



Warfield National Area Red Jacket Newsletter

Executive National Sales Director, Cheryl Warfield

Results as of April 2014

DIQs-Directors-In-Qualification



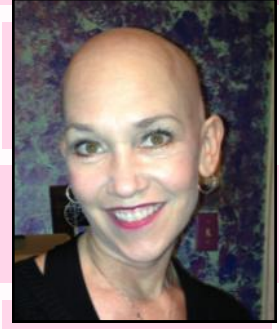
Nancy Bigley
Jennifer Converse



Jamie Boylan
Jodi Bland



Emily Kohler
Laura Poling



Teresa Lennon
Penny Jackson



Angela Little
Elizabeth Webb



Marie Quick
Cheryl Warfield



Lisa Taylor
Denise Crosby



Cindy Watkins
Brandy Nusbaum

**Keep Your Eyes
on the Prize!**

Every new Independent Sales Director who debuts as part of the Wall to Wall

Leaders movement will receive an invitation to have her picture taken with Darrell Overcash, President, Mary Kay U.S., at the Prize Party at Seminar 2014.



You deserve good things! "You have the power to make happiness happen! Only a small part of success is luck or who you know. The rest is 100% you! And the difference between a dream on hold and a dream come true? Also you! Success comes from what you do, what you choose, what you believe....From believing in *you!*"

DRIVING FREE!



Cindy Watkins
Brandy Nusbaum

DIQ Cindy Watkins complete car production and will be **DRIVING FREE** this summer in their company car, the **Chevy Cruze!**



Join the Class of 2014

When you're pursuing your dreams with enthusiasm, it's hard not to take notice. Every step you take to help another woman realize her potential is a confident stride on your own journey to success. And while you're leading by example by becoming an Independent Sales Director, you're also earning some fabulous rewards that seem to say, "I'm on my way!" So keep going!

Future Directors



Consultant
Director Unit

8 Active Team Members | 9% or 13% Personal Team Commission | \$50 Team Building Bonus



Barbara Bloom
Penny Jackson



Valerie Corder
Myra Leslie-Johnson



Cleyone Fowler
Jenan Wood



Julie Gerdeman
Laura Poling



Randi Ginder
Cheryl Warfield



Ruth Kato
Rhonda Valley



Sydney Laxton
Lillian Yocum



Stephanie Lelo
Lisa Woodke



Lisa Lute
Joyce Bruder



Tretta McNeill
Lana Gaydon



Barbara Miner
Renee Brooks



Amy Postma
Epsie Elmer



Darcy Richardson
Epsie Elmer



Dana Rollins
Debra Bishop



Elizabeth Sevier
Penny Jackson



Darlene Underwood
Jenan Wood

WIN A GRAND!

Join the *Have a GRAND Week*
sales challenge and
enter to win \$1,000!*



*Between May 1 and May 30, when you submit a tip on the "Let's Talk" blog on Mary Kay InTouch regarding how to achieve the Have a Grand Week sales challenge, you will be entered into a weekly drawing for the chance to win one of three weekly prizes of \$1,000 in American Express gift cards (\$3,000 in total weekly prizes and \$15,000 total).

The drawings will take place each Friday in May (May 2, 9, 16, 23, and 30). Simply submit your tips* on our "Let's Talk" blog post, sharing how you plan on achieving the *Have a GRAND Week* sales challenge, or share your success stories (also on the "Let's Talk" blog post) once you've completed the challenge!

ON THE ROAD TO DRIVING FREE!!

On-Target Grand Achievers



Lisa Taylor
Denise Crosby



Stephanie Vansco
Penny Jackson



Team Member #1 (Senior Consultant) _____ _____	Team Member #2 _____ _____	1st Month Wholesale Personal _____ Team _____
Team Member #3 (Star Team Builder) _____ _____	Team Member #4 _____ _____	
Team Member #5 (Team Leader) _____ _____	Team Member #6 _____ _____	2nd Month Wholesale Personal _____ Team _____
Team Member #7 _____ _____	Team Member #8 (Future Director) _____ _____	
Team Member #9 _____ _____	Team Member #10 (Submit DIQ) _____ _____	3rd Month Wholesale Personal _____ Team _____
Team Member #11 _____ _____	Team Member #12 _____ _____	
Team Member #13 _____ _____	Team Member #14 YOU DID IT! _____ _____	4th Month Wholesale Personal _____ Team _____

April Qualifiers..Share the LOVE in May!

Independent Beauty Consultants who started a Mary Kay business in April AND Independent Beauty Consultants /Directors who added a new team member in the month of April can offer these same great incentives to potential new team members in May!!! See InTouch for complete details.



Team Leaders



Consultant
Director Unit

5-7 Active Team Members | 9% or 13% Personal Team Commission | \$50 Team Building Bonus



Judy Allen
Jean Batts



Gina Barfield
Julie Draulans



Susan Blake
Denise Crosby



Jeanne Bordelon
Penny Jackson



Gabriella D'Elia
Penny Jackson



Chellie Dietsch
Jodi Bland



Carolyn Faircloth
Linda Rowsey



Cheri Howard
Linda Rowsey



Janie Hullinger
Jenan Wood



Rhonda Jenkins
Joyce Bruder



Ashley Kelly
Rhonda Valley



Tami Klingenberg
Rhonda Valley



Eleanor Leech
Jenan Wood



Lee Anne Loek
Joyce Bruder



Theresa Moore
Irish Dickerson



Sharron Palow
Joyce Bruder



Victoria Peasley
Penny Jackson



Barbara Ribelin
Irish Dickerson



Trina Siebenaler
Rhonda Valley



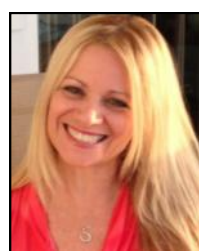
Linda Stawski
Joyce Bruder



Teresa Taylor
Kathy McGinnis



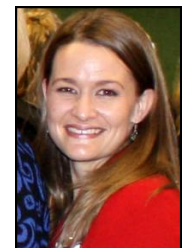
Betty Thompson
Lana Gaydon



Barbara Tsagaris
Penny Jackson



Joanne Tysor
Lana Gaydon



Stephanie Vanasco
Penny Jackson

Team Leaders



Consultant
Director Unit

5-7 Active Team Members | 9% or 13% Personal Team Commission | \$50 Team Building Bonus



Michelle Webster
Epsie Elmer



Nicole Wellington
Jenan Wood



Nancy Werner
Jenan Wood



Penelope
Wesselhoff
Lillian Yocum



Jessica
Whittington
Annette Johnson



Leah Wunch
Denise Crosby

6 Ways to Win ENSD Cheryl Warfield at your New Director Debut!

1. Have 3 Red Jackets at the end of DIQ.
2. Have 50 Unit Members at the end of DIQ.
3. Earn your Premiere Club Car during DIQ.
4. Be On-Target Cadillac during DIQ.
5. Be the first Warfield Director in your state.



I'm so proud that
you're in my area!
Love, Cheryl B. Warfield



6. Be a 'One Month Normal'! (Finish DIQ in 1 month.)

ONE MONTH

NORMAL

NSD Kristin Myers

DIQ to Directorship One Month Normal Plan

After you submit your DIQ card, there are
2 steps to completing DIQ in 1 month

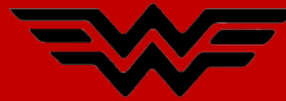
1. You personally get a **GOLD Medal**
(That's 5 New Recruits)
2. Get 3 of your recruits into their Red Jacket!
(That's 9 New Recruits) For a total of 14 New Recruits,

then **ADD 10 New** on your DIQ Team = 24 + You!

You're a Director in One Month!



Star Team Builder



Consultant
Director Unit

3-4 Active Team Members | 4% Personal Team Commission | Red Jacket Rebate | \$50 Team Building Bonus



Shannon Armstrong
Wendy Johnsen



Amelia Belden
Stephanie Mitas



Alicia Bjorklund
Melanie White



Katherine Bowers
Epsie Elmer



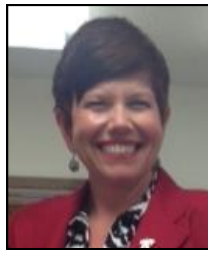
Traci Bowers
Laura Poling



Julie Brown
Elizabeth Webb



Zoe Buchmiller-Killeen
Lana Gaydon



Sue Campana
Jennifer Converse



Jeanne Childers
Dana Gattis



Shannon Christiansen
Tonya Sorrell



Toni Cook
Laura Poling



Melissa Cox
Penny Jackson



Barbara Crosley
Shannon Kadlec



Machelles Davidson
Jenan Wood



Karen Evans
Renee Brooks



Shawnta Fleming
Denise Crosby



Sandra Forsyth
Cheryl Warfield



Nora Fowles
Renee Brooks



June Grundy
Nadine Marino



Debbie Harned
Linda Rowsey



Rebecca Hasenbeck
Laura Poling



Sharon Hawkins
Laura Poling



Patti Hebert
Rhonda Valley



Amber Johnson
Penny Jackson



Linda Johnson
Debra Bishop



Tami Johnson
Epsie Elmer



Tammy Jordan
Joyce Bruder



Denise Kelly
Rhonda Valley

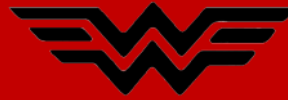


Lisa Kerkof
Shannon Kadlec



Diana Kessler
Wendy Johnsen

Star Team Builder continued



Consultant
Director Unit

3-4 Active Team Members | 4% Personal Team Commission | Red Jacket Rebate | \$50 Team Building Bonus



Elena Knollinger
Debra Bishop



Angie Kuhn
Renee Brooks



Reba Lay
Linda Rowsey



Marcia LeBlanc
Geralene Champion



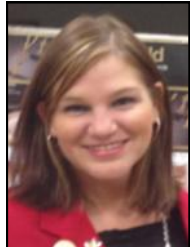
Carrie Lero
Laura Poling



**Francine
McLoughlin**
Margaret Quilty



**Cathleen
Meyer-Butler**
Epsie Elmer



Elizabeth Miller
Brandy Nusbaum



Brenda Munson
Christina Lofthus



Catherine Nemmers
Denise Crosby



JoAnn Nestor
Penny Jackson



Tina Parker
Wendy Johnsen



Latasha Patterson
Nadine Marino



Carolyn Proctor
Linda Rowsey



Regina Raney
Denise Crosby



Jade Renz
Denise Crosby



Kat Roedell
Linda Horne



Rebecca Ruiz
Leticia Velasco



Jodi Rupp
Epsie Elmer



Kelley Sillaway
Epsie Elmer



Helen Simmons
Lana Gaydon



Valerie Simpson
Debra Bishop



Melissa Smith
Tara Sorrell



Trishelle Smith
Laura Poling



Anne Spry
Jenan Wood



Nancy Strand
Denise Crosby



**Sarah
Stuckey-Diaw**
Jodi Bland



Judy Thomas
Jenan Wood



**Katie Van
Hammen**
Wendy Johnsen



Barbara Vaughn
Lillian Yocum



EVERHART NATIONAL AREA DEBUT

ON FIRE

Celebrating New National Sales Director
RUTH EVERHART!!

Friday, June 6th-Saturday, June 7th

HYATT REGENCY SARASOTA ON SARASOTA BAY
1000 Blvd of the Arts ~ Sarasota, FL 34236

HOTEL RESERVATIONS

Call 941-953-1234 and ask for Ruth Everhart
National Area Room Block for special rate of \$162
OR book online at <https://resweb.passkey.com/go/MARYK>

Featuring Guest Speakers:



**SNSD
VIVIAN
DIAZ**



**EENSND EMERITUS
BARBARA
SUNDEN**



**ESNSD
CHERYL
WARFIELD**



**SEAN KEY
VP Sales Force
Motivation & Education**



**LINDA CASTILLO
Director Diamond
Sales Development**

Friday Night:

National Area Debut
& Guest Event 6:30pm – 9:00pm
Registration opens at 5:45pm

Saturday:

Director & Consultant Workshops taught
by National Sales Directors 9am-12pm
Lunch & Close 12pm-2pm

And other Guest NSD'S:



**ENSD
Patricia
Turker**



**SNSD
Cindy
Fox**



**SNSD
Lynda
Jackson**



**NSD
Bett
Vernon**



**NSD
Jamie
Cruse-Vrinios**



**NSD
Andrea
Newman**



**NSD
Temi
Odeyale**



**NSD
Beth
Piland**



**NSD
Mary
Beissel**

Registration Fee for Debut & Workshop:

\$59 for BOTH Friday Night Debut & Guest Event (Guests FREE) AND Saturday Workshops with NSDs (includes Lunch on Saturday)
\$30 for Friday Night Debut & Guest Event ONLY (Guests FREE)
\$45 for Saturday ONLY - Workshops with NSDs (includes Lunch)

Register Today at www.everhartnationalarea.com

No Refunds/No Children Under 18



**Special Inner Circle Dinner hosted by:
Your ENSD Cheryl Warfield**

***At El Fenix—Downtown Dallas
Saturday, July 26, 2014 at 7pm***

**For ALL Circle of Achievement, Circle of
Excellence, National Court of Sharing &
National Court of Personal Sales Winners &
their husbands who attend Seminar 2014!**

Mary Kay Ash's favorite restaurant!

*Dallas-Downtown location
1601 McKinney
Dallas, TX 75202*



THE ORIGINAL TEX-MEX

*Dinner will be
compliments of
Rob & Cheryl Warfield*

Warfield Area—Save the Dates

PEARL SEMINAR 2014

Saturday, July 26
(Directors & DIQs Arrive)

Sunday, July 27
(Consultants Arrive)

Through

Wednesday, July 30, 2014

DALLAS, TEXAS

SHERATON DALLAS HOTEL

NEW—You will now register for your hotel room through Mary Kay when you register for Seminar—look for Warfield Area block details

WARFIELD AREA SCHEDULE:

Saturday—7/26

- 3-6pm—Director & DIQ's Meeting at Sheraton
- 7pm—Inner Circle Dinner at El Fenix for ALL Court & Circle Winners

Sunday—7/27

- Consultants Arrive, Packet Pick-up & Tours
- 3-6pm—Red Rally at Sheraton
- 7pm—Unit Awards Night Dinner Parties
- *Photo Button for 4th Qtr Stars

Monday—7/28

- 7am Breakfast at the DCC
- 8:30-11:30am—General Session at DCC
- 11am-2pm—Prize Party for All-Stars & Class of 2014 Mingle at DCC
- 1:45—4pm—General Session at DCC
- 6:30pm—Warfield Area Awards Dinner Night

Tuesday—7/29

- 7am Breakfast at the DCC
- 8am General Session & Classes at DCC
- 2:30pm Limo for Directors w/ 10+ Red Jackets
- 3-4pm Royalty Reception
- 4-8pm Mary Kay's Awards Night

Wednesday—7/30

- Hotel Check out & luggage storage
- 9:30am-12 noon—General Session Closing

**REGISTRATION OPENS
TO ALL INDEPENDENT
SALES FORCE MEMBERS
ON MAY 1, 2014**

AT MIDNIGHT CST

Be sure to register ASAP as Seminar sells out QUICKLY!!!

*Join us for the
celebration
of the year!*

**NOTE: You must purchase your
Warfield Area Meeting &
Meal Package**

at \$149 through our

www.warfieldwonderwomen.com

**website by June 16th -
after then, it will go up to \$174**

SHOULD I GO TO SEMINAR?

No matter where in the Mary Kay World you go, Seminar is the most important event of the sales year. Mary Kay would be proud to see how her vision to recognize, educate and motivate the Independent Beauty Consultants and Sales Directors around the globe has been embraced.

I remember so vividly, 20+ years ago, when my Director, Stacy James, told me to plan on going to Seminar.

- a.. *I had just quit my job to pursue MK full time.*
- b.. *I was a brand new single mom.*
- c.. *I had full responsibility for house payment and all expenses, including child care.*
- d.. *I was emotionally devastated from the breakup of my marriage.*
- e. *I had no savings AND I had just submitted for DIQ (which meant that I would need to take an additional trip to Dallas the month following Seminar...we went before DIQ in the former system).*

Now, honestly, what would you be thinking?

I had only been with the company around 6 months at this point.....wouldn't you question the soundness of that decision? Besides, I had been to so many conferences and seminars in my educational background and, quite frankly, I didn't care for them.

Did I intend for Mary Kay to be my life's work? I wanted it to be. Yes! Was I nervous? Oh yes!!!! Did I go? YES!

Think about this for a minute.....your future lies in your thought process surrounding this.....Your future will always be in the **yes's** of this business, never in the **no's**.

You are probably waiting to hear how much stronger I felt once the decision was made. I didn't. In fact, I cried most of the way down to Seminar, hiding my tears from my team members. I was in a very fragile state emotionally, yet I knew those two little girls were counting on me to find the strength, courage, and way to go forward with our life. The thoughts would keep creeping into my mind about the bills to be paid less than 4 days upon my return....house payment, tuition payment....food! My faith wasn't even that strong at that time of my business. We had a yard sale to raise part of the money for my two trips. It was our dream. It was our future.

I share this because it is so easy to look at me and look at the other Directors and assume.....assume that the road was easier than yours.....assume that they couldn't possibly know what you are going through and how it feels to leave your children, to raise the money when you are soooo in debt....to leave home in the middle of one of life's difficult passages..... **are you with me?**

Why in the world would I want to dedicate an entire morning's motto to this one question? Because,.....when you decide to make a way....find a way.....and join us at Seminar.....



You will look at your Director with your eyes wide with amazement and voice inaudibly the words....."Thank you," and you will both know what you mean!

You will be thankful because.....

1. *You will have a new vision for what YOU will be able to do with your business.*
2. *You will no longer question whether or not this business is for you.*
3. *You will learn how to save time and manage time better.*
4. *Your energy level will increase dramatically for your goals.*
5. *Your income will double, if not quadruple with the training you receive.*
6. *Your thinking will transcend from the "maybes" to the "will."*
7. *You will meet women who will inspire you to new heights of thinking and acting.*
8. *You will learn about your products and gain a newfound confidence in sharing them.*
9. *You will make very special friendships with women who will share the career path with you, AND you will have more fun than you can possibly imagine!*

If your current boss told you that a business seminar would take place this summer and you would be expected to go... .you would simply make the arrangements. This is exactly what I want you to do with Seminar. Please don't question what will be the most life-changing few days in your career. Make the arrangements. The only acceptable reasons for not attending are death and dilation. :-)

Your future is much too important to ignore this. I want you there with me. Remember: Successful people are "find a way, make a way" women. They have complications, they have stresses, yet they base their decisions on the future and what it holds, not the present obstacles.

I can't wait to tell your story, full of obstacles, that will inspire the masses next year at this time....and it will all boil down to the fact that you simply made the arrangements and went to Seminar. Sending encouragement and faith your way!!!!!!

Mary Pat Raynor, National Sales Director



EARN STAR REWARDS AT SEMINAR!

4th Quarter Stars will Win their photo button with Cheryl at Seminar!

Current Quarter 4 Stars

Deadline to be a Star = June 15th!

Name

- Emily A. Cicero
- Casandra S. Webb
- Dana W. Gattis
- Connie L. Diest
- Angela Shibler
- Christina A. Lofthus
- Irish C. Dickerson
- Stephanie Mitas
- Marlo M. Hanak
- Gretchen Y. Saunders
- Sarah E. Carpenter
- Cindy K. Moon
- Jeannie M. Lemert
- Rhonda J. Valley
- Jessica Thibodeau
- Barb Drabek
- Cindy Watkins
- Connie M. Naiman
- Rachel C. Walker
- Jessica L. Lennon
- Leah Gibson
- Rebecca R. Hasenbeck
- Melissa K. Smyre
- Angela D. Little
- Rachael L. Hall
- Marie C. Quick
- Sophia N. Langford
- Epsie J. Elmer
- Christine L. Walsh
- Cindie M. Brown
- Calena Houser

Q4 - STAR EARNED

- PEARL
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- EMERALD
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Name

- Dawn Durocher
- Marge Garner
- Rebecca D. Watson
- Karen L. Coultas
- LaVerne C. Haynes
- Sue C. Campana
- Annette Johnson
- KennyLynn Dempsey
- Diane L. Darling
- Julie P. Draulans
- Crystal D. Zehr
- Brooke M. Hynden
- Jade Renz
- Kristen M. Christen
- Wendy M. DeMark
- Stephanie Migliaccio
- Alina J. Wiley
- Geralene M. Champion
- Linda Horne
- Maddie A. Lazo
- Heather J. Livingston
- Carrie M. Forbes
- Jenica Burrows
- Leanne Fabrizio
- Shaun Collins
- Mary L. DeMaagd
- Rebekah M. Kerce
- Melinda S. Umphurs
- Dana C. McAllister

Q4 - STAR EARNED

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I love the prizes. I love to give great things as gifts. I love how it builds consistency. Each week, I strive to complete a small goal to achieve my bigger goal. So I have a personal success each week.... NSD Kim McClure
 Check your prize brochure and choose the special Star Prize you are working for!!

Here is a suggested script to finish your STAR:

"Hello, _____? This is _____. You may not know this, but I'm with Mary Kay and there's a contest going on and it ends on September 15. In order to win a prize during this contest, I have been given a challenge to get 30 opinions of our newest products before then - is there any reason why I couldn't give you a totally, absolutely free makeover? I'll only take 20 minutes."

(Wait for response.)

If she responds favorably, ask: "When I come over, would you like to learn more about skin care and how to solve problems, or would you like to look at color coordination or maybe do a little extra for your eyes?"

(Write down response.)

"Would you like to come to my house, or would you prefer that I come to yours?" Write her name, address, phone number and what she wants to focus on in your date book. Her gift for a facial would be a demo tube of the hand cream or spa collection.

Now, say: "One more thing - since my goal is to do 30 faces in less than 30 days, I would appreciate it if you could invite over a friend or two to giggle with—that would really help!! I'll even bring something special for you! I'm not talking about a party where you have to invite the whole neighborhood, collect money and make deliveries - just a couple friends getting together just to 'play in makeup.' And remember, no one is obligated to anything. I am there to share!" *(Her gift would be regular hostess credit, something the company is giving away, or a Preferred Customer gift.)* Your goal here is to develop customers and bookings. Sales will average out & take care of themselves. Be sure to ask women who take care of themselves and that you believe would use the products.

Challenge yourself to make 10 of these calls - let me know your results!!! I know that you will get at least 1 positive response, and the attempt should only take 30 minutes!!! Don't forget to send a postcard to remind her - fill it out while you're talking to her, and mail it that day!!



Everyone wins! Earn an All-Star consistency prize today!

Every All-Star will earn a 5th prize if they achieve Star Consultant status all four quarters during the All-Star Star Consultant Consistency Challenge June 16, 2013, through June 15, 2014. All-Stars must attend Seminar 2014 to win! Prizes range in value from \$25 to \$400. You don't want to miss your chance to win one of these fabulous prizes at Seminar 2014!



BE A STAR, ADD A STAR (TO YOUR TEAM)

"I want you to aim for the moon and to remember that even if you miss, you will land among the beautiful stars." – Mary Kay Ash

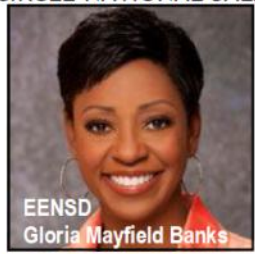
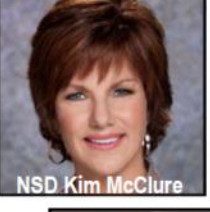
The beginning of a new year is a great time to renew your commitment to Mary Kay's mission of enriching women's lives and to set new and exciting goals for your Mary Kay business! Did you know that almost every Company-sponsored selling and team-building challenge available to you throughout each Seminar year leads to one goal? They each incorporate activities to help you achieve Star Consultant status. Mary Kay Ash herself believed that once you become a Star Consultant, you have what it takes to earn a Career Car, become an Independent Sales Director, and achieve a spot in the Queens' Courts at Seminar. That's why she created the original Star Consultant program in 1975.

Take Credit for Team-Building:

You can earn additional team-building credits when you share the Mary Kay opportunity and achieve \$1,800 minimum wholesale Section 1 orders within the contest quarter. Each qualified new personal team member* you add equals 600 contest credits. It's a great way to support your wholesale Section 1 orders and move you to the next Star Consultant prize category and Ladder of Success recognition.

*A qualified new personal team member is one whose Independent Beauty Consultant Agreement and a minimum of \$600 in wholesale Section 1 orders are postmarked and accepted by the Company within the contest quarter.

THREE INNER CIRCLE NATIONAL SALES DIRECTORS



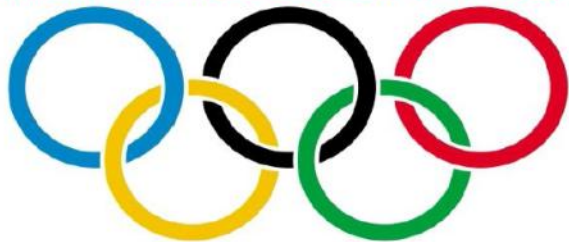
COME ABOARD OUR GOLD MEDAL CRUISE!

For Consultants & Directors

Contest dates to earn Gold Medals:

January 2014 - June 2014

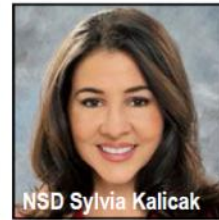
- **Be a Gold Medal Winner and you get to join us on the Mary Kay GOLD MEDAL cruise!**
- **Get 2 Gold Medals and you can bring your family & spouse/spice!**
- **Get 3 Gold Medals and you can join the NSDs for a special luncheon on the cruise!**
- **Get 4 Gold Medals and you get to have a special dinner at the Captain's Table!**

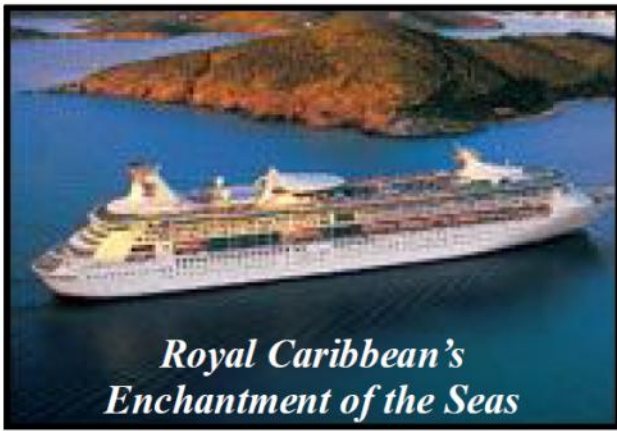


Featuring 25 NSDs!

September 5-8, 2014

Prices of Cruise & Details are on back of flier





*Royal Caribbean's
Enchantment of the Seas*

Among some of the standout innovations brought on board are an expanded pool deck that juts out over the ocean, 151 additional staterooms, four bungee trampolines, two suspension bridges topped by awe-inspiring arches, and an incredible interactive Splash Deck for kids. Ship updated in 2005



Don't forget-you will need your Passport!

There are 61 shore excursions to choose from in Nassau, CocoCay (Royal Caribbean's private island) and Port Canaveral. Please remember you have up to 4 days prior to your sail date to purchase your Royal Caribbean International **Shore Excursions** online. If you are within the 4 days, you will then need to purchase your Shore Excursions on board; land excursions would need to be purchased directly through your tour director on the land portion of your Cruise Tour. Also, be sure to sign up for the **Crown & Anchor Society** through their website. Membership entitles you to many exclusive benefits - from special savings on cruise vacations to exciting onboard offers on spa services, casino visits, and much more. Our members get extra amenities, cruise planning benefits and onboard events. Plus, the more you cruise, the more benefits you'll receive.



September 5-8, 2014

From Port Canaveral, FL to Nassau & Cococay, Bahamas!

4 Days—3 Nights

**Consultants & Directors may attend with a
Personal Gold Medal Jan—June 2014**

<u>Room Category</u> <i>(based on double occupancy)</i>	<u>Group Fare</u> <i>(per person- includes Taxes & Port Fees)</i>	<u>Gratuities</u>	<u>Insurance</u> <i>(optional)</i>	<u>Total per person</u>
Junior Suite	\$622.63	\$36	\$59	\$717.63
OV Balcony (D2)	\$452.63	\$36	\$29	\$517.63
Ocean View (H)	\$382.63	\$36	\$29	\$447.63
Interior	\$372.63	\$36	\$29	\$437.63



Register for the Gold Medal Cruise through:

Gloucester Travel & Cruise

Bob Booth is our Travel Agent

856-742-8010

www.gloucestertravel.com/groups

Look for Mary Kay—Gold Medal Cruise

Sheena's Q&E (quick & easy)

Innerview Guide 2014

(thank you Independent Sales Director Sheena Davis)



I make sure that when I'm doing these I have pen and paper with me to take notes, either in person or on the phone. I start every innerview off with, Thank you so much for doing this to help me (or help _____ if you're doing it for your consultant) I really appreciate you giving me a few minutes of your time. I know that you are probably not at all interested in selling Mary Kay and that's totally fine. My job is just to tell you the facts and then get your opinion at the end. I am going to ask you a few questions about yourself and tell you a little about what we do in Mary Kay, is that ok? (Then I jump right into these questions)

1. *Tell me a little about you?*

If she says, what do you want to know or like what....do not guide her in what to say. I usually say just tell me anything you would want me to know. I always comment and ask more questions to find something that we have in common.

2. *What do you love most about your life right now?*

3. *If you could have more of something, that's tangible, what would it be?*

4. *Tell me about a life changing event, that's happened in your life that has made you the woman that you are today?*

5. *Tell me about the last time you were successful and what that felt like?*

6. *Pretend with me, if money and time were not an issue, fast forward 1 year, where do you see yourself?*

7. *I don't want to tell you anything that you already know about Mary Kay, so tell me, what do you know about our company?*

From there I will interact with the answers she gave me. I will tell her a little bit (3 mins) about me and do a quick I-story and then I will tell her the benefits of Mary Kay based on what her responses where to the questions.

Not everyone needs to know EVERYTHING about what we do. Make sure that the information that you are telling her relates to her. If she has kids and you do not, you may want to use another MK lady that has children and relate her I-story to the potential team member.

8. *On a scale of 1-5, 1 being I would rather run out side naked than sell Mary Kay, 5 being, oh my gosh this sounds great what have I got to lose, you can't give me 3, it's a chicken answer. & it hurts when we straddle the fence J Where do you see yourself on that scale?*

a. No matter what she says, always respond with that's great!

Let me ask you this, what is stopping you from being a 5?

- i. Usually this is where you will find out her real reason; money, time, not a sales person, etc

9. *Last question, THE MOST IMPORTANT!! Is there any reason why you wouldn't want to go ahead and get started today?*

Why Recruit?

This is can be a mountain moving month - if you put in the effort. You may want to be in your red jacket, have 8 recruits for future director, finish your car, finish your goal of directorship. This is the month, it's time to add people to your team. There are 2 career paths in Mary Kay, consultant or Director. One of the reasons you may consider going for a Director position is to continue Mary Kay Ash's legacy of enriching women's lives. She started this company for women, to give women an unlimited money making potential, personal growth, prizes, driving free, free world class trips, and an incredible life style for women.



IT'S Girl TIME!

Get \$100 Free
(in Mary Kay Products)

WHEN YOU Party WITH ME!

You can earn \$100 In FREE
Mary Kay products—WOW!

Choose to complete 5 of these items:

- \$20 when you call, text or email me your guest list within 48 hours after booking your party.
- \$20 for holding your party on the original date
- \$20 for at least 4 ladies over 18
- \$20 for over \$300 in retail sales (Party & outside orders)
- \$20 for 2 Bookings

My Party is Scheduled on _____

at _____

It will be held at _____

My Home or _____

Your Home

BOOK

PARTY!

1. Find Hostesses!

Make a list of 30 people you know
Would any of them want to earn free products?

Total Party Sales	10% of party sales with no new bookings	15% of party sales with 1 new booking	20% of party sales with 2 new bookings
\$500	\$50	\$75	\$100
\$400	\$40	\$60	\$80
\$300	\$30	\$45	\$60
\$200	\$20	\$30	\$40

2. Book Parties!

Scheduling appointments to introduce & sell Mary Kay

Sample script: *I'm getting started in my Mary Kay career, and I need to hold 5 parties in the next 2 weeks. I was thinking about the sharpest women I know, and I thought of you! Is there any reason why you couldn't be one of my 1st hostesses to kick off my new business? It will be a lot of fun! You can earn free products. I would really appreciate it if you'd help me!*

products—Party with 3-5 friends

Objection: I don't have time.

I understand. I am busy too! I don't know how we fit it all in, but I do have next Thursday open at 6pm and a 1pm on Saturday. Would that work for you and a few of your friends? We could just take about an hour, and we will relax and have some pampering time!

Objection: I don't know when I can hold an appointment...I need to talk to my friends.

Why don't we set up a tentative date, and if we need to change it, we can. When would be better, Thursday or Friday, 7pm or 7:30?

(Mary Kay taught us to always give two choices)

***"Booking is the lifeline of your business.
If you're out of bookings, you're out of business!"***

Mary Kay Ash

SELL

RECRUIT

How do I successfully coach my hostess?

Thank you NSD, Tammy Crayk for these incredible ideas
Also, than you to NSD Vicki Auth for the goodie bag idea.

GET A GUEST LIST!! Absolutely, the utmost of importance!!!



When the booking is written in your date book, say, “ _____, (hostesses name) in addition to allllll those other fabulous hostess perks I have in store for you, I’ll have another small surprise for you if I get your guest list within 24 hrs. Would it be better for me to call you back tonight or in the morning?”

Wait for her answer.....write this in your datebook.

Soooo important to call back when you’ve scheduled the time.

“ _____, great, I’ll talk to you at _____. (reconfirm the time.) to get your list of names, addresses and phone #'s. _____, to help you get the most from our hostess program, you’ll want to invite at least 15 guests, 20 is better. You know how it is when you have a baby shower, usually only about 1/3 can attend. As soon as I get your guest list, I’ll be sending invitations to each guest on your list and I’ll also be calling them to pre-profile them to make sure I have exactly what I need for their skin type. Thanks so much and I’ll talk to you on _____.”

With guest list in hand, you’ll want to:

Get those postcard invitations mailed out!

Call each guest and introduce yourself. Tell her you’re the consultant who is doing Susie’s Mary Kay party on _____. Using the profile card as your guideline, ask what her skin type is and her skin tone. (This way, you know exactly what to take.) Then ask, “when you wear color cosmetics, what colors do you usually like to wear?”

I’m putting together these really cute goodie bags for the party and I’d love to have what you love tucked inside.” Thank her for her time and tell her you can’t wait to meet her on _____.



GOODIE BAGS:

(Use a cute cello bag tied with curly ribbon)

- Tuck in: mini hand cream sampler or other sampler.
- Your business card with a magnet glued to the back, *she won't throw it away...she'll stick it on her refrigerator.*
 - Color Card with applicators
 - 1-2 pieces of candy



\$35

Limited-Edition
**HONEYDEW SATIN HANDS®
PAMPERING SET**

This Satin Hands® Pampering Set is an easy, three-step system that helps keep hands feeling renewed, soothed and pampered.

Summer LOVE

MARY KAY 2014 SUMMER COLLECTION

NEW Mary Kay® At Play
TRIPLE LAYER TINTED BALM

Available in: Pink Again, In the Plum, Orange You Lovely, and Atomic Red.



\$10 each

NEW Mary Kay®
MINERAL EYE COLORS

Mix and match five NEW neutral eye shades: Ballerina Pink, Rosegold, Driftwood, Stone and French Roast.



\$7 each



\$25

Limited-Edition
JOURNEY OF DREAMS™

Discover how you can help bring to life the dreams of women and children in need with this light, fresh floral scent.

NEW Mary Kay®
TRUE DIMENSIONS™ LIPSTICK

Glide on confidence with 10 new lipstick shades: Tangerine Pop, Citrus Flirt, Coral Bliss, Exotic Mango, Sassy Fuchsia, Lava Berry, Berry a la Mode, First Blush, Tuscan Rose and Chocolate.



\$18

10 NEW LIPSTICK SHADES!



NEW Mary Kay® At Play
BOLD FLUID EYELINER

Available in: Blue My Mind, The Real Teal, Hello Violet, and Gold Metal



\$10 each

\$20 pack of 5



GIFT WITH PURCHASE

Offer your customers a FREE gift when they order \$40 (excluding tax) or more. This quarter, you can order the mini TimeWise Microdermabrasion Set and mini indulge Soothing Eye Gel, all packages in a cute mesh bag.

Rest Beautifully!

PURCHASE - WITH - PURCHASE OFFER

For a limited time, for each TW Repair Volufirm Set you purchase for \$199, you can also purchase this beautifully packaged satin pillow case for only \$5.



\$5



Summer 2014 Products

Ltd. Journey of Dreams Eau De Toilette - \$25

Like It _____
 Love It _____
 Must Have _____



Ltd. Honeydew Satin Hands Set - \$35

Like It _____
 Love It _____
 Must Have _____



GWP - Mini Microderm Set & Indulge Soothing Eye Gel

Like It _____
 Love It _____
 Must Have _____



10 NEW Shades of Mary Kay "True Dimensions" Lipstick - \$18 each

Berry a la Mode

Chocolatte

Citrus Flirt

Coral Bliss

Exotic Mango

First Blush

Lava Berry

Sassy Fuchsia

Tangerine Pop

Tuscan Rose



NEW Mineral Eye Color - \$7 each



Ballerina Pink

Driftwood

French Roast

Rosegold

Stone

Atomic Red

In the Plum



Blue My Mind

Gold Metal

Orange You Lovely

Pink Again

Triple Layer Tinted Balms - \$10

Bold Fluid Eyeliners - \$10

Hello Violet

The Real Teal

THE DESERTED ISLAND REFERRAL GAME

Good Morning!! Here is the island referral game that I use at my parties with a tiny little spin :)

IT WORKS!

Use the attached island sheet and make sure to have everyone write their name on it!

Next, have them close their eyes.. say "**yes, I know it's strange but just humor me, I'll close mine too! Ok imagine that you are stranded on a deserted island and you have been there FOREVER! Up over the horizon you can see a boat slowly coming towards you...as it gets closer and closer you realize it is the man of your dreams inside coming to rescue you!! You have just a few quick seconds to grab one color item that you must put on before he gets there..what will it be?? And I'm not talking skin care..he doesn't care if your face is clean (lol) but if you could only pick one glamour item that you MUST put on before he gets there, what would it be?! Ok Open your eyes!! I want you to write your glamour item in the cloud at the top of your paper. I'll give you 3 min to write down as many names and numbers as you can. Please feel free to use your cell phones to cheat..and these people can be family, friends, coworkers, etc anyone who might enjoy a pampering session, just like we did here this evening, and a \$10 gift card!"** If they are curious, you can explain that you use these as a way to help build your business and sometimes I even read the short little text that I would be sending to their friends so they are comfortable! "**So the person with THE MOST names when I say time is up gets to take their glamour item home FREE TONIGHT!!**" Then "**ready, set, go!!**"

I let them go beyond 3 min if it's taking them awhile and then say "**Ok time's up**".

Determine who has the most names & announce the winner! "**Ok, now because I really want everyone to be a winner whoever continues and fill up their sheet to 20 will get their item for "HALF OFF!!"**

This allows you to make the most of your referral sheet and it doesn't cost you a thing...most people WILL take the time to finish to get a half off item! If you can walk out of a party with 20 leads from 5 people, imagine what that would do for your business?!!

Here is the text that I send to my referrals:

Hi Brittany!! This is Jen w/Mary Kay..you don't know me but we have a mutual friend Jody Preston. I recently pampered her at a Mary Kay facial & she thought u might enjoy some pampering as well, so she's gifting you a \$10 gift card & free facial in her name..Congrats!! Your facial can be shared w/friends if u choose :) Does wkday or wknd work better for you? Jen :)

This is my follow up text if they don't respond to my first text within 3-4 days:

Hi :) just checking back in to see if ur interested in redeeming ur pampering session & gift card..if u aren't - please reply 'No Thanks' so I can take your name off my contact list and gift it on to someone else :) thanks so much! Jen w/Mary Kay

This second text helps me weed through the people that aren't interested and just haven't bothered to text me back! You will might be surprised how many people contact you back after this text because they don't want you to give their gift to someone else!! Then if I don't get a response either way after this I make a quick phone call and this is my script for that:

Hi Brittany! This is Jennifer w/Mary Kay and I know you don't know me but we have a mutual friend Jody Preston and she has gifted you a MK gift card and free facial..I sent you a text recently and just wanted to make sure received it ok?! Do you remember receiving anything?! Ok well let me tell you what you she has gifted you..you receive a free facial where we use our skin care, do a microderm trmt and receive a fun color look Plus a \$10 gift card!! I have a studio that we can get together at or I can come to you ..whatever works best for you! Does weekday or weekend work better for you?! (After you book her for date/time)

Now, your pampering session can be shared with friends if you choose..it's totally optional but it's really fun girl time! Do you have anyone you get want to share it with?! (Give her your hostess credit)



Name

Phone #










Name


Phone #

1. _____
2. _____
3. _____
4. _____
5. _____
6. _____
7. _____
8. _____
9. _____
10. _____

11. _____
12. _____
13. _____
14. _____
15. _____
16. _____
17. _____
18. _____
19. _____
20. _____

Mary Kay Consumer Marketing Tools At-A-Glance

TOOL	BOOKING	SELLING	TEAM BUILDING	MARY KAY INTOUCH® LOCATION
<p>Mary Kay® Personal Web Site (PWS)</p> 	<p>The Profile on your Mary Kay® Personal Web Site (PWS) is a chance to highlight your business services.</p> <p>Increase your chances of having a potential new customer choose you to hold a Mary Kay party:</p> <ul style="list-style-type: none"> • Display your picture • Add a customized message • Include your specialties 	<p>Your Mary Kay® Personal Web Site (PWS) is the foundation for your online business. Your customers can:</p> <ul style="list-style-type: none"> • Create stunning new looks with the Virtual Makeover. • Take advantage of free sample offers. • Shop day or night - at their convenience. 	<p>When potential new team members review MaryKay.com for information on the Mary Kay opportunity, they must connect with an Independent Beauty Consultant to learn more. By having a Mary Kay® Personal Web Site, you have the opportunity to show up on the Beauty Consultant locator when someone from your area is looking to learn more about selling Mary Kay.</p>	<p>Business Tools > Personal Web Site Manager</p> <p>Sign up for ProPay</p> <ul style="list-style-type: none"> • Allow your customers to place orders and pay you with their credit and debit cards, all from your web site! <p>From the Ordering drop-down menu, click the ProPay link for more information and to access ProPay's web site</p>
<p>eCatalogs - Look Book, Trend Report, Product brochures</p> 	<p>Build excitement around Mary Kay products and reach new customers.</p> <ul style="list-style-type: none"> • Encourage them to create wish lists and send them back to you. • Encourage them to share with their friends through email, Facebook & Twitter to expose your business even more. 	<ul style="list-style-type: none"> • When sent from your Personal Web Site or through MK eCards®, the product links on the eCatalog will lead back to your Personal Web Site for easy shopping online. • Your customers can shop, share and interact with eCatalogs on the go from their mobile devices 		<p>Business Tools > Mary Kay® eCatalogs</p> <p>All eCatalogs are also posted on marykay.com and your Personal Web Site.</p> <p><i>Free app available for Apple, Android, Microsoft and Kindle Fire devices.</i></p>
<p>Beaut-e-News®</p> 	<p>Sent on your behalf by Mary Kay:</p> <ul style="list-style-type: none"> • Helps you stay top-of-mind with your customers by emailing them the latest trend & product info. • Your contact info is included in every newsletter so your customers can easily reach you 	<ul style="list-style-type: none"> • Gives your customers the latest info about Mary Kay® products, gift ideas and beauty trends. • Directs customers to your Mary Kay® Personal Web Site, where they can make purchases. 		<p>Business Tools > Beaut-e-News™ Newsletter</p> <p><i>Note: Beaut-e-News is only available for PWS subscribers.</i></p>
<p>Makeover Contests</p> 	<ul style="list-style-type: none"> • Great reason to approach new customers and reconnect with existing ones. • Fabulous prizes for the winners and "give back" themes motivate consumers to enter the contests. 	<ul style="list-style-type: none"> • No purchase is necessary to enter and customers have an opportunity to have a one-on-one complimentary makeover using great Mary Kay® products. • Great way to talk to new and existing customers about Mary Kay. 	<ul style="list-style-type: none"> • The makeover appointment gives you a great opportunity to share how much you love your Mary Kay business and excite others. 	<p>Contests/Recognition > Contests</p> <p>Contest Site: www.makeovercontestmarykay.com</p> <p><i>The 2014 contest is coming!</i></p>
<p>Virtual Makeover</p> 	<ul style="list-style-type: none"> • This free, interactive online color playground offers a fun, risk-free "try before you buy" experience. • Gives your customers another reason to contact you - to purchase their new look! 	<ul style="list-style-type: none"> • Try on-trend makeup artist looks or create custom looks. • Save, print and e-mail their makeovers to friends. • Your customer can click through to your PWS to purchase their new look. 		<p>Business Tools > Digital Zone > Digital Tools > Apps for Your Mary Kay Business! > Virtual Makeover</p> <p><i>Free app available for Apple, Android and Kindle Fire devices.</i></p>
<p>MK Regimen Advisor™</p> 	<ul style="list-style-type: none"> • You can email your product recommendations to your customers so they can shop with you online! Remember to include your PWS website info in your email! • Also, a perfect follow up appointment booking tool! • Being a product expert has never been easier! 	<ul style="list-style-type: none"> • It all starts with finding the perfect skin care regimen from Mary Kay! Find the model image that most closely resembles the appearance of your customer's skin. Tap the Recommend button and the perfect daily skin care regimen instantly appears. Touch the Eyes, Lips and Face buttons to get personalized recommendations for those areas that need extra TLC. 		<p>Business Tools > Digital Zone > Digital Tools > Apps for Your Mary Kay Business! > MK Regimen Advisor™</p> <p><i>Free app available for iPhone only.</i></p>
<p>Social Media</p> 	<ul style="list-style-type: none"> • Facebook is not only a great way to stay connected with friends and family, it is also a powerful tool for engaging and communicating with your customers • Share videos from Mary Kay's YouTube channel (trends, videos, application tips and more). • Subscribe to the Mary Kay® YouTube Channel for the latest video updates. 	<ul style="list-style-type: none"> • A free and easy way to let friends know about your Mary Kay business. • Share products from your PWS to your Facebook page using the easy- to-use <i>share</i> feature. • Talk about products, share YouTube videos and show your beauty expertise. 	<ul style="list-style-type: none"> • You can send or link to the Opportunity videos posted on our YouTube channel for those who are interested in learning more about the Mary Kay opportunity. 	<p>Business Tools > Digital Zone > Facebook for Business</p> <p>Follow Mary Kay: </p> <p>Mary Kay enjoys a huge presence on social media providing engaging content for your and your customers on:</p> <ul style="list-style-type: none"> • facebook.com/marykay • twitter.com/marykay • youtube.com/marykay • pinterest.com/marykayus • instagram.com/marykayus
<p>MK Connections®</p> 		<ul style="list-style-type: none"> • Mary Kay Logoed Business Cards, Beauty Coats, Carrying Cases and more. You will find all the tools to help you sell your products professionally and in style. 	<ul style="list-style-type: none"> • Links to approved providers of business-related services, discounts and insurance providers. 	<p>Ordering > MK Connections</p>

TOOL	BOOKING	SELLING	TEAM BUILDING	MARY KAY INTOUCH® LOCATION
<p>MK Advertising / Approved Company Advertising</p> 	<ul style="list-style-type: none"> Share ads, commercials, news stories and media mentions & awards with customers to generate excitement for your products, strengthen customer relationships, and build credibility. Put samples with print ads & media mentions or awards to leave with new or existing customers Share the latest Beauty Editor awards and buzz on your Facebook page 	<ul style="list-style-type: none"> Play the latest Mary Kay product commercials or online videos at a party or guest night to generate excitement about a variety of products. It gives new recruits confidence to know the company is strong and supports their business Keep your competitive edge in the marketplace by using professional, Company-provided and approved advertising. You'll find a variety of ads that you can choose from to promote every aspect of your business. You can target your audience depending on the publication or your area of expertise 	<ul style="list-style-type: none"> Leverage the credibility and validation of the print ads, Beauty Editor buzz & awards about Mary Kay® products with new recruits and at unit meetings. 	<p>Resources > Advertising</p>
<p>Party Central</p> 	<ul style="list-style-type: none"> Post the <i>Host a Party</i> section on Facebook from your own Personal Web Site to get customers interested in hosting a party. 	<ul style="list-style-type: none"> Use the new Beaute-vite® Party Planner to plan parties, customizing with fun party themes. Choose to include ads to the makeover contest, eCatalogs and Virtual Makeover in your invite – all leading to your PWS. Check out the party tips and the Party Packs section for placemats, party guides and checklists 	<p>Using these party tools with your customers is a great way to show how simple holding a party can be, which is great for recruiting new Independent Beauty Consultants!</p>	<p>Business Tools > Party Central</p>
<p>MK eCards®</p> 	<p>Send MK eCards® featuring the new products for the season or the latest eCatalog.</p> <ul style="list-style-type: none"> Get your customers interested in hosting a party Entice them to book an appointment to try before buying. 	<p>MK eCards® are an easy way to:</p> <ul style="list-style-type: none"> Create new product excitement Drive customers to your PWS Thank customers for their order <p>Take advantage of this cost-effective tool that you can send anytime!</p>	<p>For those customers or friends with whom you want to share the Mary Kay opportunity, send a team-building MK eCard®.</p>	<p>Business Tools > Customer eCards</p> <p><i>Note: Customer eCards are only available for PWS subscribers.</i></p>
<p>Build Your Own Tools</p> 		<p>Use this user-friendly set of tools to create and customize your own party placemats and brochures to help you at your parties.</p>		<p>Business Tools > Build Your Own</p>
<p>Product Central</p> 		<ul style="list-style-type: none"> One-stop-shop for all things product-related. Print fact sheets, fliers, charts and more to share with your customers or for a quick reference. Watch product and application videos and show them on your laptop. 		<p>Products > Product Central</p>
<p>"How to Team Build" Site on Mary Kay InTouch®</p> 			<ul style="list-style-type: none"> One place to find all of the team-building tools and education. Supercharge your team-building success! It references many resources that are available to you from the Company, such as online lessons to help you become a better team-builder and marketing tools such as brochures, MK eCards® and fliers you can share with your potential new team members. It's all right here! 	<p>Education > How to Team-Build</p>
<p>Preferred Customer Program: The Look with sampler, Month 2 Mailer</p> 	<ul style="list-style-type: none"> These quarterly mailers give you a great reason to follow up with a try-before-you-buy invitation. The Month 2 mailer is only \$0.45 per customer. 	<ul style="list-style-type: none"> Get your customers to experience new products with the sampler in <i>The Look</i>. Increase sales through the Gift with Purchase featured Only \$0.70 per customer 	<ul style="list-style-type: none"> Promote the opportunity with the Team-Building ad in <i>The Look</i>. 	<p>Business Tools > Preferred Customer Program</p>
<p>Customer Delivery Service</p> 	<ul style="list-style-type: none"> Book & host online parties and use CDS to get your customers' orders to them quickly and conveniently 	<ul style="list-style-type: none"> Ship to customers for only \$5.50* and deliver their orders faster and more conveniently. Orders come in a beautifully packaged box. Send them two samplers or a Look Book at no additional cost to you Don't forget to follow up with them on the samples you've sent <p>*For orders under \$100 wholesale</p>	<ul style="list-style-type: none"> Share with your customers how easy it is for you to fulfill orders using CDS and how fast they arrive and they may see how having a Mary Kay business really could fit into their lifestyle. 	<p>Ordering > Customer Deliver Service</p>

WARFIELD FAMILY NSDs

Cheryl Warfield
Executive Senior
National Sales
Director



**Sylvia
Kalicak**
National Sales
Director



**Glinda
McGuire**
Senior
National Sales
Director



**Cathy
Littlejohn**
National Sales
Director

**Kristin
Myers**
National Sales
Director



**Beth
Piland**
National Sales
Director



Warfield Area Executive Senior Directors

Warfield Area Future Executive Senior Directors



Renee Brooks
5

Joyce Bruder
5



Denise Crosby
4

Penny Jackson
3

Donna Doyle
3

Lana Gaydon
3

Warfield Area Senior Sales Directors



**Epsie
Elmer** 2

**Wendy
Johnsen** 2

Gerri 2
Champion

**Debra
Bishop** 2

**Gloria
Leek** 1

**Laura
Poling** 1

Jodi Bland
1

**Lilly
Yocum** 1

**Linda
Rowsey** 1



**Leticia
Velasco** 1

**Irish
Dickerson** 1

**Brandy
Nusbaum** 1

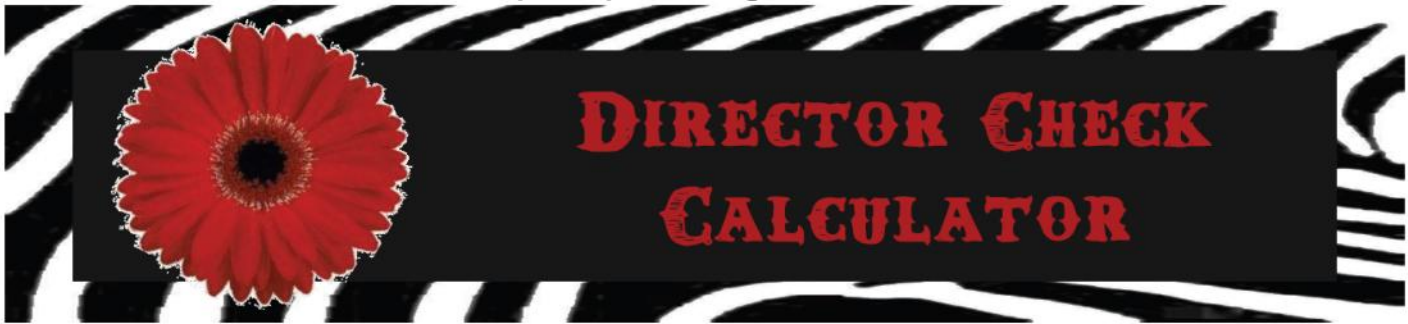
**Julie
Draulans** 1

**Shirley
Talley** 1

Dana Gattis
1



Look at all the ways you get paid as a Director!!!



Projected Unit Wholesale Production: _____

Projected Pay: _____

Actual Unity Wholesale Production: _____

Unit Wholesale

Over \$4,000 = 13%
Under \$3,999 = 9%

Monthly Production x .13

Wholesale =

Unit Volume

Over \$5,000 = \$500
Add an additional \$100 per \$1,000

Volume =

Unit Development

Qualified New Unit Members
\$300 bonus when 3 qualified or \$500 when 5+ qualified unit members are added

- _____
- _____
- _____
- _____
- _____

Development =

Personal Team

4%, 9%, or 13%
4% for 1-4 active; 9% for 5+ active; 13% for 5+ placing \$200ws and personal \$600ws

Personal Team Production x ____%

Personal Team =

Personal Team Building

\$100 bonus for each new personal qualified unit member

New Qualified x \$100

Team Building =

Offspring Directors

Total Offspring Wholesale Amount
\$ _____

Wholesale amount x % Paid

Personal Unit Monthly WS	Number of Offspring Units	% Paid
\$4,000 to \$11,999	One to Three	4.0%
	Four to Six	4.5%
	Seven or more	5.0%
\$12,000 or more	One to Three	5.0%
	Four to Six	5.5%
	Seven or more	6.0%

Offspring =

Star Bonus

At end of each quarter only

# of Stars	Bonus
5-9	\$300
10-14	\$400
15+	\$500

Star Bonus =

Car Cash

Only if opting for cash compensation

Car	Compensation
Malibu	\$375
Equinox/Camry	\$500
Cadillac	\$900

Car Cash =

Wellness Bonus

Based on wholesale for calendar year and paid on January check at Leadership

Total Annual Wholesale Production	Bonus
\$60,000 - \$124,999	\$750
\$125,000 - \$186,999	\$1,200
\$187,000 and above	\$1,800

Wellness =

TOTAL

Total all of the boxes for estimated paycheck

New Offspring Bonus

\$500 during month achieved

Achievement	# of Months from Director Debut
On The Move	3
Fabulous 50's	6
Honor Society	12

Offspring Bonus =



**Consultant
Court of Sales**
TOP YTD 7/01/13—6/30/14

**#1 Cindy
Watkins**

Name	Unit	YTD Retail
1 Cindy Watkins	Brandy Nusbaum Unit	\$23,649.00
2 Stephanie Lelo	Lisa Woodke Unit	\$22,994.00
3 Cindy Loomis	Denise Crosby Unit	\$22,278.00
4 Kristine Pruitt	Laura Poling Unit	\$21,825.50
5 Marie Quick	Cheryl Warfield Unit	\$20,745.50
6 Teresa Lennon	Penny Jackson Unit	\$20,087.00
7 Tami Johnson	Epsie Elmer Unit	\$19,621.00
8 Suzanne Kelliher	Tonya Sorrell Unit	\$19,589.50
9 Sue Campana	Jennifer Converse Unit	\$19,532.00
10 Anne Hammond-Pariso	Linda Rowsey Unit	\$18,252.00
11 Heather Cearbaugh	Brandy Nusbaum Unit	\$17,999.00
12 Nancy Bigley	Jennifer Converse Unit	\$17,310.00
13 Linda Hayes	Donna Doyle Unit	\$17,204.00
14 Tretta McNeill	Lana Gaydon Unit	\$17,086.00
15 Diane Darling	Debra Bishop Unit	\$17,080.00
16 Karen Gehringer	Jennifer Converse Unit	\$16,835.00
17 Shelly Mortorff	Brandy Nusbaum Unit	\$16,527.00
18 Shannon Christiansen	Tonya Sorrell Unit	\$16,300.00
19 Jade Renz	Denise Crosby Unit	\$15,998.00
20 Marie Witer	Laura Poling Unit	\$15,915.50
21 Kim Ransom	Epsie Elmer Unit	\$15,729.00
22 Mary DeMaagd	Linda Rowsey Unit	\$15,553.00
23 Angela Little	Elizabeth Webb Unit	\$15,495.00
24 Tara Stopinski	Melanie White Unit	\$15,416.50
25 Sara Hable	Cheryl Warfield Unit	\$15,399.00

Queen's Court of Sharing



**Area
Court of Sharing**
TOP YTD 7/01/13—6/30/14

**#1 Angeles
Vilchis**

Name	Unit	Sem Comm	Qual Rcrt
1 Angeles Vilchis	Unit Director	\$1,925.18	29
2 Connie Diest	Unit Director	\$1,018.84	21
3 Casandra Webb	Unit Director	\$2,165.72	14
4 Lisa Taylor	Denise Crosby Unit	\$1,409.14	13
5 Myra Leslie-Johnson	Unit Director	\$1,409.21	11
6 Cindy Watkins	Brandy Nusbaum Unit	\$1,658.03	10
7 Emily Kohler	Laura Poling Unit	\$1,488.13	9
8 Barb Drabek	Unit Director	\$1,028.17	9
9 Shirley Talley	Unit Director	\$1,173.52	8
10 Stephanie Mitas	Unit Director	\$1,098.11	8
11 Nancy Bigley	Jennifer Converse Unit	\$724.04	8
12 Teresa Lennon	Penny Jackson Unit	\$999.62	6
13 Dawn Durocher	Unit Director	\$878.42	6
14 Stephanie Lelo	Lisa Woodke Unit	\$850.53	6
15 Snowe Saxman	Unit Director	\$712.47	6
16 Toni Cook	Laura Poling Unit	\$1,039.62	5
17 Stacey Price	Unit Director	\$884.91	5
18 Melissa Smyre	Unit Director	\$672.39	5
19 Sharon Hawkins	Laura Poling Unit	\$336.89	5
20 Shannon Christiansen	Tonya Sorrell Unit	\$198.34	5
21 Jessica Olds	Brandy Nusbaum Unit	\$1,002.76	4
22 Tonya Sorrell	Unit Director	\$981.76	4
23 Brandy Nusbaum	Unit Director	\$876.51	4
24 Melanie White	Unit Director	\$776.04	4
25 Elizabeth Webb	Unit Director	\$767.60	4

Retail Sales Courts:

- *** \$36,000 Retail Sales = Company Award
- ** \$18,000 Retail Sales = Warfield Area Award
- * \$9,000 Retail Sales = Unit Court Award



Sharing Courts:

- *** 24 Qual. TM = Company Award
- ** 12 Qual. TM = Warfield Area Award
- * 6 Qua. TM = Unit Court Award



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