



THE DARE TO DREAM TEAM

WORKING OUR WAY TO THE TOP!

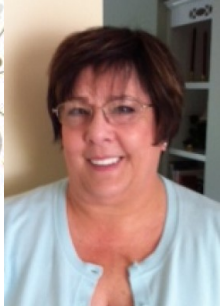


August 2013 Recognition & Results

Congratulations On-Target Stars:

Here's how much you need to finish your next Star By 09/15/13

Star Achieved	Name	Current Wholesale	WS Needed for Next Star
	Christine Renzi	\$807	\$993
	Kat Roedell	\$712	\$1,088
	Pamela Moulton	\$606	\$1,194
	Rebecca Molinar	\$415	\$1,385
	Patty Marsden	\$339	\$1,461
	Patricia Weightman	\$246	\$1,554
	Tracy Taylor	\$218	\$1,582
	Sally Neihart	\$212	\$1,588
	Dorothy Anlage	\$211	\$1,589
	Elizabeth Johnson	\$205	\$1,595
	Denise Arnold	\$204	\$1,596
	Carey Johnson	\$203	\$1,597
	Lisa St. Hilaire	\$202	\$1,598
	Consandra Clements	\$200	\$1,600
	Donna Morgridge	\$116	\$1,684
	Jill Sawyer	\$46	\$1,754
	Katie Fawkes	\$25	\$1,775



Christine Renzi
Queen of Wholesale



Kat Roedell
Queen of Sharing



Kat Roedell
Top Love Check

Welcome New Consultants

Marlena Velez

Sponsored By:

Kat Roedell

Laura Herrmann

Sponsored By:

Kat Roedell

Conditional Free Shipping on Your MK Web Site!

Awesome news: Your Mary Kay Personal Web Site now gives you some great new options for offering free shipping to your customers!

You now can select a free shipping offer based on how much your customer is purchasing! You'll have the choice to offer free shipping with a \$25, \$50 or \$75 purchase. You can make changes at any time to these selections in PWS Manager/Options. Your changes will be updated and displayed on your site immediately.



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

Dear Dream Team!

As we begin this 50th Anniversary Holiday season, I encourage you to take a moment and consider what you envision for your business. When I think back on my favorite Mary Kay holiday seasons, I think about the men and women whom I've helped. Sometimes it's as simple as a holiday class with a mother and daughter, where the mother suddenly knows the perfect gift she can treat her daughter to this year. Sometimes it's an excited father who trusts you to provide the perfect gift for his wife and daughters. Often I've been able to offer the career opportunity to an unsuspecting woman who suddenly can see a way to afford wonderful gifts for her friends and family. Holidays bring warmth and joy and fun times with friends. Many of us want to look a little more glamorous this time of year, and Mary Kay's new Color Confident is the perfect tool to help! I am looking forward to this holiday more than ever before. I love being a beauty **consultant**, someone who my customers *consult* for the perfect holiday gifts!

The kids are back to school and schedules are getting back to normal. Women have more time now, so make sure you are one of the things they are putting in their schedule. Start with a basic class (after all, we have great new skin care products for them to try), and book your follow-up facials for that special holiday look! Watch your appointments roll in and your sales skyrocket! All it takes is consistency to make it happen. The more appointments you book now, the easier it will be to book holiday follow-up classes and open houses in the coming months. You want to be on the forefront of your customers' minds. Have your holiday wish lists with you at each class so you can contact those husbands and family members with ideas.

Be on the lookout for each opportunity that comes your way. We want to see you at meetings and hear about the great things you are out doing. You are an important part of our unit. Don't you just love being part of a company that is so go-give? Where else do you get to hear great ideas that are working out in the field each day? Who wouldn't want to be a part of this great company? I'm so glad you joined us. By preparing for the holidays now, you will be on track for this holiday season! You will make it work for you rather than working hard to catch up later. I know you can do it!

Love and Belief, Linda

Anatomy of a LEADER

By: Carl Mays

There are many roads that lead to success. It may not always be easy to know which one to travel, but with the right skills, planning, ambition, and energy, you can produce a direct route to the goal of your choosing. All it takes is:

- A **Heart** that enables you to recognize your own qualities.
- A **Backbone** that is strong and supportive, yet flexible.
- **Muscles** that provide energy, perseverance, and health.
- **Hands** to help others and to write out your goals.
- **Shoulders** that carry the burden of responsibility.
- A **Mind** that possesses limitless creativity and potential
- **Eyes** that can visualize goals and possibilities.
- **Ears** that listen to your conscience and to new ideas.
- A **Mouth** that vocalizes thoughts and gives compliments.
- **Feet** that carry you on the road to success.



This is a great time to go back to school yourself. Go onto Intouch and study Mary Kay's basic booking, coaching, selling and sharing scripts. They've been tested and are proven winners. Keep it simple, and your business will go far! Just focus on the basics each day and get out the door!

"Hard work is its own reward, but it also rewards the people we work for."
~Victoria Ricchiuti



Our Top 5 Wholesale Orders For August

MARY KAY
one woman canSM
 50 YEARS



Christine Renzi



Pamela Moulton



Patty Marsden



Kat Roedell



Tracy Taylor



Thank You Consultants Who Invested in Their Business in August

- Christine Renzi
- Pamela Moulton
- Patty Marsden
- Kat Roedell
- Tracy Taylor
- Rebecca Molinar
- Elizabeth Johnson
- Lisa St. Hilaire

Year To Date Court of Personal Sales

1	Pamela Moulton	\$1,211.50
2	Christine Renzi	\$822.00
3	Kat Roedell	\$584.00
4	Patty Marsden	\$468.00
5	Tracy Taylor	\$436.00
6	Sally Neihart	\$424.00
7	Dorothy Anlage	\$421.00
8	Rebecca Molinar	\$414.00
9	Denise Arnold	\$408.00
10	Carey Johnson	\$405.00
11	Lisa St. Hilaire	\$404.00
12	Consandra F Clements	\$400.00
13	Donna Morgridge	\$251.00
14	Elizabeth Johnson	\$204.50
15	Jill Sawyer	\$91.00



PCP Participants:

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



Featured Product:
Clear Proof Acne System!
 \$45 for the set
 Your customers will see 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.

We tend to forget that happiness doesn't come as a result of getting something we don't have, but rather of recognizing and appreciating what we do have.

-FREDERICK KOENIG





Recruiters and Their Teams

Senior Consultants

AnnMarie Jardine
Patricia G Weightman

Kat Roedell

Dorothy Anlage
Rebecca Molinar

- * Alainna Bozenbury
- * Angel Bull
- * Beatrice Dodds
- * Cathryn Crable
- * Deb McDonald
- * Kayla Potter
- * Laura Herrmann
- * Marlena Velez
- * Sheri Cutler
- * Susan M Spain-Robbie
- * Wanda Lopez

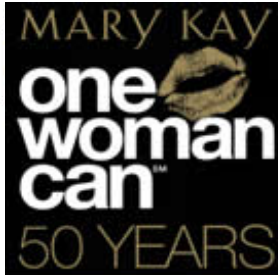
Pamela Moulton

Donna Morgridge

Are you using your past as an excuse?

- o Failed in business in 1831
- o Defeated for Legislature in 1832
- o Second failure in business in 1833
- o Suffered nervous breakdown in 1836
- o Defeated for Speaker in 1838
- o Defeated for Elector in 1840
- o Defeated for Congress in 1843
- o Defeated for Congress in 1848
- o Defeated for Senate in 1855
- o Defeated for Vice-President in 1856
- o Defeated for Senate in 1858
- o Elected President of the United States in 1860- Abraham Lincoln

Mary Kay has always said that anything is possible if you believe it enough and are willing to pay the price! How do you want to start this holiday season? Take a day this month to reevaluate where you are and choose a stretch goal that is attainable. Then, get out there each day and do your very best to make it happen. Use the momentum to land among the stars!!



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

Earn Your Own Small Bee Fabulous Diamond Pin
14-karat yellow gold Diamond body, .75 carats



Love Checks: Sharing the Opportunity

4% Recruiter Commission

Kat Roedell	\$8.28
Pamela Moulton	\$4.62

October Birthdays

Susan M Spain-Robbie	1
Teresa Sirignano	2
Sorphea Schummrick	4
Pamela Moulton	15
Kim Bridges	24

October Anniversaries

Lynn Lebida	5
Deb McDonald	1
Sheri Cutler	1
Susan M Spain-Robbie	1
Teresa Sirignano	1

A pessimist sees the difficulty in every opportunity; an optimist sees the opportunity in every difficulty.



~WINSTON CHURCHILL

Follow The Mary Kay® Path to Success!

Sales Director

- 24+ unit Members
 - Earn profit based on retail sales
 - 9-13% Unit commission
 - 9-13% personal Team Commission
- Eligible for:

- Unit Volume Bonus \$500 or more
- Unit Development Bonus of \$300 or \$500
- Star Consultant Bonus of \$300, \$400 or \$500
- Wellness Award Bonus Program of \$750, \$1,200 or \$1,800
- Cadillac Bonus, New Independent Sales Director Program Bonus
- Independent Senior Sales Director Bonus
- Earn the use of a Sales Director Career Car or Cash Compensation option
- Quarterly Star Sales Director recognition and year long consistency prizes
- Attend Leadership Conference • Qualify for Top Sales Director Trip

Director in Qualifications

- You must be active • 10 or more active personal team members
 - Earn profit based on retail sales
 - 4%, 9% or 13% personal team commission
 - \$50 Team-building bonus for each qualified personal team member
 - Eligible to go on-target for Grand Achiever status
- (Grand Achiever Career Car or Cash Compensation option)



Future Sales Director

- You must be active • 8 or more active personal team members
 - Earn profit based on retail sales
 - 9% or 13% personal team commission
 - \$50 Team-building bonus for each qualified personal team member
 - Eligible to go on-target for Grand Achiever status
- (Grand Achiever Career Car or Cash Compensation option)



Team Leader

- You must be active and have 5 to 7 active personal team members
 - Earn profit based on retail sales
 - 9% or 13% personal team commission
 - \$50 Team-building bonus for each qualified personal team member
 - Eligible to go on-target for Grand Achiever status
- (Grand Achiever Career Car or Cash Compensation option)

Star Team Builder

- You must be active and have 3 to 4 active personal team members
- Earn profit based on retail sales • 4% personal team commission
- \$50 Team-building bonus for each qualified personal team member
- \$50 red jacket rebate



Senior Beauty Consultant

- 1-2 Active Team Members • 4% Personal Team Commission

Independent Beauty Consultant

- Star Consultant • Company and Unit Prizes • Bonus Products
- 50% Discount on all Section One Products
- 50% Profit with each customer product purchase

Are you *Ready* to have confidence in your colors this season?

Global research shows the two main struggles women have with color are **selecting shades and applying them**. Great news! I can now offer you a simple solution to both! Mary Kay recently launched in-depth color training that I can't wait to pass along to you!

With makeup, a woman can change from an understated beauty to a smart professional to a glamour girl in a matter of minutes. Because of its power to transform, makeup can sometimes seem a little intimidating. The good news? None of it's permanent. Plus, it's the playing and experimenting that makes makeup fun, especially when you share that time with your girlfriends! If you need a little boost of confidence when it comes to makeup, you've come to the right place. Once you learn the basics, you can make up your own rules. Because color rules!

Book your special holiday makeover today! Share it with a few friends and you'll earn some great rewards!

We'll have you feeling
Color Confident
in no time!

MARY KAY

DARE TO DREAM!



Class of 2014



Your Independent Senior Sales Director will not only be proud, she'll be styling!



Choose your prize and map your plan today!

me **watch!**
grow!
July 1- Dec. 31, 2013



Mary Kay Dates to Remember:

- **October 1:** Online DIQ Commitment form available beginning 12:01am CST until midnight on the 3rd.
- **October 5:** Beauty Bar 10:00-11:45
- **October 7:** Success Meeting Beauty Bar 6:30-8:15
- **October 11:** Beauty Bar 6:00-7:45
- **October 14:** Success Meeting Beauty Bar 6:30-8:15 Columbus Day observed.
- **October 15:** PCP last day to enroll online for the Holiday 2013 mailing of The Look.
- **October 16:** Boss's Day
- **October 21:** Success Meeting Beauty Bar 6:30-8:15
- **October 28:** Success Meeting Beauty Bar 6:30-8:15
- **October 31:** Happy Halloween! Last business day of the month for consultants to place online orders (until 9pm CST). Online agreements accepted until midnight CST.

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

Three Ways to Keep Time on Your Side

You can put off your urge to procrastinate if you simply:

- Post action-urging reminders. In areas where you're often tempted to let chores pile up, place notes such as "Do it now" or "Put these away." Need more encouragement? Add to your little sign the positive consequence for your quick action or an empowering Scripture verse.
- Commit for a week. Choose one area of weakness, like making the bed, emptying the dishwasher, or swooping the toothpaste tube back to its proper place. Then vow to do it quickly for a week. After that trial period, consider whether to continue the commitment until a productive habit is cemented.
- Set deadlines for yourself. You'll urge yourself to action if you follow through on unpleasant consequences, such as: "If I don't plant this plant this week, I am going to give it away" or "If I don't pay this bill today, I will burn a dollar bill."



By: Sandra Felton, The Organizer Lady



LINDA HORNE
 INDEPENDENT SALES DIRECTOR
 PHENOMENAL DARE TO DREAMERS

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Return Service Requested



**Words of Wisdom
 From Mary Kay Ash**

I have always maintained that in a confrontation between two people, or between one person and a group of people, a sale is going to be made. You either sell them -- or they sell you! Maybe it's a product, or an intangible, or an idea, but something is going to be sold. And the sale will be made by the person who is determined, persistent, committed and confident about what he or she is trying to sell.

ONE WOMAN CAN AND THAT WOMAN IS YOU:

Celebrate 50 years with the commemorative

One Woman Can™ globe!

Sept. 1 – 30, 2013



The Mary Kay World is Yours!

This exclusive keepsake box for our 50th Anniversary year can be yours when you place a single \$400+ Sec. 1 w/s order during the month of September 2013!

This month has SO much to offer! A free gift, amazing new products, and a great kickoff to the 2013 Holiday Season. Now is the time to start holding holiday classes! Book skin care classes this month, and book that follow up facial for great holiday glamour tips you've learned on the Color Confident section of Intouch.

We're officially celebrating the 50th Anniversary of the start of Mary Kay Cosmetics, Inc on September 13th. How will you choose to celebrate this month?

