



Independent Senior Sales Director Karen Cole

Cole's Comets

February Results & Recognition - March, 2013



Start booking your makeovers now!
First day to enter is March 8.

See how a makeover can make a beautiful difference in your customers and your community! Enter your customers' makeovers for the chance to win fabulous prizes!



Wholesale Queen



Debra Richmond
\$823.25

Sharing Queen



Crystal Schaefer
1

Selling to Today's Customers

by Brian Tracy, Author & Motivational Speaker

What is selling? In its simplest terms, selling is the process of helping a person to conclude that your product or service is of greater value to him than the price you are asking for.

Convincing the Customer

For the customer to buy your particular product or service, he or she must be convinced that it is not only the best choice available but he must also be persuaded that there is no better way for him to spend the equivalent amount of money. Your job as a salesperson is to convince the customer that all these conditions exist and then to elicit a commitment from him to take action on your offer.

Customize Your Sales Presentation

The field of professional selling has changed dramatically since World War II. In a way, selling methodologies are merely responses to customer requirements. At one time, customers were relatively unsophisticated and poorly informed about their choices. Salespeople catered to this customer with carefully planned and memorized sales presentations, loads of enthusiasm and a bag full of techniques designed to crush resistance and get the order at virtually any cost.

Treat Them With Respect

But the customer of the 1950s has matured into the customer of the 21st century. Customers are now more intelligent and knowledgeable than ever before. They are experienced buyers and they have interacted with hundreds of

salespeople. They are extremely sophisticated and aware of the incredible variety of products and services that are available to them, as well as the relative strengths and weaknesses of those products. Many of them are smarter and better educated than most salespeople and they are far more careful about making a buying decision of any kind.

The Need For Speed

In addition, they are overwhelmed with work and under-supplied with time. Because of the rapidly increasing pace of change, down-sizing, restructuring and the competitive pressures surrounding them, customers today are harried and hassled. They are swamped with responsibilities, impatient, suspicious, critical, demanding, and spoiled. To sell to today's customer requires a higher caliber of sales professional than has ever before been required. And it is only going to become tougher and more complicated in the months and years ahead.

Action Exercises

Here are two things you can do immediately to put these ideas into action. First, think continually about how you can convince your customer that your product or service is the very best available. Why does she buy or refuse to buy? Second, upgrade your knowledge and skills every day so you can sell more effectively. Remember, your customers only get better when you get better.

You CAN do this!!

Karen

Career Path:

DIRECTOR

Rewards ~

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

DIO

10+ Active Team Members

Rewards ~

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

FUTURE DIRECTOR

8+ Active Team Members

Rewards ~

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

TEAM LEADER

5-7 Active Team Members

Rewards ~

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

STAR TEAM BUILDER

3-4 Active Team Members

Rewards ~

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

Look Who's Moving Up!

Standings are updated as of February 28th —
this will not reflect March orders or new team members.

Team Leaders

Recruiter :Crystal A. Schaefer
Wendy K. Roe
Heather B. Schaefer
Katherine A. Thomas
Chris M. Toenjes
Carrie Voges
* Cindy A. Miller
* Zoe E. Taylor

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

Star Team Builders

Recruiter :Paige Fleming
Lynn Ansley
Donna A. Lewis
Cara M. Mosier
* Liana P. Bickerstaff
* Larissa N. Robinson
* Bria M. Simmons

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

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

Senior Consultants

Recruiter :Liana P. Bickerstaff
LaShay L. Thomas

Recruiter :Karen J. Burshnick
Teresa M. Stonelake

Recruiter :Kristin E. Cole
Rachel M. Shields
Amy T. Smith

Recruiter :Susan R. Csencsits
Helen A. Holden

Recruiter :Sandy Desimone
Louise Flaugh

Recruiter :Elizabeth Funk
Angel Irwin
* Wanda A. Anderson
* Kristin E. Cole
* Inez Gregory
* Amy S. Rivers

Recruiter :Wanda J. Gildig
Collette M. Kehrer

Recruiter :Tabitha L. Gosnell
Jennifer M. Arevalo

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

Recruiter :Ronette Lounds
Bernard Ansah

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

Recruiter :Amy L. Sandifer
Patti A. Selby

Recruiter :Patti A. Selby
Beth A. Kimlick

Recruiter :Susan J. Smart
Tracy A. Durmick
Patty E. Kinnaird

Recruiter :Amy T. Smith
Summer L. Kirby

Recruiter :Nancy M. Stark
Amy L. Sandifer

Recruiter :Anna B. Whittaker
Beth E. Clark

**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 February 1-28.)

New Consultant
Carrie Voges

From
BALDWIN, IL

Sponsored by
C. Schaefer



Thank You from Mary Kay

"Love Check" Commissions for Personal Team Building

9% Recruiter Commission Level

A. Snellenberger	\$117.16
Crystal A. Schaefer	\$96.10

4% Recruiter Commission Level

Jayne B. Lewis	\$32.83
Nilsa C. Hartwell	\$13.41
Debra A. Richmond	\$10.09
Patti A. Selby	\$9.09
Susan J. Smart	\$8.76
Amy T. Smith	\$5.60
Susan R. Csencsits	\$4.82
Paige Fleming	\$2.14
Karen Cole	\$26.96



Team Building Tip of the Month!

Whom to Look For

1. Enthusiastic customers.
2. Loyal hostesses.
3. Women looking for extra money.
4. Women dissatisfied with their current job.
5. Friendly, well-groomed women.
6. People with positive attitudes.
7. People who ask you questions about what you do.
8. Almost anyone – don't prejudge! Look for people with a need – then help fill it.

"Obstacles are those frightful things you see when you take your eyes off your goal." - Hannah More



Earn your **RED JACKET** in time for Mary Kay's 50th anniversary celebration!

March 1 - June 30, 2013

The It's Raining Red Team-Building Challenge Is On, and the Rewards Are Red-Hot!

During the contest period from March 1 – June 30, 2013, add three or more new qualified* personal team members to earn your reward for FREE! Plus, attend exciting events at Seminar to get even more great prizes.

Independent Beauty Consultants:



Add three new qualified* personal team members and receive:

- ◆ A free red jacket of your choice.
- ◆ An invitation to the It's Raining Red Mingle at Seminar 2013.
- ◆ A name badge ribbon.



Add four new qualified* personal team members and receive:

- ◆ All prizes from the previous category, plus
- ◆ The Tiger-Print Scarf from the Independent Sales Director Suit Collection.



Add five new qualified* personal team members and receive:

- ◆ All prizes from the previous two categories, plus
- ◆ Black chandelier earrings.

Build Your Team and Live Your Dream!



New for Spring 2013

Limited-Edition *Zen in Bloom* Collection:

Your customers can be transported to Asia as their senses are delighted with pinks and inspired by beautiful blooms and a palette of bamboo greens and lacquered blues:

- ◆ Mineral Eye Color in Garden Sky.
- ◆ Lip Lacquer with Mini Retractable Lip Brush in Pink Pagoda and Chai Latte.
- ◆ Nail Lacquer in Pink Bamboo and Blue Lotus.
- ◆ Purchase with Purchase - *Zen in Bloom Obi* pouch for \$5 with purchase of \$40 suggested retail.



Limited-Edition After-Sun Replenishing Gel - back by popular demand!

This ultra-light, cool blue gel replenishes moisture to sun-kissed skin.

Makeup Finishing Spray - staying power up to 16 hours.



NEW SHADES! Cream Eye Color - Metallic Taupe, Meadow Grass, Violet Storm and Coastal Blue.

Gift with Purchase - Mini Mascara and Oil-Free Eye Makeup Remover - Love your lashes with these mini, travel-sized versions in a reusable black mesh bag.

Available March 16, 2013

We Invested in Product in February!

Debra A. Richmond	\$823.25	Tracy A. Durmick	\$219.00
Karen J. Burshnick	\$820.75	Monica A. Wilson	\$217.50
Carrie Voges	\$611.00	Wendy K. Roe	\$213.75
Crystal A. Schaefer	\$605.75	Christina M. Albers	\$212.25
Amy T. Smith	\$564.75	Elizabeth Funk	\$212.00
Carol S. Nettles	\$473.75	Mitzi Morton	\$206.25
Jane Warfield	\$443.50	Paige Fleming	\$201.50
A. Snellenberger	\$415.00	Cathy E. Schmitz	\$201.50
Jennifer M. Arevalo	\$379.25	Amanda K. Brinkley	\$186.75
Mary H. Baggett	\$306.75	Summer L. Kirby	\$140.00
Joyce P. Landahl	\$291.50	Sally A. Martin	\$134.25
Susan R. Csencsits	\$261.50	Anne M. Long	\$133.75
Janet T. Middendorf	\$257.00	Helen A. Holden	\$120.50
LaWanda Karaca	\$252.50	Cara M. Mosier	\$53.50
Yolonda F. Blackburn	\$251.00	Christine Eberlein	\$42.00
Nancy M. Stark	\$250.00	Pamela Risner	\$32.75
Trina M. Morales	\$244.50	Nilsa C. Hartwell	\$30.00
Katherine A. Thomas	\$229.00	Joyce R. Stone	\$24.00
Beth A. Kimlick	\$227.25	Heather B. Schaefer	\$14.00
Michelle A. Wood	\$219.50	Karen Cole	\$486.00

Check out this month's

Power Class.

It's like boot camp for your brain!

- ◆ Each month there's a NEW topic where your Mary Kay mentors share their tips and experience.
- ◆ Watch the 20-minute class when it's convenient for you 24/7!

Hungry for more?

- ◆ There's also a live-chat.
- ◆ Follow-up presentations.
- ◆ Blogs.
- ◆ Supplemental reading.

Find **The Power Class of the Month** on InTouch® under the Education tab.



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	\$10,036.50	\$160.00	\$10,196.50
2 Wanda J. Gildig	\$5,754.50	\$140.00	\$5,894.50
3 Debra A. Richmond	\$5,492.00	\$120.00	\$5,612.00
4 A. Snellenberger	\$5,059.50	\$120.00	\$5,179.50
5 Amy T. Smith	\$4,938.50	\$60.00	\$4,998.50
6 Crystal A. Schaefer	\$4,688.50	\$275.00	\$4,963.50
7 Joyce R. Stone	\$4,478.00	\$60.00	\$4,538.00
8 Janet T. Middendorf	\$3,906.00	\$40.00	\$3,946.00
9 LaShay L. Thomas	\$3,936.00	\$0.00	\$3,936.00
10 Patti A. Selby	\$3,661.00	\$60.00	\$3,721.00

Tops in Team Building

Recruiter	New Team Mbrs	YTD Comm
1 Kristin E. Cole	1	\$94.67
2 Liana P. Bickerstaff	1	\$72.72
3 Trina M. Morales	1	\$72.00
4 Crystal A. Schaefer	1	\$54.99
5 Nilsa C. Hartwell	1	\$43.41





SHARING THE OPPORTUNITY

Private Marketing Event
March 2013 Only

Success Stories- **Ordinary** Women
Doing Something **Extraordinary**



Get your name in a genuine COACH handbag drawing. Every participant gets a FREE GIFT. It takes 40 surveys to give the Coach Bag away. 30 for the Coach wallet 20 for SkinCare Set



Cheryl Warfield
National Sales Director
641-715-3900 807486

Multi-Millionaire.

Was a substitute teacher with children and high Debt.



Tanya King-Lee
Top Sales Director
641-715-3900 12076#

Nurse- and Tom Boy!
Masters Program
Very Busy yet moved up quickly.



Auri Hatheway
National Sales Director
641-715-3900 862315

Corporate background
moved up quickly



Beth Piland
Executive Senior
Sales Director
Million Dollar Director
530-881-1099 860538

Wife of a Pastor
Family Oriented



Pamela Shaw
National Sales Director
212-990-6415

MK Multi-millionaire
Educator
Single Mom



Sylvia Kalicak
National Sales Director
641-715-3900 20332

Single Mom
Listen in Spanish

HOW TO GET YOUR NAME IN THE DRAWING.

- **DECIDE** on date and specific time to do the survey questions with your consultants Mentor. Plan on 20 minutes. Your Consultant will coordinate this with you. Many are participating and it may be hard to reschedule so please try to stick to the plan you and your consultant created.
- **Select** 1 or 2 recorded messages to listen to. Please listen for content as this will help you answer the survey questions. Feel free to ask questions during your survey time. MK is a safe place to be curious.
- **Have fun** with this! You are not obligated to be interested in the opportunity for yourself only to listen thoroughly and answer survey questions. Getting the true Mary Kay income story is so interesting.



Aim for the Stars!

On-Target \$tar Consultants!

December 16, 2012 - March 15, 2013



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



Consultant Name	Current Production	Sapphire	—Wholesale Production Needed for Star—			
			Ruby	Diamond	Emerald	Pearl
AMY SMITH	\$1,497.00	\$303.00	\$903.00	\$1,503.00	\$2,103.00	\$3,303.00
KAREN BURSHNICK	\$1,424.75	\$375.25	\$975.25	\$1,575.25	\$2,175.25	\$3,375.25
DEBRA RICHMOND	\$1,224.00	\$576.00	\$1,176.00	\$1,776.00	\$2,376.00	\$3,576.00
CRYSTAL SCHAEFER	\$955.75	\$844.25	\$1,444.25	\$2,044.25	\$2,644.25	\$3,844.25
AUDREY SNELLENBERGER	\$661.50	\$1,138.50	\$1,738.50	\$2,338.50	\$2,938.50	\$4,138.50
CARRIE VOGES	\$611.00	\$1,189.00	\$1,789.00	\$2,389.00	\$2,989.00	\$4,189.00
SUMMER KIRBY	\$610.25	\$1,189.75	\$1,789.75	\$2,389.75	\$2,989.75	\$4,189.75
WANDA GILDIG	\$602.75	\$1,197.25	\$1,797.25	\$2,397.25	\$2,997.25	\$4,197.25
SUSAN CSENSITS	\$512.25	\$1,287.75	\$1,887.75	\$2,487.75	\$3,087.75	\$4,287.75
MARY BAGGETT	\$509.25	\$1,290.75	\$1,890.75	\$2,490.75	\$3,090.75	\$4,290.75
SHARI RICH	\$487.00	\$1,313.00	\$1,913.00	\$2,513.00	\$3,113.00	\$4,313.00
KAREN COLE	\$486.00	\$1,314.00	\$1,914.00	\$2,514.00	\$3,114.00	\$4,314.00
CAROL NETTLES	\$473.75	\$1,326.25	\$1,926.25	\$2,526.25	\$3,126.25	\$4,326.25
NANCY STARK	\$473.50	\$1,326.50	\$1,926.50	\$2,526.50	\$3,126.50	\$4,326.50
JANET MIDDENDORF	\$470.00	\$1,330.00	\$1,930.00	\$2,530.00	\$3,130.00	\$4,330.00
TRINA MORALES	\$462.50	\$1,337.50	\$1,937.50	\$2,537.50	\$3,137.50	\$4,337.50
JANE WARFIELD	\$443.50	\$1,356.50	\$1,956.50	\$2,556.50	\$3,156.50	\$4,356.50
JENNIFER AREVALO	\$433.75	\$1,366.25	\$1,966.25	\$2,566.25	\$3,166.25	\$4,366.25
JOYCE STONE	\$428.00	\$1,372.00	\$1,972.00	\$2,572.00	\$3,172.00	\$4,372.00
SONDRA PHILLIPS	\$411.50	\$1,388.50	\$1,988.50	\$2,588.50	\$3,188.50	\$4,388.50



Cole's Comets

It's Your Turn...

Let them in!

These sharp, ambitious, successful women are waiting for you to share your products and your opportunity. What are you waiting for? It's YOUR turn. It's THEIR turn, let them come in - Melinda ... 5 DIQ's in the Cole Comets Unit? Yes!

NAME OF CONSULTANT

LEADERSHIP INTENDERS
SHARING THE OPPORTUNITY
Private Marketing Event
March 1-March 31
“HOW TO”



MORE SUCCESS

Sometimes you just need a “leg up” ... right? Well this fun quick burst of SHARING will LIFT you UP into a much much higher position! Could you get excited about that? ARE U Ready Right Now? Great. Follow these instructions and Talk with your Director DAILY during these 20 days. Txting is also fine.. So you and She can Maximize this experience to your benefit. First lets get the benefits of jumping into this program and finishing it with victory.




- A. More bookings**
- B. More sales**
- C. More experience**
- D. More confidence**
- E. More team members**
- F. More fun as you give the winning name a great gift.**
- G. More cash bonuses from duplicating yourself.**
- H. More POSITION– Future Director, DIQ, On Target Car?**
- I. More Success right now.. No waiting. Ahhh that sounds great.**



- ⇒ **Step 1** Decide which is your target gift to give to those who are participating in your personal marketing project– This will determine both the number of sharing participants you need as well as the position you will achieve as a result. Decide RIGHT NOW that you will be a FINISHER of this project at one of the levels.
- ⇒ **Step 2**– Understand the process! U will be in charge of coordinating when your prospect is going to listen and when she will be doing the survey with your Director. Similar to coaching a hostess right? If they don't follow the directions you can't give them credit and you won't get the recruiting ratio you want and need.
- ⇒ **Step 3**– Get clear on the small gift YOU will give each participant depending on her choice. I would do eyeshadow for listening to a recording + doing a survey with you. A \$10 item for a group session. And a \$15 item for a one on one with your Director. It's up to you. Use what you have on hand.
- ⇒ **Step 4** Give your goal to your Director. Make it Public.. Put some positive pressure on yourself. Without the positive pressure you can easily settle and slide back to ?..yuk right?
- ⇒ **Step 5**–Get your conversations clear in your mind. You will want a conversation to use at your parties and individual facials. You will also want a phone conversation for contacting and enrolling participants in this project. Think outside the town/state you live in.
- ⇒ **Step 6**–Get yourself psyched up about this and support your focus in many ways. Write down your goal everywhere. Make up a new affirmation just for this project. “ I am lifting myself up to a new position right now because **I'm READY RIGHT NOW** be a Director.. Etc”
- ⇒ **Step 7**– You will get a gift for being a Finisher of this project. At every level there is a reward for you. Stay the course, don't give up, don't give in. Be a Starter and Finisher!



“I'd rather be exhausted in victory then rested in defeat” EXHILARATION!!!!

Name and CELL #	Date and method ie "recording+ survey, group with Dir, phone 1 on 1 or phone group"	Yes Or no?	Name and CELL #	Date and method ie "recording+ survey, group with Dir, phone 1 on 1 or phone group"	Yes or no?
1			21		
2			22		
3			23		
4			24		
5			25		
6			26		
7			27		
8			28		
9			29		
10			30		
11			31		
12			32		
13			33		
14			34		
15			35		
16			36		
17			37		
18			38		
19			39		
20 			40		



LEADERSHIP INTENDERS
SHARING THE OPPORTUNITY
 Private Marketing Event
 March 1 2013
SURVEY For Directors to USE

CONSULTANT.. Be sure to inform your "listener" that after hearing the recording they need to go over survey questions with your mentor in order for you to have her listed on your count for the GIFT! Remind them they are not obligated in any way. "This is just information"

Name _____ Name of Consultant _____
Date you Listened to Career Information? _____
Name of Person On Recording who Shared Career Information _____
Password at the end of the recording _____

SURVEY

1. Thank you for participating.. Do you know the goal of your consultant in this project? (20, 30 or 40? That she is moving into a top leadership position?) _____
2. Tell me about yourself... you know what you do and why you love it? _____
 _____(which DISC is she?) _____
3. What impressed or surprised you the most about the New Mary Kay Business Opportunity? _____
4. How confident do you think the speaker was about her financial future and why? _____
5. If Time and Money were not an issue What would you envision your life to be like 1 year from now? You know like any big dreams tucked away or passions you'd love to pursue?
6. If I only had 5 minutes to tell you the details of how we make our money or other facts about this business, what would you want to know.?

Offer the opportunity to go over the income package right now.. Just a few more minutes and that would give her a complete understanding of exactly how we earn income.

7. Did you know the starter kit was just \$100 and that you receive \$410 in product and that just for this private event all new consultants get a \$50 product bonus from (susan's) mentor" something valuable to new consultants that does not come in kit!?? _____
8. If you were to open a Mary Kay business, what qualities do you have that would help you be successful? _____
9. With the proper training do you feel like you could learn this business? _____
10. Are you at a time in your life where you'd love to make a change for the better?

11. Well then tell me (name) is there any reason why you wouldn't want to go ahead and submit the paperwork to the company for approval, I think you'd be great. (soft on the great). 1 12. Close with next step (orientation plan, income package if not done? Another recording? A final decision with in 24 hrs? with another gift?

"The Making of a DREAM Come True"

March 2013

DIQ MONTH

10 Active team members
\$4,000 combined team wholesale
Minimum of 3 "Qualified" New



\$100
towards your
Seminar Registration

OR

\$100
towards your
Director Suit

OR

\$100
Dinner for 2 at Ruth's
Chris Steak House



Drivin' the Dream

ON-TARGET CRUZE
5 active team members
and combined
team wholesale
production \$5000!

WIN

\$ 75 towards your Seminar
Registration Fee

or



\$75 Dinner for 2
at the
Cheesecake Factory

The Dream Begins... New Consultants



Earn the **Perfect Start**
AND Add 2 New Team Members



DREAM BRACELET

OR



DREAM
CHRYSTAL PIN



It's Raining **RED** New Red Jackets or Team Leaders

\$25 Towards your Red Jacket

OR

\$25 DSW Gift Card



Minimum 2 new team members to WIN.

PHOTO OPS...



My daughter Kaitlyn's Surprise Sweet Sixteen Bday Party



Guest events in Baltimore



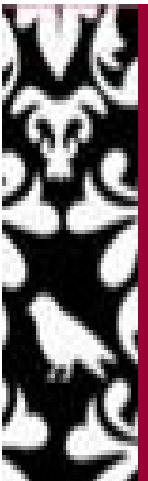
April 2013



Sun Mon Tue Wed Thu Fri Sat

	1 Monday night unit meeting 1007 Beards Hill Rd., Aberdeen, MD 21001	2 Unit meeting Comfort Inn 8801 Loch Raven Blvd Towson, MD 21286	3	4	5	6
7	8 Monday night unit meeting 1007 Beards Hill Rd., Aberdeen, MD 21001	9 Unit meeting Comfort Inn 8801 Loch Raven Blvd Towson, MD 21286	10	11	12	13
14	15 Monday night unit meeting 1007 Beards Hill Rd., Aberdeen, MD 21001	16 Unit meeting Comfort Inn 8801 Loch Raven Blvd Towson, MD 21286	17	18	19	20
21	22 Monday night unit meeting 1007 Beards Hill Rd., Aberdeen, MD 21001	23 Unit meeting Comfort Inn 8801 Loch Raven Blvd Towson, MD 21286	24 Administrative Professionals Day.	25	26	27
28	29 Monday night unit meeting 1007 Beards Hill Rd., Aberdeen, MD 21001	30 Last working day of the month. Consultants submit online orders until 9 pm CST. Online Agreements accepted until midnight.				

"Every great leap forward in your life comes after you have made a clear decision of some kind." ~Brian Tracy



Birthdays

Name	Day
Jayne B. Lewis	1
Bernadene J Bohemier	2
Linda S. Koska	10
Rachel M. Shields	11
Lisa M. Fournie	13
Teresa M. Stonelake	18
Rindi K. Correlli	20
Elizabeth Funk	23
Rebecca D. Gray	26



Anniversaries Years

Helen A. Holden	24
Collette M. Kehrer	20
Karen Cole	20
Helen T. Stevens	12
Amanda K. Brinkley	10
Donna Bellefontaine	10
Toni M. Carmichael	9
Linda S. Koska	8
Lori S. Bartlett	5
Lisa M. Roseman	3
Wanda A. Anderson	2
Trina M. Morales	2
Michelle D. Jordan	2
Rachel M. Shields	1
Bernadette D. Rupp	1
Melissa L. Suprik	1





Cole's Comets

Karen Cole

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



Phone: 410-459-3766

Email: kcolemkay1@verizon.net

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

Check out our new website
<http://www.colescomets.com>

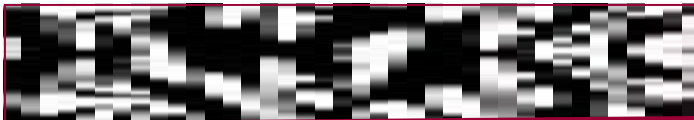
Highlights this Month:

February Results, March, 2013

- ◆ Quarter 4 Star Consultant Quarterly Contest (March 16 - June 15, 2013)
- ◆ Class of 2013 Offspring Challenge Begins (through July 1, 2013)
- ◆ One Woman Can Makeover Contest (March 8 - May 10, 2013)
- ◆ It's Raining Red Team-Building Challenge (March 1 - June 30, 2013)



To the Incredible...



Words of Wisdom

If there is a lesson in life to be learned from a trying experience, it is: Don't let problems that are out of your control get to you. Instead of panicking, look at the humorous side. Every woman should attempt to do this, no matter how stressed out she is. We have to take life in stride, one step at a time. As long as we can laugh and stop treating difficulties as disasters, everything will be just fine.

~Mary Kay Ash



FIFTY YEARS OF FABULOUS! SEMINAR 2013



Seminar 2013

Diamond: July 21-24
 Ruby: July 24-27
 Sapphire: July 28-31
 Emerald: July 31-Aug. 3
 Pearl: Aug. 4-7

One Woman Can™ Seminar 2013 promises to be a historical, spectacular, over-the-top Mary Kay event of the year! You'll get an extra dose of glitz, glamour and an all-around infusion of excitement!