



Be Bold & Audacious

"A bold unit with audacious faith"

Independent Sales Director Jodi Bond

AUGUST Newsletter / JULY Results

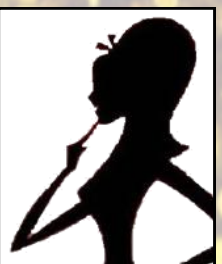
JULY QUEENS

QUEEN OF WHOLESALE



Lisa M. Zang
\$1,276.00

QUEENS OF SHARING



Natalie Y. Vitales & Lisa M. Zang

QUEEN OF SALES



Layla S. Mallary

NEW! Products to "fall" in love With!

If you attended Seminar, you can order NOW! ALL consultants can order August 16th...more inside this newsletter!

Mary Kay At Play™ Baked Eye Trios



Mary Kay At Play™ Eye Crayons Mary Kay At Play™ Lip Crayons



NEW! NEW! NEW! - CLEARER SKIN IN 7 JUST DAYS!

Take back control of your skin!

With the **Mary Kay Clear Proof™ Acne System**, you get an effective regimen clinically shown to provide clearer skin in just 7 days. This easy-to-use regimen feels soothing to irritated skin as it helps clear up blemishes and allows skin to heal.

- Set Includes:**
- **Clear Proof™ Clarifying Cleansing Gel***
 - **Blemish Control Toner***
 - **Acne Treatment Gel***
 - **Oil-Free Moisturizer for Acne-Prone Skin.**



We all know that life is what we make it. And often our personalities play a big role in the choices we make – including our professional choices. To find out how your unique traits impact what you want in your life, take the quick quiz below. You may discover the perfect business opportunity for you.

1. My ideal business situation would be where:

- I'm the boss.
- I can work at my own pace to ensure the highest quality.
- I motivate and inspire others through my words.
- I work together with others to reach common goals.

2. When it comes to following instructions, I:

- Like to understand why I need to do it that way.
- Like having a plan I can follow to the letter.
- Like a lot of room for creativity within guidelines.
- Like to do things my way.

3. When making decisions, I:

- Make them quickly and confidently.
- Research the facts – weighing the pros and cons.
- Like to get input from other people who are affected.
- Like to persuade others with my opinion



4. The most important thing to me in my professional life is:

- Making sure I meet the expectations of others.
- To make sure I deliver accurate information.
- Enjoying my work and having fun while doing it.
- Conquering new challenges each day.



5. The most rewarding business experience for me is:

- When my decisions are based on facts.
- Receiving recognition for my accomplishments.
- Achieving a goal.
- When everyone is happy with the job I've done.



6. When it comes to interacting with my peers, I'd rather:

- Be the life of the party.
- Report the results of my research and work.
- Listen and appreciate other people.
- Take charge and lead people to success.



7. The business philosophy that is closest to my own is:

- Work should be fun too!
- Plan your work and work your plan!
- If it's worth doing, it's worth doing right!
- Take charge and get it done.



LEADERS & TEAM BUILDERS

Senior Consultants



Recruiter: Beth Dickman

Marlene A. Abkemeier
Cindy Dickman
* Victoria L. Horak

Senior Consultants



Recruiter: Carol G. Neeld

Layla S. Mallary
* Jessica B. Adams

Senior Consultants



Recruiter: Nancy Luis

Jesselynn M. Correa
Natalie Y. Viales
* Susan M. Zereini



Recruiter: Lisa M. Zang

Maria Vinci
* Jeannine Green
* Beth E. Hively



Recruiters Commission

4% Recruiter Commission Level

Beth Dickman	\$12.14
Lisa M. Zang	\$8.00

July Wholesale

Lisa M. Zang	\$1,276.00
Yomekia Watson	\$ 600.75
Monica Magerr	\$ 600.00
Marlene A. Abkemeier	\$ 303.50
Monique Costa	\$ 205.50
Carol G. Neeld	\$ 205.00
Rae Butler	\$ 203.50
Kathye Harber	\$ 202.50
Emily Allison	\$ 202.25
Tammy Martin	\$ 202.00
Theresa Conrad	\$ 200.50
Traci Allison	\$ 200.50
Maria Vinci	\$ 200.00
Kim Brougher	\$ 61.00

SEPTEMBER CELEBRATIONS

HAPPY BIRTHDAY

	<u>Day</u>
Beth Dickman	5
Sandy M. Neeld	5
Cathy Daniel	7
Marlene A. Abkemeier	15
Barbara Snyder	19
Layla S. Mallary	20
Brenda Bennett	24
Monique Costa	24
Nancy Hof	24
Mary Delp	30

Welcome New Beauty Consultant

<u>NEW CONSULTANT</u>	<u>FROM</u>	<u>SPONSORED BY</u>
Shanavia Culpepper	ALPHARETTA, GA	Jodi Bond
Nashanda Owens	LAWRENCEVILLE, GA	Natalie Y. Viales
Maria Vinci	CUMMING, GA	Lisa M. Zang
Yomekia Watson	ALPHARETTA, GA	Jodi Bond

Give your Holiday Sales a Boost Enroll your customers in the Month 2 Mailer?



The latest Month 2 Mailer features a winter wonderland of holiday gift sets and stocking stuffers. Every gift idea shown will be perfect for your customers to gift wrap and share this holiday season. Mary Kay can be their one-stop shop for everything they need this holiday season. They will find a little something for everyone on their lists.

Enroll 1 or 100 customers and follow up with your customers after the mail date so you can fulfill all their holiday gift needs.

**Enroll by
August 15th
Mails Sept. 15
Only 45¢ per name**

MK ANNIVERSARY

	<u>Years</u>
Cheryl Steele	1
Susan M. Zereini	1



Fall/Holiday 2013

New Product Smear Sheet

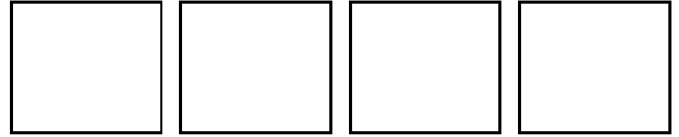
NEW!
marykayatplay™

We all play in our own way™. Your customers can turn up the volume with NEW colors.

With this collection of totally it shades for eyes and lips, reinventing your look every day is super easy!



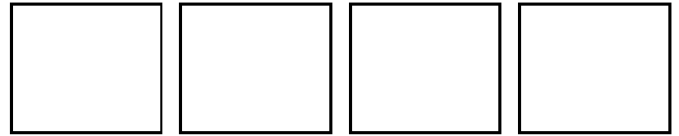
Mary Kay at Play™ Baked Eye Trio \$10



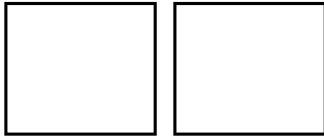
On the Horizon Earth Bound Ocean View Tuxedo



Mary Kay at Play™ Eye Crayon \$10

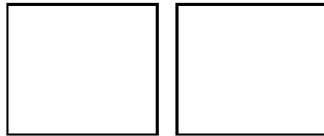


Green Tea In the Navy Purple Smoke Gold Mine



Mary Kay at Play™ Jelly Lip Gloss \$10

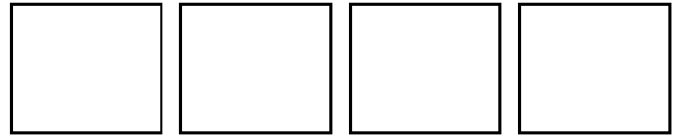
Teddy Bare Hot Tamale



Berry Me Crushed Plum



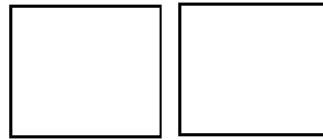
Mary Kay at Play™ Lip Crayon \$10



Toasted Perfect Pink Violet Love Candied Apple

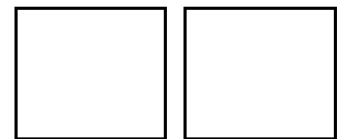


Mary Kay® Glossy Lip Stain \$16



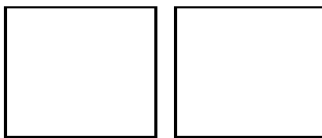
Mulberry Forest Enchanted Mauve

Mary Kay® Kohl Eyeliner \$16



Golden Illusion Mulberry Forest

Mary Kay® Lash Love Colored Mascara \$15



I ♥ plum I ♥ green

Mary Kay® Smoke & Shimmer Eye Wand \$14



Amethyst Smoke Enchanted Mauve Golden Illusion

Thinking of You Set (\$55 suggested retail)

Eau de Parfum
 Moisture Rich Shower Crème
 Eau de Parfum Pendant



Like It Love It Must Have It

Clear Proof Acne System (\$45 suggested retail)

Clarifying Cleansing Gel
 Blemish Control Toner
 Oil-Free Moisturizer
 Acne Treatment Gel



Like It Love It Must Have It

As a Star Consultant, you get to choose prizes for yourself – or your family. From totally indulgent to really practical, you can earn fabulous rewards just for working your business!

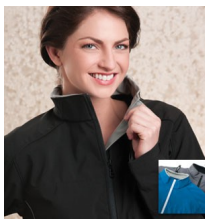
Current Whlse
Prod for Star

-- Wholesale Production Needed --

Qualified
Team
Members

Quarterly
Contest
Prize Total

Consultant Name		Sapphire	Ruby	Diamond	Emerald	Pearl		
JODI BOND	\$1,593.00	\$207.00	\$807.00	\$1,407.00	\$2,007.00	\$3,207.00	2	\$0.00
LISA ZANG	\$1,276.00	\$524.00	\$1,124.00	\$1,724.00	\$2,324.00	\$3,524.00	0	\$0.00
MARLENE ABKEMEIER	\$1,065.00	\$735.00	\$1,335.00	\$1,935.00	\$2,535.00	\$3,735.00	0	\$0.00
CINTIA QUINZANI	\$601.00	\$1,199.00	\$1,799.00	\$2,399.00	\$2,999.00	\$4,199.00	0	\$0.00
YOMEKIA WATSON	\$600.75	\$1,199.25	\$1,799.25	\$2,399.25	\$2,999.25	\$4,199.25	0	\$0.00
MONICA MAGERR	\$600.00	\$1,200.00	\$1,800.00	\$2,400.00	\$3,000.00	\$4,200.00	0	\$0.00
LAYLA MALLARY	\$514.00	\$1,286.00	\$1,886.00	\$2,486.00	\$3,086.00	\$4,286.00	0	\$0.00
NATALIE VITALES	\$427.50	\$1,372.50	\$1,972.50	\$2,572.50	\$3,172.50	\$4,372.50	0	\$0.00



GREAT IDEA FORGIVING YOURSELF A PAY RAISE

By Million \$ Sales Director Awesome Ann Shears

How many of you got a raise on your other job this past year? Did you receive what you deserved? Since you are a business owner as an Independent Consultant with Mary Kay, why not give yourself a raise?

Pull Together Your Raise in a Bag:

- 1 Spa Set (Body Lotion/ Shower Gel/Eau de Toilette)
- 1 Microdermabrasion Set
- 1 Foundation
- 1 set of 5 Lipsticks/Glosses
- 1 Journey or Belara Parfum (or both)
- 1 Satin Hands Pampering Set
- 1 Miracle Set
- 1 Custom Compact (Filled)
- 1 Pack of Sponges

The total products in this bag add up to just over \$450. To replace it, you'll place a \$225 wholesale order for the month! If you sell the contents of this bag in 1 month, you just gave yourself a profit at the 60/40 split of \$180 or around \$2,000 for the year if you do this every month. Remember to add our seasonal products once a quarter, & your profit will grow.

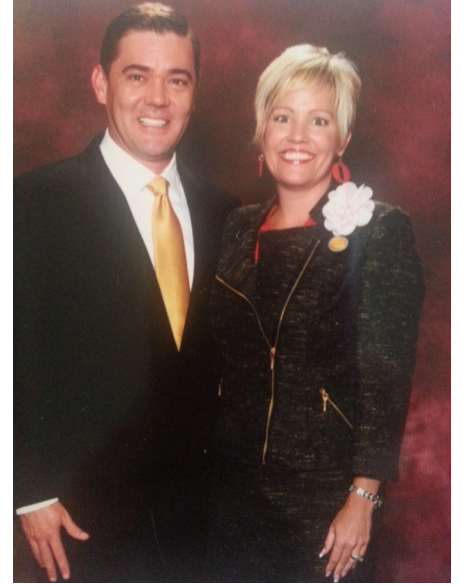


How much time would it take for you to move this amount of products? 30 minutes, 1 hour, you name it! This is just 1 skin care class and possibly only some reorders during the month!

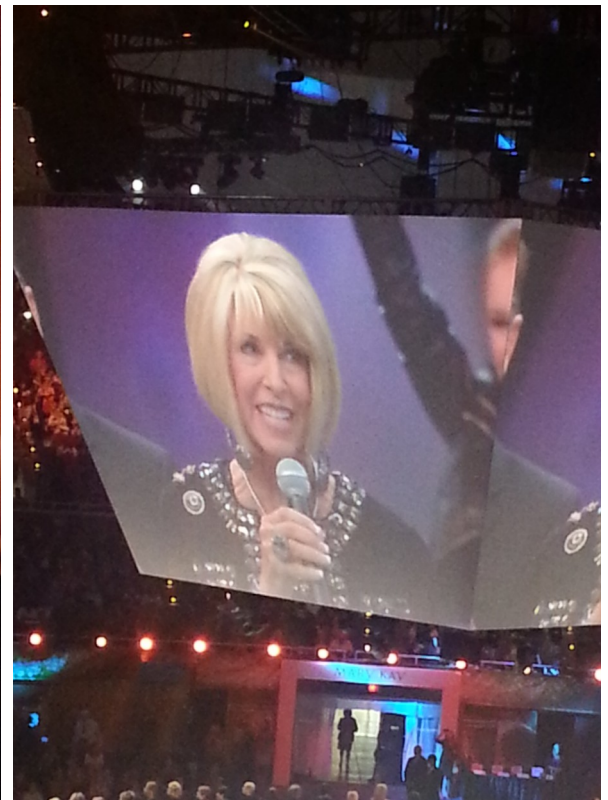
- 1 Bag Monthly:** By moving just 1 of these during the month you gave yourself nearly a \$2,000 raise.
- 2 Bags Monthly:** By moving 2 of these bags in a month, you gave yourself nearly a \$4,000 annual raise.
- 3 Bags Monthly:** By moving 3 of these bags in a month, you gave yourself nearly a \$6,000 annual raise.
- 5 Bags Monthly:** By moving 5 of these bags in a month, approximately 1&1/4 bags per week, you gave yourself a \$10,000 annual raise.
- 10 Bags Monthly:** What if you moved 10 of these each month or approximately a little over 2 per week? This would give you an annual raise of nearly \$20,000!
- Remember: This does not include reorder business, open houses, product previews, etc.**

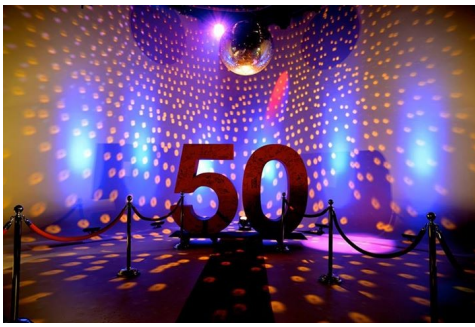
**GET EXCITED AND TAKE CONTROL OF YOUR INCOME!
GIVE YOURSELF A WELL DESERVED RAISE WITH YOUR
MARY KAY BUSINESS!**

Seminar 2013



Congratulations to the unit for completing all 3 new until goals for a triple Crown and also making history as the first unit to ever hit all three in the Bartsch National area.





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

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

Queen YTD Sales



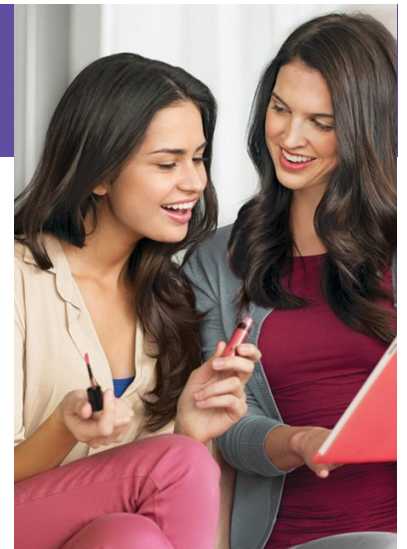
**Lisa
Zang**

Court of Personal — Top 10 Retail Sales

1	Lisa M. Zang	\$2,602.00
2	Yomekia Watson	\$ 1,461.50
3	Monica Magerr	\$ 1,345.00
4	Marlene A. Abkemeier	\$ 607.00
5	Carol G. Neeld	\$ 410.00
6	Rae Butler	\$ 407.00
7	Kathye Harber	\$ 405.00
8	Emily Allison	\$ 404.50
9	Tammy Martin	\$ 404.00
10	Theresa Conrad	\$ 401.00

Get a head start on Seminar 2014 with Double Credit!!

Share the Mary Kay opportunity in August,
*and you can earn double credit toward the
Seminar 2014 Queen's Court of Sharing!*



Independent Sales Directors and Independent Beauty Consultants can earn double credit for up to 6 qualified* new personal team members for a maximum credit of 12 in the month of August 2013 towards the Seminar 2014 Queen's Court of Sharing.

Normally you can earn one credit for every qualified personal team member. During the dates listed below you can earn two credits for each qualified* new personal team member who signs her Independent Beauty Consultant agreement between Aug. 1-31, 2013 and places at least \$600 or more in wholesale Section 1 products from Aug. 1 – Sept. 30, 2013.

**So why just count August once, when you can DOUBLE IT!
Give your business a head start for the new year.**

* For contest purposes a qualified new team member is one whose initial order with the Company is \$600 or more in wholesale Section 1 products and it is received and accepted by the Company in the same or following calendar month that her Independent Beauty Consultant Agreement is received and accepted by the Company...See InTouch for complete details.



Jodi Bond
 7140 Green Oak Rdg
 Cumming, GA 30040
 jodi.bond@att.net

LIVE SHARE LOVE
Play

NEW
 marykayatplay™
 COLOR!

We all play in our own way! It's color you can spin for any mood you're in. Go bold. Reinvent. It's your call! Turn up the volume with Mary Kay At Play Color! See page 8 and InTouch for details.



Introduce yourself as a Mary Kay Independent Sales Director

It has a nice **Ring** to it

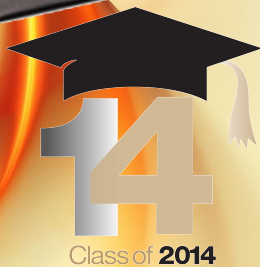


Debut as an Independent Sales Director Aug. 1, 2013 through Jan. 1, 2014 and receive fantastic rewards!



A beautiful **Class of 2014 Ring** to match your 2013-2014 Sales Director suit and a stunning **Badgley Mischka Handbag**.

PLUS...Earn **Free Registration** to Leadership Conference 2014 in New Orleans when you debut between Aug. 1, 2013 and Jan. 1, 2014.



Class of 2014