



Independent Senior Sales Director Karen Cole

Cole's Comets

September Results & Recognition - October, 2013

Holiday 2013

It's in the Bag!



Gift bundles are an easy way to ramp up your holiday sales and provide great customer service!

SEMINAR GOALS

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

Wholesale Queen



Amy T. Smith
\$1,126.00

Sharing Queen



Summer L. Kirby
1

Booking & Customer Service

By Senior NSD Kathy Helou

Booking is the lifeline of your business...when you're out of bookings, you're out of business...so become a master booker. Here's a plan I know will help all of you obtain bookings and secure future bookings.

- 1) Decide how many new customers you'd like to have this year (Example: 100)
- 2) Break down that 100 into 12 months and your monthly goal is 8.
- 3) Break down that monthly goal down to a weekly goal of 2 new customers.

Sounds easy, doesn't it? Well in my years of experience, I've determined that there are 2 basic ways to obtain customers:

- (1) passing out your business cards
- (2) making telephone calls

Decide how many phone calls PER DAY you'll make and how many cards you'll pass out PER DAY (5 days week). Then mail one Beauty Book per day to someone in your same telephone exchange or on the same street. If you try this for 4 weeks the effort you put forth will bring results!!

For those of you that already have existing customers...here's your dialogue to get back in touch with each of your customers.

"Sue, this is Kathy with MK Cosmetics, do you have a second? I wanted to take a minute to tell you how much I appreciate your confidence IN ME as your personal consultant. I was looking at your profile and realized we met ___ months ago and you have placed ___dollars in reorders with me since that

1st time and I want to thank you again! I just had a goal session with my Director and I'm dedicating myself to the best possible customer service you could ever want and Customer Awareness...just as the stores are showing the new holiday colors, so is MK and I have mine to show next week! I thought I'd ask your permission to put a STAR on your profile and call you when they are here to show them to you or have you stop by... (wait for answer) And by the way, speaking of customer service, are you running low on anything?"

(If she is a new customer of only a few weeks say this, "By the way, I know the BASIC was your first MK purchase; but I also remember you wanted to add a concealer and highlighter to your set (or any item she showed interest in) and I'll be making deliveries in your neighborhood (Tues, Wed, Thur) would you like me to bring these by? And lastly, I've started a Customer Referral Reward System! What better way to meet a new MK customer than through someone like you who loves this product?! For each referral I'll discount your next reorder purchase ___% or give you a fun gift and since I know your face will be with MK the rest of your life....that could really add up! Just think of the comments you've received on your (skin, or on your new eye or lip colors or your new nail color). Again, THANKS FOR BEING ONE OF MY WONDERFUL CUSTOMERS!"

Ready to book your way to success? Let me help you make a plan!!

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 September 30th —
this will not reflect October orders or new team members.

Star Team Builders

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

Recruiter :Trina M. Morales
Stephanie Cano
Carolyn W. Maina
Chantal M. Reeves
* Trafina R. Coleman
* Robin E. Crain
* Alexandra R. Cummins
* Chelsea A. Dain
* Idalia DeJesus
* Katrena B. Flores
* Kelly A. Fritsch
* Tukeisha D. Hall
* Crystal M. Hernandez
* Stefanie A. Johnson
* Brandelyn Miller
* Tracy B. Moore
* Kalila J. Yancy

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

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

Senior Consultants

Recruiter :Karen J. Burshnick
Teresa M. Stonelake

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

Recruiter :Elizabeth Funk
Wanda A. Anderson
Josette C. DiBlasio
* Rebekah E. Hamilton
* Angel Irwin
* Amy S. Rivers

Recruiter :Wanda J. Gildig
Collette M. Kehrer

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

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

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

Recruiter :Amy L. Sandifer
Patti A. Selby

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

Recruiter :Amy T. Smith
Summer L. Kirby
Angela L. Carter

Recruiter :Nancy M. Stark
Amy L. Sandifer

Recruiter :Bea Stebing
Sonia Brincefield
* Bonnie J. Stebing

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 September 1-30.)

New Consultant
Crystal Farrington
Agnes Tosta

From
EDGEWOOD, MD
SAVANNAH, GA

Sponsored by
K. Cole
S. Kirby



Trina Morales and
her new recruit
Kelly Fritch



Thank You from Mary Kay

"Love Check" Commissions for Personal Team Building

9% Recruiter Commission Level	
Karen Cole	\$217.99
4% Recruiter Commission Level	
A. Snellenberger	\$43.82
Jayne B. Lewis	\$35.88
Nilsa C. Hartwell	\$20.68
Crystal A. Schaefer	\$16.75
Amy L. Sandifer	\$10.30
Trina M. Morales	\$9.90
Paige Fleming	\$8.52
Elizabeth Funk	\$3.00



Team Building Tip of the Month!

Questions to ask— Did you know . . .

- ◆ More than 200 Independent National Sales Directors in the United States have earned more than \$1 million in commissions?
- ◆ More than 120,000 independent sales force members have qualified or re-qualified for the use of a Career Car or elected the Cash Compensation option?
- ◆ Case studies on Mary Kay's business model have been shared at the collegiate level at several prestigious universities?
- ◆ Mary Kay Inc. was noted as one of the top companies in the world in online sales according to Interactive Week magazine, and Women's Wear Daily magazine listed Mary Kay as one of the Top 10 Most Visited Beauty Web Sites?

*"Leaders are visionaries with a poorly developed sense of fear and no concept of the odds against them."
~ Robert Jarvik, Artificial Heart Developer*

Fall! Beautiful Trends with Benefits!



EYES

Add mystery with royal hues and smoky techniques. Try Mary Kay® Mineral Eye Colors in Sweet Plum, Iris and Honey Spice to create depth and allure.



How to Try a Trend

Makeup and clothing trends can be intimidating! not to worry. If your customers see a bold lip or eye look they like, encourage them to try it. a great way to ease into a trend look is to wear it around the house first. Your customers will feel confident and likely get more compliments when they're ready to take their new look public!



LIPS

Neutral lips are glamorous and earthy. Line and fill the lip area with a lip liner one shade darker than natural lip. Finish with Café au Lait NouriShine Plus® Lip Gloss.



Beauty Share

- ◆ Share the Trend Report eCatalog on your Facebook Fan page.
- ◆ Watch videos on Mary Kay InTouch® to learn more about fall trends.
- ◆ Tell your customers about the Mary Kay® Virtual Makeover where they can try new looks with ease.
- ◆ Drop color samplers in product orders; attach your Mary Kay® business card.



FACE

Get radiant-looking skin with TimeWise® Luminous-Wear® Liquid Foundation and Mary Kay® Facial Highlighting Pen. Exfoliate first with TimeWise® Microdermabrasion Set for a radiant complexion.



Be Your Customers One-Stop Shop!

An Open House Party can make for Jolly Holiday Sales!

The holiday season can be one of the busiest times of year for you and your customers. Shops are packed, lines are long, and time and money are at a premium. But with a little planning, the holiday season also can be one of the most productive and lucrative times of the year for your Mary Kay business. A holiday open house party held in a cheerful yet relaxing environment can be your customers' best, stress-free shopping experience as they choose the perfect gifts - from regular-line favorites to limited-edition must-haves - for family and friends.

Prepare for a successful holiday season and give your customers the personalized service that will keep them coming back to you again and again!

Open House Invite Tips!

- ◆ Send invites about a month out.
- ◆ Encourage your customers to RSVP.
- ◆ Perhaps offer an incentive to those who bring a guest.
- ◆ If your customer list is small, consider teaming with a sister Independent Beauty Consultant.
- ◆ Email or call your customers before the event as a reminder.
- ◆ Relax and have fun!

Find more tips and ideas at MaryKayIntouch.com - Products > Product Central > 2013 Holiday Hub

We Invested in Product in September!

Amy T. Smith	\$1,126.00	Christina M. Albers	\$218.00
Wanda J. Gildig	\$1,008.50	Susan J. Smart	\$214.00
Crystal A. Schaefer	\$961.50	Liana P. Bickerstaff	\$213.00
Karen J. Burshnick	\$897.00	Wendy K. Roe	\$209.75
Debra A. Richmond	\$731.00	Katherine A. Thomas	\$209.00
Debbie McBroom	\$601.50	Sondra Phillips	\$208.50
Shari Rich	\$450.50	A. Snellenberger	\$207.00
Jayne B. Lewis	\$404.00	Sandy Desimone	\$206.00
Nilsa C. Hartwell	\$401.00	Nancy M. Stark	\$205.50
Mary H. Baggett	\$321.00	Chantal M. Reeves	\$205.50
Bernadene J Bohemier	\$316.00	Luz A. Zuluaga	\$201.00
Carol S. Nettles	\$293.50	Elizabeth Funk	\$200.00
Trina M. Morales	\$275.50	Beth E. Clark	\$111.00
Susan R. Csencsits	\$266.00	Joyce R. Stone	\$105.50
Patti A. Selby	\$257.50	Theresa M. Crouse	\$75.00
Bea Stebing	\$240.50	Wanda A. Anderson	\$75.00
Monica A. Wilson	\$234.00	LaWanda Karaca	\$59.00
Paige Fleming	\$230.00	Stephanie Cano	\$42.00
Selena W. Etheridge	\$229.50	Karen Cole	\$408.50



Share the LATEST

Mary Kay® eCatalogs with your friends on Facebook. The Fall Trend Report, *The Look*, Mary Kay At Play™ and Acne eCatalogs are available beginning Aug. 16!

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	\$3,867.00	\$80.00	\$3,947.00
2 Amy T. Smith	\$3,620.50	\$245.00	\$3,865.50
3 Crystal A. Schaefer	\$3,098.00	\$205.00	\$3,303.00
4 Nilsa C. Hartwell	\$2,308.50	\$20.00	\$2,328.50
5 Jayne B. Lewis	\$1,998.00	\$205.00	\$2,203.00
6 Wanda J. Gildig	\$2,067.00	\$40.00	\$2,107.00
7 Trina M. Morales	\$1,903.50	\$185.00	\$2,088.50
8 A. Snellenberger	\$2,005.50	\$20.00	\$2,025.50
9 Elizabeth Funk	\$1,449.50	\$205.00	\$1,654.50
10 Bea Stebing	\$1,557.00	\$60.00	\$1,617.00

Tops in Team Building

Recruiter	New Team Mbrs	YTD Comm
1 Karen Cole	2	\$108.71





Book the Party!

Everything starts when you book a selling appointment! You'll get sales, more bookings, regular customers and potential team members follow. So get out your datebooks, ladies. Use these tools to help you start booking parties now!

- ◆ Hostess Brochure
- ◆ *The Look* Hostess Ad
- ◆ Get *The Look* Fliers
- ◆ Color Shade Chart
- ◆ Before and After Form
- ◆ Host a party online through your Mary Kay® Personal Web Site
- ◆ Online video and print training in the InTouch® Web site under Education.



Selling is all around you!

You can find customers all around you — from friends and family to co-workers and people you meet every day. And these customers may lead you to more new customers. It all starts with building relationships and setting the tone for a successful selling situation.

Consider the five suggested ways to market products:

1. On the Face — Skin care classes and facials
2. On the Go — Quick and easy, 15-minute appointments
3. Online — Sales through your Mary Kay® Personal Web Site
4. On Paper — Sales through catalogs and brochures or Preferred Customer Program mailings
5. On With the Show — Parties that preview product sets (collection previews, open houses, etc.)

Check out other fabulous selling ideas available on the InTouch® Web site under *LearnMK* that may help add a little extra excitement to your next selling opportunity.



The Secret of Your Future is Hidden in Your Daily Routine!

Champions plan! Planning is the starting point for any dream or goal that you possess.

What is your plan? A Weekly Plan Sheet is a written list of scheduled actions necessary to achieve your desired goal. It is important to complete one every week along with the Six Most Important Things to do list every day. Focus your total attention on each task until it is done.

If you cannot plan events for 24 hours and accomplish them, what makes you think you will accomplish your goals for the next 24 years?

Think of each hour as an employee. Delegate a specific assignment to each hour. When are you having your quiet time? Exercising? Calling customers? Holding sales appointments? Interviewing prospective team members? Attending your unit meeting? Family time? Plan your day on the Weekly Plan Sheet and then become an employee of that sheet. It is your boss.

Successes are usually *scheduled* events. Failures are not. This type of planning is not always fun. But

sometimes you have to do something you don't like to create something you love. Remember, the secret of your future is hidden in your daily routine.

Assignment:

1. Prepare your Six Most Important Things to do for today.
2. Book two new appointments to be held this week.
3. Hand out business cards along with two TimeWise® samplers until you have two names and numbers. Give them a sincere compliment. Ask them if they've ever had a Mary Kay complimentary facial before. Then ask them, "May I call you later to see how you liked our TimeWise® products? Please jot down your name and phone number and I promise I won't forget to call you!"
4. Listen to a Mary Kay audiotape.





Aim for the Stars!

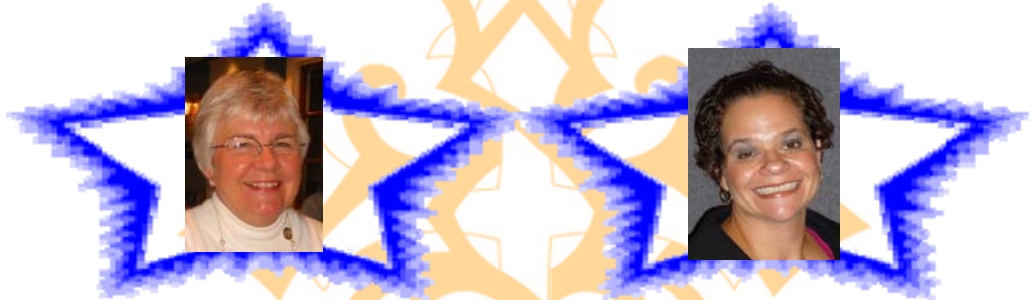
Congratulations 1st Quarter \$stars!

Contest Ended September 15, 2013



Shoot for
STAR this
Quarter!!

YOU Can
Do It!!



KAREN BURSHNICK
SAPPHIRE

CRYSTAL SCHAEFER
SAPPHIRE

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
WANDA GILDIG	\$1,008.50	\$791.50	\$1,391.50	\$1,991.50	\$2,591.50	\$3,791.50
AMY SMITH	\$695.00	\$1,105.00	\$1,705.00	\$2,305.00	\$2,905.00	\$4,105.00
DEBBIE MCBROOM	\$601.50	\$1,198.50	\$1,798.50	\$2,398.50	\$2,998.50	\$4,198.50

Let the Beauty Begin

Team-Building Promotion

Oct. 1 - 31, 2013



When your new team member starts a business in October and places her first product order by Nov. 30, she's eligible to receive one of these incredible offers:

- \$150 credit on an \$1,800 Section 1 wholesale order
- \$75 credit on a \$600 Section 1 wholesale order
- \$50 credit on a \$400 Section 1 wholesale order

When you add a new team member in October, and the new team member places a \$400 Section 1 wholesale order or more by Nov. 30, you will be entered into a weekly drawing throughout that time frame to possibly win an iPad®. The drawing entries are initiated by the new team member's qualified \$400 Section 1 wholesale order or more.



Get all the details at MaryKayInTouch.com!

OCTOBER ROCKS
DSW!

Stepping Up the Career Path



RED JACKET
3 ACTIVE (2 min)

TEAM LEADER
5 Active 2 min)

**ON TARGET
CRUZE**
(3 qualified)

**FUTURE
DIRECTOR**
8 Active
(3 qualified)

DIQ
10 Active
(3 qualified) or 1
month achieved
and 3 qualified

**NEW SALES
DIRECTOR.**
(3 qualified)



Step OUT with your HOT NEW SHOES and come PARTY!
All achievers will be invited to the Red Carpet Party.. We will show off our Shoes and DANCE, DANCE, DANCE! This is a GUEST event! November 19th! 7-9pm Towson!

BE AWARE IN OCTOBER

The month of October brings focus to two very important causes supported by The Mary Kay FoundationSM, eliminating cancers affecting women and ending the epidemic of domestic violence against women. Every year, in support of Domestic Violence Awareness Month, The Mary Kay FoundationSM awards \$3 million in grants to 150 domestic violence shelters across the country. The Foundation also awards \$1 million in grants to select doctors and medical scientists focusing on curing cancers that affect women.

We encourage you to consider participating in races like the MK5K[®] or similar events. You also may want to donate to The Mary Kay FoundationSM or to your favorite charities in support of Domestic Violence Awareness and Breast Cancer Awareness Month.

Thinking pink AND purple can truly make a difference for many women around the country!



LISTEN TO THE MARY KAY STORY
ENTER TO WIN
A
COACH HANDBAG
October 1– December 15

WOW!



WOW!

Customer Entries

It's so easy to earn your name in the COACH bag drawing. Someone will WIN! It might as well be YOU!

HOW TO ENTER

Listen to the details of the Mary Kay Income Story one of 3 ways.

1. By listening to a recorded discussion from Auri Hatheway– Dial to listen 212-990-6304

Then have survey sheet filled out with the Director of your Consultant live or via phone. Txt _____ to get survey sheet filled out. Survey Sheet is YOUR ENTRY!

2. Attend a Mary Kay Event where the Facts and income package are being shared in detail. Then fill out the THINK PINK survey sheet and hand into the Director that night..

3. Have your Consultant share the details of the Mary Kay Income story and do survey over the phone with your consultants Director. Super Easy Super FAST!

HOPE YOU WIN THE BAG

Consultant Entries

It's so easy to earn your name in the COACH bag drawing. Someone will WIN! It might as well be YOU!

HOW TO ENTER

Be sure to have your name on each survey sheet filled out by your clients.

Your Name will be put in the Hat for every survey sheet that goes into the drawing. Following these guidelines.

3 Xs for listening at Director Led Event
2 Xs for Listening to a Recording
1 X for Listening after their facial party with Consultant sharing the facts.

Your Director may be sharing the opportunity LIVE on conference calls during May and June. You will get a ticket in 3 times for your client listening that way as well.

COACH BAG ENTRY FORM:

RECORDING PASSWORD _____ OR MK EVENT _____

MARY KAY
Enriching Women's LivesSM

think pink

Name _____ Date ____/____/____
Email _____
Address _____
City _____ State _____ Zip _____
Cell phone _____ Home phone _____
Current Occupation _____ Name of Consultant: _____

I know the most about Mary Kay

From attending a Mary Kay party _____ Listening to a CD or Hotline _____ Participating in an event _____

Please choose two boxes that best describes you ("A" first choice and "B" for 2nd choice)

- | | | | |
|--|--|---|--|
| ⇒ Results Oriented <input type="checkbox"/> | ⇒ People Oriented <input type="checkbox"/> | ⇒ Family Oriented <input type="checkbox"/> | ⇒ Detailed Oriented <input type="checkbox"/> |
| ⇒ Quick Decisions <input type="checkbox"/> | ⇒ Intuitive Decisions <input type="checkbox"/> | ⇒ Slow Paced Decisions <input type="checkbox"/> | ⇒ Analytical Decisions <input type="checkbox"/> |
| ⇒ Direct Style <input type="checkbox"/> | ⇒ Motivational Style <input type="checkbox"/> | ⇒ Team Playing Style <input type="checkbox"/> | ⇒ Perfection List Style <input type="checkbox"/> |
| ⇒ Achievement Motivated <input type="checkbox"/> | ⇒ Recognition Motivated <input type="checkbox"/> | ⇒ Security Motivated <input type="checkbox"/> | ⇒ Service Motivated <input type="checkbox"/> |

pink changing livesSM

Please tell me about yourself....

1. If you could make one change, what do you need most in your life right now? _____

2. What do you value or want more of in your life right now?

3. Thinking of your current job, do you.....
⇒ consider it the career of a lifetime? _____
⇒ have flexibility in your schedule to take time off whenever you desire? _____
⇒ honestly feel you are paid what you are worth? _____
⇒ have absolute control over your career (i.e. if you gave it your all for 5 years, could you make a significant change in your financial situation?) _____
4. If you were to try Mary Kay, what is a personal strength that would aid in your success? _____

These are the benefits others enjoy in a Mary Kay business. Which would appeal to you?

- ◇ Making New friends
- ◇ Improving self-confidence
- ◇ Recognition for a job well done
- ◇ Earning extra income for family vacations
- ◇ Opportunity for advancement
- ◇ Being my own boss
- ◇ Unlimited income
- ◇ Company philosophy of "God first, family second, career third"
- ◇ Flexible hours
- ◇ Tax benefits
- ◇ Positive attitude

MARY KAY
Enriching Women's LivesSM

Where are you? Circle One

- A - Absolutely, I'm ready to get started!
- B - Buy me a cup of coffee. I have a few questions.
- C - Can't really see myself doing this right now, but keep in touch; my situation could change. For now, I want to continue paying full price for my products.

Thank you for taking time to complete THINK PINK!

FACEBOOK BOOKING HELPS TURNAROUND BUSINESS

"I'm Excited to See How Quickly Things Can Turn Around in a Short Time!"

Kudos to LaDonna Crosby!

Nearly a DOUBLE Perfect 10 in January

LaDonna is excited and over the top! She is excited to see how quickly things can turn around in a short time. December was shameful with no faces done on her add-a-bar (her words) but she has done nearly a Double Ten in January and has 3 new prospective team members! She is so grateful for the women who have poured love & encouragement into her through words, cards, emails.

Her turnaround keys were:

1. Facebook booking and
2. Her internal Want! She has wanted it before and focused on her why but now she has a sincere, focused Want! You've heard the saying, "you want it so badly you can taste it"....well, I think that's what LaDonna has!!!

FACEBOOK BOOKING

My Friends:

Hi () this is LaDonna and I am in a huge goal with my Mary Kay business. I am going on target to earn my 1st FREE car!!!!!! I am sooo excited and I was wondering if I could message your FB girlfriends and offer them a complimentary facial to help me with my goal! Would that be ok with you?

Acquaintance:

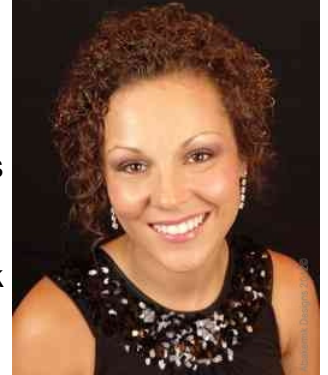
Hi (____), you probably don't know me, but (____) suggested I message you! I am sooo excited, I am on target to earn my 1st FREE car with Mary Kay and I need to facial 60 women! Could I borrow your face for an hour? I promise to give it back better than I found it! ~thx LaDonna

I copy and paste this from my phone because it is alphabetical order and easier for me to track! I attempt to send 80 - no less than forty messages a day. Also to keep my leads rolling when they book I ask them if I can extend this offer to their FB GF's to help with my goal!!

I committed to doing this everyday no matter what starting January 1! On my add a bar, I completed my perfect 10 in 3 weeks and almost double perfect ten! I will be by the 31st! So far I have 128 new contacts (they have actually responded back) 57 faces 10 interviews and I will be signing 2, possibly 3 new team members!!!!

Also I try to include all information in my second message to keep the conversation short: if they have questions I reply with this :

Thank u very much for getting back to me I appreciate it! It's a complimentary facial with no purchase required however if you need an item I will have those avail. Also I can come to you or you can come me whatever is easiest for u! If you have 3GF's join us you will get \$40 in FREE product



What do you love about your Mary Kay Career? Name the first 3 things that come to your mind. These will be your biggest assets when you share the marketing. People want to know where your passion is and what drives you to be in this fabulous company.

Savannah Event



Summer Kirby with new consultant Tabitha Sikes

Karen Cole with new recruit Crystal Farrington


Amy Smith with new consultant Jennifer Koger

November 2013



Sun Mon Tue Wed Thu Fri Sat

Those who are blessed with the most talent don't necessarily outperform everyone else. It's the people with follow-through who excel. ~Mary Kay Ash

					1	2
3	4	5	6	7	8	9
Daylight Savings Time Ends - move clocks back 1 hour!	Monday night unit meeting 1007 Beards Hill Rd., Aberdeen, MD 21001	Unit meeting Comfort Inn 8801 Loch Raven Blvd Towson, MD 21286				
10	11	12	13	14	15	16
	Veterans Day Observed Postal Holiday Monday night unit meeting 1007 Beards Hill Rd., Aberdeen, MD 21001	Last day to enroll for Holiday 2013 PCP mailing of <i>The Look</i> . Unit meeting Comfort Inn 8801 Loch Raven Blvd Towson, MD 21286				
17	18	19	20	21	22	23
	Monday night unit meeting 1007 Beards Hill Rd., Aberdeen, MD 21001	Unit meeting Comfort Inn 8801 Loch Raven Blvd Towson, MD 21286				
24	25	26	27	28	29	30
	Monday night unit meeting 1007 Beards Hill Rd., Aberdeen, MD 21001	Midnight CST cutoff for Consultants to place phone orders. Unit meeting Comfort Inn 8801 Loch Raven Blvd Towson, MD 21286		All Company & Branch Offices Closed. Postal Holiday. 	All Company & Branch Offices Closed.	Last working day of the month. Consultants submit online orders until 9 pm CST. Online Agreements accepted until midnight.

Birthdays

	Day
Helen T. Stevens	1
Amy T. Smith	7
Monica A. Wilson	15
Amy S. Rivers	16
Joanne C. Wells	18
Karina Santiago	19
Paige Fleming	23
Stephanie A. Baker	25
Shari Rich	25
Dionne Frandsen	28
Donna E. Frederick	28
Tina M. Kedzierski	30
Patty E. Kinnaird	30



Anniversaries

	Years
Karen J. Burshnick	20
Judith A. Pastusek	14
Tammy R. Campbell	13
Nancy R. Smith	13
Liana P. Bickerstaff	3
Larissa N. Robinson	2
LaShay L. Thomas	1
Katherine A. Thomas	1



Cole's Comets

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Highlights this Month:

September Results, October, 2013

- ◆ 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)
- ◆ Let the Beauty Begin Team Building Challenge (October 1-31)
- ◆ Fashion Week Challenge (October 1 - December 31, 2013)



To the Excellent...



Words of Wisdom

Remember, if you do the things you ought to do when you ought to do them, then someday you can do the things you want to do when you want to do them -- like being a National. Whatever you do or dream you can do -- begin it. Boldness has genius and power and magic in it.

~Mary Kay Ash



Project RUNWAY ALL STARS

In celebration of Mary Kay being the Official Beauty Sponsor of Project Runway All Stars Season 3, we are giving you the opportunity to win a once-in-a-lifetime New York City Fashion Week Experience!

Here's what you need to do:

- Within the unit of the winning Independent Sales Director in each Seminar affiliation, the Independent Beauty Consultant with the most qualified new personal team members during the contest quarter of Oct. 1 through Dec. 31, 2013, will qualify to attend along with her Sales Director. (Ties will be broken based on the wholesale orders of the new qualified personal team members.)



The New York City Fashion Week Experience includes:

- Round-trip airfare to New York City.
- Hotel accommodations.
- Tickets to attend a show at Fashion Week.
- Tickets to attend a Broadway play.
- Meals.
- Transportation to and from the fashion show.

This is sure to be the experience of a lifetime!