



Independent Senior Sales Director Karen Cole

Cole's Comets

October Results & Recognition - November, 2013



Help your customers wrap up holiday gifts with fabulous

Customer Delivery Service!

Picture yourself in the spotlight at Seminar 2014 - do you see yourself sporting a beautiful Sales Director suit? **YOU CAN DO IT!**

SEMINAR GOALS

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

Wholesale Queen



Crystal I Farrington
\$772.50

Sharing Queen



Trina M. Morales
2

Obstacles & Opportunities

by Lloyd Campbell, Author/Motivational Speaker

Success is simply a matter of luck.

Ask any failure. -Earl Wilson

It seems whenever I talk about a successful person, someone will inevitably say something like, "Yeah, they got all the breaks." Or, "If I had been born with a silver spoon in my mouth, I could have been a high achiever, too." Or, my favorite, "She is so lucky." Sour grapes from sour people always produce a sour whine!

I believe in luck: how else can you explain the success of those you dislike?

-Jean Cocteau

The truth is, most people who have achieved at a high level have done so in spite of obstacles. It may be that the process of overcoming is the essential factor in attaining success.

In *The Psychology of Motivation*, Denis Waitley tells the story of a laundry worker who earned sixty dollars a week at his job, but he had a burning desire to be a writer. While his wife worked at night he stayed home and typed his manuscripts. When he finished each one, he would send it to publishers and agents, only to be rejected each time with a form letter. He never even knew if his manuscript had been opened, much less read.

But he continued. Finally, he received a personal rejection letter, quite a step up for this fledgling writer. It was a warm, personal note stating that although his work wasn't good enough for publishing, he showed promise and he should keep trying. Keep trying he did. Every moment of free time he spent writing, finally finishing another manuscript, sending it to the friendly publisher. It was rejected. Then another. Same story. Finances got so tight that the young writer and his wife turned off their

phone so they could pay the medical bills for their new baby.

Just take a second look at what appears to be someone's "good luck." You'll find not luck but preparation, planning, and success-producing thinking.

-David Joseph Schwartz

After eighteen months, he had finished another manuscript, but in discouragement and despair he threw the manuscript in the garbage. But his wife saw what he had done and rescued his work. She believed in him and sent the work to Doubleday, the publisher who had sent him the friendly rejections. That manuscript rescued from the trash was published. The title, *Carrie*, sold over five million copies, and was one of the top-grossing films of 1976. Stephen King would never have to work in the laundry again!

No-one gets an iron-clad guarantee of success. Certainly, factors like opportunity, luck and timing are important.

But the backbone of success is usually found in old-fashioned, basic concepts like hard work, determination, good planning and perseverance. -Mia Hamm

What kind of obstacles are you facing? Is discouragement crouching at your door? Don't give up. Turn those obstacles into opportunities to learn, improve, and discover new ways to succeed. Then, with time, hard work and perseverance, you too can become an overnight success.

Lazy people want much but get little, but those who work hard will prosper and be satisfied. -Proverbs 13:4, Holy Bible

Make it a great day! I know you can do it!

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 October 31st —
this will not reflect November 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 :Susan R. Csencsits
Helen A. Holden

Recruiter :Sandy Desimone
Louise Flaugh

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

Star Team Builders

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

Recruiter :Wanda J. Gildig
Collette M. Kehrer

Recruiter :Summer L. Kirby
Katherine M. Kennedy
* Shenika N. Johnson
* Sara Kennedy
* Tabitha C. Sikes
* Agnes Tosta

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

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

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

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

Recruiter :Amy L. Sandifer
Patti A. Selby

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

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

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

Recruiter :Nancy M. Stark
Amy L. Sandifer

Senior Consultants

Recruiter :Karen J. Burshnick
Teresa M. Stonelake

Recruiter :Bea Stebing
Sonia Brincefield
* Bonnie J. Stebing

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



Crystal Farrington with new recruit Joy Ubah



new team leader Nilsa Hartwell with guest Jonquita

Here We Grow Again!

Welcome New Business Owners!

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

New Consultant

Jennifer R. Koger
Pamela S. Mitchell
Tabitha C. Sikes
Julie R. Sparzak

From

SAVANNAH, GA
ORLANDO, FL
RICHMOND HILL, GA
DUNDALK, MD

Sponsored by

A. Smith
T. Morales
S. Kirby
T. Morales

You are capable of more than you know. Choose a goal that seems right for you and strive to be the best, however hard the path. Aim high. Behave honorably. Prepare to be alone at times, and to endure failure. Persist!
The world needs all you can give. ~E. O. Wilson

Thank You from Mary Kay

"Love Check" Commissions for Personal Team Building

9% Recruiter Commission Level

Nilsa C. Hartwell	\$72.23
Karen Cole	\$237.30

4% Recruiter Commission Level

Elizabeth Funk	\$32.78
Susan R. Csencsits	\$19.70
Trina M. Morales	\$16.74
Jayne B. Lewis	\$10.32
Amy L. Sandifer	\$10.16
Nancy M. Stark	\$8.20
A. Snellenberger	\$5.94
Crystal A. Schaefer	\$4.02
Amy T. Smith	\$3.68
Debra A. Richmond	\$2.40



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."

New arrivals just in time for the holidays!



Mary Kay® Skinvigorate™
Cleansing Brush



Vanilla Sugar Satin
Hands® Pampering Set



Mary Kay at Play™
Holiday Sets



TimeWise® Even Complexion
Dark Spot Corrector



Mineral Eye Color in
Four Sparkle Shades



Belara Midnight™
Eau de Parfum



Gift with \$40 Purchase - Mini
Satin Hands® Pampering Set

Holiday Customer Service!

Golden Rule Customer Service is what sets you apart from every other business. And during the holiday season, you have the opportunity to treat even more of your customers as if they are the most important people in the world.

HOW TO GET STARTED? GET PERSONAL!

A Mary Kay® Personal Web Site (PWS) is a must-have this time of year because it offers your customers 24/7 shopping convenience. Only PWS subscribers can send their customers Beaut-e-news™ and MKeCards® – professionally branded yet nonintrusive ways to reach your customers. It also allows you to share engaging content such as new gift bundles, the Holiday Gift Guide eCatalog and more. All available on your PWS to share to your Facebook Fan page.

HOLIDAY GIFT GUIDE TO SHARE

Download the Holiday Gift Guide eCatalog on your mobile phone or tablet and share it on your Mary Kay social media. It is free and offers tons of gift ideas for different personality types.

CUSTOMER DELIVERY SERVICE

This holiday season, think of Customer Delivery Service as your personal assistant! It's ready to help you deliver your

gifts when time is tight, plus it's also great for those products you don't have on your shelf.

IT NEVER HURTS TO ASK!

When you're calling your customers about reorders, why not ask if they've done their holiday shopping yet! This is a great way to turn a typical reorder call into a bigger sale simply because you asked. There are so many people who cringe at the thought of wading through the crowds at the mall during the holidays. As a Mary Kay Independent Beauty Consultant, you have the power to make their lives easier. And make yourself even more successful.



Remember, Mary Kay said it costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town!

We Invested in Product in October!

Crystal I Farrington	\$772.50	Kristi M. Ninos	\$213.00
Helen A. Holden	\$492.50	Stephanie Cano	\$209.50
Joyce R. Stone	\$459.50	Kelly A. Fritsch	\$209.00
Sharon G. Kehn	\$433.00	Michelle D. Jordan	\$208.50
A. Snellenberger	\$412.50	Inez Gregory	\$206.00
Janet T. Middendorf	\$403.50	Amy L. Sandifer	\$205.00
Donna Bellefontaine	\$399.50	Angel Irwin	\$205.00
Amanda K. Brinkley	\$352.00	Anne M. Long	\$203.00
Debra A. Richmond	\$332.50	Amy T. Smith	\$202.00
Nilsa C. Hartwell	\$323.00	Susan R. Csencsits	\$201.50
Tammy R. Campbell	\$323.00	Ronette Lounds	\$200.00
Bea Stebing	\$320.00	Amy S. Rivers	\$200.00
Mitzi Morton	\$293.00	Crystal A. Schaefer	\$148.50
Cynthia S. Booker	\$285.00	Christina M. Albers	\$100.00
Karen J. Burshnick	\$258.00	Summer L. Kirby	\$92.00
Patti A. Selby	\$254.00	Amanda Custer	\$83.00
Nancy R. Smith	\$253.00	Paige Fleming	\$72.00
Trina M. Morales	\$240.00	Wendy K. Roe	\$70.50
Monica A. Wilson	\$217.00	Camille R. Harper	\$60.00
Helen T. Stevens	\$216.00	Katherine A. Thomas	\$30.00
		Karen Cole	\$278.00



Booking facials & shows is the most effective way to demonstrate your products and opens the door for you to share the opportunity!!

Shooting for the Courts!

Top 10 in Retail Sales

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

Consultant	YTD Retail	Bonus & PCP	Total
1 Karen J. Burshnick	\$4,383.00	\$80.00	\$4,463.00
2 Amy T. Smith	\$4,024.50	\$245.00	\$4,269.50
3 Crystal A. Schaefer	\$3,395.00	\$205.00	\$3,600.00
4 Nilsa C. Hartwell	\$2,954.50	\$20.00	\$2,974.50
5 A. Snellenberger	\$2,830.50	\$20.00	\$2,850.50
6 Trina M. Morales	\$2,383.50	\$185.00	\$2,568.50
7 Sharon G. Kehn	\$2,280.00	\$40.00	\$2,320.00
8 Bea Stebing	\$2,197.00	\$60.00	\$2,257.00
9 Jayne B. Lewis	\$1,998.00	\$205.00	\$2,203.00
10 Joyce R. Stone	\$2,158.00	\$20.00	\$2,178.00

Tops in Team Building

Recruiter	New Team Mbrs	YTD Comm
1 Karen Cole	3	\$178.23



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.

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





Aim for the Stars!



Shoot for
STAR this
Quarter!!

**YOU Can
Do It!!**



On-Target \$tar Consultants!

September 16 ~ December 15, 2013



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
AMY SMITH	\$1,098.50	\$701.50	\$1,301.50	\$1,901.50	\$2,501.50	\$3,701.50
WANDA GILDIG	\$1,008.50	\$791.50	\$1,391.50	\$1,991.50	\$2,591.50	\$3,791.50
TRINA MORALES	\$861.00	\$939.00	\$1,539.00	\$2,139.00	\$2,739.00	\$3,939.00
CRYSTAL FARRINGTON	\$772.50	\$1,027.50	\$1,627.50	\$2,227.50	\$2,827.50	\$4,027.50
NILSA HARTWELL	\$724.00	\$1,076.00	\$1,676.00	\$2,276.00	\$2,876.00	\$4,076.00
DEBRA RICHMOND	\$683.50	\$1,116.50	\$1,716.50	\$2,316.50	\$2,916.50	\$4,116.50
DEBBIE MCBROOM	\$601.50	\$1,198.50	\$1,798.50	\$2,398.50	\$2,998.50	\$4,198.50
JOYCE STONE	\$555.00	\$1,245.00	\$1,845.00	\$2,445.00	\$3,045.00	\$4,245.00
HELEN HOLDEN	\$492.50	\$1,307.50	\$1,907.50	\$2,507.50	\$3,107.50	\$4,307.50
KATHY PADGETT	\$464.00	\$1,336.00	\$1,936.00	\$2,536.00	\$3,136.00	\$4,336.00
MONICA WILSON	\$451.00	\$1,349.00	\$1,949.00	\$2,549.00	\$3,149.00	\$4,349.00
SHARON KEHN	\$433.00	\$1,367.00	\$1,967.00	\$2,567.00	\$3,167.00	\$4,367.00
AUDREY SNELLENBERGER	\$412.50	\$1,387.50	\$1,987.50	\$2,587.50	\$3,187.50	\$4,387.50
JAYNE LEWIS	\$404.00	\$1,396.00	\$1,996.00	\$2,596.00	\$3,196.00	\$4,396.00
JANET MIDDENDORF	\$403.50	\$1,396.50	\$1,996.50	\$2,596.50	\$3,196.50	\$4,396.50



is **DIQ** for you?

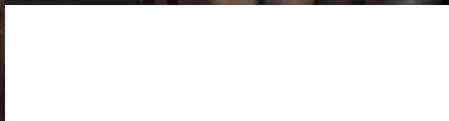
discover if leadership is for you.
get the tools you need.
learn more about the program.



Taking the step into Sales Director-in-Qualification opens the door to new possibilities for you and your Mary Kay business. It's the beginning of a fast-paced and exciting journey into leadership that requires a heartfelt commitment and a goal-setting mentality. You'll be helping other women achieve their personal potential through the same Mary Kay opportunity you love so much. Maybe have a conversation with your mentor to decide if this could be a part of your future.

Qualifying Future Independent Sales Directors and Independent Sales Directors-in-Qualification can attend Leadership Conference 2014 this year. Want to join your Sales Director in New Orleans? Consider using the great DIQ Tools on InTouch® to help you stay on track to qualify!

DARE Highlights



"Gift YOURSELF" Match your items sold to your wholesale ordered. Nov. 1-30

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"

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

Duplicate YOUR GIFTS

Nov. 1-30 2013



Star Team
Builder
3 Active

Team
Leader
5 Active

On
Target
Grand
Achiever

Future Director
8 Active
New Orleans
qualified

DIQ
10 + star
New Orleans
Qualified

I am Going to
New Orleans as a
NEW SALES
DIRECTOR!



Give others the
GIFT of a Mary Kay
Home Business and enjoy
duplication of efforts and Multipli-
cation of your income! Sweet!
BIG position= Big DSW cards



Share the Gift in November

Then PICK your GIFT from the Director's Gift Table

All sharing appointments must be conducted with you, your potential power partner and your Director.
Seek 3 way phone conversations and 1 on 1 appointments for exciting results.



Name _____ date shared _____ Yes, No, Maybe later

1. _____
2. _____
3. _____
4. _____
5. _____
6. _____
7. _____
8. _____
9. _____
10. _____
11. _____
12. _____
13. _____
14. _____
15. _____
16. _____
17. _____
18. _____
19. _____
20. _____

Share with 5 Women and Pick **1**
Gift from the Gift Table



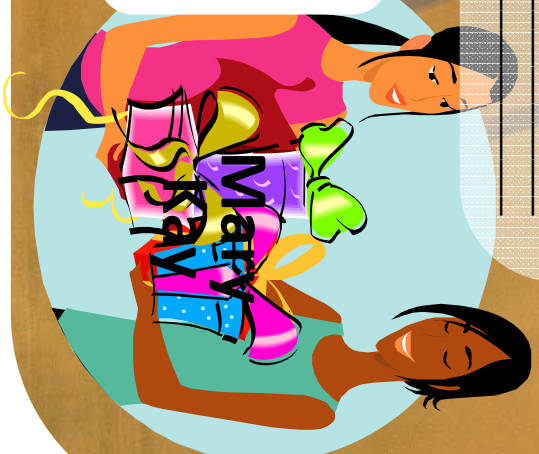
Share with 10 Women and Pick **2**
Gifts from the Gift Table



Share with 15 Women and Pick **3**
Gifts from the Gift Table



Share with 20 Women and Pick **4**
Gifts from the Gift Table



**Do you want a \$1,000 in sales by the time you wake up on Pink Friday?
Try this Shop-a-thon idea to jump start your holiday sales!**

Pink Friday!

The biggest shopping day of the year is here, and you are in for such a treat! You can receive discounts on your orders during different times of the day. My voicemail and email record the time and date on all incoming messages. And the earlier you shop, the more you can save.

Day after Thanksgiving Shop-a-thon

It doesn't start until 6am, so don't get silly and shop at midnight the night before thinking you'll get a jump on it! But don't lose hope if you can't get up and shop by 6 am... There are different ways to save money that day. This new annual shop-a-thon will begin at 6am and end at 8pm. The discounts will start at 6am and end at noon, but wait! You can still save BIG! Even if you shop in from noon to 8pm, you can still be a winner because I will place all of the orders into a drawing. One name will be selected, and that whole order will be FREE! The winner will be notified the next day by telephone! Doesn't that sound terrific?

Here's how the discount works:

Call or email in your order between:

6am-6:59am	30% discount
7am-7:59am	25% discount
8am-8:59am	20% discount
9am-9:59am	15% discount
10am-10:59am	10% discount
11am-11:59am	5% discount

From Noon-8pm, you will still have a chance to save 100% in the drawing!

ALL persons placing orders will be put into a drawing. One lucky winner will be selected and get their order FREE!!



December 2013



Sun Mon Tue Wed Thu Fri Sat

1	2 Monday night unit meeting 1007 Beards Hill Rd., Aberdeen, MD 21001	3 Unit meeting Comfort Inn 8801 Loch Raven Blvd Towson, MD 21286	4	5	6	7
8	9 Monday night unit meeting 1007 Beards Hill Rd., Aberdeen, MD 21001	10 Unit meeting Comfort Inn 8801 Loch Raven Blvd Towson, MD 21286	11	12	13	14
15 End of Star Quarter	16 Monday night unit meeting 1007 Beards Hill Rd., Aberdeen, MD 21001	17 Unit meeting Comfort Inn 8801 Loch Raven Blvd Towson, MD 21286	18	19	20	21
22	23 Monday night unit meeting 1007 Beards Hill Rd., Aberdeen, MD 21001	24 All Company & Branch Offices Closed.	25 All Company & Branch Offices Closed. 	26	27	28
29	30 Midnight CST cutoff for Consultants to place phone orders. Monday night unit meeting 1007 Beards Hill Rd., Aberdeen, MD 21001	31 Last working day of the month. Consultants submit online orders until 9 pm CST. Online Agreements accepted until midnight.	A good goal is like a strenuous exercise - it makes you stretch. ~Mary Kay Ash			



Birthdays	Day	Birthdays	Day	Anniversaries	Years
Nalini S. Prashad	2	Susan R. Csencsits	14	Rebecca D. Gray	22
Michelle A. Wood	2	Ronette Lounds	18	Shari Rich	21
Yolonda F. Blackburn	3	Inez Gregory	19	Penny Clark	20
Camille R. Harper	3	Luz A. Zuluaga	19	Donna E. Frederick	6
Kelly A. Fritsch	4	Marlene Vogel	21	Lynn Ansley	3
Amanda Custer	8	Larissa N. Robinson	22	Dionne Frandsen	2
Anne M. Long	8	Christina M. Albers	26	Summer L. Kirby	1
Jill Wilson	9	Trina M. Morales	27		
Carol S. Nettles	13	Patti A. Selby	27		
Kristi M. Ninos	13	Louise Flaugh	31		



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:

October Results, November, 2013

- ◆ Quarter 2 Star Consultant Quarterly Contest (Quarter 2 Star Consultant Quarterly Contest (September 16 - December 15, 2013))
- ◆ All-Star Consultant Consistency Challenge (through June 15, 2014)
- ◆ Class of 2014 Offspring Challenge (through July 1, 2014)
- ◆ Fashion Week Challenge (October 1 - December 31, 2013)
- ◆ All Skin Double Credit Promotion



To the Exceptional...



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



NEW! All Skin Double Credit Promotion

Now through Nov. 30, when you purchase any Mary Kay® skin care product, you'll receive double credit toward:

- ◆ **Queen's Court of Personal Sales:** Independent Sales Directors and Beauty Consultants may earn \$1 in Seminar bonus credit* for each \$1 in estimated personal retail production on all Section 1 product orders for all skin care lines** received Nov. 1-30, 2013, up to a maximum of \$4,000 retail bonus credit toward the Sales Director and Beauty Consultant Queen's Courts of Personal Sales. The \$4,000 maximum Seminar bonus credit can be in addition to the monthly estimated retail maximum of \$13,000.
- ◆ **Circle of Achievement and Excellence:** Independent Sales Directors can earn \$1 in unit Seminar bonus credit* for each \$1 in estimated retail production on all Section 1 product orders for all skin care lines** placed by unit members who orders are received from Nov. 1-30, 2013, up to a maximum of \$40,000 in unit retail bonus credit toward the Circle of Achievement or Excellence.

It's the perfect time to stock up on skin care favorites! Gorgeous skin, double credit toward your Seminar goals, and you get a few steps closer to joining our movement of Wall-to-Wall Leaders. And to help get you ready for more skin care selling, visit Product Central for in-depth skin care workshops, fact sheets and educational videos!

**Credit does not apply to commissions, quarterly contests, Career Car status, eligibility requirements or other Company programs.*

***Skin care lines include TimeWise®, TimeWise Repair™, Botanical Effects®, MKMen®, Customized Skin Care, Clear Proof™ and Skininvigorate™. Promotion excludes Mary Kay®*

