



THE DARE TO DREAM TEAM

WORKING OUR WAY TO THE TOP!

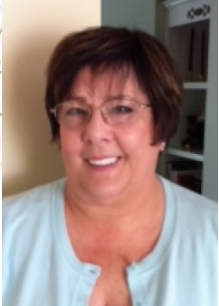


October 2013 Recognition & Results

Congratulations On-Target Stars:

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

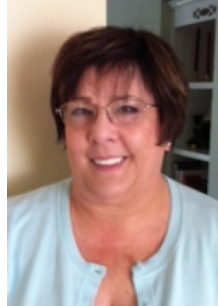
Star Achieved	Name	Current Wholesale	WS Needed for Next Star
	Christine Renzi	\$1,396	\$404
	Kat Roedell	\$861	\$939
	Lori Thompson	\$404	\$1,396
	AnnMarie Jardine	\$316	\$1,484
	Elizabeth Johnson	\$212	\$1,588
	Patricia Weightman	\$208	\$1,592
	Patty Marsden	\$208	\$1,592
	Katie Fawkes	\$206	\$1,594
	Rebecca Molinar	\$201	\$1,599
	Pamela Moulton	\$73	\$1,727
	Marlena Velez	\$44	\$1,756



Christine Renzi
Queen of Wholesale



This Could Be You
Queen of Sharing



Christine Renzi
Top Love Check

WHY YOU WANT TO BE A STAR CONSULTANT!

Thank you Candace Johnson for sharing!

- **Success...** Success attracts success. Star Consultants are recognized for their efforts, which will inspire you to "keep on keepin' on." You will become assured and confident in your career and earn respect and loyalty from your customers!
- **Inventory...** You open the doors to success for your business by having all the products to ensure the greatest service to your customers, and this investment will encourage you to treat your business as a business!
- **Added Confidence...** You are a professional businesswoman by having products for your customers to take home. This is an added selling edge that gives you confidence!
- **Rewards and Recognition...** A Star Consultant is a celebrity in Mary Kay and in your Unit! Your Star Pin with your Sapphire, Ruby, Diamond, or Emerald stars is your report card in Mary Kay...wear it, and your sister consultants and customers know that you are special and a REAL STAR!!!!



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

Dear Dream Team,

I hope you are looking forward to a wonderful Thanksgiving with your family! Approaching this great holiday, I am reminded of the many reasons I am so thankful for my Mary Kay career. I am so thankful that I have the opportunity to spend as much time with my family as I desire for the holidays. I am thankful that I determine my work schedule, that I determine how much extra holiday cash I have to spend, and that I can determine the position I desire in Mary Kay and make it happen! So can you!

It's the most wonderful time of the year! Just think of the many blessings we have to celebrate each day! We can bring joy to our customers by helping them look their best, find the perfect gifts, and even earn free Christmas presents (hostess gifts) for having some fun with friends at a party! We can bring joy to our team members by being involved in our fabulous Mary Kay environment! Where else can you find so much love, support and encouragement?

I feel so blessed to be a part of Mary Kay! I hope you feel the same way. Your excitement will show to your prospects, customers, and their husbands when following up on wish lists! They'll feel good about purchasing products you're excited about. It's so easy to sell this time of year- just **be prepared!** Bring extra gift-wrapped stocking stuffers and fragrances (especially our new Belara Midnight) with you to appointments and drop-offs. Ask if you can drop her order off at work! We have the perfect, 100% satisfaction guaranteed gifts! That should make you feel good about offering the perfect gift- chosen by you- her Mary Kay Beauty Consultant.

It's important to pass the Christmas spirit along to your customers. Don't forget when you call your customers to thank them for their business and for being a special part of your life. Call or email our fellow unit members and share how special they are to you. Offer encouragement to strangers and make those at your classes feel like a million bucks- even if they just buy a lipstick. We're lucky enough to be in a really positive Mary Kay work environment- pass it on! Give a little extra. Be joyful and encouraging everywhere you go. It can make all the difference in someone's day! I want to thank you for being a very special part of my life. I am so grateful for you! You make each day a joy for me, and I am so happy to get to be a part of your life. Thanks!

Love and Belief, Linda



A Time for Thanks Giving By Mary Kay Ash

Thanksgiving should be a day of reflection for all of us. A chance to think back on the past year and the many things for which we are thankful, to reflect on the holidays and what they mean, and to look ahead to the new year and the opportunities it holds.

I am so thankful for what God has done for our Company. When I look at the success of Mary Kay Inc., I know that man alone could not have built such a special organization without God's blessings. He has drawn to us so many caring and capable Independent Beauty Consultants whose desire, like mine, is to serve Him and acknowledge the work He is doing in our lives and in our Company.

Richard C. Cabot wrote these beautiful words: "When you say to me 'thank you,' remember I could not have done for you what I did had it not been for what hundreds of other people have done for me. Neither could they have done for me what they did had it not been for what thousands of other people had done for them. And so the thing goes on in infinite time and space. Therefore, when you say, 'thank you,' you really meant to say 'thank you, God.'"

Thank you, God, for our wonderful Company, our fine sales force, our capable staff, and the many personal blessings you give to each one of us daily.

HOLIDAY WISH LISTS!



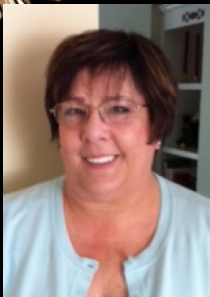
Normally we use the holiday wish lists to follow up with husbands or significant others. Why not add something new this year? Encourage your customers to not only fill out a wish list of their own, but also ask

each person they take outside orders from to jot down what their wish product (or two) would be. This will provide your hostess with some great gift ideas, and she can even earn them as hostess credit at the class!

The Extra Mile: *Wouldn't you love to know that you could earn a gift for a friend that she really wanted for FREE? Encourage each person at your class to list several people to offer her wish list to. This way you can contact her friend or family member and offer her the chance to take outside orders or hostess her own class and earn that special gift for free. It's a win/win and also shows this prospective customer that you are a Beauty Consultant who offers not only to meet her cosmetic needs, but you also go the extra service mile!*

Our Top 5 Wholesale Orders For October

MARY KAY
one woman canSM
 50 YEARS



Christine Renzi



Kat Roedell



Lori Thompson



AnnMarie Jardine



Elizabeth Johnson

Year To Date Court of Personal Sales

1	Christine Renzi	\$2,411.00
2	Kat Roedell	\$2,353.00
3	Pamela Moulton	\$1,356.50
4	Patty Marsden	\$884.00
5	Lori Thompson	\$828.00
6	Rebecca Molinar	\$815.00
7	Donna Morgridge	\$653.00
8	AnnMarie Jardine	\$652.00
9	Elizabeth Johnson	\$627.50
10	Tracy Taylor	\$436.00
11	Sally Neihart	\$424.00
12	Dorothy Anlage	\$421.00
13	Patricia G Weightman	\$415.00
14	Katie Fawkes	\$412.00
15	Denise Arnold	\$408.00
16	Carey Johnson	\$405.00
17	Lisa St. Hilaire	\$404.00
18	Consandra F Clements	\$400.00
19	Jill Sawyer	\$91.00
20	Marlena Velez	\$44.00



Thank You Consultants Who Invested in Their Business in October

- Christine Renzi
- Kat Roedell
- Lori Thompson
- AnnMarie Jardine
- Elizabeth Johnson
- Patty Marsden
- Patricia G Weightman
- Katie Fawkes
- Rebecca Molinar

PCP Participants:

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



marykayatplay™

Holiday Sets

Turn up the volume on color with these upbeat stocking stuffers!!
 Limited-Edition Mary Kay at Play
 Just for Eyes Eye Shadow &
 Just for Lips Lip Gloss, \$10



Welcome Back Consultants

- AnnMarie Jardine
- Lori Thompson



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
- * Marlana Velez
- * Sheri Cutler
- * Susan M Spain-Robbie
- * Wanda Lopez

Pamela Moulton

Donna Morgridge



**November is a
Critical Month for
Time Management!
Consider This:
Lost time is never
found again...**

30 minutes extra per
day =
3 1/2 hours per week
3 1/2 hours per week
for 1 year =
175 hours per year
**175 hours per year
= 1 extra month**

**Would you like to
have a 13-month
year?**

As women, we wear many hats; however, we are only one person. Through the course of my career, I realized that in order to put my family first... I sometimes had to put my business first for a short period of time! There were times that my credo was... *I will eat when I'm old and sleep when I'm dead!* I learned... Take care of today — let the calendar take care of the years.
**Nothing is worth more than this day!
Make it count!**



**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

Christine Renzi	\$16.16
Kat Roedell	\$8.02

December Birthdays

Tracy Taylor	30
--------------	----

December Anniversaries

Linda Horne	6
Denise Arnold	5
Joanne Rollins	5
Sally Neihart	5
Tracy Taylor	5
Patricia G Weightman	3

Don't waste your life in doubts and fears: spend yourself on the work before you, well assured that the right performance of this hour's duties will be the best preparation for the hours or ages that follow it.

~Ralph Waldo Emerson



Mary Kay Foundation published this article for last year's 2012 Beauty Bar.

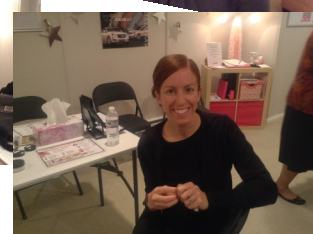
A Beauty Bar That Fights Cancer?

Unfortunately, there's no facial cleansing bar that prevents or treats cancer. That would be nice! However, Independent Sales Director's **Linda Horne & Nancy Merrill**, created a Beauty Bar Event to raise money for The Mary Kay FoundationSM. You may want to think about holding your own Beauty Bar Event this fall in honor of Breast Cancer Awareness.

Last October and November, both units held Beauty Bar Events, where guests could experience Mary Kay® products in beauty stations. For instance, guests could find their perfect foundation match, concealer and cheek color at the foundation station. At another station, guests could try all the eye products. Once guests visited all four stations, they had experienced a variety of new products, personalized their color selections and completed a customized glamour look. "This event involved everyone," Linda said. "Beauty Consultants and their guests learned new things about Mary Kay® products." "Customers and Beauty Consultants both were passionate about this team effort," Nancy said.

After the event, guests were presented with a wooden rose and tag saying, "I gave my Face for a Cure!" Independent Beauty Consultants donated \$1 to The Mary Kay FoundationSM for every customer at the Beauty Bar. Independent sales force members also donated profits from sales of certain products like lip gloss and hand cream. Special thanks to Independent Beauty Consultant **Kim Bridges** for donating all her earnings -- which totaled \$300 -- from selling Satin Hands® Hand Cream to her customers.

The two units: Linda's "Dare to Dream Team Unit" and Nancy's "Going for the Gold ... Being Bold Unit" raised a total of \$727 for The Mary Kay FoundationSM. That beat their goal of \$500. This year, the two units plan to double their goal!



2013 Beauty Bar

November OR December Launch To Leadership!

Go On Target for
Your Career Car

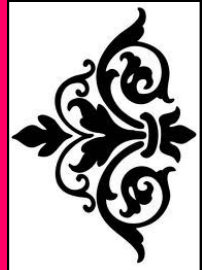
-OR-

Submit for DIQ
December 1st
w/10 Active Team Members



WIN

COMPLETE



Leadership Luggage Collection



***ON Target for Car*
5 Active Team
Members and \$5000
Combined Team
production in
November.**

**See Car Qualifying
details on Your MK
Intouch.**

DIQ*

**10 Active Team
Members & You
must be Active
Submit DIQ Commit-
ment Card 12/1**

November to Remember!

Launch To Leadership!

\$600 Wholesale Nov.



Damask Medium Tote

\$800 Wholesale Nov.



Damask Large Square Duffel

13 Interviews
w/Director
by Nov. 20th!



Damask Garment Bag

December to Remember!

Launch To Leadership!

**WIN your
Leadership
Luggage
Collection**

13 Interviews
W/ Director
by Dec. 20th!

\$800 Wholesale Dec.

\$600 Wholesale Dec.



Damask Go Bag!



Damask Large Shoulder Tote



Damask Roller Carry-On

Mary Kay Skinvigorate Cleansing Brush, \$50

Get your true clean. Removes makeup 85% better than cleansing by hand. Provides deep cleansing, gentle exfoliation and massaging in one easy step. Includes: One Cleansing Brush & Two Replacement Brush Heads
Additional Replacement Brush Heads, 2/ \$15

Here's what women of all ages — from 13 to 70 — said about the Skinvigorate Cleansing Brush in an independent consumer study*:

- Maximizes my skin care benefits: 97%
- Transforms dull skin into a radiant complexion: 94%
- Provides a more even-looking skin tone: 96%
- Reveals youthful-looking skin: 93%
- Skin feels softer, smoother and healthier: 95%

*Results reflect the percentage of women who agreed with the statements in a three-week independent consumer study.



marykayatplay™

Holiday Sets

Turn up the volume on color with these upbeat stocking stuffers.

**Limited-Edition
Mary Kay at Play
Just for Eyes
Eye Shadow, \$10
Just for Lips
Lip Gloss, \$10**



Mary Kay Mineral Eye Color in Four Sparkle Shades \$7 each

Add drama and sparkle to your eye look with Sparkling White, Shimmering Lilac, Glistening Gold and Brilliant Black.



Belara Midnight Eau de Parfum, \$38

Let the Moment Unfold. The Belara Midnight woman embodies a harmonious blend of mystery and anticipation.

Also available:
**Limited-Edition
Belara Midnight
Simply Alluring
Body Crème (\$18) &
Shower Crème
(\$18)**



TimeWise Even Complexion Dark Spot Reducer, \$40

Diminishes the look of dark spots! That's what eight out of ten women said after using it in an independent consumer study*. Here's what else they said:

- Softens the visible intensity of dark spots — 89%
- Helps fade the look of lingering acne spots — 84%
- Corrects the look of skin imperfections — 81%
- Visibly reduces the appearance of age spots — 79%

*Results reflect the percentage of panelists who agreed with the statements during a six-week independent consumer study.



Give the gift of a soft touch with this wonderful-for-winter set.

**Limited-Edition†
Vanilla Sugar
Satin Hands Set
(\$34)/ Hand
Cream (\$10)**

DARE TO DREAM!



Class of 2014



Your Independent Senior Sales Director will not only be proud, she'll be styling!



Choose your prize and map your plan today!

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



Mary Kay Dates to Remember:

- **December 1:** Online DIQ Commitment Form available beginning 12:01 am CST until midnight on the 3rd.
- **December 2:** Postmark cutoff for Consultants to mail Commitment Forms to begin DIQ this month.
- **December 15:** Postmark deadline for Quarter 2 Star Consultant quarterly contest.
- **December 16:** Quarter 3 Star Consultant contest begins. Spring 2014 PCP online enrollment for The Look, including samplers and Month 2 mailer begins.
- **December 20:** Online prize selection available for Quarter 2 Star Consultant quarterly contest.
- **December 21:** Winter Solstice
- **December 24:** Company holiday. All Company and branch offices closed.
- **December 25:** Christmas Day. All Company and branch offices closed. Postal holiday.
- **December 30:** Last day of the month for Consultants to place telephone orders (until 10 p.m. CST).
- **December 31:** Last day of the month for Consultants to place online orders (until 9 p.m. CST). Last business day of the month. Orders and Agreements submitted by mail or dropped off at the branches must be received by 7 p.m. local time to count toward this month's production. Online Agreements accepted until midnight CST.

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

There are so many stories of people who have been knocked down to only get up again and achieve incredible success. Did you know that Michael Jordan was cut from his jr. high basketball team? What did Michael do? Did he complain and whine about what had happened to him? Maybe he did, but he also took action. He started practicing his shots more than he had ever practiced before. He dedicated himself to becoming better at his craft! What was the result? He will be remembered as one of the greatest basketball players of all time. I found this quote by Michael Jordan that I really love--"I have missed more than 9,000 shots in my career. I have lost almost 300 games. On 16 occasions I have been entrusted to take the game winning shot ... and missed. I have failed over and over again in my life. And that is why I succeed."

By: Dale Smith Thomas





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**

Each new day presents an opportunity to start all over again, to cleanse our minds and our hearts anew, and to clarify our vision and not clutter up today with the leavings of other spent days.

ONE WOMAN CAN AND THAT WOMAN IS YOU:



WORK YOUR BUSINESS FOR THE HOLIDAYS TODAY!

Many of us make our New Year's Resolutions only to have them dwindle from our dreams. Do you want a better future? More Money? More Time? More Fun? Set a New Year's Resolution for yourself now...to make more money in less time next year! How??? Retailers do 50% of their total year's business during the Holiday Selling Season. We are Retail. Our new Belara Midnight fragrance is the perfect blend of mystery and anticipation. Our Skinvigorate Cleansing Brush removes makeup 85% better than cleansing by hand. Seize this fabulous holiday opportunity! Make it your goal to work this wonderful business with vigor. The best part of all...our customers are for life!!!

PLUS! Now through November 30, when you purchase any skin care product, you'll receive double credit towards the Queen's Court of Personal Sales! See intouch for details.

