



THE DARE TO DREAM TEAM

WORKING OUR WAY TO THE TOP!

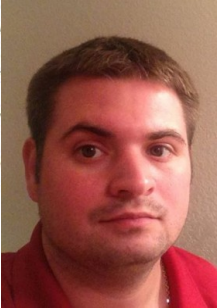


January 2014 Recognition & Results

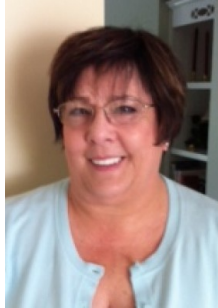
Congratulations On-Target Stars:

Here's how much you need to finish your next star by 3/15/14

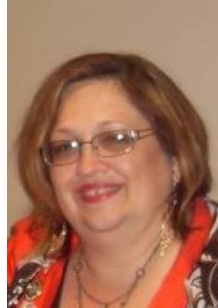
Star Achieved	Name	Current Wholesale	WS Needed for Next Star
	Christine Renzi	\$611	\$1,189
	James Snodgrass	\$602	\$1,198
	Lauren Tice	\$390	\$1,410
	Patty Marsden	\$381	\$1,419
	Patricia Weightman	\$322	\$1,478
	Wanda Lopez	\$305	\$1,495
	Pamela Moulton	\$304	\$1,496
	Angel Bull	\$229	\$1,571
	Donna Morgridge	\$208	\$1,592
	Denise Arnold	\$204	\$1,596
	AnnMarie Jardine	\$200	\$1,600
	Kat Roedell	\$138	\$1,662
	Elizabeth Johnson	\$104	\$1,696



James Snodgrass
King of Wholesale



Christine Renzi
Queen of Sharing



Kat Roedell
Top Love Check

Welcome New Consultants

Name:

Lauren Tice

James Snodgrass

Sandra Gregoire

Sponsored By:

Linda Horne

Kat Roedell

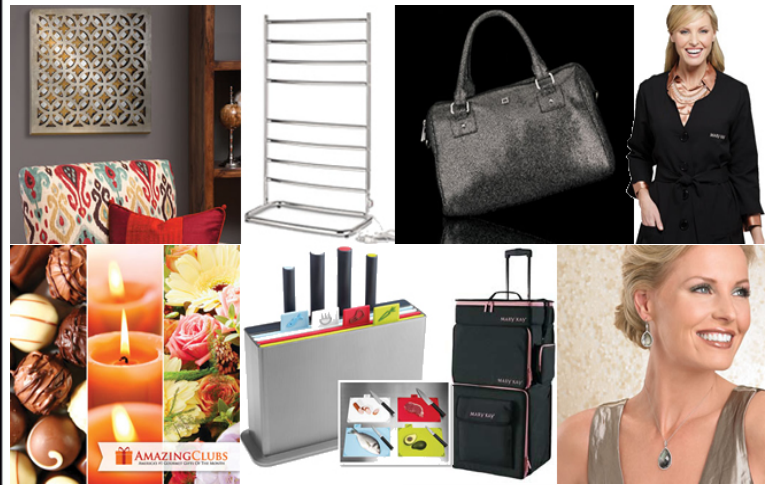
Christine Renzi

Are you in the Red Zone?

Now is the perfect time to recruit! Women are always looking for some extra cash, and they want a career that's meaningful! By focusing on providing opportunities for others, you'll see doors open for you! You can move on up this month by sharing the opportunity and getting in the RED ZONE! Stay focused, accept the challenge, and Career Conference will hold a red jacket and lots of green cash, too!



Have you made a commitment to move your business forward? You'll look so great in your new red jacket or director's suit! Will you choose to climb the career path for Career Conference?



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

Hello Dream Team,

I'm so excited about this month. It's time to register for Career Conference, get excited about our new products, and share our incredible opportunity with those around us. We're lucky enough to have a company that holds conferences all around the nation to make it easy for us to attend. I hope you'll join us! This is such an exciting time to be a part of such an amazing company. It's hard to believe it's been 50 years since Mary Kay began Mary Kay, Inc., and I'm so grateful to her for her insight into women. I love that this company encourages us to share ideas, dare to dream big, and to encourage each other along the way. It's easy to understand why our conferences are so amazing and an energizing part of my career each year.

We all know February is centered around sharing love. While the focus is sharing love for our spouse and children, that feeling permeates our lives this month. It's one we share with our friends, family and everyone around us. It makes the cold days warmer and happier. I've begun to feel the same way about warm chattering. At first it can be a little challenging talking to a stranger, but then I began to realize- we do it all the time. We help someone pick up something she's dropped or compliment her outfit or tell her how adorably cute her child is. Warm chattering is just taking the next step to offer her an opportunity as well. I encourage you to reach out and talk with the woman next to you in line, at the store, or wherever. Even if you don't take the next step to offer her your card, take a moment to encourage her and make her feel special today. That gesture will never be a bad thing, and it will make you feel great too.

I am so ready for spring to be here. I know you are too! Our new products are the perfect way to jump start this season. It's time to say goodbye winter blues and "Hello, Sunshine Collection!" I cannot even tell you how excited I am about our Complexion Corrector Cream Sunscreens, not to mention the eyeliner, pedicure set, and new @ Play products. It's time to spring into action now and have something to be excited about at Career Conference.

There are a lot of great sayings out there. Dream Big. Trust Yourself. Keep Trying. No Regrets. Enjoy Life. We see them and we are inspired, but how often do we truly make a plan to apply them to our lives? We all know they're true. We know that we should live in the moment, quit beating ourselves up, and dream of a life bigger than the one we have now. Will you join me in making those dreams a reality this year? Will you take an action step each day towards that dream? Just one small step per day can be the difference between regret and success. I encourage you to stop and think, "What's the next action I can take towards my goal?" It may be cleaning up your office so you can get on the phone tomorrow. Hopefully it will be dusting off your profiles and calling customers to check in and book classes, interviews, and more. Whatever your next step is, email or text me so I can encourage you along the way. We can make our dreams come true- one day at a time!

Go for the Gold this month and get 5 new team members! The company rewards you with a Gold Medal for 5, Silver Medal for 4, and a Bronze Medal for 3. Just like the Olympics! Make your mark in the Mary Kay world. Visit our unit website www.lindahornemk.com and see all the latest and greatest tools that are there for you. Take action. Going for the BMW by changing women's lives!!

Love & Belief,

Linda

Use the winter weather to your advantage! When it's this cold, you just want to stay inside, and so do your customers. This is the perfect time to follow up with prospects, make PCP calls, and reach out. It's also the perfect time to share info on our great new products and schedule appointments! Make this winter weather count, and you'll be ready to

Spring Into
ACTION!



Love Letters to Live By:

Valentines are love letters with simple statements of affection. I would like to give you a valentine to explain as fundamentally as possible what love really is. One basic definition of love, as a verb, is "to value." Love should be a verb, not a noun or adverb. Love is an active emotion. It is not static. Love is one of the few experiences in life that we can best keep by giving it away. Love is the act of demonstrating value for and looking for the good in another person.

- **L- is for Listen.** To love someone is to listen unconditionally to his values and needs without prejudice.
- **O-is for Overlook.** To love someone is to overlook the flaws and the faults in favor of looking for the good.
- **V-is for Voice.** To love someone is to voice your approval of him on a regular basis. There is no substitute for honest encouragement, positive "strokes," and praise.
- **E-is for Effort.** To love someone is to make a constant effort to spend the time, to make the sacrifice, to go the extra mile to show your interest.

Taken from: Seeds of Greatness by Denis Waitley

Our Top 5 Wholesale Orders For January

MARY KAY
one woman canSM
 50 YEARS



James Snodgrass

Patty Marsden

Patricia G Weightman

Pamela Moulton

Angel Bull

Year To Date Court of Personal Sales

1	Christine Renzi	\$5,957.00
2	Kat Roedell	\$5,183.00
3	Pamela Moulton	\$2,826.50
4	AnnMarie Jardine	\$1,998.00
5	Patty Marsden	\$1,645.50
6	Elizabeth Johnson	\$1,589.50
7	James Snodgrass	\$1,468.50
8	Donna Morgridge	\$1,396.00
9	Patricia G Weightman	\$1,059.00
10	Rebecca Molinar	\$1,045.00
11	Carey Johnson	\$892.00
12	Sally Neihart	\$862.00
13	Lori Thompson	\$828.00
14	Denise Arnold	\$815.00
15	Kim Bridges	\$620.00
16	Angel Bull	\$457.00
17	Katie Fawkes	\$440.00
18	Tracy Taylor	\$436.00
19	Laura Herrmann	\$414.00
20	Lisa St. Hilaire	\$404.00



Thank You Consultants Who Invested in Their Business in January

James Snodgrass

Patty Marsden

Patricia G Weightman

Pamela Moulton

Angel Bull

Denise Arnold

AnnMarie Jardine

Limited Edition Hello, Sunshine Collection

Purchase-With-Purchase Offer: You can get the Sunshine Wristlet for only \$5 with the purchase of at least \$40 of any Hello, Sunshine Collection items. These include:

Lip Gel, \$16, *Cherry Twist*

Springy Eye Duo, \$16 each,

Summer Sunset and Stonewashed

Creamy Lip Color, \$16 each, *Retro Rose and Carefree Coral*

Nail Lacquer, \$9.50 each, *Carefree Coral and Lemon Parfait*



PCP Participants:

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



Welcome Back Consultants

Denise Arnold

Angel Bull



Recruiters and Their Teams

Star Team Builders

Kat Roedell

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

Senior Consultants

Pamela Moulton

Donna Morgridge



It's time to Share Your Love of our Opportunity and Move On Up for Career Conference!

When you add **two qualified** new personal team members from December 1 to February 28, you'll be invited to a special **Career Conference Luncheon** held in your honor!!

Qualified **new** Consultants who add **one** new qualified team member from Dec. 1-Feb. 28 will also be invited to attend the luncheon.

When you achieve and maintain a new step on the career path of **Team Leader, Future Director, or DIQ** by Feb 28, you'll receive a name **badge ribbon and onstage recognition!!**

See Intouch For Details & More Info.



Qualified Year to Date Sharing Court

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

\$33.21

March Birthdays

Patty Marsden	12
Donna Morgridge	28

March Anniversaries

Staci Coronati	6
Donna Morgridge	4
Alainna Bozenbury	1

"The knowledge that we consider knowledge proves itself in action. What we now mean by knowledge is information in action, information focused on results."

—Peter F. Drucker

Join Us! Do it for you!



Coming to a City Near You

Mar. 28 – 29, Providence, RI

Mar. 21 - 22, Orlando, FL

Dates to Remember

- **February 4:** Registration for the first week of Career Conference (March 21-22 & 23-24) begins at midnight CST.
- **February 7:** Registration for the 2nd week (March 28-29 & 30-31) begins at 12am CST.
- **February 28:** Registration deadline

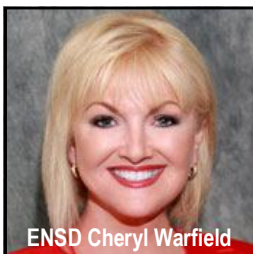
**You can Register on InTouch:
Click Events/Special Events
2014/ Career Conference 2014**

Registration Fee:

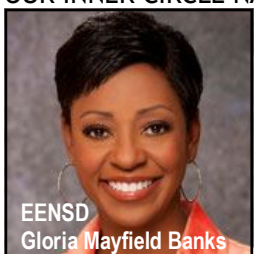
\$90 and you'll receive a
product giveaway.



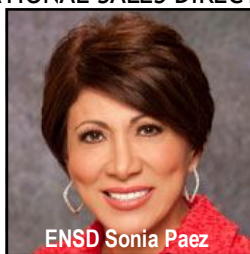
Hosted by
ENSD Cheryl
Warfield



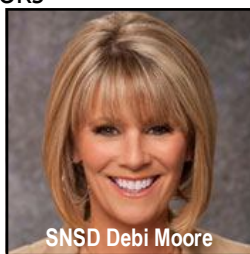
ENSD Cheryl Warfield



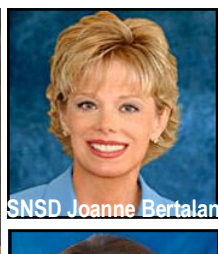
EENS Gloria Mayfield Banks



ENSD Sonia Paez



SNSD Debi Moore



SNSD Joanne Bertalan



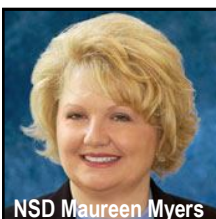
NSD Morayma Rosas



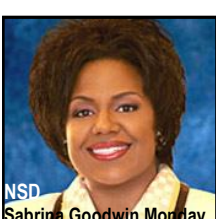
NSD Beth Piland



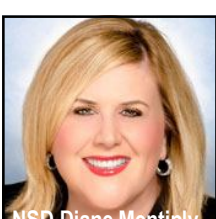
NSD Andrea Newman



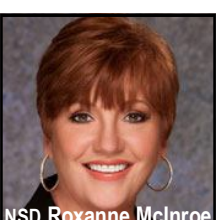
NSD Maureen Myers



NSD Sabrina Goodwin Monday



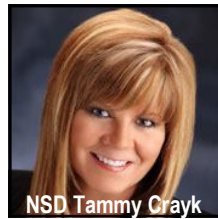
NSD Diane Mentiply



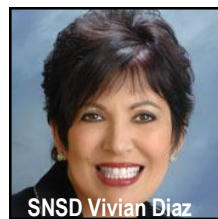
NSD Roxanne McInroe



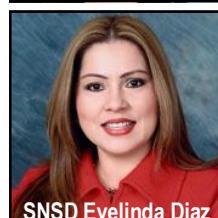
SNSD Suzanne Brothers



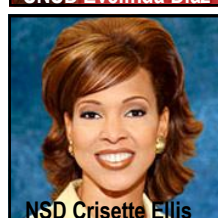
NSD Tammy Crayk



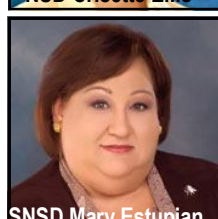
SNSD Vivian Diaz



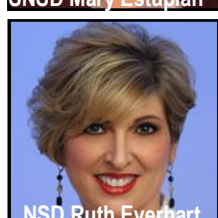
SNSD Evelinda Diaz



NSD Crisette Ellis



SNSD Mary Estupian



NSD Ruth Everhart

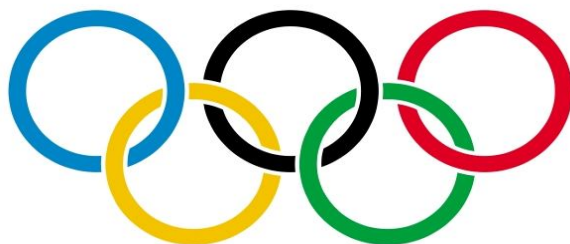
COME ABOARD OUR GOLD MEDAL CRUISE!

For Consultants & Directors

Contest dates to earn Gold Medals:

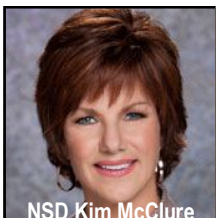
January 2014 - June 2014

- **Be a Gold Medal Winner and you get to join us on the Mary Kay GOLD MEDAL cruise!**
- **Get 2 Gold Medals and you can bring your family & spouse/spice!**
- **Get 3 Gold Medals and you can join the NSDs for a special luncheon on the cruise!**
- **Get 4 Gold Medals and you get to have a special dinner at the Captain's Table!**



Featuring 25 NSDs!

Prices, Dates of Cruise & Details are on back of flier



NSD Kim McClure



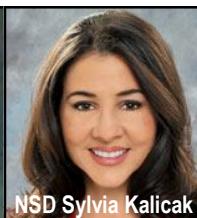
NSD Cathy Littlejohn



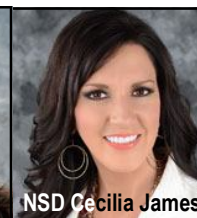
NSD Maureen Ledda



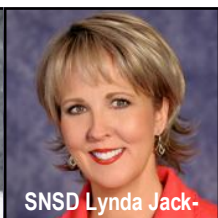
NSD Connie Kittson



NSD Sylvia Kalicak



NSD Cecilia James



SNSD Lynda Jack-



*Royal Caribbean's
Enchantment of the Seas*

Among some of the standout innovations brought on board are an expanded pool deck that juts out over the ocean, 151 additional staterooms, four bungee trampolines, two suspension bridges topped by awe-inspiring arches, and an incredible interactive Splash Deck for kids. Ship updated in 2005



Don't forget-you will need your Passport!

There are 61 shore excursions to choose from in Nassau, Co-coCay (Royal Caribbean's private island) and Port Canaveral.



Please remember you have up to 4 days prior to your sail date to purchase your Royal Caribbean International Shore Excursions online. If you are within the 4 days, you will then need to purchase your Shore Excursions on board; land excursions would need to be purchased directly through your tour director on the land portion of your Cruise Tour. Also, be sure to sign up for the **Crown & Anchor Society** through their website. Membership entitles you to many exclusive benefits - from special savings on cruise vacations to exciting onboard offers on spa services, casino visits, and much more. Our members get extra amenities, cruise planning benefits and onboard events. Plus, the more you cruise, the more benefits you'll receive.

September 5-8, 2014

From Port Canaveral, FL to Nassau & Cococay, Bahamas!

4 Days—3 Nights

Consultants & Directors may attend with a Personal Gold Medal Jan—June 2014

<u>Room Category</u> <i>(based on double occupancy)</i>	<u>Group Fare</u> <i>(per person- includes Taxes & Port Fees)</i>	<u>Gratuities</u>	<u>Insurance</u> <i>(optional)</i>	<u>Total per person</u>
Junior Suite	\$622.63	\$36	\$59	\$717.63
OV Balcony (D2)	\$452.63	\$36	\$29	\$517.63
Ocean View (H)	\$382.63	\$36	\$29	\$447.63
Interior	\$372.63	\$36	\$29	\$437.63



Register for the Gold Medal Cruise through:

Gloucester Travel & Cruise

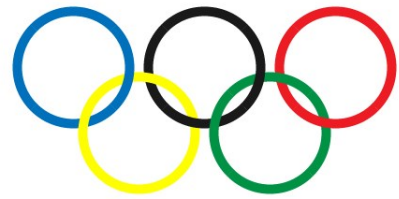
Bob Booth is our Travel Agent

856-742-8010

www.gloucestertravel.com/groups

Look for Mary Kay—Gold Medal Cruise

Feb YOUary



The Month to Medal!

Receive a relaxing treat from your Director when you earn a Team Building Medal in February!

BRONZE MEDAL (3 New Team Members)

Receive a Manicure!

SILVER MEDAL (4 New Team Members)

Receive a Pedicure!

GOLD MEDAL (5+ New Team Members)

Receive a Manicure & Pedicure!



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 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.

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.

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 2/11/14

*RETAIL Seminar Credit

1. Chris Renzi	\$7209.00
2. Kat Roedell	\$5243.00
3. Pam Moulton	\$2826.50
4. AnnMarie Jardine	\$1998.00
5. Patty Marsden	\$1645.50
6. Elizabeth Johnson	\$1589.50

Queen of Sharing

Year to date as of 2/11/14

*YTD Seminar Qualified

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

LIMITED EDITION
HELLO,
SUNSHINE!
COLLECTION

Purchase-With-Purchase Offer:
You can get the Sunshine Wristlet
for only \$5 with the purchase of at
least \$40 of any Hello, Sunshine
Collection items. These include:

Lip Gel, \$16, Cherry Twist
Springy Eye Duo, \$16 each,
Summer Sunset and Stonewashed
Creamy Lip Color, \$16 each, Retro Rose & Carefree Coral
Nail Lacquer, \$9.50 each, Carefree Coral & Lemon Parfait



Delivers eight benefits
in one step

**COMPLEXION
CORRECTION CREAM
SUNSCREEN BROAD
SPECTRUM SPF 15:**

Available in Very Light, Light-to-Medium,
Medium-to-Deep, Deep. \$20, each

BRONZING POWDER:

Sweep on a sun-kissed glow!
Available in Light-Medium
and Medium-Dark, \$18



MARY KAY @ PLAY NEW SHADES:

Eye Crayon, \$10 Teal Me More, Over the Taupe
Baked Eye Trio, \$10 Electric Spring, Sunset Beach
Lip Crayon, \$10 Purple Punch, Coral Me Crazy
Jelly Lip Gloss, \$10 Violet Vixen, Poppy Love



GEL EYELINER

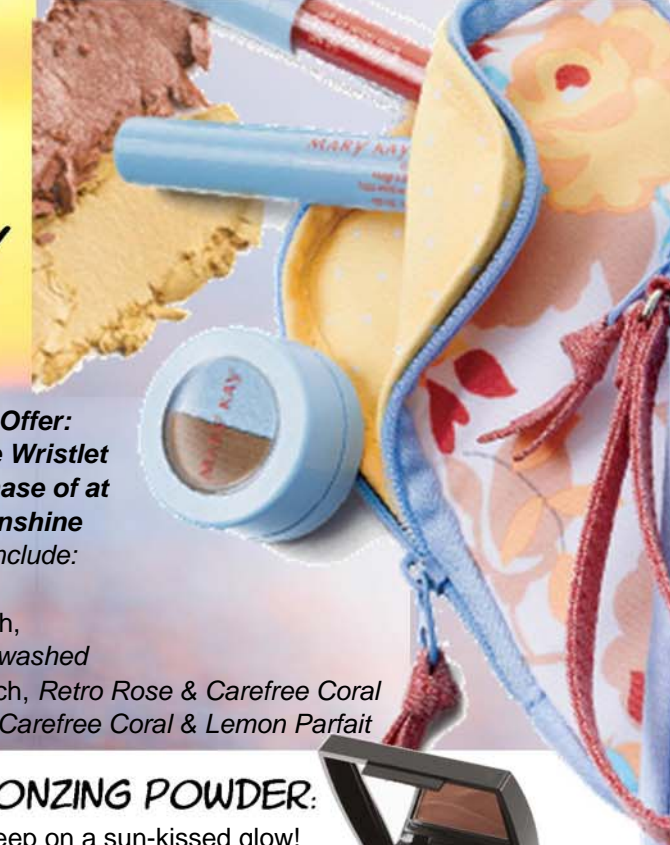
WITH EXPANDABLE
BRUSH APPLICATOR:

Jet Black, \$18

Pencil precise. Liquid
intense. Gel smooth.

**LIMITED EDITION LEMON PARFAIT
PEDICURE COLLECTION:**

Includes: Lemon Parfait Foot Gel, Pumice
Stone, Emery Board, Toe Separators and
Lemon Parfait Foot Fizzies in a Gift Bag, \$28



DARE TO DREAM!



MARY KAY®
MAKEOVER DAY
March 8, 2014

Mary Kay Dates to Remember:

- **March 1:** Online DIQ commitment form available beginning 12:01am CST until midnight on the 3rd.
- **March 4:** Mardi Gras
- **March 5:** Ash Wednesday
- **March 8:** Mary Kay Makeover Day! International Women's Day!
- **March 9:** Daylight Saving Time begins.
- **March 15:** End of the Quarter! Quarter 3 star contest ends.
- **March 16:** Quarter 4 Star Consultant quarterly contest begins. PCP Summer online enrollment for The Look & Month 2 mailer begins.
- **March 17:** St. Patrick's Day
- **March 20:** First day of spring!
- **March 21:** Week 1 of Career Conference 2014 begins.
- **March 28:** Week 2 of Career Conference begins. Last day of the month for consultants to place telephone orders (until 10pm CST).
- **March 31:** Last day of the month for consultants to place online orders (until 9pm CST). Orders and agreements submitted by mail or dropped off at the branches must be received by 7pm local time to count toward this month's production. Online agreements accepted until midnight CST.

Building
WALL
to**WALL**
Leaders

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



Class of 2014



MAKE IT YOUR CHOICE -- Ralph Marston

Whatever there is to be done, make it your choice to do it. Rather than resenting that you must do it, or feeling guilty about the fact that you should do it, simply choose to do it.

From all the available possibilities, choose what you know is right. Choose, and put the power and commitment of your intention behind your actions. Choose to do it, and you make yourself vastly more effective. Choose to do it, and be in positive control of your own destiny.

Feeling that you're forced to do it, or obligated to do it, or that you have no choice, will only weigh you down. So choose to do it and free yourself from those useless burdens.

Choose to do it not because you must, not because you should, but because you know it is best. In every moment, in every situation, make it your choice to do what is best. Make it your choice, and you'll make it great.



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**

In the 1980's, it was common to hear a woman proclaim, "I want to have it all." By this, she meant she wanted a successful career while being a wonderful wife and mother. Wanting it all is an admirable goal, but some women run into trouble when they try to translate that dream into reality. It's no easy matter for both a husband and wife to work full-time and manage a family. Compromises are unavoidable.

ONE WOMAN CAN AND THAT WOMAN IS YOU:

Place Your Orders Today! Don't forget:
 Mary Kay will raise the minimum active status order amount from **\$200 to \$225** in Section 1 orders effective **March 1**, so stock up on your favorites this month at a great rate!



Spring is almost here along with new trends and fashions for the season! Pretty pastels rock the spring runway, so give your customers a fashion preview. Then reveal the newest *Mary Kay* makeup trends that complement the looks. The *MK Trend Report & Look* are your go-to resources for showing your customers how to pair MK makeup with spring fashions.

It's where you'll find everything you need to spring into action and help re-energize your Mary Kay business. The trend this quarter is all about taking off or just kicking back. It's time to play, explore and discover. So beauty is carefree and effortless. And the products offered this quarter are right on the money! Think easy-out-the-door makeup, retro-inspired looks and spring break essentials.



Effective Feb. 16, 2014, shipping and handling charges will increase as follows:

- **Customer Delivery Service orders shipping and handling charges will increase to \$5.75.**
- **Mainland U.S. product orders & Starter Kits will increase to \$9.35.**