



Karen Cole Cole's Comets

October Results & Recognition - November, 2012

Get your gift sets ready!



Let your customers know how you can make their holiday shopping quick & easy!



Wholesale Queen



Wanda J. Gildig
\$1,298.25

Sharing Queen



Trina M. Morales
2

Interview Tips!

By SNSD Pamela Waldrop Shaw

1. Cast the Vision

"Thank you so much, Barbara, for meeting me today. I appreciate your time and want you to know that I am committed to building a dynamic team of women who are willing to work hard and want to make money, and you have the character qualities I am looking for in the team I want to build. Mary Kay may or may not be for you, but at least we will know....so I appreciate being able to share with you."

2. Find her Hot BUTTON

"What do you value most in your life right now?"
"What do you need in your life right now?"
"What would you change about your life right now?"
"If I can show you how to keep what you value and get what you need, is there any reason why you wouldn't consider MK as "YES" in your life?"

3. Over come Common Objections (Time/ Money/Husband)

- ◆ "Barbara, I know how busy you are; if you were going to add something to your life right now, what would the benefit need to look like to cause you to do that?"
- ◆ "The required investment to begin your business is about \$100. If this is something you decide to do, how would you take care of that—credit card or check?"
- ◆ "If this is something you decide to do, is it a decision you will make on your own or do you need to get your husband's approval?"

4. CUT TO THE CHASE and customize!

"What would you need to know about Mary Kay in order to make a 'YES' decision?"
Answer. Repeat Question. Answer. Repeat Question. Answer. Repeat Question.

5. CLOSE

Once you have answered 3-4 questions ask, "Is there any reason why we couldn't get your STARTER Kit ordered? How would you like to take care of it, credit card, check or cash ? .."

6. Overcome any unforeseen OBJECTIONS

She objects. You listen. You repeat. You respond to the objection, and then you add ... "If it weren't for that, what would keep you from getting started?" (inviting another objection). When she is out of objections (4-5), you ask again, "Is there any reason why we couldn't get your STARTER KIT ordered? How would you like to take care of it, MC/ Visa, Discover, check....?"

7. Remember back to the beginning of the interview.

You know what she is motivated by, what she would change or add to her life. Bring this information into the closing process to support her coming to a YES conclusion.

Let's build the team you want!!
I can show you how!!

Karen

Career Path:

DIRECTOR

Rewards ~

- ◆ 4-13% Personal Team Commissions
- ◆ Unlimited Unit Bonuses
- ◆ \$500 Unit Building Bonus
- ◆ Team Building Bonus \$100 per qualified new consultant
- ◆ Eligible to wear Director's Suit
- ◆ Eligible to drive Premier Club Car or Pink Cadillac
- ◆ Eligible to attend Leadership Conference
- ◆ Special Gifts, Recognition, Prizes & Travel

DIO

10+ Active Team Members

Rewards ~

- ◆ 9-13% Personal Team Commission
- ◆ Team Building Bonus \$50 per
- ◆ Future Director Pin Enhancer
- ◆ Eligible to earn the use of a Car
- ◆ Eligible to wear Future Director Scarf & Black Blouse with Red Jacket attire

FUTURE DIRECTOR

8+ Active Team Members

Rewards ~

- ◆ 9-13% Personal Team Commission
- ◆ Team Building Bonus \$50 per
- ◆ Future Director Pin Enhancer
- ◆ Eligible to earn the use of a Car
- ◆ Eligible to wear Future Director Scarf

TEAM LEADER

5-7 Active Team Members

Rewards ~

- ◆ 9-13% Personal Team Commission
- ◆ Team Building Bonus \$50
- ◆ Team Leader Pin Enhancer
- ◆ Eligible to go On-Target for Car

STAR TEAM BUILDER

3-4 Active Team Members

Rewards ~

- ◆ 4% Personal Team Commission
- ◆ Team Building Bonus \$50
- ◆ Star Team Builder Pin Enhancer
- ◆ Eligible to wear Red Jacket
- ◆ \$50 Rebate on Red Jacket

Look Who's Moving Up!

Standings are updated as of October 31st —
this will not reflect November orders or new team members.

Team Leaders

Recruiter :Nilsa C. Hartwell
Donna Bellefontaine
Bernadene J Bohemier
Ronette Lounds
Providencia Santos
Cathy E. Schmitz
Luz A. Zuluaga
* Anne M. Long

Star Team Builders

Recruiter :Elizabeth Funk
Wanda A. Anderson
Kristin E. Cole
Inez Gregory
Amy S. Rivers
* Angel Irwin
* Kristy Sexton
* Hilary M. Sims

Recruiter :Trina M. Morales
Stephanie Cano
Carolyne W. Maina
Tracy B. Moore
* Tiffany M. Asencio

Recruiter :Debra A. Richmond
Jill V. Boyer
M L. Diles
Camille R. Harper
Heather A. Mennen
* Pamela Risner
* Michelle A. Wood

Recruiter :Crystal A. Schaefer
Cindy A. Miller
Wendy K. Roe
Heather B. Schaefer
Chris M. Toenjes
* Terry L. Gray
* Lisa M. Roseman
* Zoe E. Taylor

Recruiter :Audrey Snellenberger
Theresa M. Crouse
Crystal A. Schaefer
Jane Warfield
* Sandra L. Eversman

** To become ACTIVE you must place
a \$200 wholesale order.*

Senior Consultants

Recruiter :Yolonda F. Blackburn
Virginia M Osonitsch

Recruiter :Karen J. Burshnick
Teresa M. Stonelake

Recruiter :Susan R. Csencsits
Helen A. Holden

Recruiter :Sandy Desimone
Louise Flaugh

Recruiter :Paige Fleming
Liana P. Bickerstaff
Donna A. Lewis
* Kelly Dean
* Cara M. Mosier

Recruiter :Wanda J. Gildig
Collette M. Kehrer

Recruiter :Tabitha L. Gosnell
Jennifer M. Arevalo
Amanda L. Harris

Recruiter :Jayne B. Lewis
Karen J. Burshnick
* Lisa M. Duncan

Recruiter :Amy L. Sandifer
Patti A. Selby

Recruiter :Patti A. Selby
Judith A. Pastusek
* Beth A. Kimlick

Recruiter :Nancy M. Stark
Amy L. Sandifer

Recruiter :Bea Stebing
Sonia Brincefield
Bonnie J. Stebing

Recruiter :Anna B. Whittaker
Beth E. Clark

ARE YOU READY TO MOVE UP?





Here We Grow Again!

Welcome New Business Owners!

(These new unit members signed Consultant agreements October 1-31.)

New Consultant

Tiffany M. Asencio
Anne M. Long
Carolyn W. Maina
Deanna L. Saddem
Amy T. Smith
Zoe E. Taylor

From

ORLANDO, FL
ORANGE PARK, FL
ROSEDALE, MD
NEWPORT NEWS, VA
SAVANNAH, GA
DUPO, IL

Sponsored by

T. Morales
N. Hartwell
T. Morales
S. Cano
K. Cole
C. Schaefer

WELCOME ABOARD!

Thank You from Mary Kay

"Love Check" Commissions for Personal Team Building

9% Recruiter Commission Level

Nilsa C. Hartwell	\$56.30
Karen Cole	\$41.42

4% Recruiter Commission Level

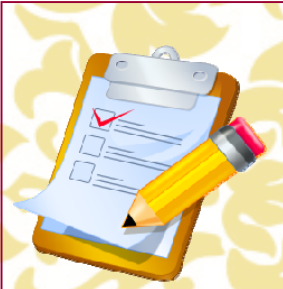
Jayne B. Lewis	\$32.64
Bea Stebing	\$27.86
Trina M. Morales	\$20.83
Elizabeth Funk	\$18.32
A. Snellenberger	\$13.20
Debra A. Richmond	\$9.55
Yolonda F. Blackburn	\$8.49
Karen J. Burshnick	\$8.22
Nancy M. Stark	\$8.11
Susan R. Csencsits	\$7.46
Paige Fleming	\$4.48
Crystal A. Schaefer	\$2.73



Team Building Tip of the Month!

Independent Senior Sales Director LaChelle Seleski and Independent Senior Sales Director Amber Faulk give you some team-building tips:

- ◆ LaChelle – "It all starts at the skin care class. Show guests how excited you are to be there with them and to be a part of the Mary Kay opportunity. One way you can convey that is to share your personal I-story. Why did you choose Mary Kay? What has your business meant to you? Your sheer excitement alone will show them how great the opportunity is. It's contagious!"
- ◆ Amber – "First you have to be committed in your own mind, so make a list of all the reasons why you want to start building a team. This will put a purpose behind your effort, and when you feel tempted to slack off, you can look back and see why you had your vision for it in the first place."



Preparing for the Holiday- To Do List!

1. Decide on the gifts you want to offer and make your gift menu.
2. Order product needed to make your gifts.
3. Decide on your color theme & order "foo foo" gift bags, bows, ribbon, wire stars, etc. and keep it simple!
4. Shop for the extras you will need: Holiday picks, candy, small ornaments.
5. Print and cut out gift tags to place beside your gift displays with the price.
6. Select a day to make all your gifts.
7. Print out your wish lists for your customers to fill out for future reference.
8. Make up 10 guest folders for your shows: Gift Menu, wish list, pen & sales slip.
9. Book 5 Early Bird Gift Shows to be held in November or early December.
10. Check each item off as you finish and try to complete your list in the next couple of weeks.



Mentoring - Helping Your Team Grow!

Featured on marykayintouch.com

Congratulations, you've seen the vision and passed it on to others! So now what? A couple of ways you can mentor a new team member might be:

- Invite her to one of your parties to observe. Even though she might have attended a party previously, she'll focus on different details now that she is a Beauty Consultant. You can have her help you during the party so she can learn while you earn.
- For the first few months you may want to touch base with her every couple of weeks or so just to see how she is doing. It could be a quick phone call to see if she has any questions or via email or text. Let her know you are available if she has any questions.
- Let her know there is a whole Mary Kay family out there willing to help her – from sister Beauty Consultants, her Independent Sales Director and out on your Unit Circle and Let's Talk Community. Help is available 24/7!

Whether you're a new Independent Senior Beauty Consultant (1-2 active personal team members) or are growing by leaps and bounds, you've taken that next step in growing your business. Through helpful nurturing and guidance you can help your team members develop their business and help you grow your business as well.



If a mentor has helped you achieve your goals, extend a helping hand to someone who approaches you to be her mentor. Even if you haven't had the help of a mentor, be a mentor to someone else. And when that relationship has served its purpose, continue to help woman after woman. You'll receive much more than you give.
- Mary Kay Ash

We Invested in Product in October!

Wanda J. Gildig	\$1,298.25	Amy S. Rivers	\$255.00	Stephanie Cano	\$200.25
Karen J. Burshnick	\$816.00	Janet T. Middendorf	\$250.00	Helen A. Holden	\$186.50
A. Snellenberger	\$799.00	Dawn R. Jerls	\$249.25	Crystal A. Schaefer	\$129.50
Carol S. Nettles	\$613.00	Jill V. Boyer	\$238.75	Cathy E. Schmitz	\$116.00
Bonnie J. Stebing	\$420.50	Megan M. Holzmacher	\$212.50	Bria M. Simmons	\$112.00
Debra A. Richmond	\$400.50	Virginia M Osonitsch	\$212.30	Linda S. Koska	\$105.00
Anna B. Whittaker	\$370.50	Marlene Vogel	\$212.00	Karina Santiago	\$102.75
Helen T. Stevens	\$347.75	Teresa M. Stonelake	\$205.50	Mary H. Baggett	\$75.75
Tammy R. Campbell	\$327.00	Elizabeth Funk	\$205.25	Wendy K. Roe	\$68.25
Carolyn W. Maina	\$320.50	Louise Flaugh	\$204.75	Ronette Lounds	\$28.00
Nilsa C. Hartwell	\$300.25	Jayne B. Lewis	\$203.50	Karen Cole	\$395.00
Joyce R. Stone	\$278.75	Bernadene J Bohemier	\$203.00		
Donna Bellefontaine	\$278.50	Kristin E. Cole	\$203.00		
Lori S. Bartlett	\$277.50	Amy L. Sandifer	\$202.75		
Sonia Brincefield	\$276.00	Staci Tebbe	\$201.50		
Trina M. Morales	\$255.00	Theresa M. Crouse	\$200.50		



Shooting for the Courts!

Top 10 in Retail Sales

(Based on verified wholesale orders placed to the company as of prior month-end)

Consultant	YTD Retail	Bonus & PCP	Total
1 Karen J. Burshnick	\$5,024.00	\$80.00	\$5,104.00
2 Wanda J. Gildig	\$4,099.00	\$100.00	\$4,199.00
3 Janet T. Middendorf	\$2,966.00	\$40.00	\$3,006.00
4 A. Snellenberger	\$2,864.50	\$100.00	\$2,964.50
5 Crystal A. Schaefer	\$2,120.00	\$235.00	\$2,355.00
6 Debra A. Richmond	\$2,294.00	\$60.00	\$2,354.00
7 Joyce R. Stone	\$2,276.50	\$20.00	\$2,296.50
8 Helen A. Holden	\$2,236.00	\$40.00	\$2,276.00
9 Bea Stebing	\$1,832.00	\$120.00	\$1,952.00
10 Patti A. Selby	\$1,844.50	\$20.00	\$1,864.50

Tops in Team Building

Recruiter	New Team Mbrs	YTD Comm
1 Karen Cole	2	\$109.71



Can You Use an
EXTRA \$1,500
Just in time for
the Holidays?
Work Just 30-40 hours!



10 Reasons Women Choose Mary Kay:

1. **CASH!** You get a 50% discount as a consultant, and sell products at full price.
2. Our products are simply irresistible this holiday season! You'll love all the fragrance options, and our new glamour products are amazing! Are you ready for your own Christmas shopping spree?
3. We have an unparalleled career opportunity & free training program.
4. Your part-time career can be worked around family time & responsibilities. There is no 9-5 grind in Mary Kay—it fits into your current schedule!
5. Mary Kay philosophies include: God first, Family second, & Career third; The Golden Rule; No sales territories or monthly sales quotas!
6. Excellent tax advantages for the self-employed!
7. Prizes for recognition & achievement. You can even earn the use of a free car.
8. **Dual Marketing Plan:** Mary Kay is not a multi-level pyramid. There is only one wholesale buy and one direct sale. Each consultant buys product directly from the company. Advancement is individually earned.
9. A management position is attainable almost immediately! You can easily move up within months of joining Mary Kay Cosmetics— your progress is up to you and directly corresponds to your consistent effort.
10. The company offers a one-year ninety percent (90%) Buy-Back Guarantee on inventory. If you sell anything or use the product personally, you can't lose!

LOOK HOW EASY THIS WILL BE:

Step 1: Order Your Mary Kay Showcase.
(\$100+ tax & shipping)

Step 2: Place a \$1,800 Wholesale order.
(\$3,600 Retail + **FREE PRODUCT**)

Your order can include our fabulous line of Christmas products
(This \$1,800 order can be broken up into several smaller orders. Free product amounts will change based on order.)

Step 3: Hold 12 Appointments.
Appointment Options Include:
Holiday Showings, Open Houses, Classes, Facials, Coffees, Silent Hostesses, etc.

Goal: Sell \$250+ at each
Hold 1 or 2 appointments a week.
Spend under 2 hours at each one.
Add 1 hour of phone time to set and follow up on these appointments.

\$3,600 in Total Retail Product
Subtract your product cost (\$1,800),
15% Hostess Credit (under \$500),
& your showcase (\$100).

YOUR PROFIT WILL BE
\$1,500+ (APPROX) AN AMAZING \$40
AN HOUR FOR A PART-TIME
CAREER!

(Plus, you'll receive your personal & holiday gift products at cost!)



Aim for the Stars!

On-Target \$tar Consultants!

September 16 - December 15, 2012



Consultant Name	Current Production	Sapphire	—Wholesale Production Needed for Star—			
			Ruby	Diamond	Emerald	Pearl
WANDA GILDIG	\$1,508.25	\$291.75	\$891.75	\$1,491.75	\$2,091.75	\$3,291.75
JANET MIDDENDORF	\$851.50	\$948.50	\$1,548.50	\$2,148.50	\$2,748.50	\$3,948.50
KAREN BURSHNICK	\$816.00	\$984.00	\$1,584.00	\$2,184.00	\$2,784.00	\$3,984.00
AUDREY SNELLENBERGER	\$799.00	\$1,001.00	\$1,601.00	\$2,201.00	\$2,801.00	\$4,001.00
HELEN HOLDEN	\$686.50	\$1,113.50	\$1,713.50	\$2,313.50	\$2,913.50	\$4,113.50
CAROL NETTLES	\$613.00	\$1,187.00	\$1,787.00	\$2,387.00	\$2,987.00	\$4,187.00
SUSAN SMART	\$604.50	\$1,195.50	\$1,795.50	\$2,395.50	\$2,995.50	\$4,195.50
KAREN COLE	\$546.50	\$1,253.50	\$1,853.50	\$2,453.50	\$3,053.50	\$4,253.50
BONNIE STEBING	\$420.50	\$1,379.50	\$1,979.50	\$2,579.50	\$3,179.50	\$4,379.50
AMANDA BRINKLEY	\$413.75	\$1,386.25	\$1,986.25	\$2,586.25	\$3,186.25	\$4,386.25
DEBRA RICHMOND	\$400.50	\$1,399.50	\$1,999.50	\$2,599.50	\$3,199.50	\$4,399.50

Shoot
for STAR
this
Quarter!!
YOU Can
Do It!!



A simple way to stay on track for Star Consultant:

- Sapphire** = Sell \$300 Retail per week
- Ruby** = Sell \$400 Retail per week
- Diamond** = Sell \$500 Retail per week
- Emerald** = Sell \$600 Retail per week
- Pearl** = Sell \$800 Retail per week

Also—remember that you earn 600 extra “star” points for each *qualified* team member you add during the quarter.

Karen picked up 3rd Cadillac



Intentional Success That Honors MK's 50th Year

How to be a READY RIGHT NOW Success in November 2012



**If you Want to MOVE UP Focus on
800 Club Earn the
STERLING SILVER and
Swarovski crystal bracelet.**

EACH month earn more charms. An **expensive** bracelet to reward you for your high level of achievement. Each month you reach 800 Club you will earn another Swarovski or Sterling crystal. WOW. NSD Alia Head has built her phenomenal success helping consultants consistently hit 800 Club . When you hit 800 Club back to back you will soon be parking your free CRUZ in your own driveway. GO 800 CLUB GO. Outside of the company's court of sharing and court of sales, 800 Club is the most prestigious achievement !! Beautiful and SMART!

JUST FOR FUN

Track Items sold and wholesale restocked and enjoy a goodie from me.



BE A PLAYER IN YOUR UNIT

Earn a Special 50th Pin when you participate in one of these achievements



- 50 consultants Placing Wholesale Order
- 10 Consultants Achieving Perfect Start
- 5 New Team Leaders
- 10 New Red Jackets
- 50 Guests in 1 week per unit
- 5 New Future Directors (8 on Team)

SAVE THE DATE

DECEMBER 18 will be our annual Christmas party held at the Comfort Inn in Towson. Bring the whole family, your favorite customers, and guests. STAR consultants will be celebrated. Italian Buffett, consultants provide desserts. 7-9pm Dinner, Dancing. **NO FACIALS OR COLOR..** This is our Christmas party! Dress up in your favorite holiday attire. From Sweater to Sequence.



If you Want to MOVE UP Be a

GUESTS



GETTER

When you bring guests to Director led events, everything happens in your favor.. Sales, marketing, and great report with the Directors... Earn your GG bracelet for every 8 guests you have at Director Led Events.



Add A Diamond Ring.

Everyone can earn this classic ring and add stones to it.

Order minimum \$200 a month 9 out of the 12 months. Finishing your year with a minimum of 4800 in total wholesale orders. Earn as many diamonds in one year as your selling needs create.



NAME _____

Intentional Success That Honors MK's 50th Year



Infinity Earrings	Swarovski Necklace	Moonstone Bracelet	DSW GIFT CARD
\$400 Wholesale & 40 items sold	\$600 Wholesale & 60 Items sold	\$800 Wholesale & 80 Items Sold	\$1000 Wholesale & 100 Items Sold
1. _____	26 _____	51 _____	76 _____
2. _____	27 _____	52 _____	77 _____
3. _____	28 _____	53 _____	78 _____
4. _____	29 _____	54 _____	79 _____
5. _____	30 _____	55 _____	80 _____
6. _____	31 _____	56 _____	81 _____
7. _____	32 _____	57 _____	82. _____
8. _____	33 _____	58 _____	83. _____
9. _____	34 _____	59 _____	84. _____
10. _____	35 _____	60. _____	85 _____
11. _____	36 _____	61. _____	86 _____
12. _____	37 _____	62. _____	87 _____
13. _____	38 _____	63. _____	88 _____
14. _____	39 _____	64. _____	89 _____
15. _____	40 _____	65. _____	90 _____
16. _____	41 _____	66. _____	91 _____
17. _____	42 _____	67. _____	92 _____
18. _____	43 _____	68. _____	93 _____
19. _____	44 _____	69. _____	94 _____
20. _____	45 _____	70. _____	95 _____
21. _____	46 _____	71. _____	96 _____
22. _____	47 _____	72. _____	97. _____
23. _____	48 _____	73. _____	98 _____
24. _____	49 _____	74. _____	99. _____
25. _____	50 _____	75. _____	100. _____

Consultant's Name _____

November 1-30



30 FACES/30 Sharing

10 Parties or 30 FACES

The more you ASK the more you Get!

Tracking sheet for all of your faces and sharing

Name	Date	Shared details date	Yes	No
1. _____		Shared details date _____	Yes ___	No ___
2. _____		Shared details date _____	Yes ___	No ___
3. _____		Shared details date _____	Yes ___	No ___
4. _____		Shared details date _____	Yes ___	No ___
5. _____		Shared details date _____	Yes ___	No ___
6. _____		Shared details date _____	Yes ___	No ___
7. _____		Shared details date _____	Yes ___	No ___
8. _____		Shared details date _____	Yes ___	No ___
9. _____		Shared details date _____	Yes ___	No ___
10. _____		Shared details date _____	Yes ___	No ___
11. _____		Shared details date _____	Yes ___	No ___
12. _____		Shared details date _____	Yes ___	No ___
13. _____		Shared details date _____	Yes ___	No ___
14. _____		Shared details date _____	Yes ___	No ___
15. _____		Shared details date _____	Yes ___	No ___
16. _____		Shared details date _____	Yes ___	No ___
17. _____		Shared details date _____	Yes ___	No ___
18. _____		Shared details date _____	Yes ___	No ___
19. _____		Shared details date _____	Yes ___	No ___
20. _____		Shared details date _____	Yes ___	No ___
21. _____		Shared details date _____	Yes ___	No ___
22. _____		Shared details date _____	Yes ___	No ___
23. _____		Shared details date _____	Yes ___	No ___
24. _____		Shared details date _____	Yes ___	No ___
25. _____		Shared details date _____	Yes ___	No ___
26. _____		Shared details date _____	Yes ___	No ___
27. _____		Shared details date _____	Yes ___	No ___
28. _____		Shared details date _____	Yes ___	No ___
29. _____		Shared details date _____	Yes ___	No ___
30. _____		Shared details date _____	Yes ___	No ___



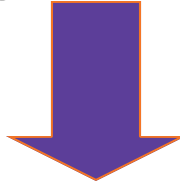
Success is not for the LUCKY
It's for those who CHOOSE to focus
on the # of women trying the
Ultimate Miracle and Listening to
the details about our business.



Intentional Success that Honors MK's 50th Year



**TRACKING
Your
RACE**



**Choose to be in the
Winner's Circle**

\$800 CLUB is 800 Wholesale
\$1000 CLUB is \$1000 Wholesale
UNIT seeks 10 CLUB ACHIEVERS

**8-10 Qualified Sharing appointments
in 1 month. Expect 1-2 new team
members. Unit seeks 200 Sharing**



UNIT SEEKS 200 Faces
8 Parties or 24 Faces
10 Parties or 30 Faces



**8-10 new leads each week X out each box
for every lead you get during your week.
New leads bring new booking opportunities!
You should be able to book 1 out of every 6.**

1	2	3	4	5
6	7	8	9	10
1	2	3	4	5
6	7	8	9	10
1	2	3	4	5
6	7	8	9	10
1	2	3	4	5
6	7	8	9	10

Consultant Name _____
 Have a weekly win! Send your weekly progress to Director!

PHOTO OPS...



Angel Macaulay's debut

MORE PHOTO OPS...





Holiday Coffee How To's

A Holiday Coffee or Trunk Show is an easy, inexpensive way to introduce your customers and their friends to your holiday gift selections.

GETTING READY

1. Make a list of prospective hostesses.
2. Assemble your sets in a big basket or "trunk". It's helpful to have a little descriptor card with pricing attached to each set. Consider using the company's gift bags. The sets look so professional with a little shred in the bottom.
3. Consider having the sets you show available for sampling, especially if smelling is involved.
4. Set the mood. Use fabric and a string of beads to lay out a pretty display. Light a candle and bring a little tape recorder with Holiday music.
5. Bring the goodies. A "Costco" tin of butter cookies works great.
6. Bring coffee beans for clearing the nose in-between smelling fragrances.
7. Pack your trunk so the fabric is on top ready to lay out so you can display easily.
8. Bring a goodie for the hostess, some gifts with purchase and drawing prizes if you like.

APPOINTMENT AGENDA

1. Give everyone catalogs and have them follow through while you show the sets. If the sets match ones in the catalog all the better.
2. Give them each a clipboard with a sales ticket, profile, Wish List, Holiday Look Book and pen.
3. Tell a little about your service, your guarantee and the extra gift certificate that you include. Bring those along.
4. Do TimeWise™ on the back of the hands while you talk about the skin care. Pass around the sets for them to see, touch and smell. Put a price card in the back of each bag. (Paper or Plastic Bags-Sec 2)
5. Then take the first person in to do Satin Hands while the rest start to shop.
6. Have the hostess help you do Satin Hands on the rest of the guests and then send them to you one by one to shop.
7. This can be quick. Allow 15-20 minutes to show and about 10 minutes per guest.
8. Have the Hostess serve refreshments—Coffee and Cookies while you are working with each guest.

Just think... if 5 customers purchased \$50, at 5 coffees that's over \$1,250!

GIFT GIVING MADE EASY!!

Imagine the possibilities of promoting yourself as a personalized gift-buying service, especially during the profitable holiday season coming up. In addition to offering a sensational array of gifts for a wide range of ages and tastes, you could save your customers valuable time and stress as you make gift-giving as easy as a quick phone call.

To start the process, have your preferred customers and the guests at all your upcoming selling appointments and open houses fill out a Holiday Wish List. Then start calling those special Santas.



Here is a script that Independent Senior Sales Director Andrea Andrews from Ooltewah, Tenn., uses with great success:

Hi, Bob, this is Andrea Andrews. You don't know me, but I'm a friend of Karen's. Actually, I'm her Mary Kay Independent Beauty Consultant. Do you have a quick minute? I wanted to talk to you about a gift idea for her. Great!

Bob, I always call my customers' husbands to offer my gift-buying service. I keep a wish list throughout the year of Mary Kay products she wants and has mentioned she'd love to receive as gifts.

I don't know if you've finished shopping for her _____ (birthday, anniversary, Mothers Day, Christmas, etc.) gift, but I'd love to help you out by fixing a beautiful, personalized gift basket full of products I know she'll love.

I offer free gift wrapping and delivery, and absolutely guarantee all the products. If she's not 100% thrilled, I'll exchange anything to her complete satisfaction.

I can make you look really good, Bob! Tell me, is this something you might be interested in? Great!

Then simply make arrangements for payment and schedule a delivery time.



December 2012

Sun Mon Tue Wed Thu Fri Sat

Race for the Gold Team-Building Promotion ends November 30th!!
Who do you know that needs this opportunity?



1

2 3 4 5 6 7 8

Unit meeting at
 Comfort Inn 7-9pm
 8801 Loch Raven Blvd.
 Towson MD 21286

9 10 11 12 13 14 15

Unit meeting at
 Comfort Inn 7-9pm
 8801 Loch Raven Blvd.
 Towson MD 21286

End of Star
 Quarter

16 17 18 19 20 21 22

Unit meeting at
 Comfort Inn 7-9pm
 8801 Loch Raven Blvd.
 Towson MD 21286

23 24 25 26 27 28 29

All Company &
 Branch Offices
 Closed.

Midnight CST cutoff
 for Consultants to
 place phone orders.



**Christmas
 Day**

30 31

Last working day of the month.
 Consultants submit online orders
 until 9 pm CST. Online Agreements
 accepted until midnight.



Birthdays

Marci L. Mitchell
 Nalini S. Prashad
 Michelle A. Wood
 Yolonda F. Blackburn
 Camille R. Harper
 Julie A. Ruby
 Anne M. Long
 Carol S. Nettles
 Kristi M. Ninos
 Susan R. Csencsits
 Tina M. Stakias
 Ronette Lounds

Day

1 Inez Gregory
 1 Virginia M Osonitsch
 2 Luz A. Zuluaga
 2 Marlene Vogel
 3 Larissa N. Robinson
 3 Karol D. Terry
 5 Christina M. Albers
 8 Trina M. Morales
 13 Patti A. Selby
 13 Amanda L. Harris
 14 Louise Flaugh
 17 Sarah Russo
 18

19
 19
 19
 21
 22
 24
 26
 27
 27
 29
 31
 31

Anniversaries

Rebecca D. Gray
 Shari Rich
 Penny Clark
 Donna E. Frederick
 Lynn Ansley
 Dionne Frandsen

Years

21
 20
 19
 5
 2
 1



Cole's Comets

Karen Cole

Sales Director
2027 Knotty Pine Dr
Abingdon, MD 21009



Phone: 410-459-3766

Email: kcolemkay1@verizon.net

To the Exceptional...

Highlights this Month:

October Results, November, 2012

- ◆ Quarter 2 Star Consultant Quarterly Contest (September 16 - December 15, 2012)
- ◆ Class of 2013 Offspring Challenge Begins (through July 1, 2013)
- ◆ Race for the Gold (July 1 - November 30, 2012)
- ◆ Mary Kay Makeover Contest Hollywood Dreams (Sept. 5 - Dec. 14, 2012)



Words of Wisdom

Your attitude will be the most significant factor in your success, for with the right attitude you can do everything wrong and still succeed. But with the wrong attitude you can do everything right and fail. So if you think you can, you can!

But if you think you can't, you're right. The greatest undeveloped territory in the whole world is right under your hat.

~Mary Kay Ash



Prepare
Now for
Last Minute
Shoppers!



The days between Thanksgiving and Christmas are the busiest time of the year for shipping carriers such as UPS, the carrier used to deliver Mary Kay® product orders.

To help ensure you have plenty of great gifts on hand for your customers' last minute shopping needs, it's important to order early. So avoid the last minute holiday rush.