



Independent Senior Sales Director Karen Cole

# Cole's Comets

April Results & Recognition - May, 2013



*Seminar is the place where your dreams are given the power to move forward. You'll have more knowledge, information, and inspiration to soar higher than you ever have before.*  
~Mary Kay Ash



## Wholesale Queen



Trina M. Morales  
\$1,436.00

## Sharing Queen



Trina M. Morales  
3 - Bronze Medal

## 10 Commandments of a Successful Recruiter

by Senior Director Pam Garner Moore

1. **ALWAYS LEAD BY EXAMPLE!** If she sees you consistently conducting business (whether its 5 or 25 hours a week), she'll do the same. Let her see the Mary Kay "Image" in you!
2. **ATTEND ALL UNIT MEETINGS!** See that your recruit is there with you. It's the most important place for both of you to be!
3. **CALL OR WRITE TO HER DAILY FOR THE FIRST 3-4 WEEKS!** Make your calls, emails or notes short but let her know you're there!
4. **KEEP A FRIENDLY BUSINESS RELATIONSHIP!** Until your new recruit is firmly established, you will be more helpful as her teacher rather than her close friend!
5. **ALWAYS TALK ABOUT PROFIT LEVEL!** Unless your new recruit has started with a profit level order, you must encourage her to reach it ASAP. Teach her to follow the 60/40 plan.
6. **ALWAYS LET HER LEARN WHILE YOU EARN!** Spending hours on the phone or at your kitchen table means neither of you is earning. Take her to your shows and classes. Spend time with her at the meetings. You'll both benefit more!
7. **KEEP A 100% POSITIVE ATTITUDE!** Don't dump on her and don't allow her to dump on you. Our job is to build confidence - refuse to voice or listen to negativity!
8. **CALL YOUR DIRECTOR!** If you feel unable to answer a question or handle a problem of any kind, please call your Director ASAP. Be sure to share your crowns and ideas with her too!
9. **HELP HER SPONSOR HER FIRST RECRUIT!** She will love you for it and it will make her a solid Consultant!
10. **JUST AS YOU WOULD NEVER TAKE CREDIT FOR HER SUCCESSES, NEVER TAKE RESPONSIBILITY FOR HER FAILURES!** You can love her and teach her, but SHE MUST DO IT FOR HERSELF!

You have recruiting success in your future! Let me help you!

*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 April 30th —  
this will not reflect May orders or new team members.

### Future Directors

Recruiter :Trina M. Morales  
Stephanie Cano  
Trafina R. Coleman  
Robin E. Crain  
Chelsea A. Dain  
Idalia DeJesus  
Crystal M. Hernandez  
Carolyne W. Maina  
Brandelyn Miller  
Tracy B. Moore  
Kalila J. Yancy  
\* Chris T. Long

### Team Leaders

Recruiter :Elizabeth Funk  
Inez Gregory  
Rebekah E. Hamilton  
Angel Irwin  
Michelle D. Jordan  
Amy S. Rivers  
\* Josette C. DiBlasio

Recruiter :Nilsa C. Hartwell  
Donna Bellefontaine  
Anne M. Long  
Providencia Santos  
Cathy E. Schmitz  
Luz A. Zuluaga  
\* Ronette Lounds

### Star Team Builders

Recruiter :Crystal A. Schaefer  
Wendy K. Roe  
Heather B. Schaefer  
Katherine A. Thomas  
Carrie Voges  
\* Erin L. Gooch  
\* Zoe E. Taylor  
\* Chris M. Toenjes

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

### Senior Consultants

Recruiter :Liana P. Bickerstaff  
LaShay L. Thomas  
\* Louisa Gonfel

Recruiter :Susan R. Csencsits  
Helen A. Holden

Recruiter :Sandy Desimone  
Louise Flaugh  
\* Cathy Bristow  
\* Lauren Ruby

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

Recruiter :Wanda J. Gildig  
Collette M. Kehrer

Recruiter :Tabitha L. Gosnell  
Jennifer M. Arevalo

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

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

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

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  
\* Angela L. Carter

Recruiter :Nancy M. Stark  
Amy L. Sandifer

Recruiter :Bea Stebing  
Sonia Brincefield

Recruiter :Anna B. Whittaker  
Beth E. Clark



*Trina Morales pinning her new recruit Kalila Yancy*

\* To become ACTIVE you must place a \$200 wholesale order.

# Welcome New Business Owners!

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



## New Consultant

Craig M. Bickerstaff  
 Cathy Bristow  
 Angela L. Carter  
 Trafina R. Coleman  
 Bonnie S. Connolly  
 Robin E. Crain  
 Victoria A. Crouse  
 Idalia DeJesus  
 Josette C. DiBlasio  
 Oleanthean Fleming  
 Louisa Gonfel  
 Erin L. Gooch  
 Rebekah E. Hamilton  
 Sara Kennedy  
 Lauren Ruby  
 Amanda M. Smith  
 Jill Wilson

## From

BLUFFTON, SC  
 OMAHA, NE  
 COOKSVILLE, IL  
 SYRACUSE, NY  
 SAVANNAH, GA  
 ORLANDO, FL  
 PORT DEPOSIT, MD  
 SYRACUSE, NY  
 SAVANNAH, GA  
 GREENVILLE, SC  
 KILLEEN, TX  
 FESTUS, MO  
 SAVANNAH, GA  
 SAVANNAH, GA  
 COUNCIL BLUFFS, IA  
 PORT DEPOSIT, MD  
 OMAHA, NE

## Sponsored by

L. Bickerstaff  
 S. Desimone  
 A. Smith  
 T. Morales  
 K. Cole  
 T. Morales  
 K. Cole  
 T. Morales  
 E. Funk  
 P. Fleming  
 L. Bickerstaff  
 C. Schaefer  
 E. Funk  
 S. Kirby  
 S. Desimone  
 V. Crouse  
 C. Bristow

## 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.

## Thank You from Mary Kay

"Love Check" Commissions for Personal Team Building

### 13% Recruiter Commission Level

Trina M. Morales \$278.30

### 9% Recruiter Commission Level

Elizabeth Funk \$58.88

Nilsa C. Hartwell \$47.41

Karen Cole \$193.82

### 4% Recruiter Commission Level

Jayne B. Lewis \$19.74

Summer L. Kirby \$17.86

Amy L. Sandifer \$15.24

Crystal A. Schaefer \$14.74

Amy T. Smith \$10.03

Wanda J. Gildig \$9.38

Liana P. Bickerstaff \$8.92

Debra A. Richmond \$8.38

Sandy Desimone \$8.28

A. Snellenberger \$0.96



# Summer 2013 New Products



*Finish your year strong with May & June selling opportunities!*

- ◆ MKMen® Advanced Facial Hydrator Sunscreen Broad Spectrum SPF 30.
- ◆ Mary Kay® Lash Love® Lengthening™ Mascara.
- ◆ MKMen® Fragrance Travel Collection
- ◆ Mary Kay® Translucent Loose Powder.
- ◆ Beauty That Counts® Lip Colors.
- ◆ Free Gift with Purchase - Black mesh bag with Mini Lash Love™ Mascara and Oil-Free Eye Makeup Remover.



## Take Advantage of Seasonal Selling *from MaryKayInTouch.com*

Spring is in full swing! This "giftable" time of year may mean increased sales for you!

Customers want convenience — and you've got them covered with one-stop gift giving. Here's a great tip from one of your sister sales force members:

Independent Senior Sales Director Lisa Raupp of Cary, Ill., offers, "When you hold a skin care class or any event, put together a fabulous, eye-catching gift basket and use it as your table centerpiece. Then, when your guests inevitably comment on it, you reply, 'Actually, I love preparing gift baskets like this and have lots of other options I can put together for you.' Stress that you're always available to quickly fill birthday, get well soon, just-thinking-of-you, anniversary and special occasion gift giving needs!"

Lisa also shares her gift set "brag book." She and unit members assemble beautiful gift arrangements, complete with ribbons, tissue, baskets and more and then take photos, which they carry with them to show customers a "visual menu."

Chances are good that many of your customers will be glad to hear from you with gift giving ideas for upcoming special occasions:

### GRADUATION

The new After Sun Replenishing Gel, Sunscreen & Lip Protector are popular essentials sure to please any grad. Grads will love

the crisp, energizing scent of Velocity® Eau de Parfum for Her and Velocity® for Him Cologne. Supercharged and supercool!

### YEAR-END TEACHER APPRECIATION

As things begin to warm up, everyone can appreciate the Mary Kay® Sun Care Collection. Pair this collection with colorful flip flops and teachers will be all set for summer.

### FATHER'S DAY (June 16)

Offer just what men need with four MKMen™ regular-line products, which includes MKMen™: Face Bar, Moisturizer Sunscreen SPF 25, Shave Foam and Cooling After-Shave Gel. This collection of targeted products combats and helps prevent the signs of aging. Plus all the men's fragrances are great choices too!

### 'TIS THE SEASON FOR WEDDINGS AND SHOWERS

The bride can pamper herself and her wedding party with a Satin Hands® Pampering Set and Limited-Edition Mary Kay® Pedicure Set.



# We Invested in Product in April!

|                      |            |                     |          |                      |          |
|----------------------|------------|---------------------|----------|----------------------|----------|
| Trina M. Morales     | \$1,436.00 | Susan R. Csencsits  | \$243.00 | Nancy M. Stark       | \$203.50 |
| Amy T. Smith         | \$671.50   | Lisa M. Duncan      | \$241.25 | Providencia Santos   | \$203.00 |
| Katherine M. Kennedy | \$446.50   | Lori S. Bartlett    | \$241.00 | Brandelyn Miller     | \$202.50 |
| Patti A. Selby       | \$381.00   | Kalila J. Yancy     | \$240.50 | Carolyn W. Maina     | \$202.00 |
| Sandy Desimone       | \$335.50   | Tammy R. Campbell   | \$237.75 | Selena W. Etheridge  | \$201.50 |
| Beth E. Clark        | \$332.50   | Collette M. Kehrer  | \$234.50 | Heather B. Schaefer  | \$201.50 |
| Lisa M. Fournie      | \$330.50   | Susan J. Smart      | \$233.50 | Idalia DeJesus       | \$201.00 |
| Donna Bellefontaine  | \$308.75   | Nilsa C. Hartwell   | \$228.00 | Crystal M. Hernandez | \$201.00 |
| Kristi M. Ninos      | \$291.00   | Stephanie Cano      | \$227.50 | Wanda J. Gildig      | \$169.00 |
| A. Snellenberger     | \$284.50   | LaShay L. Thomas    | \$223.00 | Carol S. Nettles     | \$150.75 |
| Janet T. Middendorf  | \$279.00   | Bea Stebing         | \$214.50 | Monica A. Wilson     | \$149.50 |
| Elizabeth Funk       | \$277.00   | Nancy K. Meyer      | \$210.50 | Mitzi Morton         | \$129.50 |
| Gina G. Worsham      | \$258.75   | Robin E. Crain      | \$210.00 | Jayne B. Lewis       | \$113.00 |
| Yolonda F. Blackburn | \$256.25   | Camille R. Harper   | \$209.50 | Wendy K. Roe         | \$100.00 |
| Karen J. Burshnick   | \$252.25   | Chelsea A. Dain     | \$207.00 | Katherine A. Thomas  | \$67.00  |
| Summer L. Kirby      | \$250.75   | Louise Flaugh       | \$207.00 | Crystal A. Schaefer  | \$24.00  |
| Paige Fleming        | \$247.00   | Trafina R. Coleman  | \$205.75 | Ronette Lounds       | \$15.00  |
| Angel Irwin          | \$245.50   | Amy S. Rivers       | \$205.00 |                      |          |
| Tracy B. Moore       | \$243.50   | Rebekah E. Hamilton | \$203.75 |                      |          |

## 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   | \$12,275.00 | \$260.00    | \$12,535.00 |
| 2 Wanda J. Gildig      | \$7,607.50  | \$180.00    | \$7,787.50  |
| 3 Amy T. Smith         | \$7,287.50  | \$60.00     | \$7,347.50  |
| 4 Crystal A. Schaefer  | \$6,535.00  | \$295.00    | \$6,830.00  |
| 5 A. Snellenberger     | \$6,558.00  | \$160.00    | \$6,718.00  |
| 6 Debra A. Richmond    | \$5,492.00  | \$120.00    | \$5,612.00  |
| 7 Joyce R. Stone       | \$5,337.50  | \$80.00     | \$5,417.50  |
| 8 Trina M. Morales     | \$5,088.50  | \$60.00     | \$5,148.50  |
| 9 Patti A. Selby       | \$4,637.00  | \$80.00     | \$4,717.00  |
| 10 Janet T. Middendorf | \$4,459.00  | \$40.00     | \$4,499.00  |

### Tops in Team Building

| Recruiter              | New Team Mbrs | YTD Comm |
|------------------------|---------------|----------|
| 1 Crystal A. Schaefer  | 2             | \$110.29 |
| 2 Trina M. Morales     | 1             | \$98.26  |
| 3 Liana P. Bickerstaff | 1             | \$81.64  |
| 4 Nilsa C. Hartwell    | 1             | \$51.43  |
| 5 Amy T. Smith         | 1             | \$37.41  |





**Queen's Court of Sales!**  
\$36,000 retail  
July 1, 2012 — June 30, 2013



**Queen's Court of Sharing!**  
24 New Team Members  
July 1, 2012 — June 30, 2013



## Coaching Your Team

By Ann Vertel, [www.UnitCoach.com](http://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!!



## 10 Things to Keep You Focused!

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.





# Aim for the Stars!

## On-Target \$tar Consultants!

March 16 - June 15, 2013



Shoot for  
**STAR**  
this  
Quarter!!



| Consultant Name | Current Production | —Wholesale Production Needed for Star— |      |         |         |       |
|-----------------|--------------------|--|------|---------|---------|-------|
|                 |                    | Sapphire                               | Ruby | Diamond | Emerald | Pearl |

|                      |            |            |            |            |            |            |
|----------------------|------------|------------|------------|------------|------------|------------|
| TRINA MORALES        | \$1,801.75 | STAR       | \$598.25   | \$1,198.25 | \$1,798.25 | \$2,998.25 |
| AUDREY SNELLENBERGER | \$946.25   | \$853.75   | \$1,453.75 | \$2,053.75 | \$2,653.75 | \$3,853.75 |
| WANDA GILDIG         | \$916.50   | \$883.50   | \$1,483.50 | \$2,083.50 | \$2,683.50 | \$3,883.50 |
| AMY SMITH            | \$824.50   | \$975.50   | \$1,575.50 | \$2,175.50 | \$2,775.50 | \$3,975.50 |
| HELEN HOLDEN         | \$822.25   | \$977.75   | \$1,577.75 | \$2,177.75 | \$2,777.75 | \$3,977.75 |
| KAREN BURSHNICK      | \$671.50   | \$1,128.50 | \$1,728.50 | \$2,328.50 | \$2,928.50 | \$4,128.50 |
| AMANDA SMITH         | \$601.00   | \$1,199.00 | \$1,799.00 | \$2,399.00 | \$2,999.00 | \$4,199.00 |
| BEA STEBING          | \$495.50   | \$1,304.50 | \$1,904.50 | \$2,504.50 | \$3,104.50 | \$4,304.50 |
| NILSA HARTWELL       | \$481.00   | \$1,319.00 | \$1,919.00 | \$2,519.00 | \$3,119.00 | \$4,319.00 |
| CRYSTAL SCHAEFER     | \$466.00   | \$1,334.00 | \$1,934.00 | \$2,534.00 | \$3,134.00 | \$4,334.00 |
| JOYCE STONE          | \$447.50   | \$1,352.50 | \$1,952.50 | \$2,552.50 | \$3,152.50 | \$4,352.50 |
| KATHERINE KENNEDY    | \$446.50   | \$1,353.50 | \$1,953.50 | \$2,553.50 | \$3,153.50 | \$4,353.50 |
| REBECCA GRAY         | \$414.00   | \$1,386.00 | \$1,986.00 | \$2,586.00 | \$3,186.00 | \$4,386.00 |

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.



## 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 2013 is at your fingertips at [marykayintouch.com](http://marykayintouch.com).



NAME \_\_\_\_\_

# Intentional Success That Honors MK's 50th Year



| Flip Flop Earrings                 | Designer Sunglasses                | Necklace and earrings set          | DSW GIFT CARD                        |
|------------------------------------|------------------------------------|------------------------------------|--------------------------------------|
| \$400 Wholesale<br>& 40 items sold | \$600 Wholesale<br>& 60 Items sold | \$800 Wholesale<br>& 80 Items Sold | \$1000 Wholesale<br>& 100 Items Sold |
| 1. _____                           | 26 _____                           | 51 _____                           | 76 _____                             |
| 2. _____                           | 27 _____                           | 52 _____                           | 77 _____                             |
| 3. _____                           | 28 _____                           | 53 _____                           | 78 _____                             |
| 4. _____                           | 29 _____                           | 54 _____                           | 79 _____                             |
| 5. _____                           | 30 _____                           | 55 _____                           | 80 _____                             |
| 6. _____                           | 31 _____                           | 56 _____                           | 81 _____                             |
| 7. _____                           | 32 _____                           | 57 _____                           | 82. _____                            |
| 8. _____                           | 33 _____                           | 58 _____                           | 83. _____                            |
| 9. _____                           | 34 _____                           | 59 _____                           | 84. _____                            |
| 10. _____                          | 35 _____                           | 60. _____                          | 85 _____                             |
| 11. _____                          | 36 _____                           | 61. _____                          | 86 _____                             |
| 12. _____                          | 37 _____                           | 62. _____                          | 87 _____                             |
| 13. _____                          | 38 _____                           | 63. _____                          | 88 _____                             |
| 14. _____                          | 39 _____                           | 64. _____                          | 89 _____                             |
| 15. _____                          | 40 _____                           | 65. _____                          | 90 _____                             |
| 16. _____                          | 41 _____                           | 66. _____                          | 91 _____                             |
| 17. _____                          | 42 _____                           | 67. _____                          | 92 _____                             |
| 18. _____                          | 43 _____                           | 68. _____                          | 93 _____                             |
| 19. _____                          | 44 _____                           | 69. _____                          | 94 _____                             |
| 20. _____                          | 45 _____                           | 70. _____                          | 95 _____                             |
| 21. _____                          | 46 _____                           | 71. _____                          | 96 _____                             |
| 22. _____                          | 47 _____                           | 72. _____                          | 97. _____                            |
| 23. _____                          | 48 _____                           | 73. _____                          | 98 _____                             |
| 24. _____                          | 49 _____                           | 74. _____                          | 99. _____                            |
| 25. _____                          | 50 _____                           | 75. _____                          | 100. _____                           |



Consultant's Name \_\_\_\_\_

**May 1-31st**



**30 FACES/30 Sharing**

**10 Parties or 30 FACES**

The more you ASK the more you Get!

Tracking sheet for all of your faces and sharing

| Name      | Date | Shared details date       | Yes     | No     |
|-----------|------|---------------------------|---------|--------|
| 1. _____  |      | Shared details date _____ | Yes ___ | No ___ |
| 2. _____  |      | Shared details date _____ | Yes ___ | No ___ |
| 3. _____  |      | Shared details date _____ | Yes ___ | No ___ |
| 4. _____  |      | Shared details date _____ | Yes ___ | No ___ |
| 5. _____  |      | Shared details date _____ | Yes ___ | No ___ |
| 6. _____  |      | Shared details date _____ | Yes ___ | No ___ |
| 7. _____  |      | Shared details date _____ | Yes ___ | No ___ |
| 8. _____  |      | Shared details date _____ | Yes ___ | No ___ |
| 9. _____  |      | Shared details date _____ | Yes ___ | No ___ |
| 10. _____ |      | Shared details date _____ | Yes ___ | No ___ |
| 11. _____ |      | Shared details date _____ | Yes ___ | No ___ |
| 12. _____ |      | Shared details date _____ | Yes ___ | No ___ |
| 13. _____ |      | Shared details date _____ | Yes ___ | No ___ |
| 14. _____ |      | Shared details date _____ | Yes ___ | No ___ |
| 15. _____ |      | Shared details date _____ | Yes ___ | No ___ |
| 16. _____ |      | Shared details date _____ | Yes ___ | No ___ |
| 17. _____ |      | Shared details date _____ | Yes ___ | No ___ |
| 18. _____ |      | Shared details date _____ | Yes ___ | No ___ |
| 19. _____ |      | Shared details date _____ | Yes ___ | No ___ |
| 20. _____ |      | Shared details date _____ | Yes ___ | No ___ |
| 21. _____ |      | Shared details date _____ | Yes ___ | No ___ |
| 22. _____ |      | Shared details date _____ | Yes ___ | No ___ |
| 23. _____ |      | Shared details date _____ | Yes ___ | No ___ |
| 24. _____ |      | Shared details date _____ | Yes ___ | No ___ |
| 25. _____ |      | Shared details date _____ | Yes ___ | No ___ |
| 26. _____ |      | Shared details date _____ | Yes ___ | No ___ |
| 27. _____ |      | Shared details date _____ | Yes ___ | No ___ |
| 28. _____ |      | Shared details date _____ | Yes ___ | No ___ |
| 29. _____ |      | Shared details date _____ | Yes ___ | No ___ |
| 30. _____ |      | Shared details date _____ | Yes ___ | No ___ |



**Success is not for the LUCKY**  
**It's for those who CHOOSE to focus**  
**on the # of women trying the**  
**Ultimate Miracle and Listening to**  
**the details about our business.**



# Intentional Success that Honors MK's 50th Year

## MAY GOAL SHEET

My face goal per week? \_\_\_\_\_  
 My sharing goal per week? \_\_\_\_\_  
 My Sales Goal per week? \_\_\_\_\_  
 My leads Goal per week? \_\_\_\_\_  
 My Guest Goal Per week? \_\_\_\_\_

My Position Goal? Place a X on the line of goal  
 Senior Consultant \_\_\_\_\_ Red Jacket \_\_\_\_\_  
 800 Club \_\_\_\_\_ 1200 Club \_\_\_\_\_ 1600 Club \_\_\_\_\_  
 # of items sold \_\_\_\_\_ # of New team Members \_\_\_\_\_  
 Team Leader \_\_\_\_\_ On Target Car \_\_\_\_\_ DIQ \_\_\_\_\_

**\$800 CLUB is 800 Wholesale**  
**\$1000 CLUB is \$1000 Wholesale**  
**UNIT seeks 10 CLUB ACHIEVERS**

**8 –10 Qualified Sharing appointments in 1 month. Expect 1-2 new team members. Unit seeks 200 Sharing**



**UNIT SEEKS 200 Faces**  
**8 Parties or 24 Faces**  
**10 Parties or 30 Faces**



**8 –10 new leads each week X out each box for every lead you get during your week. New leads bring new booking opportunities! You should be able to book 1 out of every 6 .**

|   |   |   |   |    |
|---|---|---|---|----|
| 1 | 2 | 3 | 4 | 5  |
| 6 | 7 | 8 | 9 | 10 |
| 1 | 2 | 3 | 4 | 5  |
| 6 | 7 | 8 | 9 | 10 |
| 1 | 2 | 3 | 4 | 5  |
| 6 | 7 | 8 | 9 | 10 |
| 1 | 2 | 3 | 4 | 5  |
| 6 | 7 | 8 | 9 | 10 |

**Consultant Name** \_\_\_\_\_

Have a weekly win! Send your weekly progress to Director!

# "The Making of a DREAM Come True"

May 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



PLUS an Invitation to the Leadership Club  
Mystery Event June 2nd!  
Minimum 2 new team members to WIN.



# One Woman Can



**Place a \$600  
wholesale  
Order!**

**OR**

**Get One  
Qualified New  
Recruit!**

**And YOU Will Receive...**

**This BEAUTIFUL 50th Anniversary Pin!**



SUNDAY



**Amie Gamboian**  
*National Sales Director*

MONDAY



**Cindy Machado-Flippen**  
*Million \$ Director*

TUESDAY



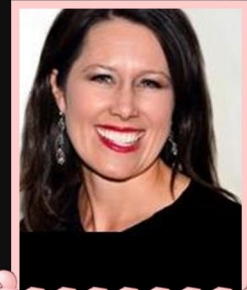
**Betsy Richard**  
*Million \$ Director*

WEDNESDAY



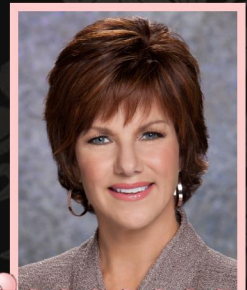
**Tracey Chavez**  
*Top Director*

THURSDAY



**Leah Nelson**  
*Million \$ Director*

FRIDAY



**Kim McClure**  
*National Sales Director*

SATURDAY



**Carmen Felix**  
*Top Director*

ALTERNATE



**Tammy Valvala**  
*Elite Executive Director*

ALTERNATE



**Amy Kitrell**  
*Top Director*

plug into the

*power line*

*Listen in daily to a short message with training, motivation and inspiration! Power Up!*

**CALL: 641-715-3900 EXT: 26717#**

get a surge  
of energy  
to take you  
through  
your day!

**LISTEN TO THE MARY KAY STORY  
ENTER TO WIN  
A  
COACH HANDBAG  
April 1-June 30, 2013**

**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.



# ADOPT A SOLDIER

## Our Mary Kay Unit is Adopting a PLATOON!

In Honor of our Troops, we are kicking off our  
**ADOPT A SOLDIER PROGRAM.**

The war has been long and difficult, and our  
soldiers need to be Honored, Remembered, and Protected.

How can YOU Help?

Adopting a Hero by purchasing him/her a “Soldier Care Set”.



**Soldier Care Set**  
**\$25**



Each Set is valued at over \$35.00 and includes full size products of either

- Lip Protector, Sunscreen & **Men's** Cleansing bar – retails for \$35.50  
or
- Lip Protector for **Women**, Sunscreen & Facial Cloths – retails for \$36.50

**Your \$25 donation will provide a “Soldier Care Set” to service  
members in Afghanistan.**

## **Our Unit Goal is to have 300 Soldiers Adopted**

**In honor of your gracious donations,  
for every 100 Service Members adopted, I will raffle a \$50 Gift basket**

Contact Your local Mary Kay consultant





# ADOPT A SOLDIER

In honor of July 4th, we are kicking off the **Adopt a Soldier Program!**  
**Our soldiers need to be Honored, Remembered, and Protected.**

How can **YOU** help?

**Adopt a soldier(s) by purchasing a “Soldier Care Set(s)”.**

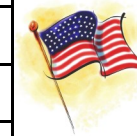
Soldier Care Set \$25

Each Set is valued at over \$35.00 and includes full size products of either

- Lip Protector, Sunscreen and a **Men’s** Cleansing bar – retails for \$35.50 or
- Lip Protector for **Women**, Sunscreen and Facial Cloths – retails for \$36.50

Your \$25. donation will provide a “Soldier Care Set” to service members in **Afghanistan**.  
Our Unit Goal is to **adopt 300 soldiers**. If you are interested in sending a letter to the soldiers, please attach a note. Please adopt as many as you can. Thank You.

| Customer Name/ Contact Number | # of Sets Purchased | Total Collected |
|-------------------------------|---------------------|-----------------|
| 1                             |                     |                 |
| 2                             |                     |                 |
| 3                             |                     |                 |
| 4                             |                     |                 |
| 5                             |                     |                 |
| 6                             |                     |                 |
| 7                             |                     |                 |
| 8                             |                     |                 |
| 9                             |                     |                 |
| 10                            |                     |                 |
| 11                            |                     |                 |
| 12                            |                     |                 |
| 13                            |                     |                 |
| 14                            |                     |                 |
| 15                            |                     |                 |
| 16                            |                     |                 |
| 17                            |                     |                 |
| 18                            |                     |                 |
| 19                            |                     |                 |
| 20                            |                     |                 |





# June 2013



*Sun Mon Tue Wed Thu Fri Sat*

|  |   |   |           |  |                          |   |
|--|---|---|-----------|--|--------------------------|---|
| <b>2</b>   | <b>3</b><br>Monday night unit meeting 1007 Beards Hill Rd., Aberdeen, MD 21001  | <b>4</b><br>Unit meeting Comfort Inn 8801 Loch Raven Blvd Towson, MD 21286  | <b>5</b>  | <b>6</b>   | <b>7</b>                 | <b>1</b><br><b>8</b>                    |
| <b>9</b>   | <b>10</b><br>Monday night unit meeting 1007 Beards Hill Rd., Aberdeen, MD 21001 | <b>11</b><br>Unit meeting Comfort Inn 8801 Loch Raven Blvd Towson, MD 21286 | <b>12</b> | <b>13</b>  | <b>14</b>                | <b>15</b><br>Star Consultant Deadline!! |
| <b>16</b> Father's Day   | <b>17</b><br>Monday night unit meeting 1007 Beards Hill Rd., Aberdeen, MD 21001 | <b>18</b><br>Unit meeting Comfort Inn 8801 Loch Raven Blvd Towson, MD 21286 | <b>19</b> | <b>20</b>  | <b>21</b> Summer Begins! | <b>22</b>                               |
| <b>23</b>  | <b>24</b><br>Monday night unit meeting 1007 Beards Hill Rd., Aberdeen, MD 21001 | <b>25</b><br>Unit meeting Comfort Inn 8801 Loch Raven Blvd Towson, MD 21286 | <b>26</b> | <b>27</b> Midnight CST cutoff for Consultants to place phone orders. | <b>28</b>                | <b>29</b>                               |
| <b>30</b> Last working day of the month. Consultants submit online orders until 9 pm CST. Online Agreements accepted until midnight. |   |   |           |  |                          |   |

*If you can dream it, you can achieve it!  
Register today for Seminar 2013!*

Last Day of Seminar Year!

| Birthdays            | Day | KBirthdays           | Day | Anniversaries       | Years |
|----------------------|-----|----------------------|-----|---------------------|-------|
| Amy L. Sandifer      | 3   | ren J. Burshnick     | 21  | Sandra L. Eversman  | 31    |
| Joyce R. Stone       | 4   | Megan M. Holzmacher  | 21  | LaWanda Karaca      | 20    |
| Nancy M. Stark       | 7   | LaShay L. Thomas     | 21  | Carol S. Nettles    | 20    |
| Kathy H. Padgett     | 10  | Stephanie Cano       | 24  | Joyce R. Stone      | 17    |
| Chelsea A. Dain      | 11  | Joyce P. Landahl     | 24  | Selena W. Etheridge | 14    |
| Sandy Desimone       | 11  | Craig M. Bickerstaff | 26  | Nilsa C. Hartwell   | 12    |
| LaWanda Karaca       | 12  | Amanda M. Smith      | 27  | Sally A. Martin     | 10    |
| Wanda A. Anderson    | 17  | Louisa Gonfel        | 29  | Jill V. Boyer       | 10    |
| Tracy B. Moore       | 18  | Sondra Phillips      | 30  | Linda A. Holland    | 8     |
| Sharon D. Stinebaugh | 19  |                      |     | Paige Fleming       | 6     |
|                      |     |                      |     | Tracy B. Moore      | 1     |
|                      |     |                      |     | Teresa Shields      | 1     |
|                      |     |                      |     | Tina M. Stakias     | 1     |
|                      |     |                      |     | Joanna V. Irvin     | 1     |



# Cole's Comets

## Karen Cole

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



Phone: 410-459-3766

Email: [kcolemkay@comcast.net](mailto:kcolemkay@comcast.net)

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

## To the Amazing...

### Highlights this Month:

#### April Results, May, 2013

- ◆ Quarter 4 Star Consultant Quarterly Contest (March 16 - June 15, 2013)
- ◆ Class of 2013 Offspring Challenge (through July 1, 2013)
- ◆ It's Raining Red Team-Building Challenge (March 1 - June 30, 2013)



## 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



## You're the best Dad!

Help Dad look and feel his best with the Mary Kay fragrances for men plus skin care that targets the signs of aging.



The MKMen Skin Care System is formulated to meet a man's special skin care needs. The face bar and moisturizer combat the signs of aging, leaving a guy's face looking and feeling great. Simple. Effective. No nonsense. It's just what a man needs.

Have Dad smelling great with the men's fragrance collection. Choose from MK Tribute<sup>®</sup>, High Intensity<sup>™</sup>, Domain<sup>®</sup>, or Velocity<sup>®</sup> for Him.

