



Warfield National Area Red Jacket Newsletter

Executive National
Sales Director,
Cheryl Warfield



Results as of
May, 2013

Class of 2013-2 New Sales Directors!

\$500



Melanie Bass
from Doerun, GA
Beth Piland Unit

Congratulations MELANIE BASS & CATHERINE MARTINEZ

Melanie, Catherine and their Senior Directors,
Beth Piland & Gloria Brewster will all receive
an invitation to the Class of 2013 Mingle and
a fabulous **KATE SPADE handbag & Matching Wallet**
for Debuting with 50+ Unit Members!!!

PLUS as New Directors, Melanie and Catherine
will each receive a **\$500 Check** at the
Class of 2013 Mingle and her dazzling **Class Ring!!!**

\$500



Catherine Martinez
from Jesup, GA
Gloria Brewster Unit

PLUS..We have 29 Incredible DIQs See pages 2 & 3

WARFIELD FAMILY

Project 
Runway!



Warfield Area Goals:

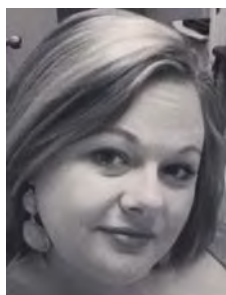
#1 Pearl Area 2013

- 2 new NSDs, 100 DIQs at all times,
- 50 New Directors by Seminar 2013!
- 40 Senior Directors
- 30 Future Executive Senior Directors
- 20 Executive Senior Directors,
- 10 Elite Senior Directors and
- 20 Warfield Family NSDs
- in the next 3 years!

My prayer for my Family & my National Area:

"There is nothing you can't do! You have a bright future in front of you! You're surrounded by God's favor. Everything you touch is going to prosper."

DIQs Class of 2013 DIQs



Hope Barker
Beth Piland



June Benton
Beth Piland



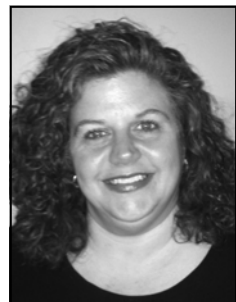
Barbara Bloom
Penny Jackson



Amy Branch
Catherine Martinez



Stephanie Carter
Gloria Brewster



Tammy Corbin
Melanie Bass



Heather Dawson
Julie Draulans



Ashley Dean
Melanie Bass



Barb Drabek
Joyce Bruder



Marcia Epps
Beth Piland



Laura Garland
Amanda Jones



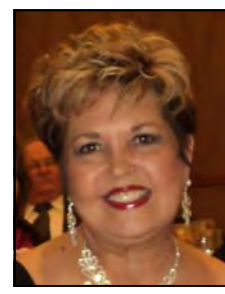
Kristen Hankins
Beth Piland



Susan Hanna
Tonya Sorrell



Amber Johnson
Elizabeth Sevier



Annette Johnson
Lillian Yocum



Jessie Kalinowski
Lauren Gamage



Amy Kuczynski
Amanda Jones



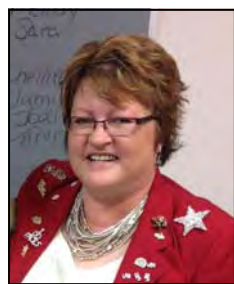
Susana Linder
Catherine Piland
Rogers



Theresa Moore
Irish Dickerson



Latasha Patterson
Nadine Marino



Kristine Pruitt
Laura Poling



Marie Quick
Cheryl Warfield



Regina Richardson
Ruth Stewart



Kat Roedell
Linda Horne



Snowe Saxman
Sandra Forsyth

DIQs Class of 2013 DIQs



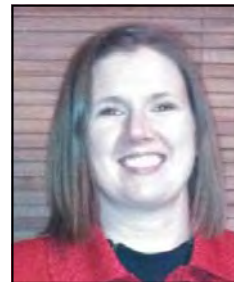
Megan Southwell
Melanie Bass



Dana Taylor
Gloria Brewster



Rachel Thompson
Catherine Piland
Rogers



Lisa Woodke
Brandy Nusbaum

Future Executive
Senior Sales
Director
Wendy Johnsen's
MK Marketing
Hotline:
641-715-3900
741119#

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!

Future Directors



Consultant
Director Unit

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



Julie Gerdeman
Laura Poling



Randi Ginder
Cheryl Warfield



Cheri Howard
Linda Rowsey



Lisa Lute
Joyce Bruder



Victoria Peasley
Penny Jackson



Amy Postma
Epsie Elmer



Dana Rollins
Debra Bishop



Teresa Taylor
Kathy McGinnis



Darlene Underwood
Cheryl Warfield



WHY PREFERRED CUSTOMER PROGRAM: by Sales Director Sondra

PCP is the best bang for your buck anywhere. Did you know that to mail out a Look Book it cost \$1.25....? and to have MK send it out though the PCP program is cost you **only 70 cents per name.**



- + If you have a big customer base or a medium size base this is the most effective way to keep in contact with them.
- + If you have a very small customer base it is important to treat them just as special as you would if they were part of a huge customer base.
- + If you only sell to family and friends they deserve to be treated as special as if they were part of a larger based business
- + PCP makes you look more professional and serious about your business.
- + PCP gives you a reason to call them after they get the book
- + They know about the Free Gift with Purchase when they are getting the PCP mailing.
- + There is always a free sample included in the PCP Look Book....we love samples
- + You always get the Look with the sample mailed to you at the same time it is mailed to your customers. for free.

HOW TO GET STARTED: if you have not used PCP before you just simply go to My Customers and enter your customers information. They will be automatically transferred to the PCP list where you can check who you want to send it to.

WHAT IS MONTH 2 MAILER? Month 2 mailer is a smaller brochure with a focus on certain products such as lips, body care, eye & cheek color etc. **THE COST FOR THIS MAILER IS ONLY .45 cents!!!**

CURRENT DATES: Enrollment for the Look: June 16—July 15, 2013 / Month 2 mailer: June 16—Aug 15, 2013

You are the president of your company ..large company, med size or small company it does not matter.. give your clients the treatment they deserve.

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

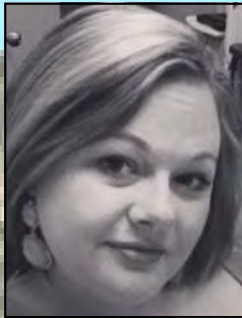
Achievement	# of Months from Director Debut
On The Move	3
Fabulous 50's	6
Honor Society	12

Offspring Bonus =

THE BEST WAY TO DRIVE IS **FREE!!!**



On-Target Grand Achievers



Hope Barker
Beth Piland
\$8,869.25



Regina Richardson
Ruth Stewart
\$6,452.75



Ashley Dean
Melanie Bass
\$6,086.00



Mary Sanderson
Laura Poling
\$5,651.25



Leann Veal
Amanda Jones
\$5,245.25



Lisa Woodke
Brandy Nusbaum
\$5,152.25



Annette Johnson
Lillian Yocum
\$5,085.25



Snowe Saxman
Sandra Forsyth
\$5,009.50

**One woman can
change anything.**

**Many women
can change
everything**

Grand Achievers can choose the Chevy Cruze OR CASH Option of up to \$375.00 per month!!

The Value of Earning a Mary Kay Career Car

The average car loan is four years, in that time you could save:

Type of Car	Monthly Payment	Savings
Chevy Cruze	\$375 x 48 Months	\$18,000
Mustang, Camry SE or Equinox	\$500 x 48 Months	\$24,000
Cadillac CTS or SRX	\$900 x 48 Months	\$43,200

There are over \$120,000,000 worth of Mary Kay cars being driven by successful Consultants and Directors. With Mary Kay paying the majority of the auto insurance, and 100% of the license plate tabs, these women are saving thousands of dollars for themselves and their families. Look what could be done with these savings...

Chevy Cruze \$18,000 =

- 1) College education for one child
- 2) Family vacations for years
- 3) A down payment on a house
- 4) A nice retirement investment



CRUZE in Style this Summer!



The Cruze comes with equipment upgrades you've never seen on a Grand Achiever car!!!

Or choose the \$375.00 Cash Compensation.



Get On-Target

- Five or more active personal team members
- \$5,000 combined personal/team wholesale Section 1 production in a calendar month.
- You must be active.
- These requirements must be met each month to be considered on-target.

- 1.4L 4-cylinder engine, 6-speed automatic, electronically controlled with overdrive
- Front wheel drive
- Summit White/Premium Titanium Cloth Seating
- Front bucket seats, Rear 60/40 split-folding seat, driver 6-way power seat
- OnStar, 6 month Directions and Connections plan
- AM/FM Stereo with CD player and MP3 playback, SiriusXM, 7" color touch screen
- MyLink, smart phone Bluetooth connectivity (Phone, Music)
- 4-wheel antilock brakes, StabiliTrak, Traction Control
- Rear Vision Camera
- Remote vehicle start and Keyless Entry
- 10 standard air bags
- Tire Pressure Monitor, Daytime Running Lamps
- Leather-wrapped steering wheel with mounted audio controls
- Cruise control, Power windows with driver Express-Down
- Wheels, 16" 5-spoke machined-face alloy
- Est. 26 mpg city/38 Hwy

Team Member #1 (Senior Consultant)

Team Member #3 (Star Team Builder)

Team Member #5 (Team Leader)

Team Member #7

Team Member #9

Team Member #11

Team Member #13

Team Member #2

Team Member #4

Team Member #6

Team Member #8 (Future Director)

Team Member #10 (Submit DIQ)

Team Member #12

Team Member #14 **YOU DID IT!**

1st Month Wholesale

Personal _____

Team _____

2nd Month Wholesale

Personal _____

Team _____

3rd Month Wholesale

Personal _____

Team _____

4th Month Wholesale

Personal _____

Team _____

Team Leaders



Consultant
Director Unit

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



Judy Allen
Jean Batts



Nancy Bigley
Jennifer Converse



Bernice Bush
Epsie Elmer



Heather Cearbaugh
Brandy Nusbaum



Toni Cook
Laura Poling



Barbara Crosley
Shannon Kadlec



Gabriella D'Elia
Penny Jackson



Ashley Estes
Tonya Sorrell



Carolyn Faircloth
Linda Rowsey



Cleyone Fowler
Cheryl Warfield



Nora Fowles
Renee Brooks



June Grundy
Nadine Marino



Patti Hebert
Ashley Kelly



Casey Holder
Amanda Jones



Rhonda Jenkins
Joyce Bruder



Ruth Kato
Rhonda Valley



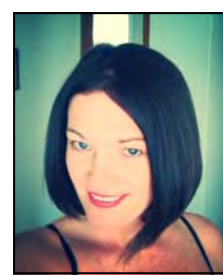
Lisa Kerkof
Shannon Kadlec



Tami Klingenberg
Rhonda Valley



Sydney Laxton
Lillian Yocum



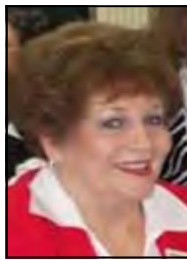
Susan Lee
Lauren Gamache



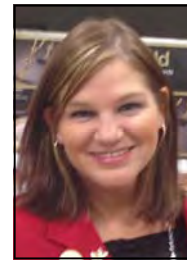
Lee Anne Loek
Joyce Bruder



Alicia McLaughlin
Barbara Miner



Tretta McNeill
Lana Gaydon



Elizabeth Miller
Brandy Nusbaum



Brandi Myers
Gloria Brewster

Team Leaders



Consultant
Director Unit

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



Crystal Norman
Beth Piland



Regina Raney
Denise Crosby



Polly Rector
Nadine Marino



Barbara Ribelin
Irish Dickerson



Darcy Richardson
Epsie Elmer



Mary Sanderson
Laura Poling



Trina Siebenaler
Rhonda Valley



Valerie Simpson
Debra Bishop



Trishelle Smith
Laura Poling



Nancy Strand
Denise Crosby



Betty Thompson
Lana Gaydon



Leann Veal
Amanda Jones



Nancy Werner
Cheryl Warfield



Ar Woods
Leah Gibson



**Million Dollar Director,
Beth Piland's
First Steps INVENTORY
HOTLINE**
610-214-0299
400338# then # again

Warfield Area Weekend
Mentoring Hotline
**New Ideas Each
Weekend!**
**1-641-715-3900
53147#**

**Cheryl is doing a 15 min Daily Training Call
Mon-Fri & you are invited to listen...**

**Just dial in at 8:15am EST & push *6 to mute
Take advantage of this training from Cheryl
while it's available!**

712-432-0111 - 406794#

Hotline for Prospective Recruits
ENSD Cheryl Warfield

641-715-3900
807486#

Spanish Hotline for Prospects
NSD Sylvia Kalicak

641-715-3900
20332#

Star Team Builder



Consultant
Director Unit

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



Jennifer Almond
Catherine Piland
Rogers



**Shannon
Armstrong**
Tina Parker



Gina Barfield
Julie Draulans



Katrina Behrman
Ruth Stewart



Jennifer Belgard
Beth Piland



Alicia Bjorklund
Melanie White



Susan Blake
Denise Crosby



Traci Bowers
Laura Poling



Jamie Boylan
Jodi Bland



Betty Brooks
Lana Gaydon



Susan Browning
Amanda Jones



Suzanne Byers
Penny Jackson



Shaun Collins
Laura Poling



Linda Crawford
Linda Rowsey



Phoebe Dales
Ruth Stewart



Chellie Dietsch
Jodi Bland



Karen Evans
Renee Brooks



Shawnta Fleming
Denise Crosby



Tabatha Gaskill
Laura Poling



Nancy Gettinger
Jenan Wood



Tina Goble
Beth Piland



Lenka Green
Ashley Kelly



Beth Haely
Julie Draulans



Kathryn Harris
Lana Gaydon



Rebecca Hasenbeck
Laura Poling



Karen Hillstead
Penny Jackson



Pam Howard
Debra Bishop



Michele Hylton
Joyce Bruder



Tami Johnson
Epsie Elmer



Tammy Jordan
Joyce Bruder

Star Team Builder continued



Consultant
Director Unit

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



Sarah Kelley
Linda Rowsey



Denise Kelly
Ashley Kelly



Diane Kessler
Wendy Johnsen



Elena Knollinger
Debra Bishop



Celinda Kuczynski
Ruth Stewart



Angie Kuhn
Renee Brooks



Reba Lay
Linda Rowsey



Marcia LeBlanc
Geralene Champion



Eleanor Leech
Cheryl Warfield



Teresa Lennon
Penny Jackson



Carrie Lero
Laura Poling



Myra Leslie-Johnson
Shirley Talley



Angela Little
Elizabeth Webb



Cathleen Meyer-Butler
Epsie Elmer



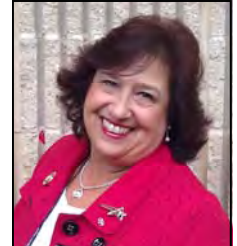
Angela Miller
Joyce Bruder



Carol Miller
Beth Piland



Rina Miller
Jenan Wood



Cindy Mills
Stephanie Mitas



Rachel Morales Lopez
Linda Rowsey



Ana Muniz
Anabel Yeiser



JoAnn Nestor
Penny Jackson



Jahaida Pabon
Leticia Velasco



Leticia Pereira
Leticia Velasco



Lynnette Perez
Sandra Forsyth



Michelle Pino
Doris Ortiz-Rafols



Emilee Porter
Beth Piland



Jaci Prance
Denise Crosby



Donette Reynolds
Stephanie Mitas



Jennifer Riegelsberger
Cheryl Warfield



Vicki Robertson
Lillian Yocum

Star Team Builder continued



Consultant
Director Unit

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



Denise Robinson
Beth Piland



Shelly Rosenberger
Laura Poling



Rebecca Ruiz
Leticia Velasco



Jodi Rupp
Epsie Elmer



Helen Simmons
Lana Gaydon



Anna Smith
Lauren Gamage



Rawanda Smith
Shirley Talley



Linda Spodick
Linda Rowsey



Anne Spry
Cheryl Warfield



Linda Stawski
Joyce Bruder



Gina Sternfels
Jeanne Bordelon



Sarah Stuckey-Diaw
Jodi Bland



Christine Tarchala
Denise Crosby



Sharron Tevanian
Tonya Sorrell



Rebekah Thacker
Irish Dickerson



Judy Thomas
Cheryl Warfield



Katie Van Hammen
Wendy Johnsen



Barbara Vaughn
Lillian Yocum



Diane Walker-Saunders
Connie Naiman



Cindy Watkins
Brandy Nusbaum



Casandra Webb
Dana Gattis



Penelope Wesselhoff
Lillian Yocum



Deborah Williams
Nadine Marino



Melinda Wills
Geralene Champion



Alice Zemaitis
Wendy Johnsen

GREAT LIPS DEAL!

Give your lips something to smile about with the Great Lips Deal! Purchase one retail size (any shade) of each of the following: **Mary Kay® True Dimensions™ Lipstick, NouriShine Plus® Lip Gloss & Lip Liner** And receive **the Lip Clutch and the mini Mary Kay® NouriShine Plus Lip Gloss for FREE!***

No limits apply, and this offer is available only while supplies last

Hurry! Available while
supplies last.*



FREE!* Lip Clutch
and mini Mary Kay®
NouriShine Plus®
Lip Gloss

WOULD YOU LIKE TO TRIPLE YOUR SALARY? LEAD OTHER WOMEN TO DISCOVER THEIR GOD GIVEN ABILITIES? THEN DIRECTORSHIP IS FOR YOU! HERE IS A GREAT 4 MONTH PLAN TO DIRECTORSHIP.

Do a new Goal Poster for the next 4 months. Your goals should be as follows:

- Hold 3 to 5 classes each week.
- Hold 6 interviews a week for 6 new recruits each month (need 24 active).
- Team production each month of a minimum of \$4,000 (need \$18,000 total).
- Personal sales goal of \$1,800
- 13% commission checks of \$650 from \$5,000 unit production
- Be a star consultant for the previous or current star quarter

Month 1 Assignment: Results On-Target with 5 Active

1. Make the decision to DO IT!
2. Make a list of 20-30 hostesses.
3. Make a list of 15-20 recruiting prospects.
4. Call the list ASAP and book 10 classes (or faces) to be held in the next 2 weeks. Do not stop until you have booked 10! (Plan to book 1 or 2 appointments from each class).
5. Call recruiting list and book 5 interviews, CD drop offs, or invite them to a Success Meeting for next week.
6. When the list lacks names, get more from classes, referrals, and warm chatter.
7. Call your Director with interview dates, sales totals, and to share; call or e-mail daily with the information.
8. Deliver Hostess packets and coach classes like a Master.
9. Get at least 25 recruiting packets ready.
10. Order from MK: 100 agreements, Something More brochures and CDs/DVDs, Look Books to put in folders.

Month 2 Assignment: Results On-Target 2nd Month & Commit to DIQ with a Minimum of 10 Active

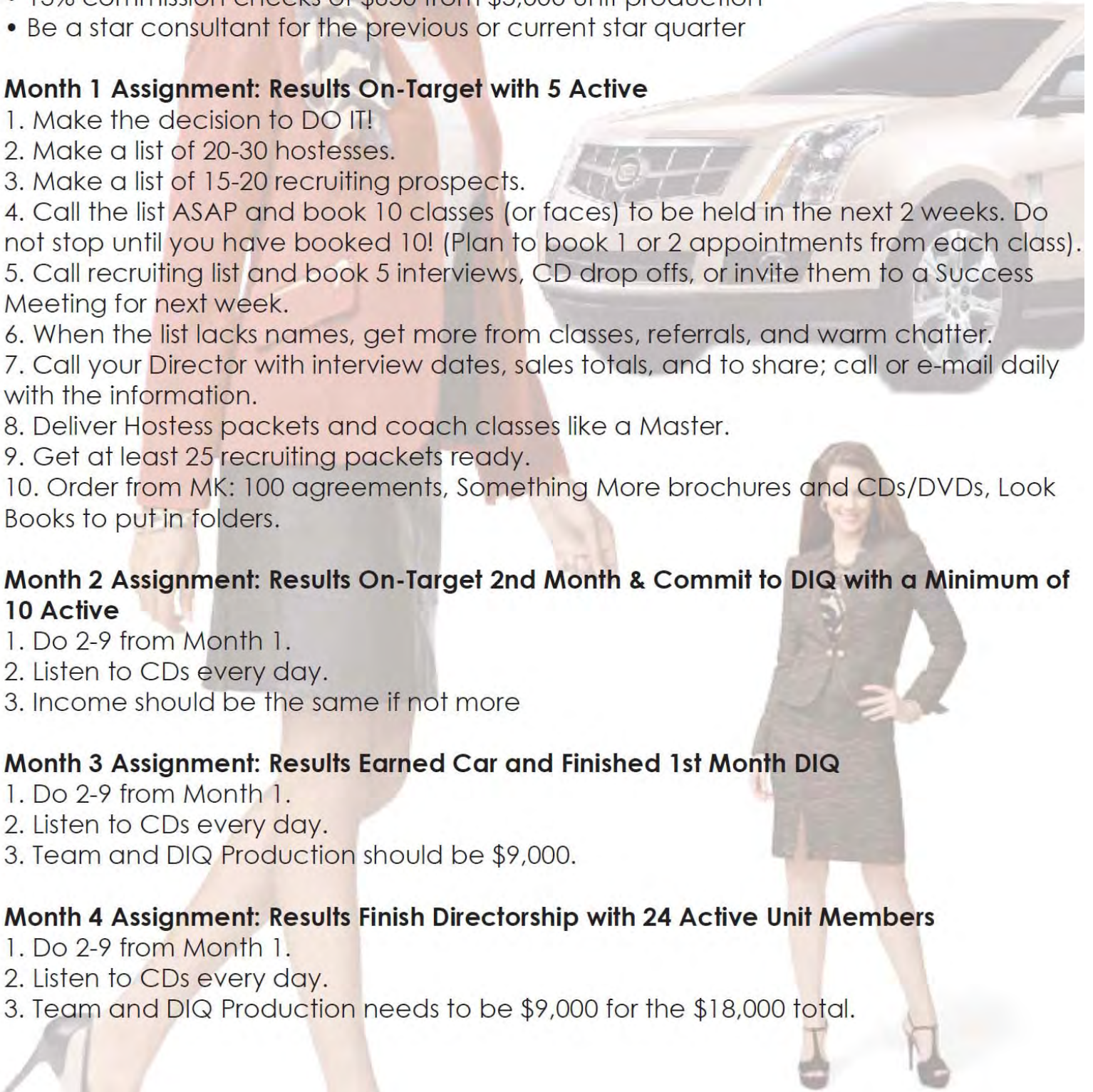
1. Do 2-9 from Month 1.
2. Listen to CDs every day.
3. Income should be the same if not more

Month 3 Assignment: Results Earned Car and Finished 1st Month DIQ

1. Do 2-9 from Month 1.
2. Listen to CDs every day.
3. Team and DIQ Production should be \$9,000.

Month 4 Assignment: Results Finish Directorship with 24 Active Unit Members

1. Do 2-9 from Month 1.
2. Listen to CDs every day.
3. Team and DIQ Production needs to be \$9,000 for the \$18,000 total.



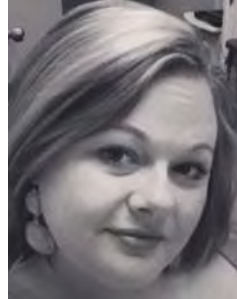
It's Raining Red Challenge WINNERS!



Lisa Woodke
Brandy Nusbaum
5 Qualified



Regina Richardson
Ruth Stewart
5 Qualified



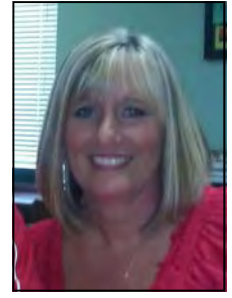
Hope Barker
Beth Piland
5 Qualified



Dana Taylor
Gloria Brewster
4 Qualified



Ashley Dean
Melanie Bass
4 Qualified



Amy Branch
Gloria Brewster
4 Qualified



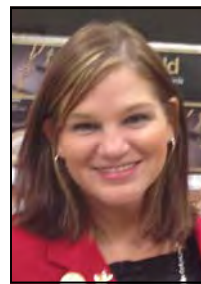
Jessie Kalinowski
Lauren Gamage
3 Qualified



Ashley Estes
Tonya Sorrell
3 Qualified



Cheri Howard
Linda Rowsey
3 Qualified



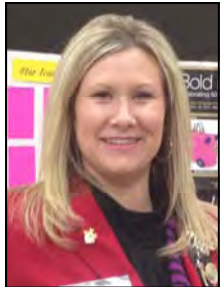
Elizabeth Miller
Brandy Nusbaum
3 Qualified



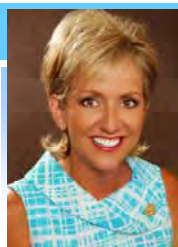
Phoebe Dales
Ruth Stewart
3 Qualified



Rawanda Smith
Shirley Talley
3 Qualified



Heather Cearbaugh
Brandy Nusbaum
3 Qualified



PRACTICE INTERVIEW DIALOG

By NSD Lisa Allison

This script got me into my very first career car and I still use it today!
Hi Susan, this is Lisa Allison with Mary Kay, do you have a minute? Great!

The reason I'm calling is that I'm in a contest to share how this business works with 5 sharp women this week and I immediately thought of you because you are so sharp and I would love to get your opinion. You know, this may be something you would never consider but I just need to talk to 5 ...would you join me for a training call with my Director (or, is there any reason why we couldn't meet for a cup of coffee with my Director)?

IT'S RAINING RED—FINAL MONTH!

March 1 – June 30, 2013

Add three new qualified* personal team members and receive:

- **A FREE Red Jacket of your choice PLUS..**An invitation to the *It's Raining Red* Mingle and a name badge ribbon at Seminar 2013
- **Add four new qualified* personal team members and receive:** ALL prizes from the previous category, **PLUS** the Tiger-Print Scarf from the Director Suit Collection.
- **Add five new qualified* personal team members and receive:** ALL prizes from the previous category, **PLUS** a pair of black chandelier earrings
- **Add six new qualified* personal team members and receive:** ALL prizes from the previous category, **PLUS** your photo taken with Ryan Rogers at Seminar!



GREAT!

team building tips

1. Use the four-point recruiting plan. (Go to Mary Kay InTouch® for details.)
2. Hold parties and facial at least 10 people per week, work it full circle!
3. Look for people who want something more; find a need and fill it.
4. Become a master at telling your personal success story
5. Graciously let go if someone is not interested and keep them as a loyal customer.
6. Keep practicing.



Awesome class Script to use

Adapted from original source: Kathy Helou

"MK always said there is a brand new consultant at every class. I have no idea what your situation is or if you would ever consider MK, but chances are likely that there is someone here tonight that has been praying for something more, looking for a way to make some extra money - scouring the want ads, or has a stirring in their soul to do something new. Maybe that is you - maybe you've never thought about anything like this before - I just pray that you open your heart and your mind to the possibilities MK could hold for you. It is my belief that every woman should have the choice to choose MK. Let me tell you why I am so proud to be a consultant and why you will be so proud to be a customer.

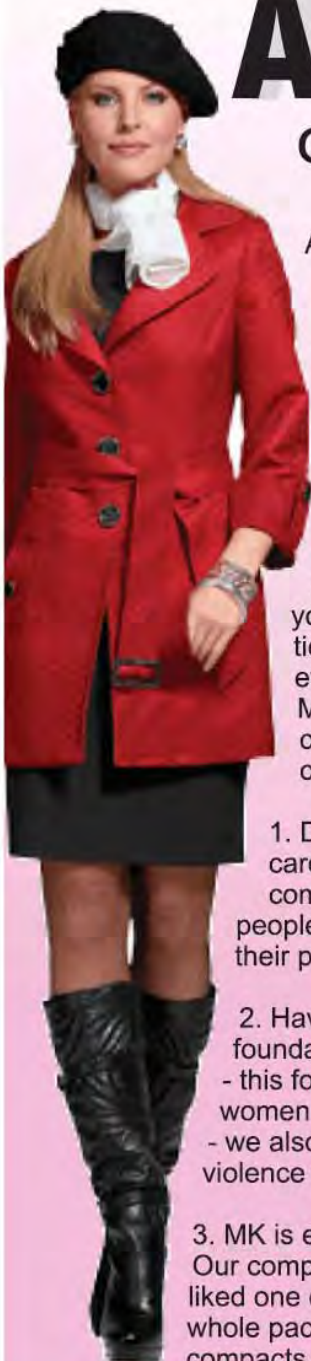
1. Did you know our products are the #1 selling skin care and cosmetic brand? Our products are also non comedogenic (doesn't clog pores) they are also people tested - did you know that MK does not test their products on animals?

2. Have you heard about the Mary Kay Ash Charitable foundation?
- this foundation supports research for cancers affecting women
- we also donate to shelters and projects for domestic violence victims

3. MK is environmentally conscious. Our compacts are refillable - how many times have you liked one color in a pack of 4 - so you have to purchase a whole pack just for that one color? (show how the color compacts work)"

When to build your team

- 1) Schedule team building appointments for 24 - 48 hours after meeting women at your appointments. Share with them right after the class if it's not running too late.
- 2) Invite all your potentials to every unit meeting - not just one or two.
- 3) Go back through your customer file and schedule team building appointments with all those potential team members you never asked in the beginning.
- 4) Follow up with people you've talked to in the past who may have said "no" at the time - their situations may have changed.
- 5) Be ready to build your team anywhere at any time - even if all you can do is grab a piece of paper and sketch out the avenues of income for her. You can always mail her extra information right away.
- 6) Share with prospects at family reunions, clubs, social outings, etc.
- 7) All the time! Be excited about getting that next business associate. Get a passion to move up into that Red Jacket or into that Sales Director suit!



Summer Pilot Program

This is a Pilot Program for women who are NOT SURE that a Mary Kay Career is right for them on either a full-time or part-time basis. Since they will never know unless they TRY, our company is offering a Summer time 'try me program'. At the end of summer, they just assess the 12 Week program. The worst that could happen is that they find out it is not for them. The best is that they have had lots of fun, made an excellent hourly income and have added exciting new possibilities to their life.

Devote

2 hours per week for Unit Meetings and Training
4 hours per week for Showing/Teaching the product

Invest

\$100 for a Starter Kit (plus tax)
*optional inventory options: \$3600, \$1800, \$1200, \$600, or even \$200 ..all with 90% buy back guarantee
-Reorder product as needed

Teach

1 Skin Care Class a WEEK—Average Product Sold-\$175
1 individual makeover a WEEK—Average Product Sold-\$100
Total Sold for ONE WEEK—\$275

Profit

275 Sales minus cost of Product=\$137.50 Profit per week for approx. 4 HOURS ACTUAL WORKING TIME!
That's Approx. \$33.00 per hour.

Consultant Information Goes Here



*Having product inventory is an OPTION, NOT A REQUIREMENT.

Women are impulsive, However, they will purchase more if you offer ON-THE-SPOT-DELIVERY!

At the end of the summer, if you decide that a Mary Kay career isn't for you, return any unsold product and Mary Kay will refund you 90% of what you paid. This is a RISK-FREE Opportunity.

6 hours per week at approximately \$33 per hour for 12 weeks = Profit of \$2,378
For more information call me ASAP, summer will slip away!

YOU HAVE NOTHING TO LOSE!!!

\$SMART MONEY!

By Robert Warfield

Let's say that you and your spouse had \$4800 to invest. You are a Mary Kay Beauty Consultant, and invest your half (\$2400) into inventory, and your spouse invests the other half into a money market CD. (this allows you to get your money with 90 notice currently earning about 1% interest)



WHICH IS THE BETTER INVESTMENT?

<p>Take \$2400 Invest into a Money Market CD for 1 year</p>	<p>Take \$2400 Invest into Mary Kay products for 1 year</p>
<p>Let's pretend this stayed in the Money Market CD for 1 year</p>	<p>Let's pretend that you never put out a facial box, never went to a meeting, never passed out a beauty book, never told anyone you know at work, never told anyone you were in Mary Kay...not even your mother! For 364 days you just stared at your inventory, labeled it, dusted it, and rearranged it. However, on the 365th day, you held a party, and easily sold \$200 over the dining room table!</p>
<p><u>Bank Investment</u> \$2400 + \$24 interest = \$24 return</p>	<p><u>Mary Kay Inventory</u> \$2400 + \$100 profit = \$100 return</p>

*All things
considered,
your
BEST
INVESTMENT
is in your
Mary Kay
Business!*

Despite the fact that you sold \$0 for an entire year until you held 1 party, you made more \$ than your husband did! What if you had facialed your neighbor, co-worker, and some of her friends or your daughter's teachers?

For every \$200 party, you would double your return compared to the Money Market account. Is your money working for you?

*Even if you had to borrow the \$2400 at 18% and didn't make a single payment all year, it would only take 4 \$200 parties to cover the interest cost.
That's just one show every 3 months!*



Summer 2013 Products

Translucent Loose Powder - \$16

Like It _____

Love It _____

Must Have _____



Men's Fragrance Travel Collection - \$36

Like It _____

Love It _____

Must Have _____



MKMen Advanced Facial Hydrator SPF30 - \$22

Like It _____

Love It _____

Must Have _____



MKMen Advanced Eye Cream - \$26

Like It _____

Love It _____

Must Have _____



Ltd. "Beauty That Counts" Lipstick - \$15

One Woman Can



Ltd. "Beauty That Counts" Lip Gloss - \$14

Celebrate



Ltd. Mini Deluxe Sampler - pk/5

Like It _____

Love It _____

Must Have _____



Lash Love Lengthening Mascara, Black - \$15

Like It _____ Love It _____ Must Have _____

Lash Love Lengthening, Brown - \$15

Like It _____ Love It _____ Must Have _____



MARY KAY Advertising Can Help YOUR Business!



Mary Kay is often featured in all areas of the media including newspapers, magazines, television, radio, blogs and internet sites. Sharing these media mentions with your unit or team members and customers can:

- **Generate excitement** for your business.
- **Spotlight Mary Kay** as a very contemporary brand.
- **Build credibility** by showcasing third-party endorsements from top beauty and business experts.
- **Encourage your customers** to find the “as-seen-in” products by visiting your Mary Kay® Personal Web Site and marykay.com.

TIP: Share these advertising and PR mentions from the Mary Kay Facebook page, Marykay.com “In the Media”, “Beauty Editor Picks” and “Awards & Honors” pages.

If you have questions about advertising or product mentions, contact MK at 972-687-5954 or advpr@mkcorp.com.

Summer Look Book Game

Give each person a Summer 2013 Look Book! You read the clues...the first person to shout out the page number where it's found gets the gift passed to her. Whoever has it at the end, keeps it. Use something small, but beautifully wrapped for the gift. It's the search to find the items that makes this game fun. It's a great way to introduce new products. I've done this for years...it is a terrific ice breaker for guest events, product preview parties, or even a debut. After playing, the guests are excited and ready to shop.



Let's play a game....with this gift, I will part. If you were the first to arrive, that's where we'll start! *(Give gift to that person to start the game...)*

You might have thought this gift was for you, but I've got another idea or two. Hang on to the gift and think for a bit, then hand it to the one who's first to find our new **Lash Love Lengthening Mascara** with the innovative brush. **(4-5)**

Put these 11 age-defying benefits to work for you today....**find our Time for Miracles... the TW Miracle Set.** **(14)**

Try these favorites! EVERYONE loves our **BEST SELLERS!! (18)**

Give Back with Gifts of Beauty! It's our special edition Beauty that Counts lip gloss in Celebrate and the limited edition ONE WOMAN CAN lipstick. \$1 from the sale of each of these goes to the Mary Kay Foundation to end domestic violence. Wear one or both and Look Great!! **(25) (May also select 2-3)**

From shaving to sun exposure, his skin needs protection! Find our Powerful AGE-Fighters for Him!! **(19)**

Whatever the occasion, you could select one of these makeup artist's looks for summer: **Expressive Evening, Ultra Summer, Polished & Put-together, or Casual Date.** **(10-11)**

Fragrance Gifts that Reflect Her Passion for life is your next quest!! Journey is the sheer floral fragrance that celebrates the simple pleasures of life and **Dance to Life**, is the special edition 50th anniversary fragrance **(22-23)**

Toss these essentials into your bag for fun in the summer sun with the protection your skin deserves! **(17)**

It's a Perfect Match!! Introducing Mary Kay Translucent Loose Powder! It's every woman's shade! Try the simple step by step instructions for creating a flawless face!! **(7-9)**

Father's Day is coming soon! **Can you find the gifts that say, "You're the best, Dad!" Choose from the** new fragrance travel collection, or skin care for the ultimate grooming gift! **(20-21) (or back page of Look book)**

You want it, you need it!! Get it all right here or host a party with me and you could earn some of these products for FREE! **Find our complete shopping guide** with all the products to keep you looking gorgeous! **(28-35)**

Having fun? Be your own success story....find out about how success is what you make it! Whatever your goal in life, let Mary Kay help you make it yours. **(26-27) (Whoever answers one this first, keeps the gift!!)**

From the mascara you'll wear everyday to the most on-trend makeup tips to skin care that keeps you looking radiant....let me help you express your natural beauty with Mary Kay.

When it comes to shopping with me, it's really all about YOU!

You're Invited to an "Eyes Cream" Social

Learn the tips and tricks to make YOUR eyes Dazzling!



Sample incredible products that reawaken tired eyes and give them a lifted look.

Identify your eye shape and learn the best application techniques



Get Lash Appeal that's REAL!

Introducing Mary Kay's NEW "Lash Love" Lengthening Mascara!



LONG, STRONG, SERIOUSLY SEPARATED LASHES!!

RSVP with your Independent Mary Kay Beauty Consultant

End of Month Checklist for Consultants



Most goals are completed in the last days of the month. Don't give up until the last day....midnight for orders and agreements (CST). Whether your goal is to be in your **RED JACKET, OT CAR or FINISH CAR, START DIQ OR FINISH DIQ**, or maybe to get a nice fat recruiting check. OR it could be about giving your clients the best service possible. Print this to check off each month and you can adjust to fit your personal goals and your personal team. As always, there are two ways to earn money in Mary Kay: sales/faces and recruiting/interviews.

SALES:

Remember that the next month orders will NOT be processed until this month's orders are completed...usually 2-4 business days...taking up to 2 weeks for your next month's order to be delivered. Orders placed on the last day of the month can only be done by your Director and can take up to 10 days, as well. Orders placed on the second to last day of the month can be done by you and orders usually only take a week. Plan your ordering accordingly.

- 📌 Do you have clients waiting on products? Order before the last day.
- 📌 Do you have a lot of appointments for next month and need to restock your inventory? Order before the last day.
- 📌 Are you on-target for STAR and need to place your monthly order?
- 📌 Are you on-target for a unit challenge and need to order this month?

RECRUITING:

Remember that "Active" means that a \$200 wholesale order has been placed in the past 3 months. "Qualified" means that a new order is a min of \$600. Once an active order is placed-the Consultant is considered active for that entire month and the following 2months. It can take less than 24 hours to interview a client, give her inventory information and place her \$4800 order with a credit card. Are you active – so that you will receive a recruiting commission?

- 📌 Do you have inactive recruits that need help placing their order...see if the sales tips above apply to them?
- 📌 Do you have NEW recruits that have not purchased their inventory?
 - Are they in their first 15 days to get the FREE Color 101 with \$600+?
 - Are they in their first or second month and haven't placed their first order so they can receive all the New Consultant Bonuses?
 - Do they have their Perfect Start booked in the next 2 weeks so they need their products?
- 📌 Do you have 5 unit members ordering at least \$200?
 - Did you place your \$600 so that you will get 13% instead of 9%?
- 📌 Who have you been talking to this month that needs to buy their kit before the end of the month? Can you offer her an incentive to do it now, like the Satin Hands Pampering set so she can start sampling and selling them asap?

BOOK ALL YOUR CLASSES to be HELD in the FIRST 20 DAYS OF each MONTH.

NSD Sherrill Steinman

Using this idea, you will book most of your classes for the month into the 1st through the 20th, giving you plenty of time to follow up with potential recruits and reschedules. Get a color photo of the custom compact filled and create a visual for your promotion that goes something like this:



This elegant Custom Compact, designed to keep you looking glamorous all day, can be yours

AT A GREAT PRICE!!

**\$62+ VALUE
YOURS for \$1- \$30,
YOUR CHOICE!**

To Qualify for the 'almost' **FREE** price, Partner with me for an hour!

1. **Invite** 5-8 (and have 4-5 attend) friends to join you in a personalized appointment to see the latest and hottest Mary Kay products (Guests **MUST** be 18 years or older).

2. **Generate \$200 in Retail Sales** (either at class or combined with outside orders).

Your COMPACT PRICE is the same as your date of your CLASS APPOINTMENT!!

EXAMPLES:

1) Schedule and hold your appointment on the **3rd day** of the month and **pay just \$3+ tax for your full compact!**

2) Schedule and hold your appointment on the **19th day** of the month and **pay just \$19+ tax for your full compact!**

Be ready at all times with your Hostess Coaching packet and fill your first 20 days up quickly.

Take Me Out to the Ballgame with Cheryl & Rob Warfield !



Grand Slam MK Family Event

Section/Box	Red Jackets & up	Seats
Baseline	& Star Consultants	You & your family

Tampa Bay Rays v. Houston Astros
Tropicana Dome

Sunday, July 14—begins at 1:40pm

Cost- \$20 (value \$42)

****Deadline to purchase is July 10****

Proceeds go to local Youth for Christ

Pay online— <http://manatee.yfc.net>

Click “support a team member”,
enter our daughter Jenan Wood’s name
description- “Rays game— Warfield”



Order Your Shirt Today!

DEADLINE TO ORDER T-Shirts: JULY 2

T-Shirts are pre-shrunk 100% Cotton jersey

**T-Shirt
Only \$13**



Name: _____

Phone: _____

Email: _____

Address: _____

City _____ State _____ Zip _____

Pay \$13 Cash Or Director's Check
or Credit Card (\$14 each)

Style, Size & Quantity of Shirts to order:

Credit Card # _____

Exp _____ Code _____

*Pick up at no cost or
Ship with extra cost*

Total \$ _____

ask me about
MARY KAY

BACK of
Men's &
Women's Shirt



Women's S-M-L-XL-2X-3X
Men's S-M-L-XL-2X-3X
Youth XS-S-M-L-XL

**All proceeds from
the sale of these
shirts will go to...**



ask my mom about
MARY KAY

BACK of Kid's Shirt

It's GIRL Time!

Get \$100 FREE (in Mary Kay Products)

IT'S YOUR PARTY TIME!



You can earn \$100 In FREE MARY KAY PRODUCTS - WOW!

Choose to complete 5 of these items:

- \$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 getting me your guest list within 48 hours after booking your party
- \$20 for being my guest at my Success Meeting within the next 4 weeks
- \$20 for 2 Bookings

My Party is Scheduled
on _____ at _____

It will be held at
_____ My Home _____ Your Home



OPERATION SUNSCREEN



This project DOES make a difference!

Soldiers stationed all across the world are excited to receive these care packages. Did you know that our military can be written up and receive disciplinary action if they do not protect their skin from sunburn?

We CAN make a difference... is there any reason why you couldn't partner with us?
Let's make more smiles happen!

This Summer our Mary Kay unit has joined forces with SOLDIERS' ANGELS, a non-profit organization that sends Care Packages to our troops. Soldiers receive many toiletries, but few sunscreen products. We have put together a SUNCARE PACKAGE that will be shipped directly to SOLDIERS' ANGELS to be distributed to our soldiers immediately.

SUNCARE PACKAGE- \$40.00

- ◆ **1 Broad Spectrum SPF 50 Sunscreen**
- ◆ **1 Lip Protector Broad Spectrum SPF 15**
- ◆ **1 Package of Cleansing Cloths**



Your donation is greatly needed and appreciated.
Payment may be check (payable to your Consultant), cash or debit/credit card.
Your consultant will provide you a receipt for your taxable donation.

Our unit goal is 1,000 Suncare Packages. Together, let's make a beautiful difference & protect those that protect us daily.

THANK YOU FOR SUPPORTING OPERATION SUNSCREEN!

To make your donation please contact:

One Woman Can

**FINISH OUR 50TH ANNIVERSARY YEAR
WITH THIS FABULOUS GIFT!!**

**Earn the commemorative *One Woman Can*
keepsake necklace June 1—30, 2013!**



Commemorating the Mary Kay 50th Anniversary year, it can be yours when you place a single \$400 or more Section 1 wholesale order during the month of June 2013!



The crystal-studded pendant features two interwoven circles that represent the story of one woman (small circle) who created an opportunity that is shared by women around the world (large circle).

The polished rhodium-tone intertwined circles are accented with the Mary Kay® logo and clear, brilliant-cut crystals topped with a brilliant-cut cubic zirconia. The necklace comes on an 18" chain with a 2" extender. When you qualify, the necklace will be shipped with your order. One necklace per Independent Beauty Consultant



Director Only Services



I HAVE A VISION....our vision of over 100 WW consultants and directors on the Seminar stage making a HUGE IMPACT on the 50th Anniversary Seminar stage!



Cheryl is shown here wearing a Medium



Here's the updated logo—will make us look skinny

Look at this Custom-Made Wonder Woman Shear Silk Cape Stage Winners can wear on stage at Seminar 2013 Purchase for only \$60 + tax & shipping

You can wear it over any black dress!

I would like to order the Warfield Wonder Woman Cape.

Circle the Size you want—Small, Medium, Large= \$60

XL-2X = \$75 (4" wider & longer); 3X-5X=\$85 (8" wider & longer)

Name _____

Address _____

City _____ State _____ Zip _____

Phone _____

Email _____

Credit Card # _____

Exp _____ CSV code _____

Seize the moment to invest in your future by attending an amazing and impactful educational session at Seminar 2013. With the Mary Kay 50th Anniversary on the horizon, we're pulling out all the stops for an experience YOU will never forget! Hear top-notch independent sales force members share quality business development and product education that could help you further your Mary Kay business.

Warfield National Area Seminar Schedule

Saturday—Aug 3, 2013

Directors & DIQs arrive in Dallas

3—6pm Warfield Area Director & DIQ Meeting—Sheraton Dallas

7pm President's Club Dinner—El Fenix Restaurant

All Project Runway Winners, Car Winners & DIQs—Husbands invited too

Sunday—Aug 4, 2013

Consultants arrive in Dallas

Packet Pick-Up & Mary Kay Tours

3—6pm Warfield Family Red Rally—Sheraton Dallas

All Red Jackets & Up

7pm Unit Awards Banquet Dinners—Sheraton—Majestic Level

Star Consultants—Quarter 4—Photo Button with Cheryl



Monday—Aug 5, 2013

First Day of Mary Kay Seminar

6pm Warfield Area Awards Dinner Banquet—Sheraton Dallas

Tuesday—Aug 6, 2013

Second Day of MK Seminar—Awards Night

Wednesday—Aug 7, 2013

Seminar Closes at 12 noon

Also, must register online under

http://www.warfieldwonderwomen.com/index_files/WarfieldSeminar.htm

for our Meeting & Meal Package by July 15 at \$145

**We currently have 306 Attendees
Registered for Seminar 2013!!**

DIQs & Red Jackets Registered

Pearl Seminar Dates—August 4—7, 2013, (DIQs & Directors arrive Aug 3 before 2pm)

Rachel Thompson
Annette Johnson
Cindy Mills
Brandi Myers
Rebecca Ruiz
Amy Branch
Stephanie Carter
June Grundy
Ashley Dean
Ar Woods
Denise Robinson
Sharron Tevanian
Ana Muniz
Ashley Estes
Katrina Behrman
Rawanda Smith
Jaci Prance
Laura Garland
Amy Kuczynski

Celinda Kuczynski
Donette Reynolds
Susan Hanna
Heather Cearbaugh
Susana Lindner
Regina Richardson
Hope Barker
Toni Cook
Trishelle Smith
Nancy Bigley
Kat Roedell
Shaun Collins
Jessie Kalinowski
Beth Haely
Elizabeth Miller
Cindy Watkins
Shannon Armstrong
Heather Dawson
June Benton

Latasha Patterson
Kristen Hankins
Lisa Woodke
Barbara Bloom
Barb Drabek
Karen Evans
M. Kathryn Harris
Barbara Crosley
Marcia Epps
Chellie Dietsch
Gina Barfield
Nora Fowles
Shawnta Fleming
Nancy Gettinger
Michele Hylton
Betty Brooks
Lisa Kerkhof
Denise Kelly
Jamie Boylan

Sydney Laxton
Teresa Lennon
Amber Johnson
Rachel Lopez
Sarah Stuckey-Diaw
Mary Sanderson
Marie Quick
Alicia McLaughlin
Valerie Simpson
Casandra Webb
Betty Thompson
Judy Thomas
Katie Van Hammen
Cheri Howard
Theresa Moore
Kristine Pruitt
Penelope Wesselhoff
Snowe Saxman