



THE DARE TO DREAM TEAM

WORKING OUR WAY TO THE TOP!



May 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 | Kat Roedell | \$1,997 | \$403 |
| Sapphire | Leanne Fabrizio | \$1,805 | \$595 |
| | Christine Renzi | \$1,069 | \$731 |
| | Patricia Weightman | \$445 | \$1,355 |
| | Pamela Moulton | \$304 | \$1,496 |
| | AnnMarie Jardine | \$271 | \$1,529 |
| | Consandra Clements | \$270 | \$1,530 |
| | Patty Marsden | \$265 | \$1,535 |
| | Tracy Taylor | \$228 | \$1,572 |
| | Lisa St. Hilaire | \$226 | \$1,574 |
| | Rebecca Molinar | \$226 | \$1,574 |
| | Cheryl Kehl | \$225 | \$1,575 |
| | Elizabeth Johnson | \$74 | \$1,726 |



Leanne Fabrizio
Queen of Wholesale



This Could Be You
Queen of Sharing



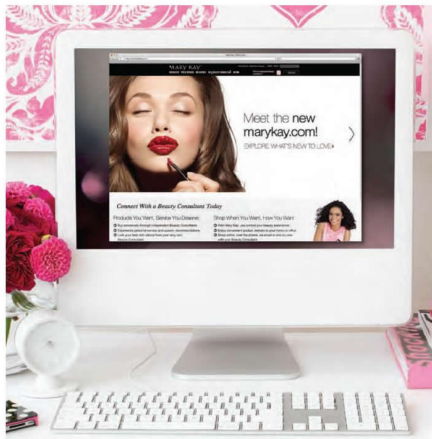
Christine Renzi
Top Love Check

Make sure to get your Mary Kay Personal Website THIS MONTH!!

Beginning July 1, subscriptions for all consultants will increase from \$50 to \$60. (The cost for first-year, first-time MK site subscribers will increase from \$25 to \$30.) If you renew this month, you can renew your current subscription for another year at the \$50 rate.

(Example: If your Personal Web Site subscription expires March 1, 2015, you can renew by June 30 and extend your \$50 subscription through March 1, 2016.)

You know your MK Web Site can pay for itself many times over and continues to be a value, even taking into account the increased subscription rates! Not only can your customers shop 24/7, they get timely tips and trends, order reminders and more!



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

Dear Dream Team,

June is an amazing month for us. It's time to hit the gas and work hard to finish up our extraordinary goals. I can't believe the end of the year is almost here and I'm so excited to be in the position to encourage you all towards your own successes. Remember we're in business for ourselves, but never by ourselves. Mary Kay wants to show us they are behind us by rewarding us with a Follow Your Heart pendant necklace with any \$400+ order. Isn't that awesome? No matter how close or far you are from your goal, you'll be one step closer each call you make! It's time to jump into action!

If you aren't quite where you'd like to be this last year of the seminar year, don't despair. No one ever gained anything by sitting around feeling sorry for herself and beating herself up. Believe me, I've tried that strategy in the past. If you're not finishing up your goals the way you'd like, I challenge you to take one day and regroup. Rather than focus on what you haven't done, focus on where you'd like to be this time next year. Really take the time to map out your plan. Break it down into daily, weekly, monthly and quarterly goals. Then begin the activity today. You'll have most of this month to get your systems in place, book appointments, call each and every customer, place your order to have products on your shelf, etc. This is not only a great way to kick off the new year, it's an easy way to fall back in love with your Mary Kay business when you call all the awesome women you get paid to work with! Join us to jumpstart your business by taking the Pacesetter's program that starts June 22!!

We are fully into summer now, and everyone is thinking about tans, great summer looks, gift ideas and sun care. It's a great time to check back in with your customers and ask how you can meet their needs. It may just be a quick drop off at their work, but many women will be interested in fun color classes with their friends, which with our Color Confident class has never been easier! Summer classes lead to wonderful summer prospects, especially moms that need some girlfriend time in between all those games and summer activities. Whatever your focus, make sure you take the time to ask. Each new potential hostess, prospect, and basic new customer could be a vitally important person to your business, and you may be changing her life. Think of her and her needs, and you'll never go wrong. Let's finish this seminar year strong with gusto that Mary Kay Ash would be proud of!

Love & Bee~lief,

Linda

Bee Strong!



Are you one of those people who works better under a deadline? Well, if you haven't earned your Advanced Color Consultant designation yet, we've got a deadline for you – and if you meet it, you'll earn a little extra recognition!

Pass the four brief quizzes that make up the Color Confident program by June 30, and you'll receive this Advanced Color Consultant ribbon to add to your Seminar attire!

The Advanced Color Consultant designation is a fantastic draw for potential customers searching for an Independent Beauty Consultant through the Consultant Locator. This special designation shows that you've put in the extra effort to increase your knowledge of color products and can help your customers choose the shades that make them look absolutely stunning! (Oh – and did we mention the education is free?)



June 30 will be here before you know it, so get Color Confident today!



Confidence comes by doing – not thinking. I guess this business has gone from my brain where I thought it would work, to my heart where I know it will work! Confidence isn't knowing everything there is to know, but knowing that you can get an answer to what you want to know. And confidence isn't something you just get all at once. It is something that starts as a seed within you and just starts growing and growing as you nurture and feed it by doing and doing.

By Kathy Drobish

Our Top 5 Wholesale Orders For May

MARY KAY
one woman canSM
 50 YEARS



Leanne Fabrizio Christine Renzi Kat Roedell Rebecca Molinar Patricia G Weightman

Year To Date Court of Personal Sales

| | | |
|----|----------------------|-------------|
| 1 | Kat Roedell | \$13,086.00 |
| 2 | Christine Renzi | \$12,063.00 |
| 3 | Leanne Fabrizio | \$4,177.00 |
| 4 | Pamela Moulton | \$3,166.00 |
| 5 | AnnMarie Jardine | \$2,580.00 |
| 6 | Patty Marsden | \$2,175.50 |
| 7 | Elizabeth Johnson | \$2,143.50 |
| 8 | Donna Morgridge | \$2,138.50 |
| 9 | Patricia G Weightman | \$1,948.00 |
| 10 | Rebecca Molinar | \$1,942.00 |
| 11 | Sandra Gregoire | \$1,780.00 |
| 12 | Kim Bridges | \$1,628.00 |
| 13 | James Snodgrass | \$1,468.50 |
| 14 | Consandra F Clements | \$940.50 |
| 15 | Tracy Taylor | \$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 |



Top 5 Consultants Who Invested in Their Business in May

Leanne Fabrizio

Christine Renzi

Kat Roedell

Rebecca Molinar

Patricia G Weightman

PCP Participants:

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



Featured Product of the Month:

Limited-Edition Honeydew Satin Hands Pampering Set

Delight in sweet summer scents. Like an at-home spa treatment, this hand-softening trio comes in a popular summer honeydew melon scent you are sure to love!



Pampering Set (Set includes fragrance-free hand softener, honeydew-scented hand scrub and honeydew-scented hand cream in a giftable bag.) All for \$35!



The world-famous philosopher and physician, Dr. Albert Schweitzer, "I don't know what your destiny will be, but one thing I know: The only ones among you who will be really happy are those who have sought and found how to serve."



Recruiters and Their Teams

Senior Consultants

Christine Renzi

Leanne Fabrizio
* Sandra Gregoire

Kat Roedell

Cheryl Kehl
Rebecca Molinar
* Alainna Kondos
* Angel Bull
* Beatrice Dodds
* Carrie Cox
* Dorothy Anlage
* Eudez Ulysse
* James Snodgrass
* Laura Herrmann
* Marlena Velez
* Wanda Lopez

Reasons or Results

Peter McWilliams said, "In life, we have either reasons or results—excuses or experiences, stories or successes. We either have what we want, or we have iron-clad, airtight, impenetrable reasons why it was not even marginally possible to get it. We use one of the most powerful tools at our disposal—the mind—for our disposal. Rather than dispose of the barriers to our dreams, the mind disposes of the dreams. In the amount of time it takes for the mind to invent a good excuse, the mind could have created an alternate way of achieving the result—rendering excuse-making unnecessary."



As we bring an end to this seminar year, you can still make your dreams a reality. The point is to begin today. Choose results over reasons or excuses and watch your business soar this year!



Qualified Year to Date Sharing Court

| | | |
|-----------------|-------------|----------|
| Christine Renzi | 2 Qualified | \$104.54 |
| 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

| | |
|-----------------|---------|
| Christine Renzi | \$72.18 |
| Kat Roedell | \$9.02 |



June Contest

Take a look at these fabulous, fun,
Mary Kay Logo Prizes that you can win when you
place an order in June, to help our Unit
finish up our HUGE Goal for the
“Mary Kay Fiscal Year!!!”



\$250 Wholesale Order = Checkbook Cover

\$450 Wholesale Order = Business Card Case & Checkbook Cover

**\$650 Wholesale Order = Money Bag, Checkbook Cover
& Business Card Case**

\$1,000 Wholesale Order = Set of all 4 Pieces

**\$2,000 Wholesale Order = Set of all 4 Pieces & Tote Bag
OR**

**You can win all 4 Pieces & Tote Bag, by adding
“Two NEW Qualified Recruits” to your team in the month of June!**

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 6/13/14 *RETAIL Seminar Credit

| | |
|--------------------|----------|
| 1. Kat Roedell | \$14,206 |
| 2. Chris Renzi | \$12,063 |
| 3. Leanne Fabrizio | \$ 4,177 |
| 4. Pam Moulton | \$ 3,792 |

Queen of Sharing

Year to date as of 6/13/14 *YTD Seminar Qualified

| | |
|----------------|---|
| 1. Chris Renzi | 2 |
| 2. Kat Roedell | 1 |

*Seminar Qualified is a minimum \$600 Wholesale

If you started Mary Kay to make some money and work your business like a business, would you consider **investing in some inventory** to have on hand to build your store? Maybe it's time to take your business to the next level by having product on hand so you can provide the best service for your customers! Remember, the **Follow Your Heart** pendant necklace serves as a token of appreciation from our heart to yours for being a fearless role model and leader. It can be yours when you place a single \$400 or more Section 1 wholesale order in June 2014.

Take advantage of your **50% discount** to stock up on products for you and your family. Do you use Mary Kay from head to toe? If not, why not?! You're crazy to miss out on our fabulous products, especially when you get them at a discount! If you haven't ordered our new products yet, check them out now on Intouch!
**If every woman in our unit placed a \$225 wholesale order just to get products for personal use, that would make a huge contribution to our goal!*



Be Santa Claus this Summer!

With the season of weddings, graduations, Father's Day, baby showers

and bridal showers – giving MK products as gifts is a great way for you to save money this summer! If you're getting married, consider giving your bridal party Mary Kay gift sets!

Have you called your customers lately? Consider calling friends, family & customers to let them know about NEW products and to take reorders. This is a time when a lot of women are looking for a new look!

Have a **\$1000 Day**. Make it your goal to sell \$1,000 in 24 hours by contacting your customers, prospective & former hostesses, family members, and personal use reorders!

Do you know people who work with a lot of women or even men? Consider asking them to be an **Outside Hostess** for you! Offer them \$25 free for every \$100 in orders they collect!

Be a **Star Consultant This Quarter!** Our Unit is going to be **ABUNDANT with Stars!** When you are a STAR, you earn a fabulous star prize and TONS of recognition!

We're Racing to The Finish Line... Great Ways YOU Can Help Our Unit!



How to Get 100 Names Fast!

“Hi, _____! This is _____ with Mary Kay. How’s your skin care going? What are you running low on? Well, _____, the REAL reason I’m calling is because my director has challenged me to get 100 referral names to contact about a free facial and makeover. I thought to myself, ‘However will I find 100 names?’ and then I decided, ‘Hey, I’ll call my 10 favorite customers and ask them to help me out with 10 names each.’ For helping me out _____, I have your choice of _____ or _____. Now, some of my customers have the names handy, and some of them have to think about it for a few hours. Which do you prefer?”



What to do with the 100 names...

“Hi, _____! This is _____. You don’t know me, but we have a mutual friend in _____. I’m her Mary Kay Beauty Consultant and I asked her for the names and numbers of some friends who would be great models for my before-and-after portfolio, and right away she thought of you! (pause) (They’ll usually say ‘Oh’ or giggle or ‘She did, eh?’) _____ gave me your name, not because she thought you NEEDED a makeover, she just thought you’d be a great model for me. For helping me out, you get a \$10 gift certificate toward any Mary Kay product plus a total skin care analysis and a free glamour makeover. It takes about an hour. I’m setting up my appointments for the next week. Which works better for you, _____ or _____? (Secure a time for her facial). (Find out her address and directions.) _____, seeing as you don’t know me, it would be a lot more fun if you share your facial with some friends. And if you find that 10 or 15 want to come, that’s okay, we’ll just split it up into 2 sessions. Everyone gets a makeover, but YOU get the gift certificate. Do you have some friends in mind already? I’ll call you the day or two before our appointment to find out about their skin. That helps me determine what to bring for them. Speaking of that, can I ask you a few questions about your skin?” (Pre-profile her NOW). End the call telling her you’re looking forward to meeting her at _____ at _____ o’clock on _____ date.



JUNE 2014 DATES TO REMEMBER

| SUNDAY | MONDAY | TUESDAY | WEDNESDAY | THURSDAY | FRIDAY | SATURDAY |
|--|--|--|-----------|---|--|----------|
| 1 Online DIQ commitment form available beginning 12:01 am CST until midnight on the 3rd. | 2 Consultant Only Meeting Stratham 6:30-8:15 | 3 | 4 | 5 | 6 | 7 |
| 8 Booking Blitz 7-8 pm. (641)715-3200 486974# | 9 Satin Footsteps Guest Event/ Stratham 6:30-8:15 | 10 PCP summer 2014 mailing of month 2 mailer begins. | 11 | 12 | 13 | 14 |
| 15 Q4 Star Deadline. Happy Father's Day! Booking Blitz 7-8 pm. (641)715-3200 | 16 Quarter 1 Star contest begins. PCP fall 2014 online enrollment. Lip Color Wardrobe Guest Event/ Stratham | 17 | 18 | 19 | 20 Online prize selection for Quarter 4 Star Consultant quarterly contest. | 21 |
| 22 Booking Blitz 7-8 pm. (641)715-3200 486974# | 23 Beauty Bash Guest Event/ Stratham 6:30-8:15 | 24 | 25 | 26 | 27 | 28 |
| 29 Booking Blitz 7-8 pm. (641)715-3200 486974# | 30 Seminar 2014 contest period ends. Last day for consultants to place online orders (until 9pm CST). Miracle Makeover Guest Event Stratham 6:30-8:15 | | | Launch to Leadership Call Monday thru Friday 8:30 am (805) 360-1000 909544# (*6 to mute out) | | |

DARE TO DREAM!



Building
WALL
toWALL
Leaders



Class of 2014





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

WHO WILL HELP US MEET OUR SEMINAR 2014 UNIT GOALS?

3 RED JACKETS

July 1st DIQ

On Target Car Unit

ONE WOMAN CAN AND THAT WOMAN IS YOU:

The Follow Your Heart pendant necklace serves as a token of appreciation from our heart to yours for being a fearless role model and leader. It can be yours when you place a single \$400+ wholesale order this month!



This stunning platinum-tone necklace, which hangs on a delicate 17-inch chain, features a unique, heart-shaped pendant adorned with five scintillating stones as well as the Mary Kay logo. Shop now and earn your necklace today (ships with your qualifying order)! WE LOVE women who follow their hearts.

Social Publisher: Have you heard about Mary Kay Social Publisher? It's an exciting way you can have access to a new world of professionally written, branded and preapproved content for your Facebook page.

MARY KAY Social Publisher 

Mary Kay Video Lounge Launches This Month! The Video Lounge will be your convenient, "one-stop" location for all Mary Kay-produced videos. The Video Lounge tab will be in the top navigation bar on the InTouch homepage and the second to last button on the homepage of *Mobile InTouch*. Videos are categorized by Education, Products, How-Tos and Company. You can check out featured videos of the week and share product videos with area members.

On Display: Mary Kay is introducing a new social media channel, a fashion commerce site where users assemble clothing and beauty products. You can build collages and showcase new Mary Kay products or create looks for a special occasion to share on Facebook & Twitter. Check out www.marykayus.polyvore.com.

Want More Videos? Visit The Pink Link on Intouch! Get education and inspiration on products such as Journey of Dreams, Sun Care and Mary Kay At Play! Vacation is the perfect time to try out bold color looks using Mary Kay At Play fun shades. For fun, snap a selfie with a hot summer look and post it on Instagram #mkatplay. Get ready to share the new Mary Kay At Play eCatalog. Your followers will want to know about these products!

discover what you
LOVE