



Independent Senior Sales Director Karen Cole

Cole's Comets

January Results & Recognition - February, 2014

**CAREER
CONFERENCE
2014**

*Coming to a city
near you!*

*Register online by
February 28th! You
don't want to miss this
career-changing event!*

SEMINAR GOALS

- ◆ 650,000 unit trip
- ◆ 5 directors, 5 car drivers
- ◆ 10 new red jackets
- ◆ 15 new recruits a month

Wholesale Queen



Summer L. Kirby
\$501.00

Sharing Queen



Trina M. Morales
4 Silver Medal

10 Attitudes of Top Achievers!

By Brian Tracy, Author & Motivational Speaker

If you think the same way as the top achievers think, you can begin to get the same results they do. Here are 10 psychological and practical ways to mirror the attitudes of top achievers.

1. See yourself as a consultant rather than a salesperson. Believe that you are a problem-solver with regard to your product and how the client can best use it.
2. Become a doctor of selling. Act in the best interests of your "patients" and have a high code of ethics.
3. See yourself as the president of your own sales corporation. Accept 100 percent responsibility for your results.
4. Commit yourself to being the best in your field. Dedicate yourself to lifelong learning.
5. Be ambitious, hungry, and determined to use selling as a steppingstone to the success you want in life.
6. Have integrity. Be honest with yourself and others.
7. Engage in thorough preparation prior to every call.
8. Be an excellent listener; be extremely customer-focused.
9. Have tremendous courage. Be willing to face your fears of rejection and failure, and overcome them.
10. Be highly persistent. Start your workday earlier, work harder, and stay longer.

To make these changes work you must walk, talk and behave consistently with them every hour of every day.

I believe you can be a Top Achiever!
Make 2014 your year to shine!

Karen



Career Path:

DIRECTOR

Rewards ~

- ◆ 4-13% Personal Team Commissions
- ◆ 9-13% Unit Commissions
- ◆ Unlimited Unit Bonuses
- ◆ \$500 Unit Building Bonus
- ◆ Team Building Bonus \$100 per
- ◆ 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

DIQ

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 January 31st —
this will not reflect February orders or new team members.

DIQ

Recruiter :Trina M. Morales

- Ciara Avina
- Stephanie Cano
- Trafina R. Coleman
- Robin E. Crain
- Kelly A. Fritsch
- Tukeisha D. Hall
- Carolyne W. Maina
- Pamela S. Mitchell
- Tracy B. Moore
- Kalila J. Yancy
- * Chantal M. Reeves
- * Laura A. Scott
- * Julie R. Spartzak
- * Abigail R. Thomas
- * Tina M. Whittaker



congratulations
new DIQ
Trina Morales

Recruiter :Susan R. Csencsits
Helen A. Holden

Recruiter :Crystal I. Farrington
Joy Ubah
* Amber L. Arledge

Recruiter :Wanda J. Gildig
Collette M. Kehrer

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

Recruiter :Summer L. Kirby
Agnes Tosta
* Katherine M. Kennedy
* Amy C. Ramsey
* Tabitha C. Sikes

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

Recruiter :Ronette Lounds
Bernard Ansah

Recruiter :Amy L. Sandifer
Patti A. Selby

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

Team Leaders

Recruiter :Paige Fleming
Lynn Ansley
Christy Baggarley
Liana P. Bickerstaff
Oleanthean D Fleming
Donna A. Lewis

Recruiter :Crystal A. Schaefer
Wendy K. Roe
Heather B. Schaefer
Katherine A. Thomas
Chris M. Toenjes
Carrie Voges

Star Team Builders

Recruiter :Debra A. Richmond
Jill V. Boyer
M L. Diles
Camille R. Harper

Recruiter :Audrey Snellenberger
Sandy Eversman
Nalini S. Prashad
Crystal A. Schaefer
* Donna E. Frederick
* LaWanda Karaca

Recruiter :Susan J. Smart
Tracy A. Durmick

Recruiter :Amy T. Smith
Summer L. Kirby
Erika J. Massie
* Jennifer R. Koger

Recruiter :Nancy M. Stark
Amy L. Sandifer

Recruiter :Bea Stebing
Bonnie J. Stebing
* Sonia Brincefield

Senior Consultants

Recruiter :Karen J. Burshnick
Teresa M. Stonelake

Recruiter :Anna B. Whittaker
Beth E. Clark

* Inactive Member (N1,N2,N3,I1,I2,I3) #Terminated Member
To become ACTIVE you must place a \$200 wholesale order.



Here We Grow Again!

Welcome New Business Owners!

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

New consultant
Amber Arledge



New Consultant
Ciara Avina
Laura A. Scott
Abigail R. Thomas
Tina M. Whittaker

From
EDGEWOOD, MD
BALTIMORE, MD
ORLANDO, FL
JOPPA, MD

Sponsored by
T. Morales
T. Morales
T. Morales
T. Morales

“Don’t let the negatives of life control you. Rise above them. Use them as your stepping stones to go higher than you ever dreamed possible. Place your eyes on your goal and don’t move them.” — Mary Kay Ash

Thank You from Mary Kay

“Love Check” Commissions for Personal Team Building

9% Recruiter Commission Level

Trina M. Morales	\$111.80
Crystal A. Schaefer	\$75.89
Paige Fleming	\$36.54
Karen Cole	\$3.69

4% Recruiter Commission Level

Amy T. Smith	\$20.44
Nilsa C. Hartwell	\$17.32
Debra A. Richmond	\$10.26
Susan R. Csencsits	\$9.98
Amy L. Sandifer	\$9.76
Summer L. Kirby	\$9.66
Nancy M. Stark	\$8.86
Patti A. Selby	\$8.78
Ronette Lounds	\$8.18
Karen J. Burshnick	\$8.10



Team Building Tip of the Month!

10 Commandments of a Successful Recruiter!

1. Always lead by example!
2. Attend all unit meetings—see that she is there with you.
3. Call, write, email or text her daily for the first 3-4 weeks.
4. Keep a friendly business relationship.
5. Always talk about profit level.
6. Always let her learn while you earn—take her with you to shows and classes.
7. Keep a 100% positive attitude.
8. Call your director if you need help to answer her questions.
9. Help her sponsor her first recruit.
10. Just as you never take credit for her successes, never take responsibility for her failures.

Spring 2014 New Products!

Spring 2014 New Products are available February 15th!

(or February 10th, for Star Consultants who qualified during the September 16-December 15, 2013 quarter, or if you enrolled in the Spring 2014 Preferred Customer Program)

**ORDER
ASAP!**

**Limited Edition items
WILL BE OUT OF
STOCK SOON!**



Spring into action this quarter and help re-energize your Mary Kay business!

- ◆ Mary Kay® CC Cream Sunscreen Broad Spectrum SPF 15
- ◆ Mary Kay® Bronzing Powder
- ◆ Mary Kay® Gel Eyeliner with Expandable Brush Applicator
- ◆ Limited-Edition Lemon Parfait Pedicure Collection
- ◆ Mary Kay at Play® New Shades
- ◆ Limited-Edition Mary Kay® Hello, Sunshine Collection
- ◆ Free Gift with Purchase - Mini Lash Love® Mascara and Oil-Free Eye Makeup Remover

Visit www.MaryKayInTouch.com
for more information.

MARY KAY®
MAKEOVER DAY
March 8, 2014



Get ready and join the fun!

On March 8, International Women's Day, you'll once again have the opportunity to help Mary Kay break the record for conducting the most makeovers in one day. That means you'll want to start now by booking parties and makeovers to be held on March 8.

Here's what you need to know:

- On March 8, from 12:01 a.m. through 11:50 p.m., in your time zone, the challenge is on. The goal is to beat last year's record of 44,250 makeovers.
- To make sure your numbers count, you'll want to opt in for text alerts from Mary Kay first – and it's a snap. Just go to Mary Kay InTouch® > Texting Preferences and complete your opt-in with the simple two-step process.
- You can text us each time you complete a makeover on March 8, and your numbers will be added to the total.

While you are conducting makeovers on March 8 in your hometown, a "live" makeover event will be happening at The Mary Kay Building in Dallas. Watch this video to get excited about what the Mary Kay® Makeover Day can do for you!



**New! Premier Plus
Promotion**

**Earn the use of a BMW 320i
January - December 2014**

Buckle your seatbelt for some very exciting news! Premier Plus qualifiers now have the opportunity to earn the use of a sleek black BMW 320i. Learn how you can earn the use of this spectacular dream machine by going to MaryKayInTouch.com!

We Invested in Product in January!

Summer L. Kirby	\$501.00
Janet T. Middendorf	\$402.75
Linda S. Koska	\$333.50
Sharon G. Kehn	\$329.00
Joyce R. Stone	\$320.50
Tammy R. Campbell	\$298.50
Helen A. Holden	\$249.50
Patti A. Selby	\$244.00
Agnes Tosta	\$241.50
Stephanie Cano	\$234.00
Donna Bellefontaine	\$233.00
Debra A. Richmond	\$229.00
Jill V. Boyer	\$228.50
Nancy K. Meyer	\$224.00
Katherine A. Thomas	\$223.50
Amy L. Sandifer	\$221.50
Beth A. Kimlick	\$219.50
Chris M. Toenjes	\$212.25
Donna A. Lewis	\$206.00

Tukeisha D. Hall	\$205.00
Carrie Voges	\$204.50
Bernard Ansah	\$204.50
Nilsa C. Hartwell	\$204.00
Wendy K. Roe	\$203.00
Teresa M. Stonelake	\$202.50
Tracy B. Moore	\$201.50
Trafina R. Coleman	\$201.25
Ciara Avina	\$200.50
Kelly A. Fritsch	\$200.00
Ronette Lounds	\$200.00
Oleanthean D Fleming	\$200.00
Mary H. Baggett	\$124.00
Karen J. Burshnick	\$114.00
Kathy H. Padgett	\$109.00
Mitzi Morton	\$94.50
Amy T. Smith	\$88.00
Joyce P. Landahl	\$60.50



LOVE is in the air! Share the Mary Kay® Bridal eCatalog with your NEW brides-to-be.



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	\$8,187.00	\$863.00	\$9,050.00
2 Amy T. Smith	\$6,930.50	\$705.00	\$7,635.50
3 Wanda J. Gildig	\$5,108.50	\$693.00	\$5,801.50
4 Trina M. Morales	\$5,221.00	\$423.00	\$5,644.00
5 Crystal A. Schaefer	\$4,675.00	\$523.00	\$5,198.00
6 Joyce R. Stone	\$3,827.00	\$796.00	\$4,623.00
7 Joy Ubah	\$2,819.00	\$1,760.00	\$4,579.00
8 A. Snellenberger	\$4,145.50	\$265.00	\$4,410.50
9 Nilsa C. Hartwell	\$3,952.50	\$99.00	\$4,051.50
10 Debra A. Richmond	\$3,430.00	\$605.00	\$4,035.00

Tops in Team Building

Recruiter	New Team Mbrs	YTD Comm
1 Crystal I Farrington	1	\$48.34
2 A. Snellenberger	1	\$27.42
3 Amy T. Smith	1	\$24.74
4 Karen Cole	5	\$211.57



LEADERSHIP HIGHLIGHTS





Aim for the Stars!



On-Target \$tar Consultants!

December 16, 2013 - March 15, 2014



Shoot for
STAR this
Quarter!!

**YOU Can
Do It!!**

Consultant Name	Current Wholesale Production	—Wholesale Production Needed for Star—				
		Sapphire \$1,800	Ruby \$2,400	Diamond \$3,000	Emerald \$3,600	Pearl \$4,800

ALEKSANDRA LONDONO	\$1,824.50	STAR	\$575.50	\$1,175.50	\$1,775.50	\$2,975.50
DEBRA RICHMOND	\$915.00		\$885.00	\$1,485.00	\$2,085.00	\$3,885.00
SUMMER KIRBY	\$721.00		\$1,079.00	\$1,679.00	\$2,279.00	\$4,079.00
SANDY EVERSMAN	\$685.50		\$1,114.50	\$1,714.50	\$2,314.50	\$4,114.50
BEA STEBING	\$624.00		\$1,176.00	\$1,776.00	\$2,376.00	\$4,176.00
ERIKA MASSIE	\$618.50		\$1,181.50	\$1,781.50	\$2,381.50	\$4,181.50
RONETTE LOUNDS	\$486.00		\$1,314.00	\$1,914.00	\$2,514.00	\$4,314.00
KAREN BURSHNICK	\$452.50		\$1,347.50	\$1,947.50	\$2,547.50	\$4,347.50
SHARI RICH	\$423.50		\$1,376.50	\$1,976.50	\$2,576.50	\$4,376.50
TRACY MOORE	\$409.50		\$1,390.50	\$1,990.50	\$2,590.50	\$4,390.50
AUDREY SNELLENBERGER	\$407.00		\$1,393.00	\$1,993.00	\$2,593.00	\$4,393.00
JANET MIDDENDORF	\$402.75		\$1,397.25	\$1,997.25	\$2,597.25	\$4,397.25

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.



Spread
the Love!
Help your customers pick
the perfect Valentine's Day presents.

OH SNAP! 50 selfies

FEB. 1 - MARCH 31st

COMPLETE 50 SELFIES OF WOMEN
OVER THE AGE OF 18 DURING THE CONTEST PERIOD.
POST ON FACEBOOK, INSTAGRAM or TWITTER.
TAG YOURSELF AND YOUR MK SALES DIRECTOR

Goal is to get 50 women to do a selfie for you after you facial and make her over with fabulous MK products



ALL "OH SNAP" Achievers
with 50 selfies will be invited to
the exclusive PAR-TAY of the year.
FUN, FOOD, Entertainment and
ONE GIANT SELFIE of the Winners.
ALL "OH SNAP" Achievers with at
least 25 Selfies will earn a DSW
gift Card!



So get to faciaing, partying, posing and posting your SELFIES!

WE WANT TO SEE YOU AND YOURS AT THIS PAR-TAY OF THE YEAR!



COLES COMETS

FEBRUARY 2014

I LUV BLING



Sell 25 items and order \$250 wholesale and receive Chandelier style scarf/shawl choice colors of on Black, Denim Blue or Silver!



Sell 50 items and order \$450 wholesale and receive a Beautiful sparkly pair of earrings!



Sell 75 items and order \$650 wholesale and receive a stunning bracelet or a chandelier style scarf/shawl and a choice earrings

Sell 100 items and order \$850 wholesale and

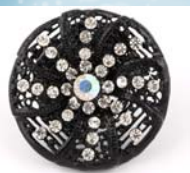
Sell 125 items and order \$1050 wholesale and receive Necklace and earrings set and a scarf of your choice!

Sell 150 items and order \$1500 wholesale and receive a Necklace earrings set, scarf of your choice and a bracelet!



Sell 200 items and order \$2000 wholesale and receive the whole page!

(with 1 scarf choice and one earring choice)



Order by the 15th of the month and get a Bling ring! (min. \$400)

Bling in the new year!

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.

I won it! _____

Promotions are based on items that are currently available from suppliers, however, markets change, back orders can occur or a supplier can discontinue items without our knowledge. If this occurs we will work diligently to find acceptable substitution. There might be a slight variation of style and color due to dye-lot issues and availability.



"I LUV MY Life" Mary Kay Sharing contest.

Free Gift for all Participants PLUS a
MICHAEL KORS HANDBAG DRAWING

Only a limited number of Participants
are invited to enter!

Two beautiful *Michael Kors* handbags
will be given away.

*****Every participant will get a free gift*****

HOW to get your name in Michael Kors Handbag drawing

- ◆ Pick and participate in 1 LIVE sharing experience and 1 "VIRTUAL" sharing experience.
- ◆ Submit easy survey to consultant's MK Sales Director.
- ◆ Drawing to be held on April 2

1 handbag drawing for customers and 1 handbag drawing for consultants

Yes you can get your name in multiple times for every "set" of sharing experiences.

For contest page/links <http://kirkwood.unitwise.com/Page/home>



LIVE SHARING



Attend a Director Led Event—

Get your venue options from your consultants. Experience product demo and see progress of other consultants in your local area.



Have an "In Person" sharing appointment with your Consultant and her Director to have income package explained in detail.

Plan for an hour so you may have any questions answered completely.



Have One on One personal conversation via phone to go over the income package and career facts. Your consultant can schedule your appointment around your schedule.

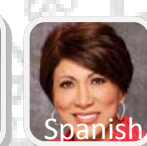
Plan for 30 minutes plus any question and answer time you need.

Bonus: New consultants in February or March will receive this Pink Ice ring.



VIRTUAL SHARING

Watch



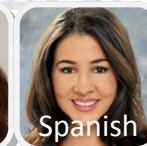
Listen



641-715-3900 code 807486

641-715-3900 code 12076

641-715-3900 code 68763



641-715-3900 code 880710

641-715-3900 code 862315

641-715-3900 code 20332

I LUV MY LIFE SURVEY FORM



Name _____ Date _____

CONSULTANTS NAME _____

My LIVE Sharing Experiences were

My Virtual Experiences were

- A. Attended event _____ date of _____ VIDEO– name of speaker _____
B. “In Person” event _____ date of _____ Recording– name of Speaker _____
C. “over the phone _____ date of _____

1. What impressed you the most about Mary Kay Inc. _____
2. What would be your top two reasons for starting a MK biz of your own?
A. _____
B. _____
3. What is your next step with Mary Kay.
A. I would LUV to get started now. ____ B. I would LUV more information. ____ C. I would LUV to stay a loyal customer ____

Thank you for submitting your survey and be sure to ask your MK Consultant about your free gift for participating.

I LUV MY LIFE SURVEY FORM



Name _____ Date _____

CONSULTANTS NAME _____

My LIVE Sharing Experiences were

My Virtual Experiences were

- A. Attended event _____ date of _____ VIDEO– name of speaker _____
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C. “over the phone _____ date of _____

1. What impressed you the most about Mary Kay Inc. _____
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A. _____
B. _____
3. What is your next step with Mary Kay.
A. I would LUV to get started now. ____ B. I would LUV more information. ____ C. I would LUV to stay a loyal customer ____

Thank you for submitting your survey and be sure to ask your MK Consultant about your free gift for participating.


March 2014



Sun Mon Tue Wed Thu Fri Sat

CAREER CONFERENCE 2014

Don't delay!!
Registration ends
February 28th!

2	3 Monday night unit meeting 1007 Beards Hill Rd., Aberdeen, MD 21001	4 Unit meeting Comfort Inn 8801 Loch Raven Blvd Towson, MD 21286	5	6	7	8 <small>Mary Kay® Makeover Day.</small>
9 <small>Daylight Savings Time Begins</small>	10 Monday night unit meeting 1007 Beards Hill Rd., Aberdeen, MD 21001	11 Unit meeting Comfort Inn 8801 Loch Raven Blvd Towson, MD 21286	12	13	14	15 Last Day of Quarter: Be a Star for Seminar Priority Registration!
16	17  Monday night unit meeting 1007 Beards Hill Rd., Aberdeen, MD 21001	18 Unit meeting Comfort Inn 8801 Loch Raven Blvd Towson, MD 21286	19	20	21	22
23	24 Monday night unit meeting 1007 Beards Hill Rd., Aberdeen, MD 21001	25 Unit meeting Comfort Inn 8801 Loch Raven Blvd Towson, MD 21286	26	27	28 <small>Midnight CST cutoff for Consultants to place phone orders.</small>	29
30	31 <small>Last working day of the month. Consultants submit online orders until 9 pm CST. Online Agreements accepted until midnight.</small> Monday night unit meeting 1007 Beards Hill Rd., Aberdeen, MD 21001	Every great dream begins with a dreamer. Always remember, you have within you the strength, the patience, and the passion to reach for the stars to change the world. ~Harriet Tubman				



Birthdays	Day
Susan B. Deal	2
Tracy A. Durmick	3
Stefanie A. Johnson	4
Joanna V. Irvin	7
Heather B. Schaefer	11
Cynthia S. Booker	14
Josette C. DiBlasio	16
Tabitha C. Sikes	16
Oleanthean D Fleming	17
Brandelyn Miller	18
A. Snellenberger	20
Erin L. Gooch	21
Donna Bellefontaine	22
Nilsa C. Hartwell	23



Anniversaries	Years
Sondra Phillips	19
Kelly Dean	6
Keri L. Haney	5
Wendy K. Roe	4
Jennifer M. Arevalo	2
Cathy E. Schmitz	2
Brandelyn Miller	1
Crystal M. Hernandez	1
Chris T. Long	1
Kalila J. Yancy	1
Shenika N. Johnson	1
Katherine M. Kennedy	1





Cole's Comets

Karen Cole

Sr. Sales Director
2027 Knotty Pine Dr
Abingdon, MD 21009



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To the Fabulous...

Highlights this Month:

January Results, February, 2014

- ◆ Quarter 3 Star Consultant Quarterly Contest (December 16, 2013 - March 15, 2014)
- ◆ All-Star Consultant Consistency Challenge (through June 15, 2014)
- ◆ Class of 2014 Offspring Challenge (through July 1, 2014)
- ◆ Mary Kay Makeover Day (March 8, 2014)



Career Conference

How Important is it?

Someone once said, "It only takes a spark - to get a fire going." How true! And that spark has been found hundreds of times at

Career Conference. Perhaps you are thinking, "I can't afford to go." From long experience, I believe you can't afford NOT to attend, for at Career

Conference you will discover the BIG PICTURE of what your Mary Kay career can be for YOU! Make your plans now. Use the profit from a few extra classes to pay your way.

~ Mary Kay Ash



MARY KAY CAREER CONFERENCE 2014

Schedule At-A-Glance

Day 1—March 21, 23, 28 & 30

- | | |
|-------------|--|
| 2 – 9 pm | Registration (if space is available)
Packet Pickup (must have driver's license, other picture I.D.) |
| 3:30 – 5 pm | Independent Sales Director Workshop |
| 3:30 – 5 pm | Emerging Leadership Workshop (Star Team Builders, Team Leaders, Future Directors, & DIQs) |
| 7 – 10 pm | Opening General Session (all attendees) |

Day 2—March 22, 24, 29 & 31

- | | |
|------------------|--|
| 8 am – 4:30 pm | Registration (if space is available)
Packet Pickup (must have driver's license, other picture I.D.) |
| 9 – 10 am | Morning General Session (all attendees) |
| 10:15 – 11 am | Independent Beauty Consultant and Independent Sales Director Classes |
| 11:15 – 12:50 pm | Career Conference Luncheon (invitation only) |
| 1:15 – 2 pm | Independent Beauty Consultant and Independent Sales Director Classes |
| 2:15 – 4:30 pm | Closing General Session (all attendees) |