



# THE DARE TO DREAM TEAM

WORKING OUR WAY TO THE TOP!



March 2014 Recognition & Results

Reach Your Dreams. Go for the Gold!

## Congrats to Our Quarter 3 Stars!

Our Stars can reserve their Seminar 2014 seat with priority registration today!

~~Emerald~~

Linda Horne

~~Diamond~~

Kat Roedell

~~Ruby~~

Christine Renzi



**Kat Roedell**  
Queen of Wholesale



**Kat Roedell**  
Queen of Sharing



**This Could Be You**  
Top Love Check

### Welcome New Consultants

Cheryl Kehl

Sponsored By:

Kat Roedell

Carrie Cox

Sponsored By:

Kat Roedell

### We Set Another Amazing Record!

58,808! That's the new Mary Kay record for the most number of makeovers conducted in 24 hours! That's right — during the MK Makeover Day on March 8, 58,808 women attended events in your homes, training centers and the live event at our World Headquarters in Dallas! What an amazing number! And here's another amazing number... 11,640, the number of Consultants who participated in the makeover day! It was truly an exciting day, and we're thrilled that so

many women around the country had the chance to experience a wonderful makeover, and to "discover what they love" about Mary Kay products.

discover what you

# LOVE



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

Dear Dream Team,

Hats off to those of you who attended Career Conference! What an inspiration and true motivation!!! I always come home dreaming big, setting God-sized goals, and feeling re-energized! Make the commitment now to attend SEMINAR this July! You will not believe the excitement! Dreams are born here! I want each of you to be a part of dreaming bigger than ever before. The stories, training, information, and preparation for what's coming and making your dreams a reality are amazing!

It's time for an amazing April! Color is everywhere! Our new products are making news and are quite a splash of color! I've already heard so many success stories from our unit members about our amazing new foundations. Plus, MK has just launched the Foundations for All section to take the guess work out of things. It's hard not to get excited about them. Have you ordered yours? If not, now is the time—especially so you are prepared for Mother's Day!! Make sure to stock up on basics as well for all of the color appointments you'll be holding this month. They are so easy to book!

There are so many women just waiting for the perfect opportunity to come their way, and with the **Share the Love Promotion**, now is the perfect time! We all could use some extra spending money right now. Mary Kay makes a great part-time supplemental income in any household. How do you spot your next potential recruit? She'll be a great hostess who loves our products! Mary Kay can fit just about any personality type! The key to a successful team relationship is in choosing a high caliber woman with whom you enjoy working. Make sure to have each potential team member hold a class before holding the interview. If she is not willing and excited about hostessing a class, she probably won't want to hold them as a consultant either. By selecting team members who are excited about what Mary Kay has to offer, you will also select women who are willing to use this opportunity to fulfill their needs & dreams. Plus, Doug Shulman, the commissioner of the IRS, notes that "80% of Americans get an average of a \$3,000 refund," so now is the perfect time for them to get started.

Have you considered the fact that Mary Kay is a part of your path so that you can enrich another's life? I believe that you are not here by chance or coincidence! This is your time to step up to the plate, reach out, and SHINE! Make a point of offering the Mary Kay opportunity to each person that you have not approached and that you think would make a quality team member! Let them say no. There are so many grand opportunities for New Consultants right now! Go onto the Mary Kay website and get excited about all that they are offering! We have amazing products! We have amazing opportunities! We have an amazing circle of friends, support, belief, and materials to help us succeed in Mary Kay. The choice is ours! Make the choice, TODAY, to make your dreams come true!! Set your goals, and then plan to make them happen each day! I know you can do it! I believe in you! You are here for a time such as this! Make each day count!

Love and Belief,

Linda



### **Does your day ever feel like this? But First...**

I can't wait to make my booking calls today, but first I am going to tidy up a bit, just in case someone stops by. You know, while I am tidying up, I should really throw a load of laundry in the wash. Oh, while I am in the laundry room, I should sweep this kitchen floor, and clean up those counter tops from making the kids' breakfast. Oh, I really need to take out the trash... you know, those flowers probably need to be watered. Back inside to do my phone calls... Oh, the laundry is done, I better fold that and put it away. Guess I'll watch my favorite show while I fold. You know, I should check out that website they mentioned before I forget... Oh— look at all these e-mails I have from friends, I'll just check those for a second. I should call Sue and see how she is— she sounded down. Sue mentioned this great sale at the store, I should go check it out while I have a minute. I better hurry home and start dinner! My, how time has flown today!

**teamUP**  
for Women!  
**Team Up to Make a Difference**  
**Mary Kay Ash believed in the power of women** — especially when they work together to help others. Today, The Mary Kay Foundation carries on this legacy with *Team Up for Women!* From **now until May 12**, Consultants are reaching out to women everywhere in our annual *Team Up for Women!* fundraiser.

What better way to honor Mary Kay's birthday than by supporting her Foundation? With your help, we have donated more than \$55 million to fund research for cures for cancers that affect women and to provide grants to women's shelters and other non-profit agencies to help stop domestic violence. As you know, these two causes were close to Mary Kay's heart, so we honor our Founder's legacy of giving during Team up for Women fundraiser.

**THE MARY KAY  
FOUNDATION**

MARY KAY  
**one woman can**<sup>SM</sup>  
 50 YEARS



## Our Top 5 Wholesale Orders For March



Kat  
Roedell



Christine  
Renzi



Consandra  
F Clements



AnnMarie  
Jardine



Patricia  
G Weightman

Year To Date Court of Personal Sales

1	Kat Roedell	\$10,479.50
2	Christine Renzi	\$9,856.00
3	Pamela Moulton	\$3,076.00
4	AnnMarie Jardine	\$2,500.00
5	Donna Morgridge	\$2,138.50
6	Elizabeth Johnson	\$1,995.50
7	Sandra Gregoire	\$1,780.00
8	Patty Marsden	\$1,645.50
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 March

Kat Roedell  
 Christine Renzi  
 Consandra F Clements  
 AnnMarie Jardine  
 Patricia G Weightman  
 Tracy Taylor  
 Lisa St. Hilaire



### What's New from Mary Kay At Play! 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

*We all play in our own way. You decide your color mood – keep it simple, go bold or reinvent!*



## Welcome Back Consultants

Consandra Clement  
 Lisa St. Hilaire  
 Tracy Taylor



**How many administrative professionals do you know that are not truly appreciated? Share the Mary Kay Opportunity with them today! Don't forget that National Sales Director Lisa Madson was a part-time administrative assistant before she started selling Mary Kay!**



# Recruiters and Their Teams

## Team Leaders

### **Kat Roedell**

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

## Senior Consultants

### **Christine Renzi**

Sandra Gregoire

### **Pamela Moulton**

Donna Morgridge

## KNOW YOUR GOALS

You can't manage your time if you don't know what you're trying to accomplish. When you have well-defined goals, you also know if you're on track to meet them, and if your time reflects your priorities. If you spend more time doing things that aren't helping you meet your goals, it's time to refocus!!

Vague generalizations and wishy-washy statements aren't good enough. For example, if someone says, "My goal is to be financially independent," what does that really mean? For some people, financial independence is having \$50 million saved and invested. For others it's earning \$100,000 a year. For someone else it's being debt-free. What is it for you? What's your number? If this is an important goal for you, take the time to figure it out.



# 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

### Earn Your Own Love Check

**1-4 Active Team Members:  
4% Commission**

**5+ Active Team Members:  
9% Commission**

**5+ Active Team Members +  
your personal \$600 order:  
13% Commission**

### May Birthdays

Jill Sawyer	8
Dorothy Anlage	16
Laura Herrmann	18
Eudez Ulysse	28

### May Anniversaries

Kim Bridges	5
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There are really two options in life: You can be either reactive or proactive to circumstances. And it's a lot more fun and less painful to be proactive- to make decisions about your life before events take control of you.

By David Bach

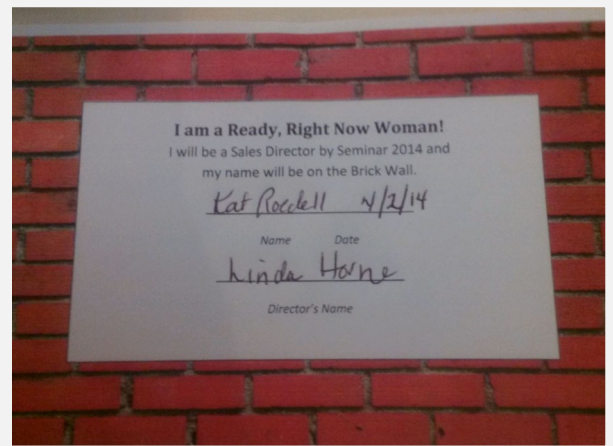
MARY KAY  
**one woman can**<sup>SM</sup>  
50 YEARS

# CAREER CONFERENCE 2014

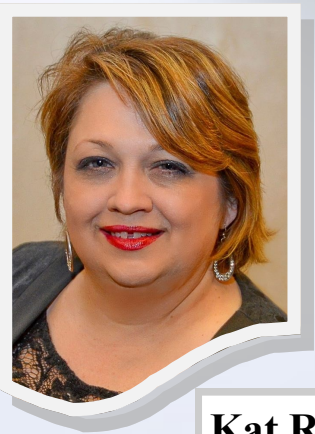


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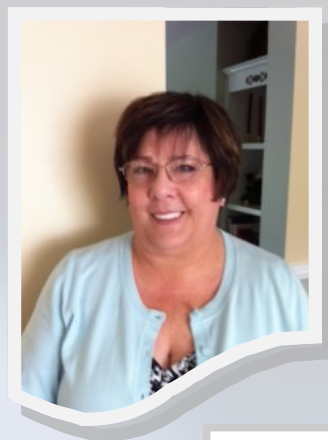
# CAREER CONFERENCE 2014



# Congratulations to Our March Charm Winners!



**Kat Roedell**



**Chris Renzi**

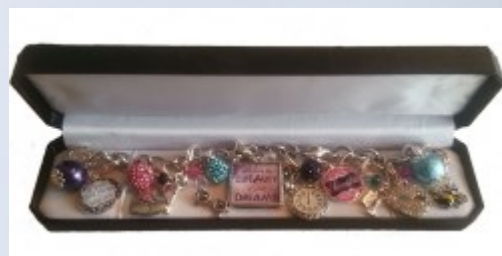
*Brilliantly Charmed* 2013-14

Believe in the beauty of your dreams! Earn your charms as you believe and work for that dream! Each month, earn a charm based on your ordering. You can earn two bonus charms for recruits and \$700 weeks. Make this your year, reach your dream, and become BEAUTIFULLY CHARMED.

Month	\$300 w/s	\$600 w/s
July	Black and white charm	Pink floral charm
August	Black and white charm	Black and white watch
September	Blue and white charm	Red and white charm
October	White and pink charm	White and pink charm
November	White and gold charm	White and gold charm
December	White and gold charm	White and gold charm
January	White and blue charm	White and blue charm
February	White and pink charm	White and pink charm
March	White and blue charm	White and blue charm
April	White and purple charm	White and purple charm
May	White and blue charm	White and blue charm
June	White and blue charm	White and blue charm

**Bonus**  
Qualified Recruit

**Bonus**  
\$700 Week



## Adorable Winners

- Marge Crossman (1)
- Cheryl Gillespie (2)
- Rebekah Greason (1)
- Lauren Fisher (2)

# SHARE THE LOVE TEAM-BUILDING PROMOTION

During the month of April, you can Discover What You Love about Mary Kay with the new Share the Love Team-Building Promotion. Let me share the love and passion I have for my Mary Kay business and "pass it on."

From April 1 – 30, new Consultants who sign their Agreements during the month of April can:

- Purchase your Starter Kit for just \$75, plus tax and shipping.\*
- Receive free shipping on an initial \$600 or more Section 1 wholesale order that is placed by May 31, 2014.\*
- Receive a \$100 credit on an initial \$1,800 or more Section 1 wholesale order that is placed by May 31, 2014 (in addition to free shipping on the initial order).\*

\* Contact me or see [www.marykay.com](http://www.marykay.com) for more details – and get ready to Share the Love!

discover what you

**LOVE**™

**WE LOVE GIVING WOMEN  
THE OPPORTUNITY TO  
BUILD THEIR DREAMS,  
WHICH IS WHY YOU  
CAN START YOUR  
MARY KAY BUSINESS  
FOR ONLY \$75 IN APRIL!**



# DARE TO DREAM!



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



Class of 2014



## Mary Kay Dates to Remember:

- **May 1:** Online DIQ commitment form available beginning 12:01 am CST until midnight on the 3rd. Seminar 2014 registration and Seminar souvenir ordering opens for those registered for Seminar.
- **May 10:** PCP early ordering privilege of the new Summer 2014 promotional items begins for consultants who enrolled in The Look for Summer 2014.
- **May 11:** Mother's Day
- **May 12:** Mary Kay Ash's Birthday
- **May 15:** PCP last day of online enrollment for the Month 2 mailer.
- **May 16:** PCP summer issue of The Look mails.
- **May 26:** Memorial Day. All Company and branch offices closed. Postal holiday.
- **May 29:** Last day of the month for consultants to place telephone orders (until 10pm CST).
- **May 30:** Last business day of the month. 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.
- **May 31:** Last day of the month to place online orders until 9pm CST. Online agreements accepted until midnight CST.

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

Habits are the patterns of your behavior. Habits are dangerous because they can make your life a series of mindless actions. Many people go through their entire lives living a life of habituation. They get up at the same time, jump in the shower with their mind racing, eat the same breakfast day after day, drive the same roads to work, and do the same tasks at the office each day. The neuropathways of the brain get reinforced over and over again, day after day, year after year, decade after decade. Our life can become a collection of mindless, almost thoughtless habits.

I hope you have seen the movie *Groundhog Day*, where actor Bill Murray plays Phil, an arrogant weather forecaster who gets trapped in a time warp that has him reliving the same day over and over. He gets up every day repeating his same behavior and gets the same results. He gets very frustrated until finally one day he changes his behavior. Phil's life totally changes when he changes. It is difficult to discover true happiness when we are living each day as if it were Groundhog Day. For many of us it feels like stepping on the same treadmill each day, with it preprogrammed to the same speed and an exact length of time, therefore yielding the exact same results each day. Albert Einstein said it best. "Insanity is doing the same thing over and over again and expecting different results." The principle of cause and effect ties into the problem of habituation. So many of the individuals I have counseled over the years have lived lives entrenched in habituation and their precious lives have passed them by.

*Taken from: A Life In Balance: Nourishing the Four Roots of True Happiness By: Dr. Kathleen Hall*



LINDA HORNE  
 INDEPENDENT SALES DIRECTOR  
 PHENOMENAL DARE TO DREAMERS

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Return Service Requested



**Words of Wisdom  
 From Mary Kay Ash**

*There is a strong relationship  
 between dreams that come true  
 and the calluses on your hands.  
 Your dreams will come true  
 only if they have substance  
 underscored by work.*

ONE WOMAN CAN AND THAT WOMAN IS YOU:



**There's so much to LOVE this year.**  
 Pack your bags, grab your girlfriends and head to Dallas for the best four days of your life! You'll find prizes, recognition, education, lasting friendships, dazzling shows, glitz and glamour, and so much more! You'll want to experience all Seminar offers.

**Ruby: July 16 – 19**

**Sapphire: July 20 – 23**

**Emerald: July 23 – 26**

**Pearl: July 27 – 30**

**Diamond: July 30 – Aug. 2**

LOCATION: Kay Bailey Hutchison Convention Center

FEE: \$195 (if received by June 16) Visit

[www.MaryKayInTouch.com](http://www.MaryKayInTouch.com) (Events / Special Events) for details

**Priority registrants can order fun Seminar souvenirs and even get a 15 percent discount beginning April 7. All other registrants can order at regular price beginning May 1.**