



# THE DARE TO DREAM TEAM

WORKING OUR WAY TO THE TOP!



April 2013 Recognition & Results

## Congratulations On-Target Stars:

Here's how much you need to finish your next Star By 06/15/13

Star Achieved	Name	Current Wholesale	WS Needed for Next Star
Emerald	Lori Thompson	\$3,601	\$1,199
Sapphire	Kat Roedell	\$1,815	\$585
	Wanda Lopez	\$780	\$1,020
	Christine Renzi	\$731	\$1,069
	Kim Bridges	\$337	\$1,463
	Sorphea Schumrick	\$283	\$1,517
	Dorothy Anlage	\$229	\$1,571
	Patricia Weightman	\$225	\$1,575
	Staci Coronati	\$222	\$1,578
	Cathryn Crable	\$210	\$1,590
	Lisa St. Hilaire	\$205	\$1,595
	Alainna Bozenbury	\$205	\$1,595
	Sheri Cutler	\$205	\$1,595
	Lynn Lebida	\$204	\$1,596
	Rebecca Molinar	\$204	\$1,596
	Kayla Potter	\$203	\$1,597
	Susan Spain-Robbie	\$202	\$1,598
	Tracy Taylor	\$202	\$1,598
	Deb McDonald	\$201	\$1,599
	Elizabeth Johnson	\$188	\$1,612
	Donna Morgridge	\$102	\$1,698



**Lori Thompson**  
Queen of Wholesale



**Kat Roedell**  
Queen of Sharing



**Kat Roedell**  
Top Love Check

## Welcome New Consultants

Name:

Rachael Short  
Jill Sawyer  
Kayla Potter  
Beatrice Dodds  
Cathryn Crable  
Dorothy Anlage  
Lori Thompson

Sponsored By:

Wanda Lopez  
Lori Thompson  
Kat Roedell  
Kat Roedell  
Kat Roedell  
Kat Roedell  
Christine Renzi

We're not products of circumstances or accident; we're products of what we think. Our thoughts influence our words, our deeds, what other people think of us, and whether or not they want to do business with us. If you hope to be productive and lead a happy life, you have to control your thoughts. The majority of people let their thoughts drift without making any attempt to control them. Thought control is hard work, but in the long run, with practice, it becomes easier and easier, like learning to play the piano. And when you've mastered the art of controlling your thoughts, you can make your mind a garden of indescribably beautiful flowers instead of a weed patch.

~John Marks Templeton



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

Dear Dream Team!

May is such a wonderful month for Mary Kay. Our products make the perfect gift for Mother's Day this month. I hope you've chosen to invite all of your customers to schedule mother-daughter makeovers during the month of May. This is such a fun thing to do and a great way to get young women on great skin care that they'll enjoy for years to come.

We remember Mary Kay Ash in a special way this month since May 12th was her birthday. We hear a lot about how wonderful Mary Kay was. Her inspirational quotes, words of wisdom, and kindness are all over the Intouch website, and I'm sure at least one of them has touched your life in a special way. I want to take a moment to think about what a hard worker Mary Kay was. Her mother had to work 14 hour days to support her and her ailing father, so she learned the lesson of hard work as a young girl. While other young girls were playing, Mary Kay was faced with household tasks and caring for her father. When she called her mom for help, she also received encouragement. This is a lesson she taught us all: A little encouragement can make any job easier to undertake. We all know the story of how she started her business, but have you taken a moment to consider the hard work that went into building a business for women in 1963? Did you know that she started her business a month after her second husband had passed away? She had a number of obstacles to overcome, and the company turned a profit in its first year. By the end of its second year, they sold close to \$1 million in products. She's an inspiring example that you can achieve any dream you set your heart on and are willing to do the work to achieve.

We're in the final stretch of this year! The heat is on! The time for action is now! The things you do today will bring next month's successes! How do you want to end the seminar year? Begin the next one? Set yourself up now to succeed. Get into the habit of holding 3 classes and interviews each week this month to go on-target next month and be a successful director in the new year. Add 5 active team members to celebrate Mary Kay's birthday and you'll gold medal and earn an amazing free red jacket when they qualify! Remember, your habits today determine your future. What kind of future do you want?

Love and Belief, Linda



Seminar is always a special time for me. It's a time I look forward to, because it gives me the opportunity to share with you what you have shared with me. To reward your dedication, love and achievement. And to give you the recognition you so richly deserve! Every year at Seminar I can't help but feel more proud of each and every one of you.

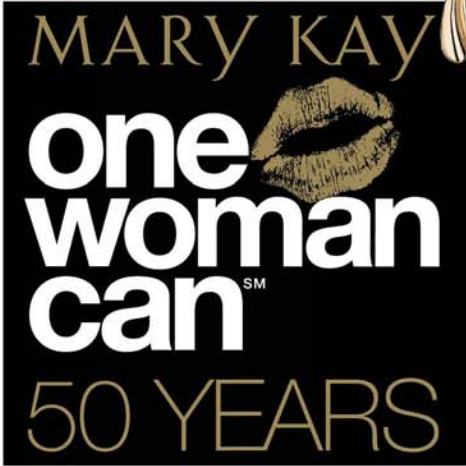
You've all come so far and accomplished so much. All of you are stars, and this is your time to shine.



Imagine the Academy Awards and a Broadway show rolled into one. That's Seminar, Mary Kay's Three-Day Extravaganza and Biggest Event of the Year! And with this year's 50th anniversary celebrations in the mix, get ready for an extra dose of fabulous!

Pack your best glitter-glam, grab your girlfriends, and head to Dallas for world-class entertainment and more.

# Our Top 5 Wholesale Orders For April



Lori Thompson      Kat Roedell      Christine Renzi      Kim Bridges      Wanda Lopez

**Year To Date Court of Personal Sales**

1	Kat Roedell	\$9,380.50
2	Christine Renzi	\$9,034.50
3	Lori Thompson	\$8,155.00
4	Kim Bridges	\$5,499.50
5	Elizabeth Johnson	\$3,086.00
6	Staci Coronati	\$2,662.00
7	Patty Marsden	\$2,371.00
8	Donna Morgridge	\$2,167.00
9	Wanda Lopez	\$2,056.00
10	Patricia G Weightman	\$1,603.00
11	AnnMarie Jardine	\$1,400.50
12	Pamela Moulton	\$1,138.50
13	Lynn Lebida	\$1,116.50
14	Rebecca Molinar	\$1,013.00
15	Sorphea Schumrick	\$980.00
16	Deb McDonald	\$872.50
17	Sheri Cutler	\$820.50
18	Denise Arnold	\$818.00
19	Lisa St. Hilaire	\$817.00
20	Carey Johnson	\$815.50

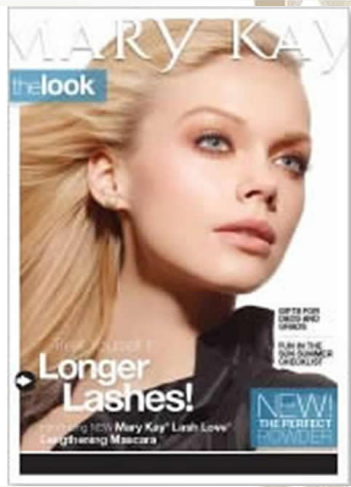


## Thank You Consultants Who Invested in Their Business in April

- Lori Thompson
- Kat Roedell
- Christine Renzi
- Kim Bridges
- Wanda Lopez
- Dorothy Anlage
- Patricia G Weightman
- Staci Coronati
- Cathryn Crable
- Alainna Bozenbury
- Sheri Cutler
- Lynn Lebida
- Kayla Potter
- Susan M Spain-Robbie
- Deb McDonald

## PCP Participants:

- Kat Roedell
- Christine Renzi
- Pamela Moulton
- Donna Morgridge
- Wanda Lopez
- Elizabeth Johnson
- Katie Fawkes
- Kim Bridges
- Linda Horne



## Welcome Back Consultants

- Lynn Lebida
- Susan Spain-Robbi



# Recruiters and Their Teams

## Future Directors

### **Kat Roedell**

- Alainna Bozenbury
- Angel Bull
- Cathryn Crable
- Deb McDonald
- Dorothy Anlage
- Kayla Potter
- Rebecca Molinar
- Sheri Cutler
- Susan M Spain-Robbie
- Wanda Lopez
- \* Beatrice Dodds

## Senior Consultants

### **AnnMarie Jardine**

- Patricia G Weightman

### **Christine Renzi**

- Lori Thompson

### **Pamela Moulton**

- Donna Morgridge



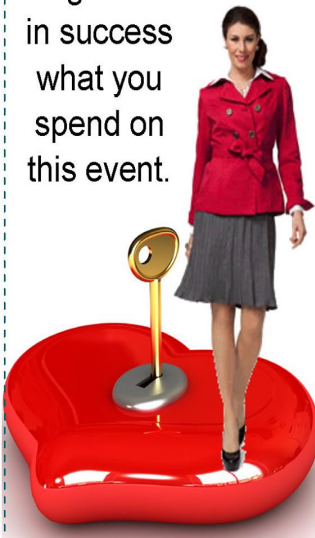
## Tips from Million \$

### National Kim McClure-

DAILY ROUTINE IS YOUR KEY TO SUCCESS!!! Track yourself for a few days while in your office-are you producing income or a cleaner office?

Your job is to put MK on faces and to tell everyone about the business. Did you do that today??? YOU MUST ATTEND SEMINAR IF YOU WANT MORE SUCCESS IN MK!!!

It's not an option if you want to make more money. You will get back in success what you spend on this event.



# Qualified Year to Date Sharing Court

Christine Renzi	1 Qualified	\$144.02
Kat Roedell	1 Qualified	\$63.86



Make plans now to be in the 2013 Court of Sharing! Just 24 qualified new team members for the year!



## Love Checks: Sharing the Opportunity

### 13% Recruiter Commission

Kat Roedell	\$223.63
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### 4% Recruiter Commission

Christine Renzi	\$144.02
AnnMarie Jardine	\$8.99

### June Birthdays

Sheri Cutler	5
Alainna Bozenbury	14
Denise Arnold	30

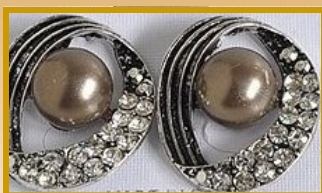
### June Anniversaries

AnnMarie Jardine	5
Elizabeth Johnson	2
Rebecca Molinar	1

"Many persons have a wrong idea of what constitutes true happiness. It is not attained through self-gratification, but through fidelity to a worthy purpose." ~Helen Keller



**Each one reach one contest!  
You and your new team  
member will receive these  
Gold Pearl Earrings!**



**Recruit two new team  
members and your  
choice of these Ripple  
Effect Necklaces!**



**Recruit four new team  
members and earn this  
Go for the Gold bag!**



**Recruit three new team  
members and earn this  
*RED HOT*  
Umbrella!**

**Recruit five new team members  
or go on-target for your Chevy  
Cruze or DIQ with \$5000 or  
more EARN THE WHOLE PAGE!**



**10 guests or interviews  
between  
May 1- 15th and earn this  
Heart Key Chain!  
10 guests or interviews  
between May 16-31st earn  
these hot sunglasses!**

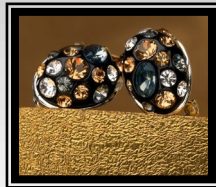


# 2013 Unit Seminar Awards

## Seminar 2013 Unit Queen of Sales



*Opportunity Arrives*—This necklace & Earring set speaks to your never ending ambitions with gorgeous crystal stones.



## Seminar 2013 Unit Queen of Sharing



*Write Your Story Pen*—Mary Kay said the faintest ink is better than the most retentive memory. Write your own story of success with this refillable Mary Kay branded ballpoint ink pen.

## Seminar 2013 Unit Queen of Sales Runner Up



Royal Dream Earrings or  
Living the Dream Bracelet

## Seminar 2013 Unit Queen of Sharing Runner up

*Share the Dream Business Card Holder*—Mary Kay wanted to give women the opportunity to achieve anything they could dream.



## Unit Miss Go-Give

*From My Heart to Yours*—You can love people and not lead them, but you cannot lead people without loving them.

## Queen of Sales

Year to date as of 4/30/13

**\*RETAIL Seminar Credit**

1. Kat Roedell	\$9380.50
2. Christine Renzi	\$9034.50
3. Lori Thompson	\$8155.00
4. Kim Bridges	\$5499.50
5. Elizabeth Johnson	\$3086.00
6. Staci Coronati	\$2662.00

## Queen of Sharing

Year to date as of 4/30/13

**\*YTD Seminar Qualified**

1. Kat Roedell	1
2. Christine Renzi	1
3.	
4.	
5.	
6.	

**Men's Fragrance Travel Collection, \$36**

It's the perfect Father's Day gift! This collection includes miniatures in Domain, MK High Intensity, Tribute for Men, Velocity for Him and True Original. You're both sure to love them! Our Gift box includes 5 fragrance miniatures in a special gold & black 50th Anniversary packaging.



Happy  
*Father's*  
Day



**Advanced Facial Hydrator Sunscreen Broad Spectrum SPF 30, \$22**

Hydrates for over 10 hours and contains our patented MKMen Complex that helps to reduce the look of fine lines & wrinkles. It immediately hydrates while protecting skin from damaging UVA and UVB rays.

**Advanced Eye Cream, \$26**

This multitasking formula helps to firm the look of skin around the eyes as it dramatically minimizes the appearance of fine lines, dark circles, puffiness and wrinkles. Look to this lightweight, oil-free formula to help tired eyes look revived.



**Lash Love Lengthening Mascara, \$15**  
Long, strong, seriously separated lashes. What's not to love?

- Creates bold, instantly intensified length of lashes.
- Lifts, curls and perfectly separates while it conditions and strengthens lashes.
- Nonclumping, flake-free formula wears all day (for over 10 hours), while lashes feel soft and healthy without that spidery, stiff look.



**New! Translucent Loose Powder, \$16**

Translucent. Sheer. It's every woman's perfect shade with a sheer, invisible finish. One shade works for ALL skin tones, so it eliminates the need for shade matching. The best part: it diffuses light and helps diminish the appearance of fine lines.



**New! Special-Edition *Beauty That Counts* Lip Gloss in Celebrate (\$14) or Creme Lipstick in One Woman Can (\$15)**

In honor of Mary Kay's 50th Anniversary, you can join us and change the lives of women and children worldwide. From now until Nov. 15, \$1 will be donated from each sale.

HAPPY  
MOTHER'S DAY



*The Seminar Attendees of Today are the **Success Stories of Tomorrow!***  
**DALLAS BOUND  
 COUNTDOWN TO  
 SEMINAR!  
 AN INVESTMENT  
 IN YOUR CAREER  
 & YOUR DREAMS!**

**FIFTY YEARS OF FABULOUS!**  
 SEMINAR 2013



Sure, Seminar is fun, but it's so much more! It's an exciting learning experience that motivates & teaches you in just 4 days what could take months or even years to learn on your own. Seminar is an investment in your career as a professional Beauty Consultant, yes an investment in your vocation, not a vacation from your business!

Consultants & Directors will be seated together in the Arena of the Dallas Convention Center for "Awards Seminar." The rest will be in a separate hall of the Dallas Convention Center for "Seminar," watching Awards Seminar on a giant video screen

**"You don't have to learn things the hard way. Just do your homework. Trust the mentorship of those who've gone before you, and autograph your work with excellence."**

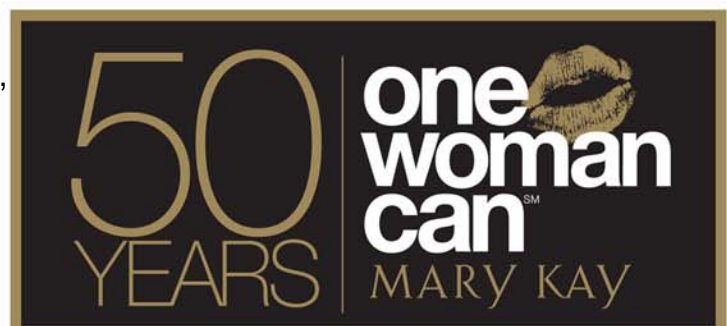
similar to Career Conference. A separate stage & podium are in this hall for live speakers & recognition. Our unit will be together for meals, Awards Banquet, hotel functions & bus rides.

Registration materials posted online May 1st. Registration fees cover several meals & transportation during the convention. I will be glad to counsel with you on what expenses to expect. It IS affordable! It may sound like a cliché, but it is a fact: **YOU CANNOT AFFORD NOT TO GO!** I guarantee you will get **MORE** than your money's worth from Seminar, & all expenses are tax-deductible. Consultants & Husbands, hear this message from my heart...I could **NOT GO** to my first Seminar, because it was sold out when I signed up. (There was no overflow seating back then.) I could not **AFFORD** to go to my second Seminar, but I went anyway (because

my Director told me to) on the "budget plan." I drove to Dallas & charged most of my expenses. I would have never become a Director that year (or perhaps any other) without that Seminar experience. Today I have enjoyed an annual MK income of well over \$100,000 for years, & it's increasing annually!! Don't be short-sighted. It could change **YOUR** life & financial status, too!!!

**CAN YOU REALLY AFFORD NOT TO GO?** Our Mary Kay year ends June 30th. Now is the time to push to reach whatever goal you've set for yourself & earnestly desire to accomplish by June 30th. **Dare. Be Bold. Stretch. Go for it.** Focus. Put your blinders on. Amaze yourself. You can achieve what you believe. **The end is near.**

*By: NSD Dorothy Boyd*





## ONGOING COMPANY

### PROMOTIONS:

What are you working towards?

IT'S RAINING



CELEBRATE MARY KAY'S GOLDEN ANNIVERSARY IN STYLE



# Mary Kay Dates to Remember:

- **June 3** Pink Studio 6:15
- **June 8** Online DIQ form available at 6am CST until midnight on the 10th.
- **June 10** Pink Studio 6:15
- **June 15** END OF THE QUARTER!
- **June 16** Father's Day! Quarter 1 Star Consultant Quarterly Contest Begins. PCP Fall 2013 online enrollment begins.
- **June 17** Pink Studio 6:15
- **June 24** Pink Studio 6:15
- **June 28** Last 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 month's production
- **June 30** Last day of the seminar year! It's Raining Red & Seminar contests end. Last day of the month for consultants to place online orders until 9pm CST. Online agreements accepted until midnight.

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

Where will you choose to go in the new Seminar Year?  
**Eleven thousand days of our lives:** roughly speaking, that's the amount of time we spend at work between the ages of 21 and 65. It's a staggering amount of time to commit to any one activity. –RICHARD KOONCE

***How will you choose to spend your days?***

Change is not just about taking charge, it's also about letting go. Any change means giving up something. You're excited about leaving a boring job but apprehensive about losing the steady paycheck that goes with it. You can't wait to move to Taos, but you're going to miss your neighbors in Cleveland. You're looking forward to working from home with no boss breathing down your neck, but you're not quite so happy about leaving behind your well-equipped office and your administrative assistant. By Marti Smye



LINDA HORNE  
INDEPENDENT SALES DIRECTOR  
PHENOMENAL DARE TO DREAMERS

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Return Service Requested



**Words of Wisdom  
From Mary Kay Ash**

The dream I have for you soars on silver wings. 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 have ever before.

TO THE PHENOMENAL:

**Reasons why MOTHERS of all ages LOVE their MK Career**

- M**- for the MONEY! They can make extra money for their families through classes, facials, reorders and team-building commissions!
- O**- for the OPPORTUNITY to make new friends and advance in a company that was started by a mother of 3 children designed to build women!
- T** - for the TAX advantages of owning their own business!
- H** - for the HOURS that are flexible around their families!
- E** - for the EXCITEMENT in winning prizes and awards doing something they LOVE!
- R** - for the RICH REWARDS that come from changing women's lives for the better!



IT'S RAINING



CELEBRATE MARY KAY'S GOLDEN ANNIVERSARY IN STYLE.