



30 Stars ** \$300,000 Unit Club ** 100 Active Consultants

WELCOME!
New Starlets
**Monica Le &
Rhea Voiles**
on Cathy Escareno's Team

4th Quarter Stars Top 10

CARRIE CARLILE	RUBY!
REBECCA DENSON	\$1,480.25
ARIANNA GIBSON	\$771.50
JESSICA TRUJILLO	\$594.50
SCHANTELL TIMPE	\$496.50
CAITLIN SANCHEZ	\$360.00
JENNIFER HODGE	\$337.00
JONNYE PARASCAND	\$327.50
STEPHANIE SMART	\$310.00
LORA SHARP	\$293.50

Court of Sales

1	Carrie Carlile	\$27,849.50
2	Arianna Gibson	\$14,372.00
3	Stephanie Smart	\$14,000.50
4	Jessica Trujillo	\$13,498.50
5	Jonnye Parascand	\$7,950.00
6	Schantell Timpe	\$5,341.00
7	Ruth Keith	\$5,127.50
8	Rebecca Denson	\$3,061.00
9	RoxAnn Showaker	\$2,216.00
10	Bonnie Baxter	\$1,939.00

Unit Court of Sales = 12,000 + Retail

Moving Up the Career Path

Team Leader

Senior Consultant
Bonnie Baxter

Star Team Builder

Court of Sharing

1	Carrie Carlile	3	\$563.73
2	Arianna Gibson	1	\$24.16
3			
4			
5			
6			
7			
8			

Unit Court of Sharing = 6 + Qualified

48 days till the Seminar Year ends!
What WILL YOU BE CELEBRATING?

Happy Anniversary

Happy Birthday



Lyndsay Carlson May 15 6th Anniversary
 Kristen Henry May 29 6th Anniversary
 Caitlin Sanchez May 4 2nd Anniversary
 Carol Rockwell May 25 2nd Anniversary
 Jennifer Hanson May 30 2nd Anniversary
 Gloria Hager May 17 1st Anniversary
 Sara Christianse May 17 1st Anniversary
 Rebekah McGrath May 24 1st Anniversary

Cathy Escareno May 12th
 Rebekah McGrath May 14th
 Sommer Backus May 17th
 Schantell Timpe May 19th
 Bobbi Jo Pedersen May 21st
 Matisse Orton May 28th
 Brittany Preator May 28th



Events to look for:



Things I know for SURE:

1. This business works when you do!
2. Nothing happens until somebody sells something.
3. Everything you want can be found at a party.
4. Mary Kay is not magical, its mathematical.
5. You can make money or you can make excuses, but you can't make BOTH!

Leaders Edge—Director's only—every Wednesday at Tammy Crayk's House from 10am till Noon.

Star Quarter ends June 15th!!

TAMMY CRAYK MARKETING...Every 2nd Wednesday of the month @ 7:30 pm, Lasting Impressions

Unit Skincare Party May 24th @ 9:45 am

PRODUCT PREVIEW May 13th @ 7pm

Sun	Mon	Tue	Wed	Thu	Fri	Sat
11 MAY	12	13 Unit Meeting 6-7 Product Preview 7 pm D&D 7:15-8:30pm SCC 7:15pm Must RSVP	14 Leader's Edge 10 am-Noon Tammy Crayk's House	15	16	17 Skin Care Class 9:45-12:45
18	19	20 Unit Meeting 6-7 D&D 7:15-8:30pm SCC 7:15pm Must RSVP	21 Leader's Edge 10 am-Noon Tammy Crayk's House	22	23	24 Unit Skin Care Class 9:45-12:45
25	26	27 Unit Meeting 6-7 D&D 7:15-8:30pm SCC 7:15pm Must RSVP	28 Leader's Edge 10 am-Noon Tammy Crayk's House	29	30 <i>Last Day to place online orders w/out help</i>	31 Skin Care Class 9:45-12:45 <i>Last Day of Month</i>
1 JUNE	2	3 Unit Meeting 6pm D&D 7:15-8:30pm SPA SCC 7:15pm Must RSVP	4 Leader's Edge 10 am-Noon Tammy Crayk's House	5	6	7 Skin Care Class 9:45-12:45
8	9	10 Motivational 6 pm D&D 7:15-8:30pm SCC 7:15pm Must RSVP	11 Leader's Edge 10 am-Noon Tammy Crayk's House	12	13	14 Skin Care Class 9:45-12:45
15	16	17 Unit Meeting 6-7 D&D 7:15-8:30pm SCC 7:15pm Must RSVP	18 Leader's Edge 10 am-Noon Tammy Crayk's House	19	20	21 Skin Care Class 9:45-12:45

MAY Goals:

120+ New Faces! 60+ Interviews! 10+ New Unit Members!

3+ Consultants Move Up the Career Path!

Hot News!

3rd Quarter Star Party was SO YUMMY & FUN!! THANKS to all the STARS!!

Cathy Escareno calls the hotline consistently on her way to work! She loved pinning her newest Team Member last week & is searching for Seminar flights! She also has peeps for Tammy's event—Very Cool!

Stephanie Smart held her party last week—guests at the Studio—AWESOME! She was a the 3rd Star Party on Saturday! LOVED THAT!!

Julie Renfeldt is so happy to be a part of our Area & Unit! She appreciates the friendships & willingness to share ideas <3 We LOVE her back!!

COUNT UPS!

New Names, 10:
Parties Booked, 2:
Faces done, 5:
Parties held, 1:
Career Shares, 3:
Bubble Sheets, 1:
Sales, \$200:
Sharing, 1:

Call the **HOTLINE** with your **HOT NEWS** so we can celebrate **YOU** too! (641)715-3900 ext 699552 #



\$10,000

\$9,000

\$8,000

\$7,000

\$6,000

\$5,000

\$4,000

\$3,000

\$2,000

\$1,000

May Unit Production

May 1st - 31st, 2014
Sell \$1,000 in a week!
suggested retail

Mary Kay Ash loved always rose to meet a challenge!
To celebrate Mary Kay's birthday on May 12th, rise to the challenge and have a **GRAND WEEK** in May!

WIN A GRAND*

*See MaryKayinTouch.com for more details.



Name _____ Date _____ Wholesale order \$ _____
Due June 3rd. Choose price OR Power Points with coordinating wholesale order.

Mega-Watt May!



1000 WHOLESALE & 25 ITEMS SOLD	1400 WHOLESALE & 30 ITEMS SOLD	1600 WHOLESALE & 35 ITEMS SOLD	1800 WHOLESALE & 40 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.

Building **WALL** to **WALL** Leaders

Join the Movement.
Build Wall to Wall Leaders.

WEEKLY ACCOMPLISHMENT SHEET--IN!

\$ Million Dollar Me\$\$age **\$**
641-715-3900 #44336

Tuesday Night Training

May-

SCC= LynSie

Marketing= Jessica

TRAINING= Carrie=BOOK/COACH/IMAGE Week 1

SELL/IMAGE Week3

TEAM BUILDING/IMAGE Week4

JUNE-

SCC= Jessica

Marketing= Krista

TRAINING= Susi=BOOK/COACH/IMAGE Week 1

SELL/IMAGE Week 3

TEAM BUILDING/IMAGE Week 4

****Teachers are subject to change****



UNIT CARWARS Plan:

120 new faces a month
(30 faces a week),
ask everyone to listen,

half will—makes for 60 interviews a month
= (16 interviews a week),

1 in 5 recruit = 12 new team members a mo.
(3-4 a week)

Consultant CARWARS Plan:

60 new faces a month
(15 faces a week),
ask everyone to listen,

half will—makes for 30 interviews a month
= (8 interviews a week),

1 in 5 recruit = 6 new team members a mo.
(1-2 a week)

Would you like to have a FREE Coach Purse?

March 16- June 15th

*Hold at least 12 parties with \$3600 in new business

*Place an order of \$1800 to provide product to your customers

YOU will earn a FREE COACH purse at a value from \$100+!



(That's an average of \$300 per party & only 4 parties a month!!!)

Get Me a Coach Purse!

Name	Arianna	Cathy	Jennifer	Jessica	Julie	Maria	Rebecca	Ruth	Schantell	Stephanie
Party total										
Wholesale In	771.50		337.00	594.50			919.25	233.75	131.00	310.00