

***WORKSHOP/GUEST NIGHT with
National Sales Director, Cheryl Fulcher
Monday, Dec. 9, 2013***



Cheryl worked 40 hours a week as a cardiac ultrasound technician and was in college full time prior to Mary Kay. She has been married for 17 years and has 2 children--Kaley 14 and Trip 10.

Cheryl has earned 11 free cars in the last 17 years, 9 of which have been pink Cadillacs and she just earned an \$80,000 pink Escalade loaded with all that she and her family wanted on it! She earned a 5 carat topaz ring being a member of the National Court of Sales. She is a 15 time member of the Circle of Achievement or Circle of Excellence, her Unit has never missed being in a Unit Club since they debuted in 1998. Her Unit achieved the \$850,000 Circle of Excellence in 2013...their best year ever!! She has earned three 4 1/2 carat diamond rings and six cash prizes of \$3750 as rewards for being a nine-time member of the elite half million dollar Unit Circle or higher. She has earned five Top Sales Director (all expense paid) trips. She and Larry have traveled to Rome, Italy, a 7 day Greek Isle cruise that included Ephesus, Rhodes, and Turkey...a 7 day stay at the Four Seasons Spa & Resort in Maui and a luxurious trip to Monte Carlo that included a sailing regatta on the Mediterranean Sea and she just earned the 50th Anniversary trip to Beijing, China where they were treated to dinner on the Great Wall!! She also received a \$7500 bonus in September for achieving the trip to Beijing as a Top Director and an NSD!!

Cheryl's Unit has ranked in the top 10 of their annual Seminar twice and her team is currently the #2 team in all of Georgia and the #1 team in the Ruby Seminar!!

She started her Mary Kay career at the age of 19. She became a Sales Director at the age of 22, and earned \$48,600 that year. At age 23 she earned \$62,000 in Mary Kay. At age 24 she earned \$81,000 and at age 25 she earned over \$100,000, giving herself a \$20,000 pay raise each year for 4 years in a row!! Cheryl served as a Sales Director for exactly 15 years in Mary Kay before becoming a National Sales Director on July 1st, 2013 which is the highest ranking position in all of Mary Kay.

She will now serve for 30 years as an NSD and enjoy a luxury trip every year from Mary Kay, a free pink Cadillac every 3 years and a retirement plan that is one of the strongest retirement programs in the world. She has twelve first line offspring Sales Directors, eight second line, 8 car winners and 3 Directors in Qualification in her new National Area!! Her combined career earnings in sales and commissions in the past 14 years has exceeded \$1.5 million!!! Her combined earnings in 2012 exceeded \$147,000!! Her highest earnings in one month are in excess of \$30,245!! That's what she used to make in one year!!!

Cheryl's mission is to empower women and American families to learn how to thrive in life, not just barely survive...she is excited to lead the 'Thrive' National Area...and area of amazing women who are committed to changing lives for Jesus Christ! One of her favorite scriptures comes from Galatians 6:9 "Let us not become weary in doing good, for at the proper time, we will reap a harvest if we do not give up."

**Join us for the Cash Giveaway
The Crowne Plaza
4402 East Washington Ave., Madison, WI 53704**

Guests are free!

There will be a drawing for a \$101 in Mary Kay products and Lisa's marketing materials for anyone who signs up.

Director's Meeting - 12:15 - 2:00 pm
(included in the cost of workshop)

Workshop 2:00 - 5:00 pm
Cost: \$9 by November 15, 2013

Guest Night 7:00 p.m. - 9:00 pm
Cost: \$11 by November 15, 2013

**After November 15th, \$12 for the Workshop and \$14 for the Guest Night.
(CASH only at the door if space is available)**



NSD Lisa Madson Hosts Workshop and
Guest Night/Cash Giveaway with
NSD Cheryl Fulcher

Monday, December 9, 2013



Cash Giveaway Contest: October 1, 2013 - December 9, 2013

CONTEST RULES:

GUESTS: (Must be 18 years of age or older to participate)

Name goes in drawing one time for having a facial and giving your opinion of the product.


Name goes in drawing five more times for each guest present at your facial.


Name goes in drawing five times when you participate in an interview* with director follow up.

Name goes in drawing five additional times when you are present at the Cash Giveaway on Dec.9th

Name goes in drawing TEN additional times when you start your own MK business by submitting an Ind. MK beauty consultant agreement.

*An interview is considered to be any of the following: (1) a potential teammate watching the Lisa Madson DVD or website-
www/lmadsonsharing.com and the Sales Director follows up OR (2) the Auri Hatheway marketing line 212-990-6304 OR (3) the Andrea
Whitcomb marketing line 951-262-1995 OR (4) a potential teammate sitting down with a Director or Consultant in a one-on-one situation to go
over the avenues of income and other aspects of the Mary Kay career OR (5) a potential teammate attending a Mary Kay event where a
Director presents the marketing plan, including the avenues of income and the typical objections to starting a Mary Kay business.

 **In Town GUEST PRIZES:** \$500 Cash if your name is drawn and you are present at the Cash Giveaway on December 9th. \$250 will be awarded if you are not present and your name is drawn for 1st prize. Additional cash drawings for guests present will be based on how much money is collected.

 **Out of Town GUEST PRIZES:** One \$500 cash drawing for a guest that lives over 1 1/2 hours from the Crowne Plaza in Madison and will not be present. If guests from 1 1/2 hours or more come to the event, their entries should go into the in town.

The drawing will be held at the Crowne Plaza Madison on Monday, December 9, 2013 starting at 7:00 PM. Entries will only be accepted until 6:45 PM that evening.

CONSULTANTS: \$10 fee to enter your customers and your personal entries

Name goes in drawing one time for each Basic Skin Care Set sold.

Name goes in drawing one time for Section 1 order of \$400 wholesale

two times for Section 1 order of \$800 wholesale

three times for Section 1 order of \$1200 wholesale etc.

Name goes in drawing five times for each Qualified Recruit (\$600 wholesale order).

Name goes in drawing one time for every interview you do. You must have the potential recruit fill out an agreement and/or training interview sheet - to be handed in to your Director to qualify.

Name goes in drawing one time for each selling appointment you hold. Examples of a selling appointment: Skin Care Class, Facial, Double Facial, Spa Class, etc.

CONSULTANT PRIZES: \$500 CASH Grand Prize to the first name drawn, present or not! Additional cash drawings for Consultants based on how much money is collected.

DIRECTOR DRAWING may be done based on participation. Director entries will be based on the same qualifications as consultants. See above.

There is a \$10.00 entry fee for the cash giveaway and you must register for the workshop and guest night with your Director by Nov. 15 if you are planning to attend.

	<u>Cost By 11/15</u>	<u>Cost after 11/15</u>
Cash giveaway entry fee	\$10	
<i>12:15 - 2:00 Director meeting (included in the cost of workshop)</i>		
2:00 - 5:00 p.m. Director & Consultant workshop	\$9	\$12 (cash only)
5:00 - 6:45 p.m. Facials on your own		
7:00 - 9:00 p.m. Guest Night	\$11	\$14 (cash only)

<p><u><i>Cash Giveaway Customer Entry</i></u> Monday, Dec. 9, 2013</p> <p>Name _____</p> <p>Consultant _____</p> <p>Director _____</p>	<p><u><i>Cash Giveaway Customer Entry</i></u> Monday, Dec. 9, 2013</p> <p>Name _____</p> <p>Consultant _____</p> <p>Director _____</p>	<p><u><i>Cash Giveaway Customer Entry</i></u> Monday, Dec. 9, 2013</p> <p>Name _____</p> <p>Consultant _____</p> <p>Director _____</p>
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