



THE DARE TO DREAM TEAM

WORKING OUR WAY TO THE TOP!



April 2014 Recognition & Results

Congratulations On-Target Stars:

Here's how much you need to finish your next star by 6/15/14

Star Achieved	Name	Current Wholesale	WS Needed for Next Star
Sapphire	Leanne Fabrizio	\$1,805	\$595
	Kat Roedell	\$1,037	\$763
	Christine Renzi	\$644	\$1,156
	AnnMarie Jardine	\$271	\$1,529
	Consandra Clements	\$270	\$1,530
	Patty Marsden	\$265	\$1,535
	Patricia Weightman	\$229	\$1,571
	Tracy Taylor	\$228	\$1,572
	Lisa St. Hilaire	\$226	\$1,574
	Cheryl Kehl	\$225	\$1,575
	Elizabeth Johnson	\$74	\$1,726



Kat Roedell
Queen of Wholesale



Christine Renzi
Queen of Sharing



Kat Roedell
Top Love Check

Welcome New Consultants

Angela Taylor
Sponsored By:
Linda Horne

Leanne Fabrizio
Sponsored By:
Christine Renzi

Did you know that over **10,000 people retire a day?** (taken from Prudential's website). Teachers are almost out for the summer too! Who do you know that is looking for something fun to do with their extra time?



Celebrating 50 years: Mary Kay Ash taught us how—go live your dream!
One Woman Can!

Dear Dream Team,

I am so excited to be finishing up this seminar year with such strength and determination! We are on our way to achieving some amazing goals and dreams together. May is a wonderful month to push yourself just a little bit harder. May 12th was Mary Kay Ash's birthday, and I like to challenge myself to honor her in some way this month. She was a tremendous example of hope and dedication to excellence and hard work. Will you have your own Grand Week (or two)? Will you challenge yourself to build Wall to Wall and start the journey towards a unit of your own?

Eleanor Roosevelt said, "Do one thing a day that scares you." I think Mary Kay would have liked that. I heard a wonderful story about putting your fears into perspective. Consider spending an evening camping out in the woods with a flashlight and a Stephen King novel. Imagine just how big the squirrels will be! The next morning, walking out of the woods, you'll laugh at your updated perspective on things. What we have to remember is fear is always like that! It is a fact that 84% of what we are afraid of never comes true; 14% of our fears we have control over and can change the outcome; only 4% of our fearful future is out of our control, and yet most of these things never become reality either. I encourage you to confront just one of your fears this month. Do one thing a day to work towards mastering that fear, and you'll never regret it.

For example- summer sales can quickly lead to summer team members. We all need more time. If you are anything like me, your schedule fills up twice as fast this time of year. Add that we are trying to do more with less, and Mary Kay is the perfect fit for so many women. It can be added into your life just about any time or anywhere. When sharing the opportunity and holding classes, listening is key. We've all heard about listening for the need and filling it. This principle applies to everything from makeup tips to hostess credit for free product to scheduling time interviews. If you can find the need, you can usually provide a solution with Mary Kay. Instead of thinking about overcoming objections, think of the opportunity as a service just like our great products. The best part is if you shared the opportunity with anyone in April (or took advantage of it yourself and are a new consultant), you can offer these same great incentives to potential new team members in May! Make sure to check out Intouch daily for inspiration, motivation and some great ideas!

Set your sights on going to Seminar in Dallas. Dreams are captured! I have a clear vision for our unit to grow to 75 strong and be a car driving unit. We will become the most improved unit in the Warfield Area and be back in the top ten units represented in NH!! This means everyone working together to stretch and move up one step in the career ladder. We have so much to offer women...hope...joy...and a sisterhood that is priceless. Barriers are only there if you create one!

I can't wait to celebrate your success this summer. If you need help, I'm only a phone call away!

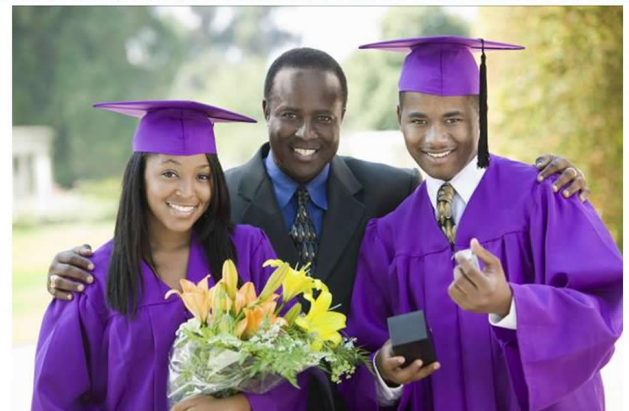
Love & Bee~lief,

Linda



It's the 100th anniversary of Mother's Day!

The American Mother's Day was created by Anna Jarvis in 1908 and became an official U.S. holiday started by President Woodrow Wilson in 1914. The notion of a Mother's Day was initially a fairly radical idea and even led towards things like women's rights and equality in the 1860s and '70s. In the years before the Civil War (1861-65), Ann Reeves Jarvis of West Virginia helped start "Mothers' Day Work Clubs" to teach local women how to properly care for their children. In 1870, Howe wrote the "Mother's Day Proclamation," a call to action that asked mothers to unite in promoting world peace. Together, women can do anything! What special way will you choose to honor mothers everywhere this month?



GRADUATION GIFT IDEAS

- ◆ **Tribute to the Graduate** - Tribute Cologne for Men
- ◆ **As You Begin Life's Journey** - Journey Eau de Parfum
- ◆ **With an "Eye" on the Future** - Eye Shadows, Eye Liner, Mascara, Concealer & Eye Primer
- ◆ **You Deserve a Hand** - Satin Hands Set
- ◆ **Your Future Looks Bright** - CC Cream Sunscreen Broad Spectrum SPF 15 or Subtle Tanning Lotion, Sunscreen SPF 30, & Lip Protector
- ◆ **Help Dreams Take Flight** - Limited-Edition Beauty that Counts! Journey of Dreams Eau de Toilette to support the Mary Kay Foundation

MARY KAY
one woman canSM
 50 YEARS



Focus on the basics this month!
**Book
 Coach
 Sell
 Share**
*They can take you
 anywhere you want to go!*



Year To Date Court of Personal Sales

1	Kat Roedell	\$12,256.00
2	Christine Renzi	\$11,174.00
3	Pamela Moulton	\$3,166.00
4	AnnMarie Jardine	\$2,580.00
5	Patty Marsden	\$2,175.50
6	Elizabeth Johnson	\$2,143.50
7	Donna Morgridge	\$2,138.50
8	Sandra Gregoire	\$1,780.00
9	Kim Bridges	\$1,628.00
10	Patricia G Weightman	\$1,516.00
11	Rebecca Molinar	\$1,491.00
12	James Snodgrass	\$1,468.50
13	Consandra F Clements	\$940.50
14	Tracy Taylor	\$892.00
15	Carey Johnson	\$892.00
16	Sally Neihart	\$862.00
17	Lisa St. Hilaire	\$856.00
18	Denise Arnold	\$815.00
19	Lauren Tice	\$780.00
20	Wanda Lopez	\$610.00



**Thank You Consultants Who Invested
 in Their Business in April**

Kat Roedell

Christine Renzi

Patty Marsden

Cheryl Kehl



PCP Participants:

- Kat Roedell
- Christine Renzi
- Pamela Moulton
- Kim Bridges
- Linda Horne



Limited-Edition Journey of Dreams Eau de Toilette, \$25
 Discover how you can help bring to life the dreams of women and children in need with this light, fresh floral scent. In the United States, from May 16- Aug. 15, \$2.50 will be donated from each sale of *Journey of Dreams*.



Truth is, stress does not exist, except in your own thinking. Your stressful thoughts are no more real than your nonstressful thoughts; they're just thoughts. Stress is merely your perception of a situation, not the situation itself. When you redefine stress like this-as something you can control-you can maintain a positive feeling even when circumstances don't seem to warrant your optimism.
 Taken from: *Slowing Down to the Speed of Life: How to Create a More Peaceful, Simpler Life from the Inside Out*. By: Richard Carlson & Joseph Bailey



Recruiters and Their Teams

Star Team Builders

Kat Roedell

- Alainna Kondos
- Cheryl Kehl
- Rebecca Molinar
- Wanda Lopez
- * Angel Bull
- * Beatrice Dodds
- * Carrie Cox
- * Cathryn Crable
- * Deb McDonald
- * Dorothy Anlage
- * Eudez Ulysse
- * James Snodgrass
- * Kayla Potter
- * Laura Herrmann
- * Marlena Velez
- * Sheri Cutler
- * Susan M Spain-Robbie

Senior Consultants

Christine Renzi

- Sandra Gregoire
- * Leanne Fabrizio

Pamela Moulton

Donna Morgridge



Your End of The Year Moving On Up Checklist

- Decide on the goal. Put a date on it.
- Post affirmations around the house. Attain motivational growth through books, audio and coaching. If you need more positive affirmation information—do a search on Intouch.
- Make 2 new goal posters and put them in your kitchen and office.
- Decide how many personal classes and interviews it will take to reach your goal. (If you're not sure, call your director for guidance.)
- Fill out a weekly plan & menus a week in advance and shop for everything you need.
- Get support systems organized: a) Child care b) An office assistant—can even be one of your children 12-14 years old; 3 hours/week to put together looks, hostess packets, trays, recruiting packets c) Organize a filing system—brain book
- Book 10 selling appointments for the next 2 weeks.
- Book 10 interviews for the next 2 weeks (may invite them to an event).
- Set up coaching time with your director 2 times a week.
- Hand out no less than 10 recruiting packets a week!!!



Qualified Year to Date Sharing Court

Christine Renzi	1 Qualified	\$32.36
Kat Roedell	1 Qualified	\$24.07



Make plans now to be in the 2014 Court of Sharing! Just 24 qualified new team members for the year!



Love Checks: Sharing the Opportunity

4% Recruiter Commission

Kat Roedell	\$9.00
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June Birthdays

Alainna Kondos	14
Denise Arnold	30

June Anniversaries

AnnMarie Jardine	6
Elizabeth Johnson	3
Rebecca Molinar	2

We can choose to be our best selves and to become all we're capable of becoming. When we dedicate ourselves to the practice of the good life, we approach our challenges with greater equilibrium and have a more positive, constructive attitude as we pursue excellence. By: Alexandra Stoddard



Consultants Only Fun Night Out!



**Consultant Only Night!!
Celebrating & spending
Mary Kay Bucks!!**

Look at all the Bags!!

Oh My!!!!

2014 Unit Seminar Awards 7/1/13—6/30/14

Seminar 2014 Unit Queen of Sales



Crystal Droplets Earrings & Necklace—A cascade of clear & frosted crystals tumble freely from gold-tone chains, elegant and a bit bohemian at the same time.



Seminar 2014 Unit Queen of Sharing



Black Ice Necklace & Earrings—Classic elegance with stunning sparkle. A progression of crystals that graduate from white to black with a gorgeous gray in between.

Seminar 2014 Unit Runner Up Queens



Signature Crystal Pen—Signature of success, this black pen features almost 100 crystals floating freely inside the barrel adding a touch shimmer to the order written.

Unit Miss Go-Give

Who will you vote for our Unit Miss Go-Give?



Sweet Heart Pin—Delicate silver-tone pin is encrusted with a wave of glittering crystals that shine brightly against a satin finish.

Queen of Sales

Year to date as of 5/13/14 *RETAIL Seminar Credit

1. Kat Roedell	\$12,256
2. Chris Renzi	\$11,174
3. Leanne Fabrizio	\$ 4,177
4. Pam Moulton	\$ 3,166

Queen of Sharing

Year to date as of 5/13/14 *YTD Seminar Qualified

1. Chris Renzi	2
2. Kat Roedell	1

*Seminar Qualified is a minimum \$600 Wholesale



From May 16- August 15, \$2.50 will be donated from each sale. Mary Kay is committed to bringing an end to domestic violence. Your purchase supports The Mary Kay Foundation grant program for women's shelters, helping survivors of abuse begin a journey of recovery.

Spritz on the *limited-edition* Beauty that Counts! Journey of Dreams Eau de Toilette, and feel good about doing good! It's crisp floral scent expresses a spirit of caring. **Dreams:** They provide the power to overcome obstacles, achieve the impossible and transform today into a beautiful new future. **That's the inspiration behind this year's inspiring fragrance.** \$25



Mary Kay At Play, NEW Products
Create statement eyes and lavish lips.
 Bold Fluid Eyeliner, \$10

Triple Layer Tinted Balm, \$10
 Atomic Red, In the Plum,
 Orange You Lovely, Pink Again



Blue My Mind, Gold Metal,
 Hello Violet & The Real Teal



NEW Mineral Eye Color Shades, \$7 Driftwood, Ballerina Pink, Rosegold, Stone and French Roast.

This long-lasting, fade-resistant, mineral-based formula delivers weightless, high-impact color in one swipe with a natural, luminous finish that looks gorgeous on any skin tone.

New True Dimensions Lipstick Shades!

Intensely moisturizing. Exquisitely smoothing. It's like a color-infused fountain of youth for your lips.



Glide on 10 new shades with confidence: Tangerine Pop, Citrus Flirt, Coral Bliss, Exotic Mango, Sassy Fuchsia, Lava Berry, Berry a la Mode, First Blush, Tuscan Rose and Chocolate. \$18, each

Limited-Edition Honeydew Satin Hands Pampering Set, \$35
 Delight in sweet summer scents.



PCP Gift With Purchase
 You can get a FREE Mini Microdermabrasion Set & Indulge Soothing Eye Gel in a black mesh bag when you purchase \$40+ in MK products.

HOW TO HAVE A GRAND WEEK IN MAY!

WIN A GRAND!

May is the perfect time to honor Mary Kay Ash. June is ideal to help finish the Seminar year strong. And July can help you kick off the new Seminar year with a bang!

Need a little help? Submit your tips on our **“Let’s Talk” blog post**, sharing how you plan on achieving the *Have a GRAND Week* sales challenge, **AND share your success stories** once you’ve completed the challenge!

When you do so, you will **have your name entered into a drawing of all eligible posts** submitted that week for a chance at winning **\$1,000 in American Express gift cards!** There will be **3 winners each week**, and the winners’ posts will be featured on the **“Let’s Talk” blog.**

See Intouch or MK’s Let’s Talk for details.

Mary Kay’s birthday is May 12. And no one loved a challenge more than Mary Kay Ash! So to honor the Founder, sell \$1,000 in

suggested retail sales in a week! Want \$1000 weeks? Double your effort, double your fun, double your results!



How to be a Superstar (\$500 Retail) EVERY Week

By: SNSD Jeanne Rowland

- 1. Expect a minimum \$500 week every week.** Set your standard. You are capable and willing and can be a leader in your unit! Have a goal to crow about your week EACH week!
- 2. Book 5 Shows to hold 3.**
 - Set up your week before the week starts.
 - Book no more than 2 weeks in advance.
 - Always be thinking, "What do I have booked for next week?"
 - To avoid lots of postponements and cancellations, coach every appointment, every face, very well the week before the show.
 - Remember your hostess has 2 signs across her chest: "What's in it for me?" and "Make me feel important!"
- 3. Plan a minimum of \$300 retail EACH week in new faces,** then add the rest in good reorder customer service. This keeps your business growing!
- 4. Book at least one new face every day.** Have business cards handy. You need new people to build a strong customer base. "One a day keeps the scaries away!"
- 5. Think marketing:** To see it is to want it!
 - Have plenty of product on hand at Shows for impulse purchases.
 - Display ALL your stock at home during all facials.
 - Bring a basket of goodies when delivering reorders. Don't just throw the bag at her!
 - Display new products in the center of the table at parties. How about on a flat mirror?
 - Find out what your customers like and want in the future. Make notes. Show them how to get those items by having a show or recruiting.
 - Ideas are endless; a little extra time on your part may mean BIG bucks this week!
- 6. Take the time to talk to your customers.** Build a relationship. Listen to their needs! They will take good care of you for years to come!

DARE TO DREAM!



Building
WALL
to**WALL**
Leaders



Class of 2014



Mary Kay Dates to Remember:

- **June 1:** Online DIQ commitment form available beginning 12:01 am CST until midnight on the 3rd.
- **June 10:** PCP summer 2014 mailing of month 2 mailer begins.
- **June 15:** Postmark deadline for Quarter 4 Star Consultant Quarterly Contest. Happy Father's Day!
- **June 16:** Quarter 1 Star Consultant quarterly contest begins. PCP fall 2014 online enrollment and Month 2 mailer begins.
- **June 20:** Online prize selection for Quarter 4 Star Consultant quarterly contest.
- **June 30:** Seminar 2014 contest period ends. Last business day of the month. Orders and agreements submitted by mail or dropped off at branches must be received by 7pm local time to count towards this month's production. Last day for consultants to place online orders (until 9pm CST). Online agreements accepted until midnight CST.

Monday Success Mtg ~ MK Studio ~ 6:30-8:15

Value of Thinking About "Why": It Clarifies Focus

When you land on the real purpose for anything you're doing, it makes things clearer. Just taking two minutes and writing out your primary reason for doing something invariably creates an increased sharpness of vision, much like bringing a telescope into focus. Frequently, projects and situations that have begun to feel scattered and blurred grow clearer when someone brings it back home by asking, "What are we really trying to accomplish here?"

Whereas purpose provides the juice and the direction, principles define the parameters of action and the criteria for excellence of behavior.

This kind of grounded, reality-based thinking, combined with clarification of the desired outcome, forms the critical component of knowledgeable work. In my experience, creating a list of what your real projects are and consistently managing your next action for each one will constitute 90 percent of what is generally thought of as project planning. This "runway level" approach will make you "honest" about all kinds of things: Are you really serious about doing this? Who's responsible? Have you thought things through enough?



LINDA HORNE
 INDEPENDENT SALES DIRECTOR
 PHENOMENAL DARE TO DREAMERS

31 Tansy Ave
 Stratham, NH 03885
 Phone: (603) 531-1542
 lhorne@marykay.com
 Unit Website: www.lindahornemk.com

Return Service Requested



**Words of Wisdom
 From Mary Kay Ash**

Becoming a mother changes your life forever. Your responsibility to provide, love, and care for your child is a lifetime commitment. No matter how big and strong your child grows, you never stop being a mother. And, yes, especially when your child is small, you will make numerous personal sacrifices. But most mothers agree that such sacrifices enrich their lives.

ONE WOMAN CAN AND THAT WOMAN IS YOU:

Building
WALL
 toWALL
 Leaders

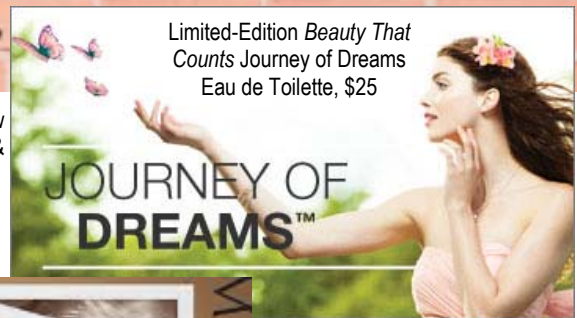
There's so much to be involved in this month! Choose your passion to pursue!

Join the Movement.
 Build Wall to Wall Leaders.



Explore what's NEW on
 myCustomers!

Great new
 services &
 products,
 so check
 out
 Intouch!



Happy Birthday to Mary Kay!
 Enriching Women's Lives



The
 Look
 Mails
 May
 16

