

# SKIN CARE CLASS...POSTPONED 3 TIMES!

(REVISED 3/3/06)

SUCCESS.

Thirty-three years ago there was a Mary Kay Consultant in a small Minnesota town who was also a teacher. This teacher knew Mrs. Johnson but didn't have the nerve to call her because Mrs. Johnson lived in a very nice house and owned 2 Cadillacs. At the time, the teacher was living in a modest 2 bedroom house and was driving a Volkswagen. The teacher was afraid to do a class for Mrs. Johnson and for 6 weeks she put it off. Finally, the month the teacher completed DIQ (in October 1971) she made the call. Mrs. Johnson ended up hosting a party. At this party someone arrived late, so the teacher booked her for a party of her own.

This woman said, "I only have two friends." Our persistent teacher told her, "Why not have them each bring a friend?" The woman agreed. The party held and the 2 friends each brought a guest. Both guests ended up booking. One of them turned out to be a party where over 7 Basic Skin Care Sets were sold. The other class, however, started postponing. In fact, this class postponed 3 times!

At that class, the teacher met a shotgun-shell packer who became an Independent Beauty Consultant. That shotgun-shell packer met a model who became a Consultant. The shotgun-shell packer also recruited a friend who ended up recruiting her sister. This sister was a homemaker and mother of 4 who was also a former nurse. This former nurse touched the life of a former nursing school classmate, and she became a Consultant as well. The former nurse also met a poor mother of 2 who had to save up three weeks to purchase her showcase.

## ALL OF THESE WOMEN BECAME NATIONAL SALES DIRECTORS!

**Senior National Sales Director Anita Mallory Garrett-Roe:**

*the teacher who recruited:*

**Executive National Sales Director Emeritus Nancy Tietjen:**

*the shell packer who recruited:*

**National Sales Director Emeritus Karon Strom:**

*the model, and*

**Executive National Sales Director Arlene Lenarz:**

*the former nurse, who recruited:*

**Executive National Sales Director Emeritus Marilyn Welle-Villella:**

*the nursing school classmate, and*

**Senior National Sales Director Holly Zick:**

*the mother of two!*

To date (02/06), that one skin care class resulted in 56 women achieving the status of National Sales Director! It's all because one Independent Beauty Consultant kept a class on her books that had postponed three times.

**Are you interested in knowing who these women are?**

1. Senior NSD Anita Mallory Garrett-Roe
2. Executive Senior NSD Emeritus Nancy Tietjen
3. NSD Emeritus Karen Strom
4. Executive Senior NSD Emeritus Arlene Lenarz
5. Executive Senior NSD Emeritus Marilyn Welle-Villella
6. Senior NSD Holly Zick
7. NSD Emeritus Shirley Hutton *1st mother/*
8. Senior NSD Elizabeth Fitzpatrick *daughter NSDs*
9. NSD Monique Todd *1st sister NSDs*
10. Senior NSD Lise Clark
11. NSD Sherry Alexander
12. NSD Darlene Berggren
13. NSD Joanne Bertalan
14. NSD Cathy Bill Malpica
15. NSD Mona Butters
16. NSD Pam Cheek
17. NSD Jeanne Curtis
18. Senior NSD Mary Diem
19. NSD Dawn Dunn
20. NSD Crisette Ellis
21. Senior NSD Donna Floberg
22. Senior NSD Sherry Giancristoforo
23. NSD Sabrina Goodwin Monday
24. Executive NSD Jan Harris
25. Senior NSD Stacy James
26. NSD Charlotte Kosena
27. NSD Julie Krebsbach
28. Senior NSD Sonya LaVay
29. NSD Carol Lawler
30. NSD Maureen Ledda
31. NSD Lisa Madson
32. Executive NSD Gloria Mayfield-Banks
33. Senior NSD Judie McCoy
34. NSD Maricela Meza (Mexico)
35. NSD Nancy Moser
36. NSD Maureen Myers
37. NSD Lily Orellana
38. Senior NSD Nydia Payan
39. NSD Deb Pike
40. Executive NSD Karen Piro
41. NSD Consuelo Prieto
42. NSD Natalie Privette Jones
43. NSD Mary Pat Raynor
44. NSD Judy Rohde
45. Senior NSD Nora Shariff
46. Senior NSD Marlys Skillings
47. NSD Sherril Steinman
48. NSD Diana Sumpter
49. NSD Diane Underwood
50. NSD Sandy Valerio
51. NSD Jamie Cruse Vrinios
52. Senior NSD Kym Walker
53. NSD Esther Whiteleather
54. NSD Cristi Ann Millard
55. NSD Dacia Wiegandt
56. NSD Yvonne Lemmon

**Canadian NSD's:**

57. NSD Brenda Summach
58. NSD Gail Adamson
59. NSD Gloria Boyne

But the real kicker to the story is that EVERYONE has a Mrs. Johnson. What would happen if everyone were to call their "Mrs. Johnson"? What wonderful thing could be on the other end of that phone conversation??? So, we have to all go out and call our Mrs. Johnsons. You never know what will happen!

\*\*\*If applicable, ask the audience where they would be today – what their life would be like – if Anita's skin care class had never been held! Or stress the importance of overcoming objections and of being persistent – never give up!\*\*\*