



Independent Senior Sales Director Karen Cole

Cole's Comets

November Results & Recognition - December, 2013



Power Up your skin care with the Mary Kay® Skinivigorate™ Cleansing Brush!

Now your customers can maximize the benefits of their skin care regimen. Skin is invigorated, revealing its youthful vibrancy.

SEMINAR GOALS

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

Wholesale Queen



Joy Ubah
\$1,208.50

Sharing Queen



Amy T. Smith
1

Can you see it?

by Success Coach Ann Vertel, www.UnitCoach.com

Michelangelo discovered a huge, rough marble rock in a quarry. Within it he could actually see his masterpiece, "The David," and said he merely had to carve away the unnecessary marble and he would have his statue. When we create a vision for our life, imagery proves to be an especially useful tool. A jigsaw puzzle is much easier to put together when you can see a picture of the puzzle to be solved. Visioning is very similar.

The word vision is derived from the Latin word videre, meaning "to see." It is important to understand the significance of "seeing" your vision.

Envisioning is a mental process in which you focus your imagination. The more vivid, real, visual, and richly detailed the image is, the more effective and compelling it will be. You won't do anything you can't picture yourself doing.

When we can see our vision clearly it is like writing our history before it happens. Legendary advertising executive David Ogilvy started his advertising agency by listing all the clients that he most wanted - General Foods, Lever Brothers, Bristol Myers, Campbell Soup Company and Shell Oil. Those companies were, at the time, the largest advertising accounts in the world, and of course he had none of them. However, they were on his list; they were part of his vision. Mr. Ogilvy said that it took time but eventually he got every single one of them.

Think of the construction of a home. Construction companies that put a significant effort into the design phase of building experience far fewer errors or changes during the building process. The

best plans would contain every detail, right down to the exact placement of the soap

dish in the shower. The more the designers are able to hammer out the details during the visioning process, the more likely they will be to achieve the final result.

Stephen Covey, author of "Seven Habits of Highly Effective People," once asked his son's Orthodontist how he approached his work.

The doctor told Mr. Covey that he first started with a picture in his mind of what the mouth would look like when he was finished. Keeping that image in mind at all times guided every single decision and move, each one building on the next in order to achieve the visualized outcome. In other words, he didn't decide the next move based on what the mouth currently looked like, he chose his next move based on what the mouth would look like when he was done.

Your vision of the future then is based on how you make decisions today. What you say, what you do, how you act - on purpose and on target for your ideal future.

What specific actions are you doing today that move you toward your vision?

What behaviors are based solely on how you feel today?

How will you change those to reflect a commitment to your ideal future?

Ask me about some visualization techniques, goal posters or affirmation exercises to help you "see" what you can be!

Make success your future!

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

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 November 30th —
this will not reflect December orders or new team members.

Team Leaders

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

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

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

Star Team Builders

Recruiter :Elizabeth Funk
Inez Gregory
Angel Irwin
Michelle D. Jordan
Amy S. Rivers
* Wanda A. Anderson
* Josette C. DiBlasio

Recruiter :Amy L. Sandifer
Patti A. Selby

Recruiter :Crystal A. Schaefer
Wendy K. Roe
Katherine A. Thomas
* Cindy A. Miller
* Heather B. Schaefer
* Chris M. Toenjes

Recruiter :Trina M. Morales
Stephanie Cano
Kelly A. Fritsch
Chantal M. Reeves
*Carolyn W. Maina
* Pamela S. Mitchell
* Julie R. Sparzak

Recruiter :Audrey Snellenberger
Nalini S. Prashad
Crystal A. Schaefer
* Theresa M. Crouse
* Donna E. Frederick
* LaWanda Karaca

Senior Consultants

Recruiter :Susan R. Csencsits
Helen A. Holden

Recruiter :Nancy M. Stark
Amy L. Sandifer

Recruiter :Crystal I. Farringto
Joy R. Ubah

Recruiter :Bea Stebing
Bonnie J. Stebing
* Sonia Brincefield

Recruiter :Paige Fleming
Liana P. Bickerstaff
* Cara M. Mosier
* Larissa N. Robinson

Recruiter :Anna B. Whittaker
Beth E. Clark

ARE YOU READY TO MOVE UP??



** 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 November 1-30.)

New Consultant
Marlene L. Canetti
Erika J. Massie
Amy C. Ramsey
Joy R. Ubah

From
GRAND JUNCTION, CO
SAVANNAH, GA
SAVANNAH, GA
ABERDEEN, MD

Sponsored by
K. Cole
A. Smith
S. Kirby
C. Farrington



"Do not wait; the time will never be 'just right'. Start where you stand, and work with whatever tools you may have at your command, and better tools will be found as you go along." - Napoleon Hill

Thank You from Mary Kay

"Love Check" Commissions for Personal Team Building

13% Recruiter Commission Level	
Karen Cole	\$188.76
9% Recruiter Commission Level	
Nilsa C. Hartwell	\$5.85
4% Recruiter Commission Level	
Crystal I Farrington	\$48.34
Jayne B. Lewis	\$24.12
A. Snellenberger	\$18.04
Anna B. Whittaker	\$15.36
Bea Stebing	\$11.28
Debra A. Richmond	\$8.24
Amy L. Sandifer	\$6.40
Trina M. Morales	\$2.88
Paige Fleming	\$1.60



Team Building

Tip of the Month!

What you can say at an interview . . .

Featured on NSD Connie Kittson's Web site

- ◆ Try to keep your introduction short.
- ◆ Tell her a little about yourself, including why you started your Mary Kay business. But, remember not to share your whole life story.
- ◆ Then ask about her — what she does and what is important in her life. People would much rather talk about themselves than listen to others talk about themselves. Let her talk!
- ◆ Next, explain the marketing plan and describe the products.

great Stocking Stuffers!

Last-minute shoppers are looking for some great ideas. Be a holiday hero! Don't forget to share Mary Kay® products perfect for stocking stuffers and last-minute gifts.

fun idea! Be on the lookout for great stocking stuffer ideas! You can share on your Mary Kay® Facebook Fan page. Facebook is a great way to reach your customers quickly. Remind them you have an assortment of last-minute treasures ready for them. They don't have to leave the house!

Sparkle and Drama
Mary Kay® Mineral Eye Colors
Four NEW Shades: Sparkling White, Brilliant Black, Glistening Gold, Shimmering Lilac

Get Organized
Travel Roll-Up Bag (unfilled) \$35

Lash Bash
Mary Kay® Lash & Brow Building Serum™ \$38

Lip Service
Mary Kay® True Dimensions™ Lipstick (Shade shown: Wild About Pink) \$18

Beauty Star
Mary Kay® Cream Eye Color and Cream Cheek Color \$14 each

Love Your Style
Mary Kay At Play™ holiday sets, including limited-edition® Just for Eyes Eye Shadow and Just for Lips Lip Gloss \$10 each

Great Skin Every Day
MKMen® Skin Care Gifts

MKMen® Advanced Eye Cream \$26
MKMen® Face Bar \$12
MKMen® Shave Foam \$12
MKMen® Cooling After-Shave Gel \$14
MKMen® Advanced Facial Hydrator Sunscreen Broad Spectrum SPF 30* \$22

The Key to Winning a Gold Medal!

From Executive NSD Emeritus Mollye Morrow

The precious Gold Medal is the most prestigious award in all of Mary Kay! All you do is share your opportunity with five people in one calendar month to win the Gold Medal! The Consultants' Agreements must be in the branch office by the last working day of the month. You may say "How do I win a Gold Medal?"

Here's how!

1. Decide "Yes, I can and I will win a Gold Medal this month."
2. Plan your work and work your plan. Since the best recruits are found at Skin Care Classes, it starts with booking your Skin Care Classes. Book seven every week so you will hold five.
3. Do the 4-Point Recruiting Plan at every Skin Care Class.
 - a. Before the Skin Care Class, ask the hostess, "Who is coming today who might be interested in doing what I do?" Feed her mind: someone who is at home with children; someone who is so busy they couldn't possibly fit another thing into their lifestyle; someone who is looking for part-time work.
 - b. Put on a crackerjack recruiting talk at the end of your Skin Care Class.
 - c. Select one person at every Skin Care Class and offer her your career.
 - d. Offer the hostess a merchandise gift (about \$10) for any person suggested who is accepted by the Company and becomes a qualified Consultant. Don't forget to ask her!
4. Do at least five interviews each week.
 - a. Make a list of all your prospects with their phone numbers on it. A suggestion is to put them on 3 x 5 index cards on a key ring. This is great because you have them in your purse with you at all times.
 - b. Set up appointments for this week only.
 - c. Invite guests to Success Meetings every week — pick them up. Tell them on the way over that they will learn everything they need to know about the Mary Kay Career tonight in order for them to make an intelligent decision about coming into the Company. Don't keep it a secret that you are trying to recruit them. Let them know how great you think they are. Don't run out after the meeting, Debut, or whatever you take them to. Bring them up to introduce them to the Directors personally. Make a fuss over them. Everyone loves to be "made over." You do not think they are great or else you wouldn't have asked them.
5. Follow up, and follow up on the follow up. Take your prospects to Skin Care Classes with you. Call her and overcome her objection, see her husband and answer his questions, etc.



Opportunity is knocking at your door!

We Invested in Product in November!

Joy R. Ubah	\$1,208.50
Wanda J. Gildig	\$935.25
Amy T. Smith	\$606.00
Karen J. Burshnick	\$603.00
Paige Fleming	\$503.00
Joyce R. Stone	\$490.00
Trina M. Morales	\$474.50
Kathy H. Padgett	\$464.00
Debra A. Richmond	\$425.00
Janet T. Middendorf	\$400.50
Beth E. Clark	\$384.00
Rhonna Novy	\$382.00
Carol S. Nettles	\$330.00
Lisa M. Fournie	\$323.00
Anna B. Whittaker	\$294.50
Elizabeth Funk	\$290.00
Susan R. Csencsits	\$282.50
Bonnie J. Stebing	\$282.00

Nalini S. Prashad	\$265.00
Crystal I Farrington	\$256.50
Amanda K. Brinkley	\$244.00
Victoria A. Crouse	\$221.00
Amanda Custer	\$210.00
A. Snellenberger	\$206.00
M L. Diles	\$206.00
Renee L. Nielson	\$205.00
Staci Tebbe	\$200.00
Crystal A. Schaefer	\$186.00
Patti A. Selby	\$160.00
Jayne B. Lewis	\$160.00
Nilsa C. Hartwell	\$95.00
Stephanie Cano	\$72.00
Anne M. Long	\$65.00
Liana P. Bickerstaff	\$40.00
Mitzi Morton	\$9.00
Karen Cole	\$1,739.50



Evening Sparkle!

Provide your customers with effortless shopping fun by sharing looks to celebrate this holiday season in style. Show them how to create the makeup artist looks by sharing the *Holiday Look Book* or direct them to marykay.com or your Mary Kay® personal website.



Queen's Court of Sales!
\$36,000 retail
July 1, 2013 — June 30, 2014



Queen's Court of Sharing!
24 New Team Members
July 1, 2013 — June 30, 2014



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	\$5,619.00	\$863.00	\$6,482.00
2 Amy T. Smith	\$5,236.50	\$705.00	\$5,941.50
3 Wanda J. Gildig	\$3,987.50	\$653.00	\$4,640.50
4 Joy R. Ubah	\$2,819.00	\$1,760.00	\$4,579.00
5 Crystal A. Schaefer	\$3,767.00	\$503.00	\$4,270.00
6 Joyce R. Stone	\$3,158.00	\$796.00	\$3,954.00
7 Trina M. Morales	\$3,332.50	\$423.00	\$3,755.50
8 Debra A. Richmond	\$2,972.00	\$585.00	\$3,557.00
9 A. Snellenberger	\$3,242.50	\$265.00	\$3,507.50
10 Nilsa C. Hartwell	\$3,144.50	\$99.00	\$3,243.50

Tops in Team Building

Recruiter	New Team Mbrs	YTD Comm
1 Crystal I Farrington	1	\$48.34
2 Karen Cole	3	\$211.57





Are you sick & tired of being sick & tired? Your cure is holding Skin Care Classes!

(Thanks to Sales Director B.J. Sisson for sharing!)



From Skin Care Classes come:



Money in your pocket!



More appointments on your date book than you know what to do with!



A steady re-order business!



Your Red Jacket!



More sales towards your Star Consultant Goal



Customers who need your gift giving services!



Keys to your brand new Chevy Cruze!

I want you to have a strong personal business!

Are you Ready to Move Up? 10 Steps to your Red Jacket!



1. **Attend all functions:** Your Unit Success Meeting is a MUST. By attending, you show support for your Director and Sister Consultants. Plus, a guest is bound to be more impressed when she sees a full room of people excited about their business.
2. **Have a Daily, Weekly, Monthly, Yearly Goal:** This is important in all aspects of life, health, wealth, family, business, spiritual, and social. Where do you want your business in 1 month (on-target star consultant, 3 new people, 5 appointments each week)?
3. **Say Daily Affirmations:** Every day, in every way I get better and better. Everyone I meet is a prospect for my products or services. I am healthy; I am happy; I am enthusiastic!
4. **Have goal posters** in your office, car, on your mirror, at work, etc., reminding you of your goals. Don't forget to put one on the refrigerator.
5. **Evaluate your appearance:** Which areas would you like to improve? Start walking. Exercise. Get a new hairstyle. Try a new hair color. Start paying attention to your wardrobe. Dress professionally more often, and let your make-up reflect your career.
6. **Organize your family:** Make them realize you are serious about this career. You can do this by disciplining yourself. Be willing to give up a TV show to service your customers and book classes. (Why not tape it & watch it after prime phone time?) Talk with your family about your goals for the family-like vacations paid by Mary Kay \$\$\$.
7. **Complete your weekly accomplishment sheets & submit them to your Director:** Write your goals in pencil and when you finish them, fill them in with pen. Determine how much you earn from your classes, reorders, and facials so you know when you are improving.
8. **Read Career Essentials & Finish those Vouchers:** You get a "Do Over" everyday. Listen to audio training, cd's, education, motivation constantly. Do Activity Daily!
9. **Organize your office:** It is simple. Use shoeboxes and manila envelopes. Use voice mail or an answering machine. Make the message short, sweet, and businesslike.
10. **Go To Work:** Talk to people daily. Practice. Practice. Practice. Hand out business cards and samples and make sure everything has your name, phone, email and website! Smile, it's contagious and a great warm chatter tool. When you hand out samples, get THEIR contact info for your "mailing list" so you can follow up on that sample! Attitude is 98% of your business.



Aim for the Stars!

On-Target \$tar Consultants!

September 16 ~ December 15, 2013



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
WANDA GILDIG	\$2,494.25	*****	STAR	\$505.75	\$1,105.75	\$2,305.75
AMY SMITH	\$2,208.50	STAR	\$191.50	\$791.50	\$1,391.50	\$2,591.50
KAREN COLE	\$2,017.50	STAR	\$382.50	\$982.50	\$1,582.50	\$2,782.50
TRINA MORALES	\$1,305.50	\$494.50	\$1,094.50	\$1,694.50	\$2,294.50	\$3,494.50
JOY UBAH	\$1,208.50	\$591.50	\$1,191.50	\$1,791.50	\$2,391.50	\$3,591.50
JOYCE STONE	\$1,045.00	\$755.00	\$1,355.00	\$1,955.00	\$2,555.00	\$3,755.00
CRYSTAL FARRINGTON	\$1,029.00	\$771.00	\$1,371.00	\$1,971.00	\$2,571.00	\$3,771.00
DEBRA RICHMOND	\$884.50	\$915.50	\$1,515.50	\$2,115.50	\$2,715.50	\$3,915.50
KAREN BURSHNICK	\$861.00	\$939.00	\$1,539.00	\$2,139.00	\$2,739.00	\$3,939.00
NILSA HARTWELL	\$819.00	\$981.00	\$1,581.00	\$2,181.00	\$2,781.00	\$3,981.00
PAIGE FLEMING	\$805.00	\$995.00	\$1,595.00	\$2,195.00	\$2,795.00	\$3,995.00
JANET MIDDENDORF	\$804.00	\$996.00	\$1,596.00	\$2,196.00	\$2,796.00	\$3,996.00
CRYSTAL SCHAEFER	\$795.50	\$1,004.50	\$1,604.50	\$2,204.50	\$2,804.50	\$4,004.50
SHARON KEHN	\$705.00	\$1,095.00	\$1,695.00	\$2,295.00	\$2,895.00	\$4,095.00
CAROL NETTLES	\$623.50	\$1,176.50	\$1,776.50	\$2,376.50	\$2,976.50	\$4,176.50
AUDREY SNELLENBERGER	\$618.50	\$1,181.50	\$1,781.50	\$2,381.50	\$2,981.50	\$4,181.50

Building
**WALL
toWALL**
Leaders

Join the Movement.
Build Wall to Wall Leaders.

Imagine building a wall . . . and with every brick you lay, a leader is born. Before long, you will have built a monumental force. With that much leadership power, with that much experience, you can't help but change the world. That's what it means to build Wall to Wall Leaders. Women standing shoulder to shoulder, rallying others to follow their lead to greatness, building their futures brick by brick. It's more than a mission. It's a movement. Will you join the movement to be one of our Wall to Wall Leaders? Go to MaryKayInTouch.com to download the Pledge certificate.

Make the Pledge!

Here's how it works:

From Sept. 1, 2013, to Sept. 1, 2014, every Mary Kay Independent Beauty Consultant who debuts as an Independent Sales Director will earn her name on the Wall of Leaders at the Mary Kay world headquarters in Dallas. And every Independent Sales Director and Independent National Sales Director who debuts an offspring Independent Sales Director will earn her name on the Wall of Leaders.

And that's not all you'll earn! As a Wall to Wall Leader, you'll also earn all the fantastic rewards bestowed on the Class of 2014. Plus, you'll receive an invitation to an ice cream social at Seminar 2014.

PHOTO OPS...



Moving up class with Linda Broom
Sr National Emeriti

Christmas Party in Savannah



Congratulations Amy Smith
for having a 1050 day and a 1500 week
I am so proud of you.



Crystal Farrington with Emeriti
SNSD Linda McBroom at
Moving up class



Crystal Farrington with
new recruit Joy Ubah



Celebrating Lisa Jone's winning her first
pink Cadillac

“Gift YOURSELF” Dec. 1-31st
Match your items sold to your wholesale ordered.
 Each item counts, Miracle set =5 items

300 wholesale +25 items 	400 wholesale +50 items 	600 wholesale +75 items 	800 wholesale+100 items 	1000 wholes +120 items 
1	26	51	76	100
2	27	52	77	101
3	28	53	78	102
4	29	54	79	103
5	30	55	80	104
6	31	56	81	105
7	32	57	82	106
8	33	58	83	107
9	34	59	84	108
10	35	60	85	109
11	36	61	86	110
12	37	62	87	111
13	38	63	88	112
14	39	64	89	113
15	40	65	90	114
16	41	66	91	115
17	42	67	92	116
18	43	68	93	117
19	44	69	94	118
20	45	70	95	119
21	46	71	96	120
22	47	72	97	121
23	48	73	98	122
24	49	74	99	123
25	50	75	100	125

“Gift YOURSELF” Dec. 1-31st

Match your items sold to your wholesale ordered.

Each item counts, Miracle set =5 items

“give the gift of “MARYKAY” who do you know who could use some holiday income? Mary Kay is looking for help in our area”Open doors for bookings as others notice your pins! EARN and WEAR

300 wholesale +25 items



400 wholesale +50 items

600 wholesale +75 items



800 wholesale+100 items
“we empower one another in MK”



1000 wholes + 120 items

1	26	51	76	100
2	27	52	77	101
3	28	53	78	102
4	29	54	79	103
5	30	55	80	104
6	31	56	81	105
7	32	57	82	106
8	33	58	83	107
9	34	59	84	108
10	35	60	85	109
11	36	61	86	110
12	37	62	87	111
13	38	63	88	112
14	39	64	89	113
15	40	65	90	114
16	41	66	91	115
17	42	67	92	116
18	43	68	93	117
19	44	69	94	118
20	45	70	95	119
21	46	71	96	120
22	47	72	97	121
23	48	73	98	122
24	49	74	99	123
25	50	75	100	125

December Be Bold Faces Contest!

**15 faces earn
floppy bee!**



**30 faces and earn
bumble bee bracelet!**



**Finish with 30
faces 6
Interviews
Minimum \$600
wholesale
and earn
Both!**

6 interviews

1. _____
2. _____
3. _____
4. _____
5. _____
6. _____

1. Name Phone #	2. Name Phone #	3. Name Phone #	4. Name Phone #	5. Name Phone #
6. Name Phone #	7. Name Phone #	8. Name Phone #	9. Name Phone #	10. Name Phone #
11. Name Phone #	12. Name Phone #	13. Name Phone #	14. Name Phone #	15. Name Phone #
16. Name Phone #	17. Name Phone #	18. Name Phone #	19. Name Phone #	20. Name Phone #
21. Name Phone #	22. Name Phone #	23. Name Phone #	24. Name Phone #	25. Name Phone #
26. Name Phone #	27. Name Phone #	28. Name Phone #	29. Name Phone #	30. Name Phone #

Hostess a "Party"



Host a Party in December and you will receive this beautiful necklace set or ring of your choice from me!

**Contest rules:
3 friends (18 and older) and \$200 in sales.
It's fun and easy!**

**Want to earn both?
\$500 in sales or \$200 in sales and 2 bookings held
with in 2 weeks of your party!**

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.

Baby its' cold outside Team Building Promotion



Each one reach one - you and your new team member receive this snowflake bracelet!

No Two Alike
 Beautiful, beautiful snowflakes floating down to earth
 All created to be unique, each hold significant worth
 Just like an intricate snowflake, we come from up above
 To bless the world with beauty,
 to sparkle the world with love
 No two of us alike, we hold our own design
 And because we are so different,
 we get a chance to shine
 When Our Heavenly Father makes snowflakes
 I think He takes great care
 He works on every detail
 He makes them precious and rare
 If He cares this much about snowflakes
 Imagine what He thinks about **You!**



Two new team members and you earn fingerless gloves! A must for a busy team builder!



Three new team members and you earn this beautiful snowflake pin (notice the hearts on the ends)

Four new team members and you earn this amazing shawl



Five new team members and you earn everything above!

Go on-target for your Cruze with \$5000 in team wholesale and earn a designer bag!



Interview or bring 10 guest to the meeting Dec. 1-15 and earn these darling boot toppers! 16-30th earn this heart bracelet!



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.



Holiday Team Building

Top 10 Reasons to Start Your Consultant Career Now!

1. You could receive up to a 50% discount on holiday gifts to family and friends.
2. You'll be able to help friends and family spend money they received as gifts.
3. When you travel to visit long-distance friends and family, you can take your showcase and practice your skin care skills.
4. You can practice your Consultant skills on friends and family members visiting you.
5. You can help friends and family with a new look for that special holiday party.
6. Let friends and family know you can help them with last-minute stocking stuffers and holiday gifts already wrapped!
7. You'll be ready for the new year when women are looking for new looks, new opportunities and time-saving services.
8. You'll probably be seeing people you don't see very often. What a wonderful opportunity to tell them about your new career and book post-holiday classes!
9. When you make holiday telephone calls to friends and family members far away, you can tell them about your new career and offer them the opportunity.
10. You'll be ready to start your new year with a bang! You'll have a career that allows you to shoot for the stars without hitting the glass ceiling!

Director Vanessa McClearn of Littleton, CO, created this top 10 list of reasons for starting a Mary Kay career during November or December. Her list is a great way to show prospective recruits that there's never been a better time to become a Mary Kay Beauty Consultant.

January 2014



Sun *Mon* *Tue* *Wed* *Thu* *Fri* *Sat*



1 All Company & Branch
Offices Closed.
Postal Holiday. **2** **3** **4**

5 **6** Monday night unit
meeting 1007 Beards
Hill Rd., Aberdeen, MD
21001 **7** Unit meeting
Comfort Inn
8801 Loch Raven Blvd
Towson, MD 21286

12 **13** Monday night unit
meeting 1007 Beards
Hill Rd., Aberdeen, MD
21001 **14** Unit meeting
Comfort Inn
8801 Loch Raven Blvd
Towson, MD 21286

19 **20** Martin Luther King Jr.
Day. Postal holiday. **21** Unit meeting
Comfort Inn
8801 Loch Raven Blvd
Towson, MD 21286 **22** **23** **24** **25**

26 **27** Monday night unit
meeting 1007 Beards
Hill Rd., Aberdeen, MD
21001 **28** Unit meeting
Comfort Inn
8801 Loch Raven Blvd
Towson, MD 21286 **29** **30** Midnight CST cutoff
for Consultants to
place phone orders. **31** Last working day of the month.
Consultants submit online orders
until 9 pm CST. Online Agreements
accepted until midnight.

Birthdays

Bonnie J. Stebing	1
Sally A. Martin	5
Judith A. Pastusek	5
Frida G. Barba	6
Wendy K. Roe	8
Janet T. Middendorf	9
Sharon L Mikolaichik	10
Lori S. Bartlett	16
Crystal M. Hernandez	17
Lauren Ruby	20

Day



M L. Diles	28
Alexandra R. Cummins	29
Bonnie S. Connolly	30

Anniversaries

Marlene Vogel	Years	27
Michelle A. Wood		12
Crystal A. Schaefer		8
Luz A. Zuluaga		5
Heather B. Schaefer		3
Louise Flaugh		3
Elizabeth Funk		3



Cole's Comets

Karen Cole

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



Phone: 410-459-3766

Email: kcolemkay@comcast.net

Website: <http://www.colescomets.com/>

Highlights this Month:

November Results, December, 2013

- ◆ 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)
- ◆ Fashion Week Challenge (Oct. 1 - Dec. 31, 2013)
- ◆ December Ordering Incentive (Dec. 1 - 31, 2013)
- ◆ DIQ Free Suit Promotion (Dec. 1, 2013 - July 1, 2014)



To the Brilliant...



Words of Wisdom

I sincerely believe that faith is an important part in anything we undertake. We can indeed do great things when we believe.

Everyone has obstacles to overcome, but those with great

faith can conquer whatever stands in the way.

- Mary Kay Ash



This One Woman Can™ Globe Can Be Yours!

Dec. 1 – 31, 2013



Welcome to the world of Mary Kay, where fabulous prizes and surprises are a part of your successful journey! As a brand-new Mary Kay Independent Beauty Consultant, this exclusive keepsake ceramic hinged box commemorating the Mary Kay 50th Anniversary year could be yours when you place a single \$400 or more Section 1 wholesale order during the month of December 2013!*

Here's how it works:

- Independent Beauty Consultants whose new Independent Beauty Consultant Agreements are received and accepted by the Company in November or December 2013 and who place a single \$400 or more Section 1 wholesale order during the month of December 2013 will receive a beautiful One Woman Can™ globe in their qualified order.
- Limit one globe per new Independent Beauty Consultant only while supplies last.

For 50 years, Mary Kay Independent Beauty Consultants around the globe have been enriching women's lives™ in countless ways. This globe honors the difference one woman can™ make and celebrates Mary Kay's phenomenal success and heritage. It features a crystal front closure and measures 2½" in diameter. When you qualify, the globe will be shipped with your order. Please note that the globe is only available while supplies last. Be sure to get yours now so you don't miss out!

**Limit one globe per Independent Beauty Consultant while supplies last.*