



# THE DARE TO DREAM TEAM

WORKING OUR WAY TO THE TOP!



May 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        | \$2,074           | \$326                   |
|               | Christine Renzi    | \$1,171           | \$629                   |
|               | Wanda Lopez        | \$794             | \$1,006                 |
|               | Kim Bridges        | \$738             | \$1,062                 |
|               | Donna Morgridge    | \$442             | \$1,358                 |
|               | Jill Sawyer        | \$405             | \$1,395                 |
|               | Elizabeth Johnson  | \$329             | \$1,471                 |
|               | Dorothy Anlage     | \$310             | \$1,490                 |
|               | Pamela Moulton     | \$295             | \$1,505                 |
|               | Alainna Bozenbury  | \$289             | \$1,511                 |
|               | Sorphea Schumrick  | \$283             | \$1,517                 |
|               | Cathryn Crable     | \$282             | \$1,518                 |
|               | Rebecca Molinar    | \$230             | \$1,570                 |
|               | Patricia Weightman | \$225             | \$1,575                 |
|               | Staci Coronati     | \$222             | \$1,578                 |
|               | Joanne Rollins     | \$215             | \$1,585                 |
|               | Patty Marsden      | \$206             | \$1,594                 |
|               | Sheri Cutler       | \$205             | \$1,595                 |
|               | Lisa St. Hilaire   | \$205             | \$1,595                 |
|               | Katie Fawkes       | \$204             | \$1,596                 |
|               | Lynn Lebida        | \$204             | \$1,596                 |
|               | Kayla Potter       | \$203             | \$1,597                 |
|               | Susan Spain-Robbie | \$202             | \$1,598                 |
|               | Tracy Taylor       | \$202             | \$1,598                 |



**Christine Renzi**  
Queen of Wholesale



**This Could Be You**  
Queen of Sharing



**Kat Roedell**  
Top Love Check



## Test Market Survey

\_\_\_\_\_, Mary Kay has asked me to gather opinions and feedback on certain products in our line to assist in their research efforts. One of the products is \_\_\_\_\_, and I was wondering if there is any reason why you wouldn't be willing to sample the \_\_\_ and give me your opinion? All that is involved is that you use the product for \_\_\_ days and fill out a short written evaluation. To thank you for your participation, you are entitled to a 10% (or whatever you wish) discount if this is a product you fall in love with!

This is perfect to use with the Translucent Loose Powder!



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

Dear Dare to Dream Team!

It's time to show the world what kind of superstar you are! We're in the final month of the seminar year, and the race is on to finish strong! I know you are out there working your business and making things happen. There is still time to make this seminar year count **and** jump start the new year. Book those classes and interviews today- don't wait until the new year. It's time to reignite your fiery passion and get your new consultant enthusiasm back.

It's such an exciting time of year. Summer is here- color is everywhere and we're all ready to take advantage of the warm weather. Everyone wants to look great and have a beautiful look that is easy to maintain. Mary Kay is the answer. Our new products are sure to please, and our new powder will keep you looking fresh and beautiful no matter what you're doing. Sun products are a great way to protect your skin, and we have so many great products to repair any damage. We're all on the go and want quick color at a great price. Have your samples ready for ball games, BBQ's and wherever else life takes you. Remember, in Mary Kay we have no territories for working our business! Use the Operation Sunscreen as a way to earn your Pendant while doing something good for our men & women who are deployed overseas.

It's so wonderful to be involved with a company that cares so much about women. As Mary Kay Ash used to say, P & L stands for People and Love, not profit and loss. Let's plan our work and work our plan! It's a great selling season and our focus is always on being a star! If your order is over \$400, you'll earn a fabulous crystal-studded pendant featuring two interwoven circles that represent the story of one woman (small circle) who created an opportunity that is shared by women around the world (large circle). **Who is going to be the first consultant in our unit to get their pendant??** Some of you may need to increase your activity. Others simply may need to stock their shelves and get prepared for the new Seminar year. Maybe you have proven to yourself and your family that you want and could benefit from having product on hand! I believe in you and know you can do it! With the new products, handing out a few samples, following up, and collecting the money is all it will take to finish it! YES, I KNOW YOU CAN! because One Woman Can...and that Woman is YOU!!

Love and Belief,

Linda



Each dream begins with a choice. The choice to believe it's possible and worth the effort to get there. What are your dreams for the new seminar year? Make the choice today to map your plan to achieve them. A dream plus action equals an achievable goal!

**I know you can do it!**



## Where will YOU be Seminar 2013?

Do you want results from your Mary Kay business? More money? Earn the use of a career car? Sales Director? Then you'll want to concentrate on these Income-Producing Activities on a weekly basis!

- 1 skin care class/collection preview
- 2 facials or on-the-go appointments
- 2 new bookings
- \$100 retail in customer service, web site or brochure sales
- 1 marketing-type follow up with questionnaire completed
- 1 team-building interview with questionnaire completed
- 1 guest to a unit meeting- stay for marketing presentation
- 7 new names and numbers
- 1 new team member



# Our Top 5 Wholesale Orders For May

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



Christine Renzi

Jill Sawyer

Kat Roedell

Pamela Moulton

Patty Marsden

Year To Date Court of Personal Sales

|    |                      |            |
|----|----------------------|------------|
| 1  | Kat Roedell          | \$9,984.00 |
| 2  | Christine Renzi      | \$9,934.50 |
| 3  | Lori Thompson        | \$8,155.00 |
| 4  | Kim Bridges          | \$5,499.50 |
| 5  | Elizabeth Johnson    | \$3,368.00 |
| 6  | Patty Marsden        | \$2,782.00 |
| 7  | Staci Coronati       | \$2,662.00 |
| 8  | Donna Morgridge      | \$2,545.50 |
| 9  | Wanda Lopez          | \$2,084.00 |
| 10 | AnnMarie Jardine     | \$1,795.50 |
| 11 | Pamela Moulton       | \$1,672.00 |
| 12 | Patricia G Weightman | \$1,603.00 |
| 13 | Lynn Lebida          | \$1,116.50 |
| 14 | Katie Fawkes         | \$1,116.00 |
| 15 | Rebecca Molinar      | \$1,065.00 |
| 16 | Sorphea Schumrick    | \$980.00   |
| 17 | Deb McDonald         | \$872.50   |
| 18 | Jill Sawyer          | \$830.00   |
| 19 | Sheri Cutler         | \$820.50   |
| 20 | Denise Arnold        | \$818.00   |



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

- Christine Renzi
- Jill Sawyer
- Kat Roedell
- Pamela Moulton
- Patty Marsden
- Katie Fawkes
- Beatrice Dodds

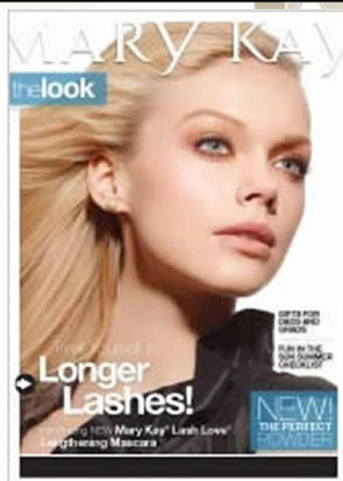
A study at the University of Maryland Medical Center shows laughter increases our capacity to fight various diseases by increasing our antibody production.

Laughter reduces the levels of stress hormones like cortisol. Our bodies relax when we laugh, and we reduce our risk of heart disease, hypertension, strokes, arthritis, and other inflammatory diseases.

By: Dr. Kathleen Hall

## PCP Participants:

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



## Welcome Back Consultants

Katie Fawkes

# Recruiters and Their Teams

# Qualified Year to Date Sharing Court

## DIQS

### **K. Roedell**

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

### Senior Consultants

#### **AnnMarie Jardine**

Patricia G Weightman

#### **Christine Renzi**

Lori Thompson

#### **Lori Thompson**

Jill Sawyer

#### **Pamela Moulton**

Donna Morgridge



That tingling we feel when we contemplate waking up and living our dreams can be labeled either "fear" or "excitement." No matter what we call it, it's the same feeling. If we call it fear, it's an uncomfortable feeling, and we tend to find reasons not to read any further. If we call it excitement, we turn it into energy that makes the process of learning and doing an active, enjoyable one.

By: Peter McWilliams



Christine Renzi

1 Qualified

\$144.02

Kat Roedell

1 Qualified

\$65.12



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

### 9% Recruiter Commission

Kat Roedell

\$37.06

### 4% Recruiter Commission

Lori Thompson

\$16.20

Pamela Moulton

\$5.47

### July Birthdays

Kayla Potter

21

Lori Thompson

21

If plan B doesn't derail you, but rather inspires you to experience something new, you're allowing yourself to grow with the world around you rather than just the world inside you.

By: MARILU HENNER

# Shine On! Workshop 2013

September 6<sup>th</sup> & 7<sup>th</sup>, The Ramada Inn, Lewiston  
\$75 includes dinner, room, breakfast, training (\$85 after Aug. 1<sup>st</sup>)

*I encourage you, in fact I urge you, to make this event a personal priority!*

## **Questions & Answers**

**What is Shine On! Workshop?** It's a statewide MaryKay workshop that includes training, recognition, MaryKay friendships, support for your business, challenges, food, prizes, and fun! There's a contest period of 8 weeks leading up to the workshop, held Sept. 6 & 7. All Consultants are encouraged to *participate* in the Court contests. *But you'll want to attend the event whether you participate in them or not!*

**What are the Contests?** There are 5 categories, called "Courts," in which you can build your business and earn on-stage recognition & a ribbon. Everyone who qualifies for a particular Court gets to cross the stage at the Awards Banquet, smiling for photos & waving to friends & family — you may invite *adult* family members to the Dinner (*no children please*). Many Consultants work on the contests just to qualify to walk across the stage! Some Consultants choose to work harder & compete to be "Queen" of one or all the Courts. Wonderful prizes are awarded to the Queen of each category!

**\* How will this benefit my Business?** There is a Worksheet enclosed and it charts how, if you focus your efforts on accomplishing any or all of the Courts, you will maintain a strong business momentum over the summer. Remember, you can't control the results of anything you do in MaryKay, but you (and you alone) *can* control your efforts. So, participating in the Court contests will bring you money and recognition; attending the Workshop will increase your MaryKay skills and confidence, as well as increasing your vision of what MaryKay can do for you & your family!

**Can you describe more of what I should expect at Shine On! Workshop?** That is such a difficult thing to do. We get to dress up and have a wonderful banquet dinner & awards ceremony! We get to share productive ideas from sharp & successful Consultants! We get to have a Slumber Party with our MaryKay Girlfriends! And we get inspired & trained by the very best MaryKay Directors! Want to know more? Ask me, ask your Director, or ask one of your Sister Consultants.

*See you there!*

# WORKSHEET — Shine On! Workshop 2013

*Contest Dates: July 1<sup>st</sup> through August 26<sup>th</sup>*

Name you go by: \_\_\_\_\_ Your Director: \_\_\_\_\_

*Please print **CLEARLY & LEGIBLY***

Your Adopted Director, if applicable: \_\_\_\_\_

- You **MUST** submit this completed WORKSHEET to your Director, by August 26<sup>th</sup>.
- You may qualify for one or more Courts, up to all 5.
- You **MUST** write your **Totals** below and complete the **Tie-Breaker** section to compete for Queen of any Court.

| <b>Courts</b>                               |                                |                           |                           |                            |  | <b>Tie-Breaker</b>                            |                        |
|---|--------------------------------|---------------------------|---------------------------|----------------------------|--|---|------------------------|
| Dates:                                      | 1) \$ Amount Wholesale Ordered | 2) # of Faces Done        | 3) # of any Skin-Care Set | 4) # Warm Chatter w/ Names | 5) # People Interviewed                    | # Recruits Qualified ("Q") or Activated ("A") | \$ Amount Retail Sales |
| All of June                                 |                                |                           |                           |                            |  |   |                        |
| July 1 <sup>st</sup> - 7 <sup>th</sup>      |                                |                           |                           |                            |  |   |                        |
| July 8 <sup>th</sup> - 14 <sup>th</sup>     |                                |                           |                           |                            |  |   |                        |
| July 15 <sup>th</sup> - 21 <sup>st</sup>    |                                |                           |                           |                            |  |   |                        |
| July 22 <sup>nd</sup> - 28 <sup>th</sup>    |                                |                           |                           |                            |  |   |                        |
| July 29 <sup>th</sup> - Aug 4 <sup>th</sup> |                                |                           |                           |                            |  |   |                        |
| August 5 <sup>th</sup> - 11 <sup>th</sup>   |                                |                           |                           |                            |  |   |                        |
| August 12 <sup>th</sup> - 18 <sup>th</sup>  |                                |                           |                           |                            |  |   |                        |
| August 19 <sup>th</sup> - 25 <sup>th</sup>  |                                |                           |                           |                            |  |   |                        |
| <b>TOTALS:</b>                              |                                |                           |                           |                            |  |   |                        |
|   | (\$1200 to Qualify for Court)  | (16 to Qualify for Court) | (6 to Qualify for Court)  | (10 to Qualify for Court)  | (10 to Qualify for Court)                  |   |                        |
|   |                                |                           |                           |                            | <i>3-Way, Notebook, Guests-to-Meetings</i> |   |                        |

**It's the final stretch -  
You Can Do It!**

**Earn this  
Necklace  
in June!**



Wouldn't this beautiful 50th Anniversary necklace look great around your neck?  
It's yours when you place a  
**\$400+ wholesale order in June!**

The commemorative pendant is polished rhodium tone with a crystal-studded circle. The two interwoven circles bring together the story of one woman who created an amazing opportunity shared by women around the world. Limit one necklace.

Mary Kay is initiating price adjustments on approximately 50 products effective Aug. 16th. The majority of the changes are increases, which range from 50 cents to \$2.

**Silver Lining:** "Now may be a great time to give your customers a chance to purchase and stock up at today's prices."

says Sara Friedman,  
Vice President,  
U.S. Marketing  
See *Intouch* for details.





Created for the clients of [www.unticommunity.com](http://www.unticommunity.com)

**Don't miss out on this incredible It's Raining Red opportunity! The contest ends June 30th! Who do you know that would be interested in an exciting opportunity filled with rewards and support?**

- Add **three** new qualified personal team members from March 1-June 30 to earn: A free red jacket of your choice, an invitation to the It's Raining Red Mingle, & a name badge ribbon at Seminar.
- Add **four** and receive: all prizes from the previous category, plus The Tiger-Print Scarf from the Director Suit Collection.
- Add **five** and receive: **all** prizes from the previous two categories plus fabulous black chandelier earrings as the perfect accessory!

**Earn your red jacket in time for Mary Kay's 50th Anniversary Celebration!**





## ONGOING COMPANY

### PROMOTIONS:

What are you working towards?

IT'S RAINING



CELEBRATE MARY KAY'S GOLDEN ANNIVERSARY IN STYLE



**Bold in Gold**  
Celebrating 50 Years of Rich Rewards  
Star Consultant Program  
March 16 - June 15, 2013

# Mary Kay Dates to Remember:

- **July 1:** Online DIQ commitment form available beginning 12:01 am CST until midnight on the 3rd. Postcard cutoff for consultants to mail commitment forms to begin DIQ qualification this month. Seminar 2014 contest period begins. Summer 2013 PCP mailing of the Month 2 mailer begins. (Allow 7-10 business days for delivery.)
- **July 1:** Pink Success Meeting Stratham 6:30 - 8:15.
- **July 4:** Independence Day. All Company and branch offices closed. Postal holiday.
- **July 8:** Pink Success Meeting Stratham 6:30 - 8:15.
- **July 15:** Pink Success Meeting Stratham 6:30 - 8:15. Last day to enroll online for the Fall 2013 PCP mailing of The look, including exclusive samplers (while supplies last).
- **July 16:** Beaut-e-News begins emailing to customers.
- **July 21:** Diamond Seminar begins.
- **July 22:** Pink Success Meeting Stratham 6:30 - 8:15.
- **July 24:** Ruby Seminar begins.
- **July 28:** Sapphire Seminar begins.
- **July 29:** Pink Success Meeting Stratham 6:30 - 8:15.
- **July 31:** Emerald Seminar begins. Last business day of the month. Last day for consultants to place online orders (until 9pm CST). Online agreements accepted until midnight CST. Orders and agreements submitted by mail or dropped off at branches must be received by 7pm local time to count toward this month's production.

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

Every day, I type passwords into programs and computers too many times to count. I don't save my passwords on the computer but am a compulsive email-checker. So a multitude of times a day, I type the same thing over and over and over.

And one day, I realized that what I use for my password gets ingrained in me, due to constant repetition. Like a mantra. Let's say my password is "tennis" (I play tennis, by the way), and although I do not think about tennis on purpose all the time, I eventually realized that it's my favorite activity, it's what I put a lot of time and effort on, it's what I do most outside of work.

I later changed my passwords to a goal I've been working on, or an achievement I want. They become a constant reminder of my goals, my dreams, of what I want to achieve. It's basically the same idea as surrounding yourself with reminders of your aims, your dreams. Or repeating positive thoughts in your mind.

By: Gretchen Rubin



**LINDA HORNE**  
 INDEPENDENT SALES DIRECTOR  
 PHENOMENAL DARE TO DREAMERS

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Return Service Requested



**Words of Wisdom  
 From Mary Kay Ash**

It takes courage to talk to a stranger about Mary Kay, to be a good wife and mother, to get up some mornings, to hold ten classes in one week, to recruit five in one month and to keep on keeping on. A great deal of talent is lost in this world for the want of a little courage.

TO THE PHENOMENAL:



**MAKE "CHOICES" TO MOVE UP FAST!!**

*(IF YOU WANT A CAR, YOU WILL GIVE IT YOUR BEST SHOT!)*

1. Holds lots of classes!
2. After the close of her class, she says: "How many of you like to shop for free?" Of course they all say: "I do!"
3. She has a basket full of Choices/ MK's Team-Building CDs (or a Team-Building DVD) in the middle of the table and says, "If you will go home and listen to this CD in the next 48 hours (in fact, why not listen to it on the way home) and get together with me and fill out the Company Evaluation Sheet, I will give you a lipstick or mascara free! Which would you prefer?" You need to know who takes them home and follow up.
4. She says she is doing about 8 interviews a week from this (along with the selling of her product) and recruiting an average of 2 to 3!
5. Remember, she also has her people going for Directorship all doing this too! Lets do it! Selling, Recruiting, Layering!

