



Independent Senior Sales Director Karen Cole

Cole's Comets

April Results & Recognition - May, 2014



Kick off Summer Sales with the Passport to Fun!

SEMINAR GOALS

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

Wholesale Queen



Amy Deguzman
\$3,796.25

Sharing Court

Paige Fleming
1
Trina M. Morales
1
Aleksandra Londono
1
Karen Cole
1

Coaching Your Team

By Ann Vertel, www.UnitCoach.com

What happens when your team members achieve more than they expected?

Motivation.
Inspiration.
Excitement.
Energy.

And a desire for more of the same. One of the best ways to get your team members to achieve more than they thought possible of themselves is to ask more of them than they expect you to ask.

When you take on the role of Coach, don't confuse that role with one of friend. As a Professional Coach, my clients hire me to challenge them, to be edgy, to point out areas of their performance that others are too polite to voice, to offer unambiguous feedback, to provide accountability and to never let them off the hook.

You may start out coaching your team by 'helping,' 'listening,' 'holding their hand,' 'respecting where they are,' and 'mentoring.' At best, these are basic coaching skills that can do no harm.

But this doesn't help them make quantum leaps and could give them an excuse to be mediocre.

Don't worry about asking them to do more than you'd ask of yourself. Yes, it's a basic tenant of leadership to not ask your people to do something you wouldn't do. But be careful with this one - you also wouldn't want to limit them by your own limits either.

Your team is waiting for you to ask more of them.

Don't confuse this with **doing** more for them. They are begging to be challenged. Most of them won't set audacious goals for themselves - they're too afraid to fail or let you down, or they've just never had anyone ask more of them.

- ◆ Ask your team to accomplish more in less time.
- ◆ Ask them to double their monthly production.
- ◆ Ask them to recruit 5 people in a month.

Ask them to prove you and everyone else in their life wrong about their capabilities. You're not demanding, just asking.

Invite them to be the person they always hoped they would be!!

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



DIQS

Recruiter :Trina M. Morales
 Kathrine T. Armaz
 Ciara Avina
 Stephanie Cano
 Robin E. Crain
 Chelsea A. Dain
 Amy Deguzman
 JoAn Evans
 Kelly A. Fritsch
 Traci A. Laramee
 Aleksandra Londono
 Carolyne W. Maina
 Kevin A. Medley
 Lynn M. Mercer
 Amanda L. Metzger
 Pamela S. Mitchell
 Tracy B. Moore
 Jasmine Morales
 Wendy Noel
 Brandi N. Sansone
 Laura A. Scott
 Abigail R. Thomas
 Misty Whitt
 Tina M. Whittaker
 Trafina R. Coleman
 Tukeisha D. Hall
 Lenora L. Harvey
 Kathy R. Laws
 Kalila J. Yancy



Star Team Builders

Recruiter :Paige Fleming
 Liana P. Bickerstaff
 Flonie A. Cooper
 Cindy M. Williams
 * Lynn Ansley
 * Christy Baggarley
 * Oleanthean D Fleming
 * Donna A. Lewis



Recruiter :Elizabeth Funk
 Wanda A. Anderson
 Josette C. DiBlasio
 Inez Gregory



Recruiter :Nilsa C. Hartwell
 Donna Bellefontaine
 Bernadene J Bohemier
 Ronette Lounds



Recruiter :Traci A. Laramee
 Amy Deguzman
 JoAn Evans
 Brandi N. Sansone
 * Lenora L. Harvey

Senior Consultants

Recruiter :Liana P. Bickerstaff
 LaShay L. Thomas

Recruiter :Susan R. Csencsits
 Helen A. Holden

Recruiter :Summer L. Kirby
 Katherine M. Kennedy
 Agnes Tosta

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

Recruiter :Aleksandra Londono
 Kathrine T. Armaz
 * Kathy R. Laws

Recruiter :Ronette Lounds
 Bernard Ansah
 Donald Lounds
 * Montoria Mitchell

Recruiter :Tracy B. Moore
 Kevin A. Medley

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

Recruiter :Kim K. Russell
 Deborah A. Fortney

Recruiter :Amy L. Sandifer
 Patti A. Selby

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

Recruiter :Susan J. Smart
 Tracy A. Durmick

Recruiter :Amy T. Smith
 Summer L. Kirby
 Erika J. Massie
 # Angela L. Carter
 # Jennifer R. Koger

Recruiter :Audrey Snellenberger

Nalini S. Prashad
 Crystal A. Schaefer
 * Sandy Eversman
 # Theresa M. Crouse
 # Donna E. Frederick
 # LaWanda Karaca

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??**

** To become ACTIVE you must place a \$225 wholesale order.*

Standings are updated as of April 30th —
 this will not reflect May orders or new team members.



Here We Grow Again!

Welcome New Business Owners!

(These new unit members signed Consultant agreements April 1-30.)

New Consultant
Flonie A. Cooper
Kathy R. Laws
Jasmine Morales
Mildred H. Reif

From
PIEDMONT, SC
TITUSVILLE, FL
ORLANDO, FL
BALTIMORE, MD

Sponsored by
P. Fleming
A. Londono
T. Morales
K. Cole

"Permit no one to dissuade you from pursuing the goals you set for yourselves. Do not fear to pioneer. To venture down new paths of endeavor." - Ralph J. Bunche

Thank You from Mary Kay

"Love Check" Commissions for Personal Team Building

9% Recruiter Commission Level

Trina M. Morales	\$359.80
Karen Cole	\$151.65

4% Recruiter Commission Level

Traci A. Laramee	\$165.47
Paige Fleming	\$22.06
A. Snellenberger	\$20.40
Summer L. Kirby	\$19.80
Jayne B. Lewis	\$19.54
Ronette Lounds	\$17.12
Tracy B. Moore	\$14.48
Elizabeth Funk	\$11.98



Team Building Tip of the Month!

Mary Kay's 4 Point Plan:

1. Before every skin care class and collection preview, ask the hostess, "Who is coming today who might be interested in doing what I do?"
2. Present your heartfelt, enthusiastic I-story at every skin care class and collection preview. Share why you began your Mary Kay business and what it means to you.
3. Select at least one person at every skin care class and collection preview and offer her the Mary Kay opportunity. You may want to plant seeds by sending guests home with the Imagine the Possibilities DVD and survey, then meeting with them to tell them more about the Mary Kay opportunity.
4. Offer the hostess a special gift for any person she suggests who becomes an Independent Beauty Consultant.

*"There is no sudden leap to greatness.
Your success lies in doing, day by day."
- Max Steingart*



Summer 2014 New Products



Kickoff Summer Sales!

- ◆ Mary Kay® Mineral Eye Color, NEW Shades
- ◆ True Dimensions™ Lipstick, NEW Shades
- ◆ Mary Kay At Play™, NEW Products
- ◆ Limited-Edition Honeydew Satin Hands® Pampering Set
- ◆ Beauty That Counts® Journey of Dreams™ Eau de Toilette
- ◆ Free Gift with Purchase - FREE Mini TimeWise® Microdermabrasion Set and Mini Indulge® Soothing Eye Gel in a black mesh bag
- ◆ Purchase-With-Purchase - get this delightful satin pillowcase and matching branded drawstring bag for only \$5 with the purchase of a TimeWise Repair® Volu-Firm® Set

ORDER ASAP! Limited Edition items WILL BE OUT OF STOCK SOON!



Focus on Goals

Independent Sales Director Carol Scholes of Tacoma, WA shares these basic tips on goals:

Why Set Goals?

1. When goals are set, things happen.
2. Goals make you feel good about yourself.
3. Goals provide attitude adjustments.
4. Goals establish self-discipline and motivation.
5. Goals give you direction and purpose.
6. Goals take you where you want to go.
7. Goals create good habits and patterns to follow.
8. A goal will eliminate others from controlling your life. Set a goal to discipline yourself. If you don't, others will.

Goals Can Be Negative If:

1. They are too big.
2. They are out of your sphere of interest.
3. You believe luck is necessary to arrive at your destination.
4. You set your goal by comparing yourself with others' accomplishments.

Reasons Most People Do Not Set Goals:

1. They are not sold on the benefits.
2. They feel it's safer not to.
3. They fear commitment, failure or success.
4. They have a poor attitude or focus.
5. They don't want to work.

Setting A Goal

1. Decide exactly what you want - be very specific.
2. Aim high - you should have "butterflies." Stretch your limits.
3. Create visuals. The subconscious mind accepts all information as fact and cannot distinguish between what is real and what is imagined and believed.
4. Involve family members. Find out what's in it for them.
5. Pick someone to emulate.
6. Define where you are. Goals must be "BIG" according to your ability.
7. Determine what you are capable of in a day, a week, a month and a year.

8. Write your goals in detail and talk about them with appropriate people.
9. Focus on your goal daily. If a goal is not focused on for three days, it's as if it never existed.
10. See goals as if they had already happened.
11. Keep your FOCUS. (Follow One Course Until Successful.)
12. Quitting is not an option.
13. Set another goal immediately upon reaching a goal.

Six Parts of a Goal

1. WOW Excitement of a goal.
2. HOW Plan to achieve a goal.
3. NOW Just do it.
4. OUCH Do it anyway.
5. VOW Commitment to reach goal.
6. POW The Victory!

You can achieve your goals one step at a time!

We Invested in Product Last Month!

Amy Deguzman	\$3,796.25	Katherine M. Kennedy	\$267.50	Lynn M. Mercer	\$226.50
Traci A. Laramée	\$692.00	Mitzi Morton	\$262.00	Nancy M. Stark	\$226.00
Jasmine Morales	\$607.00	Janet T. Middendorf	\$259.50	Wendy Noel	\$226.00
Karen J. Burshnick	\$488.50	Trina M. Morales	\$256.00	Staci Tebbe	\$225.00
Monica A. Wilson	\$439.50	Bea Stebing	\$254.50	Chelsea A. Dain	\$225.00
Bernard Ansah	\$428.00	Flonie A. Cooper	\$252.50	Crystal A. Schaefer	\$222.00
Christina M. Albers	\$405.75	Elizabeth Funk	\$244.50	Tracy B. Moore	\$218.50
Shari Rich	\$376.00	Patti A. Selby	\$241.00	Kim K. Russell	\$174.50
Kevin A. Medley	\$362.00	Nilsa C. Hartwell	\$239.50	Amanda K. Brinkley	\$129.50
Paige Fleming	\$344.00	Robin E. Crain	\$239.25	Amy T. Smith	\$105.50
Anna B. Whittaker	\$336.00	Liana P. Bickerstaff	\$238.00	LaShay L. Thomas	\$95.50
Aleksandra Londono	\$318.50	Sharon G. Kehn	\$237.00	Summer L. Kirby	\$79.00
Kristi M. Ninos	\$297.50	Abigail R. Thomas	\$235.50	Brandi N. Sansone	\$72.50
Tammy R. Campbell	\$289.00	Donna Bellefontaine	\$234.50	Cindy M. Williams	\$61.00
Nalini S. Prashad	\$288.00	Amanda L. Metzger	\$233.50	Mary H. Baggett	\$52.00
Carolyn W. Maina	\$279.00	A. Snellenberger	\$230.50	Lisa M. Fournie	\$47.00
Josette C. DiBlasio	\$273.00	Tina M. Whittaker	\$229.00	Stephanie Cano	\$40.50
Victoria A. Crouse	\$273.00	Kelly A. Fritsch	\$227.50	Inez Gregory	\$26.50
JoAn Evans	\$268.00	Agnes Tosta	\$227.50	Karen Cole	\$315.50

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	\$11,640.00	\$1,003.00	\$12,643.00
2 Trina M. Morales	\$10,633.00	\$513.00	\$11,146.00
3 Crystal A. Schaefer	\$7,890.00	\$653.00	\$8,543.00
4 Amy T. Smith	\$7,828.50	\$705.00	\$8,533.50
5 Amy Deguzman	\$8,532.50	\$0.00	\$8,532.50
6 Wanda J. Gildig	\$6,899.50	\$733.00	\$7,632.50
7 A. Snellenberger	\$6,275.50	\$285.00	\$6,560.50
8 Aleksandra Londono	\$6,112.00	\$90.00	\$6,202.00
9 Debra A. Richmond	\$5,331.00	\$645.00	\$5,976.00
10 Joyce R. Stone	\$5,100.00	\$836.00	\$5,936.00

Tops in Team Building

Recruiter	New Team Mbrs	YTD Comm
1 Trina M. Morales	7	\$1,040.87
2 Traci A. Laramée	1	\$151.85
3 Crystal I Farrington	1	\$48.34
4 Kim K. Russell	1	\$43.54
5 Amy T. Smith	1	\$37.10





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





Aim for the Stars!

On-Target \$tar Consultants!

March 16 - June 15, 2014



**Congrats
3rd Quarter
STARS!**

DIAMOND

Aleksandra
Londono

SAPPHIRE

Tracy Moore

**Shoot for
STAR
this
Quarter!!**



Consultant Name	—Wholesale Production Needed for Star—					
	Current Wholesale Production	Sapphire \$1,800	Ruby \$2,400	Diamond \$3,000	Emerald \$3,600	Pearl \$4,800
KIM RUSSELL	\$1,097.50	\$702.50	\$1,302.50	\$1,902.50	\$2,502.50	\$3,702.50
DEBORAH FORTNEY	\$1,088.50	\$711.50	\$1,311.50	\$1,911.50	\$2,511.50	\$3,711.50
KAREN BURSHNICK	\$896.50	\$903.50	\$1,503.50	\$2,103.50	\$2,703.50	\$3,903.50
PAIGE FLEMING	\$756.00	\$1,044.00	\$1,644.00	\$2,244.00	\$2,844.00	\$4,044.00
AUDREY SNELLENBERGER	\$638.00	\$1,162.00	\$1,762.00	\$2,362.00	\$2,962.00	\$4,162.00
NILSA HARTWELL	\$550.00	\$1,250.00	\$1,850.00	\$2,450.00	\$3,050.00	\$4,250.00
LISA FOURNIE	\$458.50	\$1,341.50	\$1,941.50	\$2,541.50	\$3,141.50	\$4,341.50
PATTI SELBY	\$444.50	\$1,355.50	\$1,955.50	\$2,555.50	\$3,155.50	\$4,355.50
BONNIE STEBING	\$441.00	\$1,359.00	\$1,959.00	\$2,559.00	\$3,159.00	\$4,359.00
MONICA WILSON	\$439.50	\$1,360.50	\$1,960.50	\$2,560.50	\$3,160.50	\$4,360.50
BERNARD ANSAH	\$428.00	\$1,372.00	\$1,972.00	\$2,572.00	\$3,172.00	\$4,372.00
SUMMER KIRBY	\$408.00	\$1,392.00	\$1,992.00	\$2,592.00	\$3,192.00	\$4,392.00
CHRISTINA ALBERS	\$405.75	\$1,394.25	\$1,994.25	\$2,594.25	\$3,194.25	\$4,394.25
BEA STEBING	\$405.00	\$1,395.00	\$1,995.00	\$2,595.00	\$3,195.00	\$4,395.00

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.

MARY KAY
SEMINAR
2014

MARY KAY®

You don't want to miss this
Career-changing event!

What can I do to get there?

Start planning NOW to attend the most important and fun Mary Kay business meeting of the year!

- ◆ Estimate the amount you'll need for registration, airfare, hotel, clothing, meals and miscellaneous expenses AND establish a deadline date.
- ◆ Divide estimated expenses by the number of weeks before Seminar to determine how much you need to save per week. **Why not consider achieving Star Consultant status (or a higher Star Consultant status) to help reach your Seminar goals?**

Everything you need to know about Seminar 2014 is at your fingertips at marykayintouch.com.

Congratulations Class of 2014 Director *Trina Morales!!*



And her team:

Kathrine T. Armaz
Ciara Avina
Stephanie Cano
Robin E. Crain
Chelsea A. Dain
Amy Deguzman
JoAn Evans
Kelly A. Fritsch
Traci A. Laramie
Aleksandra Londono
Carolyne W. Maina
Kevin A. Medley
Lynn M. Mercer
Amanda L. Metzger

Pamela S. Mitchell
Tracy B. Moore
Jasmine Morales
Wendy Noel
Brandi N. Sansone
Laura A. Scott
Abigail R. Thomas
Misty Whitt
Tina M. Whittaker
Trafina R. Coleman
Tukeisha D. Hall
Lenora L. Harvey
Kathy R. Laws
Kalila J. Yancy



*She's headed for New Director
Week in Dallas—WOW!
What an experience!!!*

10 Things to Keep You Focused

From the newsletter of Independent Future Executive Senior Sales Director Sandy Fritz of Broomfield, Colo.

1. Life is a “do-it-yourself” thing.
2. We are not paid for what we know; we are paid for what we do!
3. Someday is NOT a day of the week.
4. It’s not what you think you are that holds you back. It’s what you think you aren’t.
5. The best is always kept on life’s top shelf so we must reach.
6. According to Ladies Home Journal, the No. 1 regret of American women is not having fulfilled their dreams.
7. It’s best to learn from all the best and copy none.
8. The hardest part of faith is the last half-hour because if we give up in those last few minutes, we miss our day of glory.
9. The strongest form of leadership is how to be up when you are down.
10. You can’t expect too much too soon if you are going to do too little too late.

10 10

10

Marvelous May, Let's Play

TIC-TAC-TOE UNIT GOALS— Participate to earn gift or drawing entries

<p>10 unit members with 20 guests to Director Led Events</p>  	<p>PS</p>  <p>20 Perfect Starts BOOKED. (8 women with 2)</p>	<p>20 \$1000 weeks</p>  
<p>\$ Inventory Restocking</p>  <p>Wholesale Orders</p> <p>\$20,000</p> <p>Gift at bonus levels</p> 	<p>15 unit members having 30 sharing appointments.</p>  	  <p>DIQ TEAM MEMBERSHIP 30</p>
  <p>20 New Unit Mem-</p>	<p>20 New Titles moving up to new position</p>  	  <p>15 Achievements</p>

It Takes Team Work to make the DREAM work!

June 2014



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 Father's Day Star Consultant Deadline!!	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 Summer Begins!
22	23 Monday night unit meeting 1007 Beards Hill Rd., Aberdeen, MD 21001	24 Unit meeting Comfort Inn 8801 Loch Raven Blvd Towson, MD 21286	25	26	27 Midnight CST cutoff for Consultants to place phone orders.	28
29	30 Last working day of the month. Consultants submit online orders until 9 pm CST. Online Agreements accepted until midnight. Monday night unit meeting 1007 Beards Hill Rd., Aberdeen, MD 21001	<p>If you can dream it, you can achieve it! Register today for Seminar 2014!</p>				

Birthdays	Day	Name	Age
Crystal I Farrington	1	Ciara Avina	21
Amy L. Sandifer	3	Karen J. Burshnick	21
Joyce R. Stone	4	Debra A. Davis	21
Kathrine T. Armaz	7	Megan Holzmacher	21
Nancy M. Stark	7	Abigail R. Thomas	21
Lynn M. Mercer	10	LaShay L. Thomas	21
Kathy H. Padgett	10	Stephanie Cano	24
Chelsea A. Dain	11	Joyce P. Landahl	24
Sandy Desimone	11	Katherine A. Burris	27
LaWanda Karaca	12	Amanda M. Smith	27
Wanda A. Anderson	17	Sondra Phillips	30

Anniversaries	Years	Name	Years
LaWanda Karaca	21	Martina Y. Thomas	1
Carol S. Nettles	21	Alexandra R. Cummins	1
Joyce R. Stone	18	Chantal M. Reeves	1
Selena W. Etheridge	15	Stefanie A. Johnson	1
Nilsa C. Hartwell	13	Frida G. Barba	1
Sally A. Martin	11	Katherine A. Burris	1
Jill V. Boyer	11	Tina M. Kedzierski	1
Linda A. Holland	9		
Paige Fleming	7		
Tracy B. Moore	2		
Joanna V. Irvin	2		

Celebrate!!



Cole's Comets

Karen Cole

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



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To the Amazing...

Highlights this Month:

April Results, May, 2014

- ◆ Quarter 4 Star Consultant Quarterly Contest (March 16 - June 15, 2014)
- ◆ All-Star Consultant Consistency Challenge (through June 15, 2014)
- ◆ Class of 2014 Offspring Challenge (through July 1, 2014)
- ◆ Have a Grand Week in May! (May 1-31)



HOW TO HAVE A GRAND WEEK IN MAY!



Mary Kay's birthday is May 12. And no one loved a challenge more than Mary Kay Ash! So to honor the Founder, sell \$1,000 in suggested retail sales in a week!

WIN A GRAND:

Simply submit your tips on our "Let's Talk" blog post, sharing how you plan on achieving the Have a GRAND Week sales challenge, or share your success stories (also on the "Let's Talk" blog post) once you've completed the challenge!

When you do so, you will have your name entered into a drawing of all eligible posts submitted that week for a chance at winning \$1,000 in American Express gift cards! There will be three winners each week, and the winners' posts will be featured on the Company's "Let's Talk" blog.

Get all the details at MaryKayInTouch.com!

Words of Wisdom

There are two types of thinking -- positive and negative. The positive thinker is an optimistic, faith-motivated person who habitually projects positive pictures and attitudes every single day, sending positive, creative thoughts into your world. These strong thought vibrations condition the surrounding world positively and as a result, a flow of positive outcomes is activated and positive achievements are manifested.

~Mary Kay Ash

