



# THE DARE TO DREAM TEAM

WORKING OUR WAY TO THE TOP!

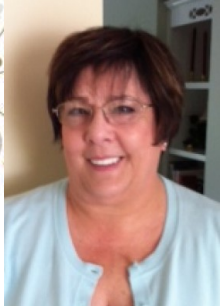


November 2013 Recognition & Results

## Congratulations On-Target Stars:

Here's how much you need to finish your next star by 12/15/13

Star Achieved	Name	Current Wholesale	WS Needed for Next Star
Sapphire	Christine Renzi	\$2,039	\$361
	Kat Roedell	\$1,641	\$159
	AnnMarie Jardine	\$657	\$1,143
	Elizabeth Johnson	\$438	\$1,362
	Lori Thompson	\$404	\$1,396
	Pamela Moulton	\$325	\$1,475
	Kim Bridges	\$303	\$1,497
	Rebecca Molinar	\$291	\$1,509
	Katie Fawkes	\$220	\$1,580
	Sally Neihart	\$212	\$1,588
	Patricia Weightman	\$208	\$1,592
	Patty Marsden	\$208	\$1,592
	Laura Herrmann	\$207	\$1,593
	Carey Johnson	\$201	\$1,599
	Donna Morgridge	\$109	\$1,691
Marlena Velez	\$44	\$1,756	



**Christine Renzi**  
Queen of Wholesale



**Linda Horne**  
Queen of Sharing



**Pamela Moulton**  
Top Love Check

## Welcome New Consultants

Atlla Franca

Sponsored By:

Linda Horne



Great rewards are in store for those who want to become a director! When you become a DIQ January 1st- attend Leadership Conference 2014 and then debut as a new Director between February 1- July 1, you

will earn a free\* director suit!!!! (valued at \$300)! There's more - not only will you get to see the new suit up close and personal at Leadership, you will also be invited to try on all three new 2014 jacket styles! Get your cameras ready, and we will see you in New Orleans!

\* A \$300 check will be mailed to the new Director during the month in which she debuts to use toward the purchase of a Director jacket, skirt and blouse.



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

Happy Holidays Dream Team,

I am so grateful for my Mary Kay business and the opportunity that I have to enrich the lives of so many women! I appreciate that our business is based on the Golden Rule, where we treat everyone the way we want to be treated. We have the privilege of providing a great service to our customers through our amazing products and career opportunity. I always look for the good in people and if they don't have a smile I give them mine. Giving a free sample with a smile to the frustrated clerk who just got yelled at by the customer in front of me isn't just about building my business. It's about making her day a little brighter and maybe even offering a better career opportunity after she's held a class and seen how much fun it can be. I know how much fun I have holding classes, calling my customers who've become my friends, and working with amazing unit members like you! This is truly my dream job and I hope it is yours too!

I can't believe we've already reached the last month of the year! Where has it gone? If you are not where you want to be in your business that's OK. Aren't we lucky to have each day as a new chance to begin again. We can't do anything about the past but we can change our future by taking those small steps each day. Learn to ask yourself, "What's the next step to get what I want?" and "Is what I am doing right now moving me closer to my dreams?" All you have to do is figure that little part out- not how to arrive, but what the next step would be. If you are not sure...give me a call and we will come up with a plan to move your forward. Take the overwhelming elephant size away from the goal by focusing on the small part you can do right now. It's amazing how much progress you can make by just beginning.

Take advantage of this season as people are out shopping. I think of December as a Gifting Month for our products and Opportunity. Do you have 20/20 Vision? Are you willing to hold a Perfect 10 (10 parties in a month, 10 Interviews, and \$1000 WS), a Supreme 6 (6 parties in a month, 6 Interviews, and \$600 WS) or a You can count on me 3 (3 parties in a month, 3 interviews, and \$300 WS)? Pick the activity. You can do it in one day out of the entire month. Challenge yourself and each one reach one. We are growing to 50 STRONG by March, we are on TARGET to be a CAR driving unit, and we will debut 3 Sales Directors by Seminar 2014. Will you be on the Great Wall of Mary Kay forever? The choice is yours.

Love & Bee~lief.....Linda

## How to Think Like a Retailer in December



- **MEN!** Now is the time to close men for the holidays! Be willing to work the week before Christmas and you will double your sales! Take gifts with you wherever you go! Approach men at the garage while getting your oil changed, at the grocery store, wherever you go! Wear your pin! If you have gifts there with you, you **WILL SELL THEM!** The key is having product gifts made up and on hand!
- Take stocking stuffers and last-minute gifts with you everywhere. Take a list of "Who have you forgotten?" with you to classes and appointments. Have gifts available that fill those needs!

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## Holiday Recruiting in Dec:

- Why not play in makeup while spending time with family? Each hostess is looking for another great idea to entertain her family while they are in town. MK facials are a great solution! Not only do facials offer a great time, but they give her a chance to have each family member try our great new products in person! It's a great chance to take orders and get a jump-start on her career!
- There is still time to purchase gifts at cost! She might want to start her new career as a Christmas gift to herself and her family. Think of all the doors it opens!
- There are also great end-of-the-year tax benefits! Also remind her that she will be starting the new year off right!



# Our Top 5 Wholesale Orders For November

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



Christine Renzi      Kat Roedell      AnnMarie Jardine      Elizabeth Johnson      Pamela Moulton

Year To Date Court of Personal Sales

1	Christine Renzi	\$5,525.00
2	Kat Roedell	\$4,572.00
3	Pamela Moulton	\$2,132.50
4	AnnMarie Jardine	\$1,578.00
5	Elizabeth Johnson	\$1,381.50
6	Rebecca Molinar	\$1,045.00
7	Donna Morgridge	\$980.00
8	Carey Johnson	\$892.00
9	Patty Marsden	\$884.00
10	Lori Thompson	\$828.00
11	Katie Fawkes	\$440.00
12	Tracy Taylor	\$436.00
13	Sally Neihart	\$424.00
14	Dorothy Anlage	\$421.00
15	Patricia G Weightman	\$415.00
16	Denise Arnold	\$408.00
17	Lisa St. Hilaire	\$404.00
18	Consandra F Clements	\$400.00
19	Marlena Velez	\$44.00



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

- Christine Renzi
- Kat Roedell
- AnnMarie Jardine
- Elizabeth Johnson
- Pamela Moulton
- Carey Johnson

## PCP Participants:

- Lori Thompson
- Kat Roedell
- Christine Renzi
- Pamela Moulton
- Donna Morgridge
- Elizabeth Johnson
- AnnMarie Jardine
- Kim Bridges
- Linda Horne



Let the Moment Unfold. The Belara Midnight woman embodies a harmonious blend of mystery and anticipation. Limited-Edition Simply Alluring Body Crème & Shower Crème, \$18 each



THE MOST IMPORTANT SINGLE INGREDIENT IN THE FORMULA OF SUCCESS IS KNOWING HOW TO

GET ALONG WITH PEOPLE.  
 ~THEODORE ROOSEVELT



# Recruiters and Their Teams

## Senior Consultants

**Christine Renzi**

Lori Thompson

**Kat Roedell**

Rebecca Molinar

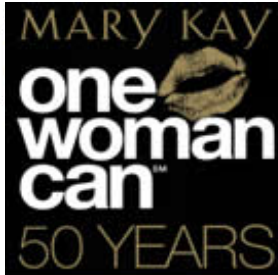
- \* Alainna Bozenbury
- \* Angel Bull
- \* Beatrice Dodds
- \* Cathryn Crable
- \* Deb McDonald
- \* Dorothy Anlage
- \* Eudez Ulysse
- \* Kayla Potter
- \* Laura Herrmann
- \* Marlena Velez
- \* Sheri Cutler
- \* Susan M Spain-Robbie
- \* Wanda Lopez

**Pamela Moulton**

Donna Morgridge



Time management is even more important as the holiday season quickly approaches. Begin each day with your Six Most Important Things list. Mary Kay taught us to push a little harder and do six quality things each day rather than stopping at five. She also taught us to tackle the hardest thing first each day, and the rest of the day would follow and feel so rewarding! I encourage you to make sure to schedule sharing, bookings, classes and PCP follow up as part of your Six Most Important Things list this month! You'll achieve holiday success and a great jump start for the New Year— including many personal/ financial rewards!



**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

Pamela Moulton	\$4.34
Kat Roedell	\$3.60

### January Birthdays

Atlla Franca	1
Sally Neihart	12
Carey Johnson	23

### January Anniversaries

Carey Johnson	6
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"Happiness does not depend on outward things, but on the way we see them."

~Leo Tolstoy



# The New Year Can Bring A Whole New You!



## DARE TO BELIEVE IN YOU!

December is the perfect time to begin your Mary Kay Career! Not only can you purchase all your last minute Christmas gifts at an amazing discount, you can practice holding classes, learn scripts or set up your new office over the holiday season. You'll touch base with friends and family this time of year and can share your wonderful new career as a Beauty Consultant.

They say it takes 21 days to form a new habit. By practicing in December, you're on your way to an incredible start for the New Year. The New Year is wide open and full of possibilities. What kind of year will you choose to make it?



As a Brand New Mary Kay Independent Beauty Consultant (signed in Nov or Dec 2013), this exclusive keepsake ceramic hinged box commemorating the Mary Kay 50th Anniversary year could be yours when you place a single \$400+ wholesale order during the month of December!

For 50 years, Mary Kay Consultants around the globe have been *enriching women's lives* in countless ways. This globe honors the difference *one woman can* make and celebrates Mary Kay's phenomenal success and heritage.

# Exercise FOCUS Through Christmas

What is focus? What are the adversaries of focus?

This time of the year in particular we have many distractions that can keep us off-course from our goal. Many of those are good and wonderful distractions which makes it even harder to accomplish our goals. There is so much pressure these days combined with the holiday season; it becomes a full time job in and of itself if we let it. We want to enjoy and get the most out of the holidays, but we don't want to lose focus and see our goals slip through our fingers in the process. How can we accomplish both? I'm going to give you my list of how to's that have helped keep me focused during stressful times, difficult times, or holiday times.

## **1. Organize: *Unhappiness is not knowing what we want and killing ourselves to get it.***

- Treat this business as you would any job during the holiday season.
- Have set times to do your business.
- Discipline your mind... "How can I" never "I can't"
- Don't travel mentally - when you are with your family... really be with your family.
- When you're doing Mary Kay... FOCUS!
- Simplify: The holidays – Your Mary Kay - Your home life
- Enjoy the quiet moments and small things.
- LEARN TO SAY NO! Refuse to buy GUILT!

## **2. Prioritize: *Don't equate activity with efficiency: The art of being wise is the art of knowing what to overlook.***

- Know your exact goal each day.
- Determine what is really most important to do in your business.
- Contacting every customer should be #1.
- Do your six most important things and do the things you least want to first.
- Resist the temptation to embezzle.

## **3. Utilize: *The person who knows how will always have a job – The person who knows why will always be the boss! Success seems to be largely a matter of hanging on after others have let go.***

- Truly help people with their Christmas shopping.
- Utilize wish lists and husband's names on profile cards.
- Combine Christmas parties with shopping boutiques and sell multi-tasking.
- Realize people will be buying gifts on December 24<sup>th</sup> at midnight.
- Turn every no into a booking for January.
- Recruit people for extra money during the holidays, tax benefits, etc.
- Utilize the teleconference marketing opportunity.
- 12 days of Christmas for customers and the kids.
- Utilize help, and trade product as Christmas gifts for the help you need.
- Get in the spirit of giving with your customers by giving them a gift.



# DARE TO DREAM!



Class of 2014

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



Choose your prize and map your plan today!

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



## Mary Kay Dates to Remember:

- **January 1:** New Year's Day. Company Holiday. All Company and branch offices closed. Postal holiday. Online DIQ Commitment form available beginning 12:01 am CST until midnight on the 4th.
- **January 12:** Leadership Conference 2014 for Diamond, Emerald, and Pearl begins.
- **January 15:** Leadership Conference 2014 for Ruby, Sapphire and Canada begins.
- **January 20:** Martin Luther King, Jr. Day. Postal Holiday.
- **January 30:** Last day of the month for consultants to place telephone orders (until 10pm CST)
- **January 31:** Last business day of the month. Last day of the month for consultants to place online orders until 9pm CST. Orders submitted by mail or dropped off at branches must be received by 7pm local time to count toward this month's production. Online agreements accepted until midnight CST.

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

I meet so many people in my travels that are frustrated because things are not happening in their lives as fast as they think they should. It's part of our "I want it now" culture. It's hard for us to be patient and pay our dues. Because of our impatience, I know we miss so many treasures in our lives by not living today as we are working toward tomorrow. Living in the present moment is the only way to prepare for the future. It is the journey that teaches us, molds us, and inspires us to be all that we are created to be. These small, solo steps teach us, but many times we miss the lesson because we are complaining that our lives are not progressing fast enough.



By: Dale Smith Thomas



**LINDA HORNE**  
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Return Service Requested



**Words of Wisdom**  
**From Mary Kay Ash**

In business we're taught that time is money. But when it comes to being with our families, we can't place a dollar amount on an hour. Just as you make a daily list of your work priorities, make another list of the most important things you want to do with your family. Include things you want to do during the time you spend with them each night and each weekend.

**ONE WOMAN CAN AND THAT WOMAN IS YOU:**

**Maybe She Needs Me**

*Arlene Lenarz, NSD*

It had been a long day! I was finishing a task; And as I hurried past her, A little voice said, "Ask!" "Oh, not today!" I told myself; I'm tired and it shows. Besides, I might look foolish... And she'd likely just say, "No!" While drifting off to sleep that night, I saw her face again. I wondered what her life was like... her needs, her dreams, her pain. What if she'd been wishing for a friendly word and smile, A chance to know somebody, who would go the "extra mile?" What if she'd been waiting for a break, an open door? Was this the opportunity that she'd been praying for? I saw the cars she might not drive, the rings she might not wear, because I would not risk myself to stop... to ask...to care. So what if what I offer her is not her cup of tea? That's a choice for her to make... how selfish can I be? When all my dreams are realized I don't want to regret the lives I wouldn't touch and change... the "no's" I didn't get. Oh, let me live a true "go-give", and let my mission be not to think, "Do I need her?" But maybe she needs me!

*Who might you be standing beside?*



**Take Advantage of the Holiday Lines!**

During this holiday season it's easy to get swept away by all the hustle and bustle and hurry that's going on. Rather than stress out- take advantage of it! Plan to leave 10-20 minutes earlier, and go to each shopping situation prepared to go "people shopping" yourself. Maybe you'll end up getting in the longest line to talk to a really sharp woman in front of you. Maybe you'll take a moment to offer the woman behind the counter a free hand cream sample, etc. as a thanks for making your holiday experience even better. The options for reaching out are endless this time of year. There are lines everywhere... and it's easy to talk with total strangers since so many people are looking for second opinions on gifts this time of year. Start the conversation and see where it leads. If you never end up mentioning your business because it doesn't feel right, you had an enjoyable conversation with another person and probably made her day. You never know what kind of an impact taking the extra time to talk with someone this time of year might have. She might be the person who steps on up to leadership and helps you finish directorship in 2014. She may be a great cheerleader. Or, maybe she needs you!

