



# Be Bold & Ambitious

"A bold unit with audacious faith"

Independent Sales Director Jodi Bond

November Newsletter / October Results

## October Queens

### QUEEN OF WHOLESALE



**Lisa M. Zang**  
**\$558.50**

### QUEENS OF SHARING



**Monique Costa**  
Added 2 New Team  
Member in October.

### QUEEN OF SALES



**Lisa M. Zang**  
**\$1,030.00**

## Warm Winter Wishes

— Mary Kay 2013 Winter Products —

**\$50**

**Mary Kay® Skinvigate™ Cleansing Brush**  
Get your true clean. Removes makeup 85% better than cleansing by hand.\*



Set includes: One Cleansing Brush, Two Replacement Brush Heads, AA Batteries, p.k./2  
Sold separately: Mary Kay® Skinvigate™ Cleansing Brush Replacement Brush Heads, p.k./2, \$15

**\$38**

**Let the Moment Unfold™ The Belara Midnight™**



*Also available:*  
Limited-Edition Belara Midnight™ Simply Alluring™ Body Crème, \$18  
Limited-Edition Belara Midnight™ Simply Alluring™ Shower Crème, \$18

**\$40**

**TimeWise® Even Complexion Dark Spot Reducer**  
Get on-the-spot action! It fades the look of dark spots on all skin tones.



**\$7 each**

**Mary Kay® Mineral Eye Color in FOUR Sparkle Shades**  
Add drama and sparkle to your eye look with Sparkling White, Shimmering Lilac, Glistening Gold and Brilliant Black



Turn up the volume on color with these upbeat stocking stuffers.

Limited-Edition Mary Kay® at Play™ Just for Eyes, Eye Shadow & Just for Lips, Lip Gloss.

**\$10 each**



**\$34**

**Give the gift of a soft touch with this wonderful for winter set. Vanilla Sugar Satin Hands Pampering Set**



Also available: Limited-Edition Vanilla Sugar Satin Hands® & Hand Cream, \$10



All Consultants can order beginning November 16th. Buy gifts for you family and friends with your discount and challenge yourself to earn a dazzling Quarter2 Star Ladder prize JUST FOR YOU!

# Join the Dream - New Consultant Celebration Bonuses

**Thinking about joining the Dream Team?  
Here are some wonderful incentives to think about!!**

Between September 15<sup>th</sup> and December 2<sup>nd</sup> receive the following extra bonuses in addition to Mary Kay bonuses when you begin your Mary Kay business!!

**Becomes a consultant and receive:**  
Satin Lips Set - \$18 Value

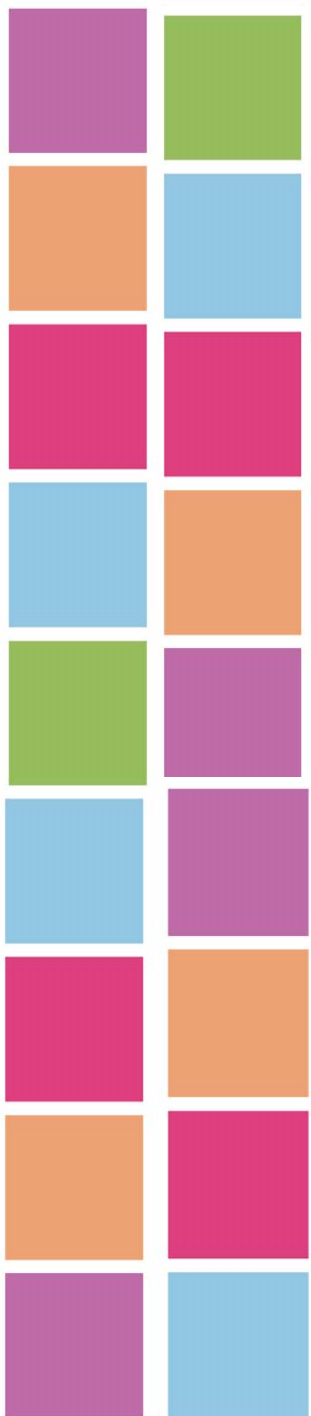
**Become a consultant and place an initial \$200 wholesale order in your signing month and receive:**  
Satin Lips Set - \$18 value  
Firming Eye Cream - \$32 value

**Become a consultant and place a minimum \$600 wholesale order by second month of agreement date and receive:**  
Satin Lips Set - \$18 value  
Firming Eye Cream - \$32 value  
Microdermabrasion Set - \$50 value  
Beautiful charm bracelet - priceless

**Become a consultant and place a minimum \$600 wholesale order within agreement month and receive:**  
Satin Lips Set - \$18 value  
Firming Eye Cream - \$32 value  
Microdermabrasion - \$50 value  
Roll-up bag - \$30 value  
Bracelet - priceless

**Become a consultant and place a minimum \$600 wholesale order within 15 days of signing your agreement and receive:**  
Satin Lips Set - \$18 value  
Firming Eye Cream - \$32 value  
Microdermabrasion Set - \$50 value  
M.K. Brush Set - \$55  
Roll-Up bag - \$30  
Beautiful charm bracelet – priceless

**Become a consultant and place a STAR order of \$1800 wholesale or more and receive:**  
Satin Lips Set - \$18 value  
Firming Eye Cream - \$32 value  
Microdermabrasion Set - \$50 value  
M.K. Brush Set - \$55 value  
Roll-Up bag - \$30 value  
Brush cleaner - \$10 value  
Finishing spray - \$18 value  
Event with your Director - priceless  
Beautiful charm bracelet – priceless





# LEADERS & TEAM BUILDERS

## Star Team Builders



**Recruiter :Lisa M. Zang**

- Lucrecia Z. Baigis
- Jeannine Green
- Maria Vinci
- \* Beth E. Hively
- \* Edngia R. Itabaiana
- \* Ali Johler

## Senior Consultants



**Recruiter: Beth Dickman**

- Marlene A. Abkemeier
- Victoria L. Horak
- \* Cindy Dickman

## Senior Consultants

**Recruiter :Marlene Abkemeier**

- Paula M. Iseman
- \* Jennifer Wright

**Recruiter :Monique Costa**

- Torrie Camp
- \* Patricia Lassiter
- \* Nicole Reilly

**Recruiter :Carol G. Neeld**

- Layla S. Mallary

**Recruiter :Alison Sponaas**

- Kara Watson

## Recruiters Commission

**4% Recruiter Commission Level**

- Beth Dickman
- Lisa M. Zang

## October Wholesale

|                    |          |
|--------------------|----------|
| Lisa M. Zang       | \$558.50 |
| Monique Costa      | \$478.00 |
| Yomekia Watson     | \$265.25 |
| Keri Berry         | \$209.00 |
| Melissa Grohovac   | \$209.00 |
| Layla S. Mallary   | \$207.00 |
| Maria Vinci        | \$205.50 |
| Marlene Abkemeier  | \$204.50 |
| Perry Yearwood     | \$204.00 |
| Amy Bowman         | \$202.50 |
| Lucrecia Z. Baigis | \$47.00  |

## Welcome New Beauty Consultant

| NEW CONSULTANT    | FROM             | SPONSORED BY  |
|-------------------|------------------|---------------|
| Patricia Lassiter | PHILADELPHIA, PA | Monique Costa |
| Nicole Reilly     | MOUNT ROYAL, NJ  | Monique Costa |

## Be a Gold Medal Charm Winner!

By NSD Mollye Morrow

Share your opportunity with five people in one calendar month to win the Gold Medal Charm!

1. Decide that you can be a Gold Medal Charm Winner!
2. Skin care classes are the best way to find recruits. Book 7 per week so you'll have 5 classes.
3. Do the 4-Point Recruiting Plan at every skin care class.
4. Do at least 5 interviews each week.
5. Follow up, and follow up on the follow up.

Take your prospects to Skin Care Classes with you. Call her and overcome her objection, see her husband, and answer his questions. Opportunity is knocking at your door!



## DECEMBER CELEBRATIONS

### Happy Birthday

|                   | Day |
|-------------------|-----|
| Keri Berry        | 1   |
| Felicia McCall    | 15  |
| Megan Walsh       | 17  |
| Sherri Helms      | 22  |
| Lizbeth Contreras | 23  |

### MK Anniversary

|                    | Years |
|--------------------|-------|
| Tiffany Wiggins    | 1     |
| Tammy Martin       | 1     |
| Margaret Evans     | 1     |
| Sherri Helms       | 1     |
| Tamara Malone      | 1     |
| Jennifer S. Vojtas | 1     |



**Independent sales members, who achieve a career path status of *Future Independent Sales Director or Sales Director-in Qualification* any time during the registration period, Oct. 1 – Dec. 31, 2013, can attend Leadership Conference 2014.**







Ship to Your Customers  
for just **\$5.50\*!**

Take advantage of this great savings tool.

Customer Delivery Service is available to all active Independent Beauty Consultants with a ProPay account. Start delivering products quickly, conveniently and affordably with this powerful tool.

**Experience valuable program benefits:**

Ship to customers for only \$5.50\*!

Enjoy this low fee on all orders under \$100 wholesale.

**Give more for less!**

Include two samplers or a copy of The Look in every order, at no additional cost to you or your customers.

**Save time, gas and money!**

Say goodbye to costly packing supplies and long mailing lines.



Fulfill orders when you're on the road  
Let your customers know that you can help make their gifting easier.

All they need to do is pick out the perfect present, provide the gift recipient's name and address plus add a personal note and you can do the rest!

Book & host online parties and use CDS to get your customers' orders to them quickly and conveniently

Your customers' orders will be shipped from the Branch nearest to them, even if they live across the country from you!

## Thanksgiving

This is the time of year, when we're reminded to give thanks.

Instead of waiting until next year, to be reminded - Let's make every day one of thanksgiving!

After all, each day is a unique gift....Starting now, let's be on the lookout for the bits of pleasure in each hour, and appreciate the people who bring love and light to everyone who is blessed to know them. **You** are one of those people. On Thanksgiving, I'm thankful for you.

## Happy Thanksgiving

So on Thanksgiving and every other day of the year  
Give a hug - For no reason; Say I love you - Just because;  
Share a smile with a stranger; Take time - Count your blessings;  
Don't take anything or anyone for granted;  
End each day with no regrets. and with thanks for day ending.



Happy  
Thanksgiving

### Give the Cook a Hand!

You can sell tons of these between now and Thanksgiving!

Ask everyone you know and everyone at every class, "who's cooking for you for Thanksgiving"? When they answer then say "well, you need one of these "Give the cook a You Deserve A Hand" gifts as a thank you. They are only \$12 and have a Fall potholder and our spectacular hand cream.

**Hint:** Go to the \$1 store. They have tons of potholders that come 2 for \$1 in a Fall theme. Just place the hand cream in the middle and tie with a ribbon. You can leave it like that or stick a decoration in the middle .  
(you can do the same for Christmas with a Christmas potholder)

# HOW TO HAVE A \$10,000 CHRISTMAS!



## Christmas Coffees



*Premier Club Director, Meredith Taylor hosted these Christmas Coffees during her DIQ. She got 20 new recruits from October—December. Her goal was to hold 10-20 of these parties and earn \$500—\$1000 per Christmas Coffee!*

Call your Hostess & say this BOOKING SCRIPT:

**Would you like to receive 50% off your Holiday Shopping with me? It will only last 45min to an hour. You must have 6-10 ladies there, and you'll get 50% off all your holiday shopping. Then you won't have to go to the mall and deal with all the craziness. I do all the gift wrapping for you....All you need is coffee and some fun holiday cookies. Here's our Look Book, so you can start choosing what you want! Let's schedule this now, so everyone can get their Holiday Shopping done early! This is going to be so much fun!**

### What You'll Need:

- Bring Satin Hands to do on all Guests
- Holiday Music CD, player & Holiday Candle
- Have 5 Sets at 5 price points to sell (5-6 of each set)—already wrapped. *Including Satin Hands Sets. \$15, \$30, \$40, \$45 & \$50 (Thinking of You Perfume & Lotion set=\$50)*
  - Holiday Look Books
- Every Guest gets a BAG with 1 of each in it
  - Skin care profile card
  - Gift List
  - Holiday Wish List
  - sales tickets for each guest
  - Pen
  - A Hershey's Kiss or other small candy

### What to Do:

Mix & Mingle at the party, casually in the living room. Have each guest go through their Bag with everyone first and fill out their Profile Card! Then say, "Just for being here, you get a complimentary skin care consultation and holiday look from me, and I'll schedule it with you today before I leave." How many of you have a holiday party to attend?"

Second, have them pull out their Gift List... Have them write down some of the items they see in the Look Book that they would like to purchase for family and friends. Tell them, "Here's the deal....for every 2 items you buy

today, you get the 3rd at 1/2 off (the lesser value one)" Most buy 3, 6, or 9 gifts. Have the Hostess do Satin Hands, near the coffee & cookies. (*I'm grooming her to be a Consultant*)

Show the Sets you brought and tell them the prices (include tax & wrapping) They are all set up to take home today!

My average sales per person is \$85 x 6 guests = \$500+ per Christmas Coffee! Plan to hold 10-20!

As you are ringing up sales, ask each of them

1. "Did you have fun today?"
2. Are you excited to get a holiday look? Do you have any special parties you want to get glammed up for? Let's schedule that time now.
3. Can I get your Gift List and profile card?
4. Pull out their 10 reasons to join Mary Kay & Interview them.
5. Ask her "Did you get everything you wanted? Or would you like to hear about my Holiday Hostess Program? With 6+ people, you get 50% off. (With only 5 people, you get 40% off.)"







## It's a New Year and the scoreboard has been reset!

Seminar Year 2014 | July 1, 2013 - June 30, 2014

### Queen YTD Sales



Lisa  
Zang

### Court of Personal — Top 10 Retail Sales

|    |                      |            |
|----|----------------------|------------|
| 1  | Lisa M. Zang         | \$6,218.00 |
| 2  | Marlene A. Abkemeier | \$3,082.00 |
| 3  | Yomekia Watson       | \$1,992.00 |
| 4  | Monique Costa        | \$1,580.50 |
| 5  | Julie Castellanos    | \$1,472.00 |
| 6  | Shanavia D Culpepper | \$1,353.00 |
| 7  | Monica Magerr        | \$1,345.00 |
| 8  | Regina Tallent       | \$ 832.00  |
| 9  | Maria Vinci          | \$ 811.00  |
| 10 | Felicia McCall       | \$ 672.50  |

**Plan now for Black Friday and Pink Monday sales. Think like a retailer...here are a few idea to get your customers excited about shopping with YOU!**



- Many stores start their sales early on Thanksgiving Day and you can too! Invite customers by sending the Holiday Gift Guide MKeCard® so they can make plans to shop online with you instead. While friends and family are napping after the big Thanksgiving meal or watching the big game, your customers can take a well-deserved break and get a head start on holiday shopping.
- You could also host a "Come and Go" open house during the football game. Remind guests to bring their wish lists as well. Later, you can get in touch with their Santas to make their gift wishes come true. Invite your customers to come back on Black Friday for new deals, gift baskets, etc.
- At both events, you'll want to hand out fliers or invitations for your customers to shop online with you on Pink Monday for more great deals. Sales and special deals are totally up to you. Remember, it's your business!
- Double-check your product inventory and place orders. You'll want to have plenty of time to create gift baskets or special holiday sets.
- Send out online invitations to your customers to save the date! Or use company-approved Facebook posts to invite friends on your Facebook page.
- Visit "Let's Talk" to get more ideas and tips!





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BELARA



Midnight

Beautiful and magnetic, Belara Midnight Eau de Parfum captivates the mind and captures the heart - just like the woman who wears it.



## Hints for the *Hottest Holiday Season Ever*

**T**he leaves are changing and fall is in the air, but wait; is that the sound of jingle bells, too? You bet it is! If a successful selling season is all you want for Christmas, then this is the month to get the ball rolling. **Independent Senior Sales Director Sherry Hanes** from Lexington, N.C., shares her advice on the six most important steps to get your holiday momentum going!

- 1 You'll want to ask everyone you see and come in contact with to complete a holiday wish list. They can be fabulous sources of profits in November and December.
- 2 Check your inventory. You'll want to make sure that you have enough products for your holiday plan.
- 3 Why not plan and set dates for open houses and holiday coffees? Talk to your customers and plan these now. If your customer base is more than 50, you may want to consider an open house.
- 4 Make it your goal to share the *Belara Midnight* Eau de Parfum with at least 25 people and ask them for their feedback.
- 5 You could host a Thanksgiving drawing which can provide you with some additional leads for new holiday business.
- 6 Do you know anyone who owns, or works for, a small business? Find out who is in charge of their employee holiday gift program! Attorneys, bankers, realtors, insurance agents and preschool directors can all benefit from the ease and convenience of your executive gift-buying service!

