lifetime!



Find out more! For full terms and conditions visit the Community Page/Contests and Recognition.

discover what you love: smartstart

Calling New Consultants!

FIND OUT HOW TO START SMART AND EARN BIG!

Take advantage of the MONTH OF JOINING BONUS REWARD! >>>

Simply place minimum cumulative Section 1 Retail Orders of just **\$500 NZ\$550** within the month that you join to earn a **FREE** Mary Kay® Oil-Free Eye Makeup Remover! This order will also contribute towards your SmartStart 1 bonus reward.



>>> 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 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*



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

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.

Products not included.

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

>>> Learn <<<

1: FirstStepsOnline

Take our quick and easy e-learning program. It's packed with the basics!

2: Essential Steps to Reach Success

Follow-up with our face-to-face comprehensive workshop with your Independent Sales Director. Plus on completion, you'll receive a **\$200 NZ\$220** voucher to redeem with your next qualifying order!

3: Essential Steps to Teambuilding

Our advanced workshop helps you to build a team and climb the Career Path.

>>> Build <<<

When you build a Team you can earn fabulous business tools like these!

- Mary Kay® Business Organiser
- Mary Kay® Colour Carrier
- Mary Kay® Beauty Travel Case

Check out the full details:

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

The Catalyst Was The 10-Class Challenge!

Tara McMahon
Mary Kay Independent Sales Director

Time really does fly! I have now been a Consultant with Mary Kay for over four years. I have learnt and achieved SO much from *one very small decision* – the decision to become a Mary Kay Consultant. It seemed huge at the time. All I wanted to do was buy our gorgeous products and sell them to family and friends. That was it.

I had no intention of selling to others and advancing my career. However, soon after I joined I started to become very motivated with all of the buzz and excitement from my sister Consultants! Suddenly, I stepped up and into my Red Jacket in just three months! Then I thought, *“Well I have arrived I am now a Red Jacket.”* I felt that I had achieved what I needed to with Mary Kay and really didn't do anything for the next 6 months. Little did I know that if you don't keep moving forward in Mary Kay things can go backwards very quickly!

“I am eternally thankful to Senior Consultant Emma Priestly for introducing me to Mary Kay and mentoring me throughout my entire Mary Kay journey”

In September 2010 I decided to attend one of the Monday night Unit Meetings that were held every week. At the meeting that week Emma was discussing with us how Ryan Rogers, Mary Kay's Grandson in America was taking on the challenge of a 10-Class week. His objective was to show Consultants what could be achieved by picking up your showcase and putting it to work. So that week, Emma challenged us all to conduct a 10-Class week.

“Who would have thought that my decision to sign my Beauty Consultant Agreement and then take up the 10-Class challenge would have brought a lifestyle like this! Believe it – because you can certainly achieve it. I did!”

That was just what I needed. I was motivated and excited that I had something new to run with – and off I went. I went home and began to plan. I made a list of everyone I knew and started calling and didn't stop until I had all 10 Classes booked. They all could feel my excitement and enthusiasm, wanting to be part of my challenge! Well, I completed my 10-Class week in October 2010, had a fantastic time meeting so many different women, developing my skills and building a great customer base. In that 8 days it took me to do the 10 classes, I sold a total of \$8,400 in products, earned \$195 per hour and got four New Team Members!

Since then, I became a Director and earned heaps of amazing rewards. From diamond rings, cars and overseas trips, Mary Kay has changed my life. And it can change yours too. Who would have thought that my decision to sign my Beauty Consultant Agreement and then take up the 10-Class challenge would have brought a lifestyle like this! Believe it – because you can certainly achieve it. I did!

Tara McMahon, Mary Kay Independent Sales Director



“In that 8 days it took me to do the 10 classes, I sold a total of \$8,400 in products, earned \$195 per hour and got four New Team Members!”

Attend your
Holiday Unit Meeting
and Give Yourself a Pay Rise!

It's time to make the most of the gift-giving season and give yourself a much-deserved pay rise! If that sounds good, then the question is, “How?”. It's easy, just book yourself into your Sales Director's Unit Meeting and you'll find out how to sell up a storm over the festive season!

Here's just some of what you could learn:

- How to use the tools provided and get the buzz started on social media.
- How to get the ball rolling and secure those all important bookings.
- How to create a fantastic display at a Holiday Open House – and on the go.
- How you can work with Sister Consultants to pool resources and create your own Open House.

Plus, you'll have heaps of fun too! So what are you waiting for!

discover what you love: star consultant program & recognition

STAR CONSULTANT PROGRAM






Shoot for the stars with the Star Consultant Program



**NEW
QUARTER!
NEW
REWARDS!**

A **NEW** way to **Take Credit** for Team Building!

- Every new qualified Team Member introduced will now add credit towards achieving a higher star level on your Ladder of Success.
- See the new Star Consultant Program Brochure for full details.
- Quarter 4 is here! New rewards to earn at each level = new motivation!

SAPPHIRE STAR	RUBY STAR	DIAMOND STAR	EMERALD STAR	PEARL STAR
 <p>Beauty Brush Set</p>	 <p>Foundation Organiser</p>	 <p>Professional Makeup Brush Tool Belt (products not included) And Mary Kay® Brush Collection</p>	 <p>Mini banner* (product pull up banner)</p>	 <p>ICON \$50 Voucher</p> <p>\$50 Icon Voucher**</p>

*Delivered directly from Icon. **The \$50 Icon Voucher will be provided in the form of a credit to your Icon account and can be redeemed directly through Icon.

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

applause | OCTOBER 2014 Recognition

NEW SALES DIRECTORS AND THEIR SENIOR SALES DIRECTORS



Congratulations to **Amanda Hayward** on her debut as a new Director! Amanda is from Coniston New South Wales and is from the Reed Unit and part of the Go-Give Area!



Congratulations to **S.Dir. Stevie-Lee Reed** on the debut of her Offspring Amanda Hayward! Stevie-Lee is from Flinders New South Wales and is part of the Go-Give National area.

CURRENT SALES DIRECTORS IN QUALIFICATION

JUN/JUL/AUG/SEP

Lindy Harman from the *Duke* Unit and the Go-Give Area
Patricia George from the *Fitzgerald* Unit and the Cassidy Area

JUL/AUG/SEP/OCT

Jaimie Goucher from the *Ratcliffe* Unit and the Go-Give Area
Li (Lina) Ding from the *Zhang* Unit and the KAO Area
Shannan Brown from the *Perkins* Unit and the Go-Give Area
Kylie Spice from the *Pocknal* Unit and the Go-Give Area

AUG/SEP/OCT/NOV

April Moylan from the *Perkins* Unit and the Go-Give Area

NEW DIRECTORS-IN-QUALIFICATION (SEPTEMBER)



Congratulations to new DIQ **Natalie Russell!** Natalie is from the Duke Unit and the Go-Give area.



Congratulations to new DIQ **Fiona Nicholson!** Fiona is from the Tara McMahon Unit and the Cassidy area.



Congratulations to new DIQ **Grace Devries!** Grace is from the Coultas Unit and the Go-Give area.



Congratulations to new DIQ **Amanda Cohen!** Amanda is from the Baker Unit and the Go-Give area.



Congratulations to new DIQ **Angela Ryall!** Angela is from the Hudson Unit and the Go-Give area.



Congratulations to new DIQ **Emma McKenna!** Emma is from the Hand Unit and the Go-Give area.



Congratulations to new DIQ **Sandra Loveday!** Sandra is from the Thompson Unit and the Todd area.



Congratulations to new DIQ **Tanya Salter-Anderson!** Tanya is from the Thompson Unit and the Todd area.

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



COURT OF DIRECTOR UNIT SALES
F.E.S.Dir. Lyn Perkins



COURT OF DIRECTOR PERSONAL SALES
Dir. Donne Cuzzola



COURT OF CONSULTANT PERSONAL SALES
Tracey Holland Borg



COURT OF SHARING
Dir. Rita Hamonfore

TOP 10'S FOR AUGUST 2014

TOP 10 UNITS

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

1. Perkins	\$79,094
2. Duke	\$50,131
3. Waterhouse	\$48,084
4. Reed	\$46,276
5. Elley	\$45,710
6. Cuzzola	\$44,138
7. McMahon T	\$42,786
8. Triplett	\$42,628
9. Pocknall	\$42,517
10. Couttas	\$42,291

TOP 10 SALES DIRECTORS

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

1. Dir. Donne Cuzzola	\$10,096
2. Dir. Jessica Heenan	\$9,444
3. Dir. Gayle Taylor	\$7,756
4. Dir. Katherine McNeill	\$6,831
5. Dir. Nicole Ross	\$6,666
6. Dir. Rouwyda Naboulsi	\$5,587
7. S.Dir. Julie Heuston	\$5,185
8. S.Dir. Mary Munns	\$4,432
9. Dir. Narelle White	\$4,335
10. Dir. Fiona Walsh	\$4,023

TOP 10 CONSULTANTS

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

1. Tracey Holland <i>Borg</i>	\$8,726
2. Susanne Gane <i>Price</i>	\$7,174
3. Renee Spence <i>Cuzzola</i>	\$5,279
4. Vicky-Lee Restieaux <i>Roberts</i>	\$5,154
5. Sheryl Hyde <i>Anderson</i>	\$5,071
6. Shannan Brown <i>Perkins</i>	\$4,949
7. Emily McCudden <i>Reed</i>	\$4,428
8. Jan Greig <i>Thompson</i>	\$4,081
9. Jodie Hall <i>McNeill</i>	\$4,033
10. Carol Cole <i>Levins</i>	\$4,011

TOP 10 PERSONAL TEAMBUILDING

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

1. Dir. Rita Hamonfore	32
2. Dir. Debra Galpin	12
3. Racquel Zita Destura <i>Knappe</i>	12
4. Dir. Pia Schafberger	11
5. Dir. Toni McQuade	10
6. Dir. Thao Nguyen	9
7. Emily McCudden <i>Reed</i>	8
8. Dir. Melissa Livermore	8
9. Natalie Russell <i>Duke</i>	8
10. S.Dir. Kristine Purcell	8
11. Dir. Madonna Ryan	8
12. S.Dir. Fiona Ismail	8
13. Dir. Kim Worth	8

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 August 30, 2014

COURT OF UNIT SALES

1. F.E.S.Dir. Lyn Perkins	\$437,561
2. E.S.Dir. Bronwyn Waterhouse	\$335,863
3. S.Dir. Lisa Duke	\$322,567
4. S.Dir. Val Triplett	\$316,367
5. F.E.S.Dir. Jane Elley	\$311,469
6. S.Dir. Mary Munns	\$309,077
7. Dir. Donne Cuzzola	\$303,088
8. E.S.Dir. Tanya Roet	\$266,576
9. S.Dir. Kim Ellis	\$259,891
10. Dir. Lynne Croker	\$256,873
11. Dir. Tara McMahon	\$252,857
12. F.E.S.Dir. Jennifer Ratcliffe	\$250,766
13. S.Dir. Suemaree Pocknall	\$249,055
14. S.Dir. Julie Heuston	\$227,740
15. S.Dir. Stevie-lee Reed	\$225,869
16. S.Dir. Carima Couttas	\$224,678
17. Dir. Maureen Allison	\$189,664
18. S.Dir. Kristy Ingram	\$186,226
19. Dir. Reanne Medill	\$185,673
20. Dir. Jan Smith	\$178,633

COURT OF DIRECTOR PERSONAL SALES

1. Dir. Maureen Allison	\$42,502
2. Dir. Katherine McNeill	\$40,875
3. S.Dir. Alison Rogers	\$33,764
4. Dir. Jessica Heenan	\$33,626
5. Dir. Tara McMahon	\$32,740
6. Dir. Gayle Taylor	\$32,637
7. Dir. Donne Cuzzola	\$31,369
8. Dir. Reanne Medill	\$30,675
9. Dir. Jan Smith	\$30,435
10. Dir. Rouwyda Naboulsi	\$30,277
11. Dir. Susan Cameron-Davies	\$29,588
12. E.S.Dir. Bronwyn Waterhouse	\$28,892
13. Dir. Jayne Holloway	\$28,840
14. S.Dir. Kristy Ingram	\$28,525
15. Dir. Danielle Baker	\$27,895
16. F.E.S.Dir. Carissa Hall	\$27,411
17. S.Dir. Meagan Barr	\$26,506
18. S.Dir. Cilla Valenti	\$26,172
19. S.Dir. Mary Munns	\$26,049
20. Dir. Melanie Sleeman	\$25,921

COURT OF COUNSULTANT PERSONAL SALES

1. Tracey Holland <i>Borg</i>	\$52,584
2. Vicky-Lee Restieaux <i>Roberts</i>	\$34,910
3. Sue Dumbrell <i>Cassidy</i>	\$28,008
4. Jan Greig <i>Thompson</i>	\$27,745
5. Shannan Brown <i>Perkins</i>	\$25,350
6. Amy Ashlin <i>Baker</i>	\$24,989
7. Sheryl Hyde <i>Anderson</i>	\$24,654
8. Renee Spence <i>Cuzzola</i>	\$24,582
9. Kelli Florisson <i>Cuzzola</i>	\$24,376
10. Natalie Russell <i>Duke</i>	\$24,248
11. Emma Boyd <i>Allison</i>	\$22,963
12. Shannyn Stevens <i>Triplett</i>	\$22,852
13. Turner Rigoni <i>Craig</i>	\$22,613
14. Elinor Reynolds <i>Morgan</i>	\$22,218
15. Amanda Hayward <i>Reed</i>	\$21,157
16. Marilyn Macdonald <i>Ratcliffe</i>	\$20,778
17. Janie Nicholl <i>Bagley</i>	\$20,549
18. Lindy Harman <i>Duke</i>	\$20,244
19. Kylie Spice <i>Pocknall</i>	\$19,632
20. Lisa Perkins <i>Levins</i>	\$19,540

COURT OF SHARING

1. Dir. Tara McMahon	21	\$4,208
2. Dir. Pia Schafberger	32	\$3,365
3. Dir. Reanne Medill	18	\$3,201
4. Dir. Rita Hamonfore	35	\$2,798
5. S.Dir. Carima Couttas	18	\$2,749
6. Dir. Jane (Jie) Zhang	21	\$2,665
7. Dir. Mary Knappe	16	\$2,360
8. Amanda Hayward <i>Reed</i>	23	\$2,099
9. F.E.S.Dir. Jennifer Ratcliffe	20	\$2,034
10. S.Dir. Catalina Obien	13	\$1,815
11. S.Dir. Kathrine Doherty	13	\$1,628
12. S.Dir. Karyn Hardcastle	15	\$1,602
13. E.S.Dir. Tanya Roet	16	\$1,541
14. S.Dir. Ya Zhen (Jenny) Zhai	13	\$1,522
15. S.Dir. Kristine Purcell	14	\$1,443
16. Dir. Thao Nguyen	14	\$1,306
17. Dir. Anna Said	13	\$1,201
18. Dir. Toni McQuade	18	\$1,158
19. Dir. Katrina McMahon	14	\$1,130
20. S.Dir. Rebecca Moore	13	\$1,085

*Top 20 Year to Date as at end of AUGUST 2014 for each court category. For year to date Annual Awards goals, refer to the terms and conditions.

SEPTEMBER CAREER ACHIEVERS

This segment of recognition is for Consultants who achieve Team Builder, Team Leader or Team Manager status for the first time in their Mary Kay business. Congratulations to the following Consultants on stepping up the career ladder as of September 1, 2014.

New Team Builders

Bee Kim (Adeline) Kwa *Allison*
Emily Conway *Barr*
Shelley Worsley *Hall*
Kala Jackson *Hand*
Mary-Ann Coles *Heuston*
Lacey Milzewski *Humphreys*
Lisa Goodall *McMahon K*
Jade Allen *Medill*
Andrea Walker *Miles*
Emily Wood *Miles*
Melissa Peters *Pocknall*
Yu He Zhang

New Team Leaders

Amy Ashlin *Baker*
Jacqueline Peperkamp *Couttas*
Lillybeth Melmoth *Fraser*
Nhan Thi Nguyen *Nguyen*
Jeannette Valencia *Obien*
Joanne Fleming *Ratcliffe*
Emily McCudden *Reed*
Teoni Kamilowicz *Sleeman*
Lynette Wagner *Sokol*

New Team Managers

Amanda Cohen *Baker*
Grace Devries *Couttas*
Emma McKenna *Hand*
Angela Ryall *Hudson*
Fiona Nicholson *McMahon T*
Tanya Salter-Anderson *Thompson*
Chloe Martin *White*

MEDAL WINNERS

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

GOLD MEDAL

(Five New Team Members)
Amy Ashlin *Baker*
Amanda Cohen *Baker*
Natalie Russell *Duke*
F.E.S.Dir. Jane Elley
Dir. Debra Galpin
Dir. Rita Hamonfore
S.Dir. Karyn Hardcastle
S.Dir. Julie Heuston
Angela Ryall *Hudson*
Dir. Wendy Humphreys
S.Dir. Fiona Ismail
Racquel Zita Destura *Knappe*
Dir. Jackie Le Roux
Dir. Melissa Livermore
Fiona Nicholson *McMahon T*
Dir. Toni McQuade
Dir. Beth Miles
S.Dir. Rebecca Moore
Dir. Thao Nguyen
S.Dir. Catalina Obien
Shannan Brown *Perkins*
S.Dir. Ester Porta
S.Dir. Trish Price



S.Dir. Kristine Purcell
Jaimie Goucher *Ratcliffe*
F.E.S.Dir. Jennifer Ratcliffe
Amanda Hayward *Reed*
Emily McCudden *Reed*
Dir. Joanne Riddell
Kim McPherson *Rose*
Dir. Madonna Ryan
Dir. Pia Schafberger
Dir. Norma Serrano
Dir. Bree Stedman
Yasmin Wills *Triplett*
Dir. Kiri Warriner
Dir. Narelle White
Dir. Carmen Wilson
Dir. Kim Worth
Li (Lina) Ding *Zhang*

SILVER MEDAL

(Four New Team Members)
Jennifer Scriber *Baker*
S.Dir. Meagan Barr
Dir. Danielle Bartos
Dir. Rita Borg
S.Dir. Carima Couttas
S.Dir. Lisa Duke
Joanne Cameron *Elley*
Emily Parsons *Hall*
Emma McKenna *Hand*
Dir. Belinda Hudson



Brett Taylor *Livermore*
Dir. Reanne Medill
S.Dir. Mary Munns
Dir. Rouwyda Naboulsi
April Moylan *Perkins*
F.E.S.Dir. Lyn Perkins
Kylie-Jane Limpus *Price*
Dir. Jay Prince
Amy Webster *Reed*
Christabel Murphy *Riddell*
S.Dir. Shabina Shelley
Dir. Anita Stackhouse
Jan Greig *Thompson*
Jessica Peters *Tyrrell*
Yu He Zhang

BRONZE MEDAL

(Three New Team Members)
Dir. Yola Birbas
Emily Dowling *Burk*
Constance Mawson *Butler*
Letitia Rogers *Cassidy*
F.E.S.Dir. Pauline Connell
Grace Devries *Couttas*
Marlin Bilal *Doherty*
Isabel Kirk *Elley*
S.Dir. Gina Fitzgerald
Sandy Piuselli *Hall*
Kylie Kurtelova *Hardcastle*
S.Dir. Kristy Ingram



Ella Von Samek *Knappe*
Dir. Kate Levins
S.Dir. Robyn Lloyd
S.Dir. Muriel McGinty
Emerald Eslick *McMahon T*
Dir. Tara McMahon
Molly Pickford *McMahon K*
Leesa Vesey *McMahon K*
Dir. Katherine McNeill
Jade Allen *Medill*
Dir. Cheryl Nettleton
Nhan Thi Nguyen
Jessica Ann Leonor Costes *Obien*
Jeannette Valencia *Obien*
Jeanna Matheson *Pocknall*
Kylie Spice *Pocknall*
Laura Banham *Prince*
Lena Gormlie *Rance*
Marcela Gaddes *Ratcliffe*
Dir. Erin Riley
Amilee Katon *Roet*
E.S.Dir. Tanya Roet
Dir. Nicole Ross
Susan Malinov *Serrano*
Lynette Wagner *Sokol*
S.Dir. Carol Staton
Dir. Fiona Walsh
Sarah Plane *Warriner*
Courtney Stace *White*

FABULOUS FIFTIES NEW SALES DIRECTOR PIN AUGUST 2014

Congratulations to the following outstanding new Sales Directors who have laid the cornerstone of their foundation for success by reaching a unit size of 50 within their first six months of Directorship. In recognition of their achievement, they will be awarded an exclusive gold plated pin with five dazzling crystals. (PLEASE NOTE: Qualification is for the last day of the month ie for the month the recognition is compiled not as at the 1st of the following month)



Dir. Kim Worth



Dir. Jane (Jie) Zhang



Dir. Rita Hamonfore



Dir. Mary Knappe

FABULOUS FIFTIES NEW SALES DIRECTOR PIN JULY 2014

Dir. Katrina McMahon. Congratulations again to Katrina who achieved her fabulous 50's in July 2014. We apologise for the photo misprint in the September Applause.



Dir. Katrina McMahon

NEW DIRECTOR EDUCATION PROGRAM – CLASS OF JULY 2014

From left to right Dir. Rita Hamonfore, Dir. Jane (Jie) Zhang, Dir. Candice Tao-Ey, Dir. Kim Worth, Dir. Anna Said, Dir. Belinda Hudson, General Manager of Mary Kay Australia and New Zealand John Simcocks, Director of Sales Development & Marketing Jennifer Bray, S.Dir. Shabina Shelley, Dir. Nicole Hand, Dir. Katrina McMahon, S.Dir. Kathrine Doherty.



5% RED JACKET CLUB

Congratulations to our Monthly 5% Red Jacket Club achievers as at August 30, 2014! These Units are on track for becoming members of the Quarterly 5% Red Jacket Club and achieving quarterly rewards by having 5% of their Unit in Red as at the end of September 2014.

Unit	%
S.Dir. Vesna Sokol	6%
Dir. Lynne Croker	5.9%
F.E.S.Dir. Ruth Thompson	5.6%
Dir. Erin Riley	5.5%
S.Dir. Lynn Duncan	5.4%
S.Dir. Julie Heuston	5.2%
Dir. Val Taylor	5.2%
S.Dir. Trudy Clarkson	5.2%
Dir. Beth Miles	5.2%
S.Dir. Muriel McGinty	5%
Dir. De'Arne Prosser	5%

SUPERSTARS

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

Sheryl Hyde <i>Anderson</i>
Tracey Holland <i>Borg</i>
Dir. Donne Cuzzola
Renee Spence <i>Cuzzola</i>
Emmy Maxwell <i>Elley</i>
S.Dir. Linda Fraser
Dir. Jessica Heenan
S.Dir. Julie Heuston

Karen See <i>Heuston</i>
Carol Cole <i>Levins</i>
Jodie Hall <i>McNeill</i>
Dir. Katherine <i>McNeill</i>
S.Dir. Mary Munnis
Dir. Rouwya Naboulsi
Shannan Brown <i>Perkins</i>
Susanne Gane <i>Price</i>
Vicky-Lee Restieaux <i>Roberts</i>
Dir. Nicole Ross
Dir. Jan Smith
Dir. Gayle Taylor
Jan Greig <i>Thompson</i>
Dir. Fiona Walsh
Dir. Narelle White



Special congratulations to Consultant Karen See from the Heuston Unit who achieved Superstar status in July 2014. We send our apologies to Karen and the Heuston Unit for Karen's recognition not appearing in our July 2014 Superstars recognition due to a report error.

6.50% CLUB – CONSULTANTS

Congratulations to the following top Consultants who earned 6.50% teambuilding commissions during August 2014.

Amanda Hayward <i>Reed</i>	\$668
Teoni Karnilowicz <i>Sleeman</i>	\$550
Jan Greig <i>Thompson</i>	NZ\$607 \$539
DIQ Patricia George <i>Fitzgerald</i>	\$516
Emily Mccudden <i>Reed</i>	\$496
Amy Ashlin <i>Baker</i>	\$470
Lindy Harman <i>Duke</i>	\$462
Kylie Spice <i>Pocknall</i>	\$425

Natalie Russell <i>Duke</i>	\$418
Grace Devries <i>Couttas</i>	\$400
DIQ Li (Lina) Ding <i>Zhang</i>	\$358
Jan Lawless <i>Lindemann</i>	\$350
DIQ Shannan Brown <i>Perkins</i>	\$321
Lynette Wright <i>Triplett</i>	\$316
Melissa White <i>Waterhouse</i>	\$298
Lynette Wagner <i>Sokol</i>	\$278
Jeanette Valencia <i>Obien</i>	\$263
Felicity Griggs <i>Baker</i>	\$210
Angela Ryall <i>Hudson</i>	\$199
Tanya Salter-Anderson <i>Thompson</i>	NZ\$113 \$101

6.50% CLUB – SALES DIRECTORS

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

F.E.S.Dir. Jennifer Ratcliffe	\$1432
E.S.Dir. Bronwyn Waterhouse	\$1384
Dir. Tara McMahon	\$1312
F.E.S.Dir. Lyn Perkins	\$1149
S.Dir. Julie Heuston	\$1132
F.E.S.Dir. Jane Elley	NZ\$1,245 \$1107
Dir. Donne Cuzzola	\$1103
Dir. Reanne Medill	\$1093
Dir. Pia Schafberger	\$1036
S.Dir. Kristy Ingram	\$999
S.Dir. Gina Fitzgerald	\$991
S.Dir. Lisa Duke	\$976
S.Dir. Val Triplett	\$950

S.Dir. Linda Fraser	NZ\$1,060 \$943
S.Dir. Karyn Hardcastle	\$932
Dir. Melanie Sleeman	\$906
S.Dir. Mary Munnis	\$897
S.Dir. Alison Rogers	\$873
Dir. Maureen Allison	NZ\$972 \$864
S.Dir. Trish Price	\$826
Dir. Jessica Heenan	\$820
Dir. Naomi Tyrrell	\$761
Dir. Kiri Warriner	\$742
Dir. Jackie Le Roux	\$721
Dir. Danielle Baker	\$687
Dir. Rhonda Rafferty	\$665
Dir. Wendy Humphreys	\$662
S.Dir. Carima Couttas	\$654
Dir. Melissa Livermore	\$638
S.Dir. Catalina Obien	\$638

HIGHEST EVER SALES DIRECTOR COMMISSION CLUB

Congratulations to the following Sales Director who stepped up to a higher commission cheque level in August 2014.

\$6000
Dir. Tara McMahon
\$5000
Dir. Jessica Heenan
\$4000
Dir. Danielle Baker
Dir. Melanie Sleeman
\$3000
Dir. Kiri Warriner

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 August 2014. These figures do not include earnings from personal sales.

E.S.Dir. Bronwyn Waterhouse	\$9491
F.E.S.Dir. Jennifer Ratcliffe	\$8313
S.Dir. Lisa Duke	\$7957
S.Dir. Val Triplett	\$6883
S.Dir. Carima Couttas	\$6668
S.Dir. Gina Fitzgerald	\$6628
S.Dir. Mary Munnis	\$6594
Dir. Tara McMahon	\$6410

F.E.S.Dir. Jane Elley	NZ\$7,044 \$6261
E.S.Dir. Tanya Roet	\$5906
S.Dir. Julie Heuston	\$5835
S.Dir. Stevie-Lee Reed	\$5834
Dir. Donne Cuzzola	\$5679
Dir. Jessica Heenan	\$5638
S.Dir. Suemaree Pocknall	\$5162
Dir. Danielle Baker	\$4920
S.Dir. Vesna Sokol	\$4893
Dir. Reanne Medill	\$4660
Dir. Melanie Sleeman	\$4508
S.Dir. Kim Ellis	\$4504
S.Dir. Kristy Ingram	\$4397
F.E.S.Dir. Ruth Thompson	NZ\$4,568 \$4060
Dir. Pia Schafberger	\$3994
F.E.S.Dir. Pauline Connell	\$3981

Dir. Maureen Allison	NZ\$4,389 \$3901
S.Dir. Catalina Obien	\$3747
Dir. Joanne Riddell	\$3707
Dir. Kiri Warriner	\$3566
S.Dir. Sandra Jensen	\$3492
S.Dir. Alison Rogers	\$3483

HAPPY ANNIVERSARY

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

30 YEARS
S.Dir. Marika Leposa
Janet Seidel <i>McGinty</i>
S.Dir. Suemaree Pocknall
25 YEARS
Lynette Pleiffer <i>McGinty</i>
JulieLee Syne <i>Pocknall</i>



20 YEARS

Melissa Ascott <i>Duncan</i>
Catherine Martin <i>Elley</i>
Debra Murray <i>Jensen</i>
Melinda Pahany <i>Lindemann</i>
Janice Reimers <i>Lindemann</i>
Julie Moore <i>Lloyd</i>
Lynne Pai <i>McGinty</i>
Anna D'Netto <i>Morgan</i>
Lucy Mikosic <i>Porta</i>
Marion Answerth <i>Taylor V</i>
June Armstrong <i>Taylor V</i>
Roslyn Menezies <i>Waterhouse</i>



15 YEARS

Kassy Conti <i>Borg</i>
Cheryl Mayberry <i>Croker</i>
S.Dir. Linda Fraser
Petra Klotz <i>Perkins</i>
Helen Phippen <i>Provost</i>
Lee-Anne Henriksen <i>Smith J</i>
Kristina Phillips <i>Triplett</i>



10 YEARS

Angela Keane <i>Ellis</i>
Kim Moore <i>Hermann</i>
Tanya-Gaye Jessup <i>Hislop</i>



Pamela McRostie <i>Hislop</i>
Emily Moore <i>Hislop</i>
Dir. Jayne Holloway
Elaine Hansen <i>Lindemann</i>
Joy McKinnon <i>Miles</i>
Roanne Elliott <i>Munnis</i>
Emma Davies <i>Perkins</i>
Lana Willis <i>Provost</i>
Sue-Anne Mitchell <i>Staton</i>
Cheryle Barker <i>Todd</i>
Ety Lerk <i>Triplett</i>

New Zealand 25th Anniversary Challenge

"Earn the Fern"

January 1, December 31, 2014

FINAL QUATER!

Find Out More Online: Community Page/
Contest/Recognition/Promotions/Challenges

Your exclusive 25th Anniversary, sterling silver Fern Pin Brooch* is waiting for you!

You will qualify by:

• Having a minimum cumulative amount of NZ\$25,000 Personal Section 1 Retail production process within the promotion period.

OR

• Have a minimum 25 new Personal Team Members introduced within the promotion period.

*Conditions apply.



MARY KAY



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EASY
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Gift Shopping is
FUN with Mary Kay!



**HOST A PARTY, GATHER
THE GIRLS AND DO YOUR
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good fun in the comfort of your own
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limited-edition gifts like these:



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generous discounts or gorgeous gifts, like this
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*Conditions apply. While stocks last. Gifts may vary. Available through participating Mary Kay Independent Beauty Consultants only.

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

