

JULY 2013

June Results



**Highlights**  
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**DECIDE THAT THIS IS YOUR YEAR!**

The New Year is here. A blank slate ready to be filled by you. Every day of the coming year will be filled with opportunity and possibilities. Every day will give you a chance to make your life count, to make a difference, to grow, to learn, to achieve, to be the person you were meant to be. This is a chance for new beginnings and a fresh jumpstart in your business!

Results begin with a goal in mind...what is your goal for your business in 2013-2014? Everything starts with goal setting, weekly meetings, faces, customer service, follow up & commitment. One goal can easily lead to another and as you take serious ACTION in your business this year, you'll be able to take a look back next June at all you've accomplished, and you'll be truly proud for how far you've come.

The power lies within YOU to achieve your dreams. Put away ANY doubts you have and just begin to take ACTION. I believe in you and know you can accomplish anything that you set your mind to. Call me to discuss your new year goal so that I can help you develop a plan for success!



*Love & Belief in You, Leah*



*"Success begins with a dream, and the first step in making dreams come true is knowing what you want. Have a mental picture of your goals. The mind's eye must see the things you want. When it has a strong mental picture, it will begin to change your dreams into realities."*

-Mary Kay Ash

**Look Who's In The Spotlight!!**



**WE HAVE A NEW TEAM MEMBER IN THE UNSTOPPABLE UNIT!**

Brandy Schewe is the first team member of Lindsay Blecker- I am so excited to watch them run together and see them achieve their dreams!



**Brandy Schewe**  
New Beauty Consultant  
**Lindsay Blecker**  
Senior Consultant

**Monthly Unit Goals**

50 Guests to  
Success Events/  
Ladies Night Out

\$15,000 in Wholesale Production

25 New UNSTOPPABLE Ladies

**Seminar 2014 Goals**

3 Car Drivers  
5 Future Directors  
13 Team Leaders  
20 Star Team Builders  
50 Senior Consultants  
250 Unit Members  
Cadillac Unit  
\$650,000 Unit Club

# A Note From Your Director...



*Ladies,*

I am so inspired by YOU the amazing women in my life! I love spending time with all of you that encourage and push me to grow as a person, as a leader and as a friend. There is NOTHING like this feeling in the world. You ladies have helped change the course of my and my families lives forever and for that I am beyond grateful to each and everyone of you! In a few short months we have become the UNSTOPPABLE Ladies, Earned our Grand Achiever Car (the Chevy Cruze) and are on Target to be a Premier Plus unit and fulfill a little girl dream of mine to drive a Ford Mustang. The dreams and desires that I once had and never thought would be reality are continuously becoming my reality. The changes that are happening in my family as a result of this Mary Kay business; the faithfulness my family have, the values it is teaching my children and the financial freedom it is providing are things most people only dream about- I truly LOVE My Mary Kay and My Unit- YOU Ladies the UNSTOPPABLE Ladies!

You ladies inspire me daily, your stories of growth and strength, your passion for competition and striving to find your limits and break past them. Your thank-you's and the belief in me as your leader inspires me to do more. I am on a mission to help sharp women find something more for your lives—maybe it is personal growth and belief, maybe it is recognition to be better, maybe its some extra money or avenue of income for that unexpected bill, trip or that time when something unexpected happens.

I am beyond blessed to have each and every one of you in my families lives.

We are creating a Unit of excellence! This is JUST THE BEGINNING- the beginning of our FIRST Seminar Year as the UNSTOPPABLE Ladies! We have some pretty audacious goals but I know with the team work and support we have for each other we will accomplish our goals and make our dreams come into fruition!

*Belief and Blessings,*

*Leah J*

**We  
CELEBRATE  
You!**



## Happy August Birthday!

<u>Birthdays</u>	<u>Day</u>
Lindsay M. Blecker	11
Jennifer L. Solt	14
Heather C. Hill	16
Wendy A. Rolfson	18
Brandy R. Schewe	23



## Congratulations on Your August MK Anniversary!

<u>Consultant</u>	<u>Years</u>
Loni L. Dulas	1

# Welcome New Consultants

**CONGRATULATIONS on your decision to become an INDEPENDENT BUSINESSWOMAN!**

Those who dared...

Brandy R. Schewe

From:

ALBERT LEA, MN

Those who cared...

L. Blecker



## START YOUR YEAR WITH 100 FACES!!

**Share the Marketing plan with all 100!! It's a numbers game... 1-4 will sign, that's 25 possible new recruits for the quarter. HUGE!!!!!!!**



100 Faces with at average of only \$50 each is \$5000 in sales- \$2500 profit & That's a Ruby Star, plus each qualified recruit will send you way over the Pearl Star Level! With a \$50 Bonus on each one after your 4th recruit... Then your 13% Commission Check on those New Team Members - You will be On Target for your Car! You can have a New Car in your Driveway by Christmas for you and your family! No more car payment! Directorship if you want it at this point is up to you! Why Not? Start Calling everyone you Know!!

**Dialog for Booking :**

Hi \_\_\_\_\_ This is \_\_\_\_\_ You have a minute? Great, I am so excited! My Director has issued me a challenge to pamper 100 ladies with a facial this quarter, and she wanted me to start calling the sharpest ladies I know right away to give them the first opportunity at the dates I have open. I immediately thought of you, so is there any reason why you couldn't help me out with this challenge and let me spoil you ? Great I have these dates open \_\_\_\_\_ Which will work best for you? Ok \_\_\_\_\_ As I mentioned my Challenge is 100 faces , so if you Would like to share me with a few friends ( 3-6 ) Ill Have free Mary Kay Products for you as well? So \_\_\_\_\_ Tell me who are your Favorite people to hang out with ? Ok Great lets invite them!

# 2013 Seminar Courts

These reports reflect results through 6/30/13

### Top 10 Court of Sales

	Name	YTD Total
1	Kasey M. Wolters	\$7,773.00
2	Brenda L. O Connor	\$5,552.50
3	Angela L. Lorenzen	\$4,905.50
4	Ambyr L. Blomberg	\$4,276.00
5	Linda L. Miller	\$3,921.00
6	Lois M. Winch	\$3,312.50
7	Kristine A. Peoble	\$2,584.00
8	Loni L. Dulas	\$2,548.50
9	Leona M. Dierks	\$2,498.00
10	Lindsay M. Blecker	\$2,475.00

### Set your sights on the 2014 National Courts

#### Queens Court of Personal Sales

\$36,000 Personal Estimated Retail

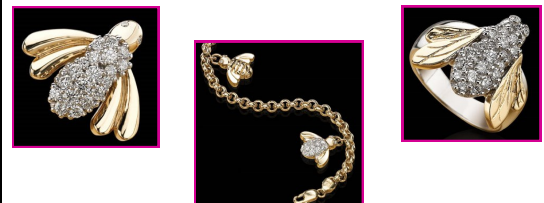


### Top Court of Sharing

	Name	SEM QUAL Recruits	Commission
1	Linda L. Miller	1	\$98.85
2	Kasey M. Wolters	2	\$97.96
3	Lindsay M. Blecker	1	\$29.20
4	Leah Meyers-McKane	13	\$1,894.97

#### Queens Court of Sharing

24 Qualified (\$600+)  
New Personal Team Members





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# Who Wants To Move Up The Ladder?

## Your Sales Director

- 9% or 13 % Unit Commissions!
- 9% or 13% Personal Team Commissions!
- Unit Volume Bonus of \$500 or more!
- Personal Recruiting Bonus of \$100!
- Additional Bonuses, Special Gifts, Recognition & Travel!



Independent Sales Director  
**Leah  
Meyers-McKane**

## Offspring Sales Directors

- 9% or 13 % Unit Commissions!
- 9% or 13% Personal Team Commissions!
- Unit Volume Bonus of \$500 or more!
- Personal Recruiting Bonus doubles to \$100!
- Additional Bonuses, Special Gifts, Recognition & Travel!

Who will be our  
next Offspring Director?

## Directors in Qualification/Future Directors

- 8+ ACTIVE TEAM MEMBERS**
- Chevy Cruz Or \$375 Cash Per Month For 2 YRS
  - 9% or 13% Personal Team Commissions!
  - Team Building Bonus!
  - Special Classes at Career Conference & Seminar!

Work your  
way up to DIQ!!

## Grand Achievers

- CAR WINNERS**
- Chevy Cruz Or \$375 Cash Per Month For 2 YRS
  - 9 or 13% Personal Team Commission
  - \$50 Team Building Bonus W/Each New Team Member



Who's Ready  
To Drive Free?

## Team Leaders

- 5 ACTIVE TEAM MEMBERS**
- Can go On Target for Chevy Cruz!
  - 9% or 13% Personal Team Commissions!
  - \$50 Team Building Bonus!
  - Team Leader Pin!

You can be here and  
On Target for your Car!!

## Star Team Builders

- 3 OR 4 ACTIVE TEAM MEMBERS**
- 4% Personal Team Commissions!
  - Team Building Bonus!
  - Star Recruiter Pin!
  - Eligible to Wear Red Jacket!
  - \$50 Rebate on Jacket!

The  
**Star Team Builder**  
Position Is Open  
For YOU!



## Senior Consultants

- 1-2 ACTIVE TEAM MEMBERS**
- 4% Commission on wholesale orders of personal team members!
  - Senior Consultant Pin!

**Lindsay Blecker  
Linda Miller  
Kristine People  
Kasey Wolters**



# Focus on being a STAR Consultant!!



STAR CONSULTANTS EARN MORE PROFIT, FREE PRODUCT & WONDERFUL PRIZES!

## Look who's On-Target for their 1st Quarter STAR...

JUNE 16TH-SEPTEMBER 15TH  
Contest updated through 7/9/13

Consultant Name	Current W/S Production	Sapphire	Ruby	Diamond	Emerald	Pearl
		----- Wholesale Production Needed -----				
LEAH MEYERS-MCKANE	\$2,142.50	STAR	\$257.50	\$857.50	\$1,457.50	\$2,657.50
LOIS WINCH	\$406.50	\$1,393.50	\$1,993.50	\$2,593.50	\$3,193.50	\$4,393.50
LINDSAY BLECKER	\$405.75	\$1,394.25	\$1,994.25	\$2,594.25	\$3,194.25	\$4,394.25

## BE A 4 QUARTER SUPERSTAR THIS YEAR!!

*Lets each run with purpose as we get a strong start on new year!!*

Set your goal to achieve every Challenge in honor of the opportunity that Mary Kay Ash has given to women in 27 countries. Imagine...One woman's dream has enriched so many families. It's a fresh new year. We all start the same place and can write our own story. Make yours incredible! I am ready to RUN WITH YOU!! I see so many of you with the desire to step up to achieve something so big! THE TIME IS NOW! Stars, Cars, Red Jackets, Director Suits! What is your dream??



Visit Mary Kay InTouch today to decide on the prize you want to work towards in this first quarter!!!



### June Wholesale



*"Thank you for providing excellent customer service, having fresh products on your shelf, and for contributing to our unit goals!"*

These Consultants invested \$200+ into their businesses in June...

Name	Amount
Kasey M. Wolters	\$913.00
Brandy R. Schewe	\$730.00
Lindsay M. Blecker	\$612.25
Linda L. Miller	\$540.75
Lois M. Winch	\$406.50
Heather C. Hill	\$402.75
Peggy Worel	\$129.50
Ambyr L. Blomberg	\$63.50
Leah Meyers-McKane	\$2,545.50

# Go for the *Gold*

## My New Year GOALS

**JULY 1, 2013-JUNE 30, 2014**



### I will be a...

- \_\_\_\_\_ By August 1st
- \_\_\_\_\_ By September 1st
- \_\_\_\_\_ By October 1st
- \_\_\_\_\_ By November 1st
- \_\_\_\_\_ By December 1st
- \_\_\_\_\_ By January 1st  
Leadership Conference 2014
- \_\_\_\_\_ By March 1st  
Career Conference 2014
- \_\_\_\_\_ By July 1st  
Seminar 2014



### Career Level

- Senior Consultant
- Star Team Builder
- Team Leader
- Future Sales Directors
- Director in Qualification
- Sales Director

### Grand Achiever



\* Team members are active in the month a \$200+ wholesale order goes in and the 2 months following that order

### Active Team Members

- 1-2
- 3-4
- 5-7
- 8+
- 10+ by 1st month & Star Build to 24 Unit Members In 1-4 months with \$18,000
- 14+ Active\* Team Members With \$20,000 Team Production in 1-4 months



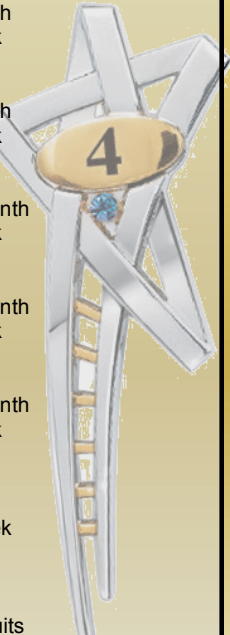
### Other Goals:

- Number of Monthly Selling Appointments: \_\_\_\_\_
- Monthly Retail Goal: \$ \_\_\_\_\_
- Monthly Wholesale Goal: \$ \_\_\_\_\_
- Quarterly Wholesale Goals:
  - Jun. 16-Sep. 15 \_\_\_\_\_
  - Sep. 16-Dec. 15 \_\_\_\_\_
  - Dec. 16- Mar. 15 \_\_\_\_\_
  - Mar. 16-Jun. 15 \_\_\_\_\_
- Monthly Team Building Appointments: \_\_\_\_\_
- Number of New Team Members per month: \_\_\_\_\_
- Medaling Goal: (Gold=5, Silver=4, Bronze=3) \_\_\_\_\_
- PCP Customers Enrolled Each Quarter: \_\_\_\_\_

**Sapphire \$1,800**  
**Ruby \$2,400**  
**Diamond \$3,000**  
**Emerald \$3,600**  
**Pearl \$4,800**

### Broken Down...

- Sapphire Star Consultant**  
\$600 Wholesale each month  
\$150 Wholesale each week  
(Sell \$300 per week)
- Ruby Star Consultant**  
\$800 Wholesale each month  
\$200 Wholesale each week  
(Sell \$400 per week)
- Diamond Star Consultant**  
\$1,000 Wholesale each month  
\$250 Wholesale each week  
(Sell \$500 per week)
- Emerald Star Consultant**  
\$1,200 Wholesale each month  
\$300 Wholesale each week  
(Sell \$600 per week)
- Pearl Star Consultant**  
\$1,600 Wholesale each month  
\$400 Wholesale each week  
(Sell \$800 per week)
- Queens Court of Sales**  
\$36,000 retail in 12 months  
\$3,000 retail sold each week  
\$750 retail sold each week  
\$107 retail sold a day
- Queens Court of Sales**  
24 Seminar Qualified Recruits  
2 New Qualified Team Members a month



### Queen's Court of Sales

\$36,000 retail production from July 1, 2013 - June 30, 2014



### Queen's Court of Sharing

At least 24 new qualified\* personal team members July 1, 2013 - June 30, 2014



\*A qualified new personal team member is one whose Independent Beauty Consultant Agreement and minimum of \$600 in Wholesale Section 1 orders are received and accepted by the company during the contest period.



**UNSTOPPABLE Ladies  
Signing Bonus!**

**\$50 or \$100  
Signing Bonus!**

**July 1 to July 15th**

**Begin your Mary Kay Business between July 1 and July 15<sup>th</sup>  
for a \$50 or \$100 Signing Bonus!**

**\*Complete your Welcome Call with Leah before your Kit arrives and  
you will get a \$50 BONUS\*!**

**\*Make an inventory decision within 15 days of signing  
your Beauty Consultant agreement and you will get a \$100 BONUS\*\*!**

\*First checklist needs to be completed along with the welcome call. \*\*Inventory decision of \$600 or more.  
Offer only valid July 2013 and for the UNSTOPPABLE Ladies Unit!



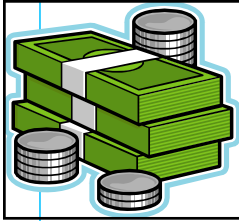
## UNSTOPPABLE Ladies Dream Team Members

These UNSTOPPABLE Ladies stretched their thinking and same up with 50 dreams they have for their lives, their family, and their business.

DREAM TEAM:  
Kris Peoble  
Kasey Wolters  
Brenda O'Connor  
Linda Miller  
Lindsay Blecker  
Ambyr Blomberg  
Leah Meyers-McKane



# JULY CASH DRAWING!



Madson Area Cash Giveaway

July 1 - July 31, 2013

Wholesale and Recruiting

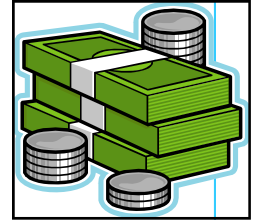
\$1,400 Giveaway!

Drawing will be done on August 10th, 2013.

**NO Vouchers this year.** Must fill in google link by August 10th.

Google link can be found on Lisa Madson's website:

[www.nsdliamadson.com](http://www.nsdliamadson.com)



## **ONE \$300 CASH drawing for Customers from July 1 - July 31, 2013**

For each customer that has a facial, her name will go into the drawing.  
(On-the-go appointments do not count.)



## **One \$300 CASH drawing for faces seen from July 1 - July 31, 2013**

For every face you see, your name will go into the drawing.  
(Example: 30 faces, your name goes in 30 times)

## **One \$300 CASH drawing for wholesale orders from July 1, - 31st, 2013!**

Consultant's name goes into the drawing for every \$200 wholesale increment

(Example: 2 times for \$400 W/S)

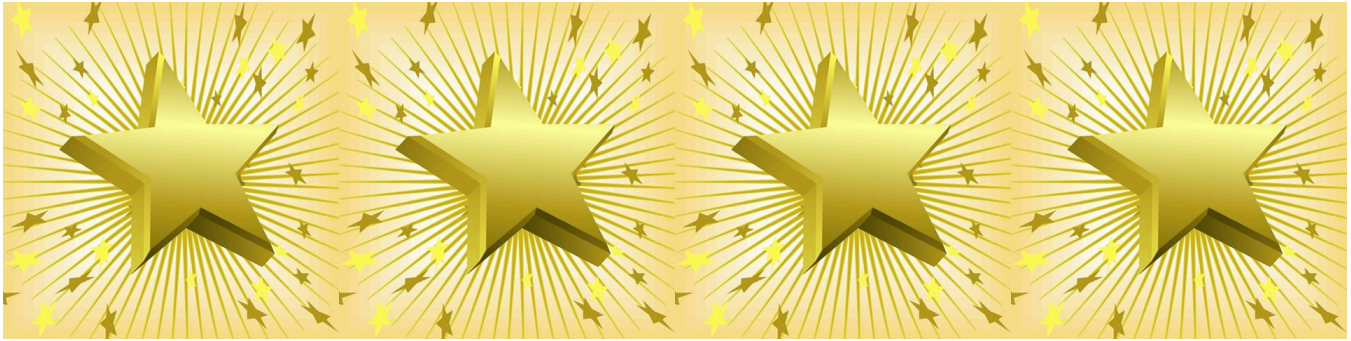
3 times for \$600 W/S)



## **One drawing and two winners for recruiting! Each WINS \$250**

Every new recruit that signs up July 1 - 31st, 2013, will go into a drawing for \$250. When her name is drawn, her recruiter also wins \$250!

*Do you want to go to Seminar 2014 for FREE?*



## *UNSTOPPABLE Ladies Four Quarter Star Consistency Challenge*

<i>Sapphire year end total 7,200</i>	<i>Get \$50 off your Seminar Registration*</i>
<i>Ruby year end total 9,600</i>	<i>Get \$75 off your Seminar Registration*</i>
<i>Diamond year end total 12,000</i>	<i>Get \$100 off your Seminar Registration*</i>
<i>Emerald year end total 14,400</i>	<i>Get \$150 off your Seminar Registration* and All-STAR Luncheon at Seminar!</i>
<i>Pearl year end total 19,200+</i>	<i>Go to Seminar for FREE!* And All-STAR Luncheon at Seminar!</i>

*\*You will get the cash when you attend Seminar 2014.*

*When you have your best year Ever I will pay for your  
Unit Awards Dinner at Seminar!*



*I cannot wait to Celebrate YOU at Seminar 2014!  
Save the date: Diamond Seminar July 30-August 2, 2014*

# CUSTOMERS AND CONSULTANTS HAVE A CHANCE TO WIN A ZAPPOS GIFT CARD OR \$275 CASH!

## **Interview Contest Drawing!** **July - August - September 2013**

~Your customer's name goes in drawing **ONE** time when they listen to the marketing plan.

**Options for hearing the marketing plan:**

\*An interview is considered to be any of the following: (1) a potential teammate watches the Lisa Madson DVD or website– [www.lmadsonsharing.com](http://www.lmadsonsharing.com) and the Sales Director follows up (2) a potential teammate attends 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.

Example: Potential teammate watches  
"Your Future is Now" and goes to a guest event.

Name goes in the drawing 2 times for hearing the marketing plan twice.

~Customer's name goes in drawing **FIVE**  
additional times when they submit a **Beauty  
Consultant Agreement** during the contest period.



# Zappos

**.com**



the web's most popular shoe store!®



**Second Zappos gift card or \$275 cash  
will be awarded to the winning customer's consultant.**

All entries must be submitted on a Google link by October 3, 2013

# Consultant Contests for the Madson Retreat!

There will be special recognition for all VIPs that achieve Platinum Power at least one of the three months: (July, August or September)

## PLATINUM POWER

COMPLETE 5 OF THE 5  
July - August - September

- 60 Faces/15 parties
- \$2,000 in retail sales
- \$1,200 personal W/S
- 25 personal interviews
- 2 Q. recruits or gold medal (5 recruits)

## GOLD POWER

COMPLETE 5 OF THE 5  
July - August - September

- 40 faces / minimum 10 parties
- \$1,400 in retail sales
- \$800 personal wholesale
- 15 interviews
- 1 new personal Q\* or 2 new recruits

## SILVER POWER

COMPLETE 4 OF THE 5  
July - August - September

- \*30 faces / Min. 5 "separate" parties
- \$1000 retail sales
- \*\$600 personal wholesale
- \*10 interviews
- 1 new pers. Q or 2 new recruits  
(\* these items must be completed)

## Star Consultant Luncheon at the Madson Retreat

All Consultants and Sales Directors that achieve Star Consultant status from June 16th – Sept. 15th can attend the Star Consultant luncheon if they are attending the Madson Retreat.

## NEW DIRECTOR CONTEST DEBUTING DATES: AUGUST 1 - OCTOBER 1, 2013

One upgraded suite will be awarded at  
the Madson Area Retreat.

The Madson Area Consultant that becomes a Sales Director by September 30th with the highest TEAM/DIQ wholesale from July 1st - September 30th, will win an upgraded suite at the Kalahari Resort to be used during the Madson Area Retreat.

New Directors that debut by Oct. 1st and are Star Consultants will receive special seating at the Star Luncheon. Whoever has the highest W/S production in July, August and September will sit with Lisa Madson and Stacy James at the Star Luncheon!

July 1, 2013 - June 30, 2014

Be a Star Consultant all four quarters and you will earn  
the star party at the Madson Retreat in October 2014!

# Madson Area Power Players

July 1, 2013 - December 31, 2013!

**BE A POWER PLAYER IN YOUR CATEGORY OF CHOICE EACH MONTH**

## PLATINUM POWER

COMPLETE 5 OF THE 5

- 60 Faces/15 parties
- \$2,000 in retail sales
- \$1,200 personal W/S
- 25 personal interviews
- 2 Q. recruits or gold medal (5 recruits)

## GOLD POWER

COMPLETE 5 OF THE 5

- 40 faces / minimum 10 parties
- \$1,400 in retail sales
- \$800 personal wholesale
- 15 interviews
- 1 new personal Q\* or 2 new recruits

## SILVER POWER

COMPLETE 4 OF THE 5

- \*30 faces / Min. 5 "separate" parties
- \$1000 retail sales
- \*\$600 personal wholesale
- \*10 interviews
- 1 new pers. Q or 2 new recruits  
(\* these items must be completed)



## BRONZE POWER

COMPLETE 3 OF THE 5

- 15 faces/ Min. 3 "separate" parties
- \$700 retail sales
- \$400 Personal Wholesale
- 5 interviews
- 1 new personal recruit

## ***Rewards for your work!***

### **Bronze - Silver - Gold - Platinum Consultant POWER PLAYERS:**

Recognition in the monthly newsletter.

### **Silver - Gold - Platinum POWER PLAYERS receive above and:**

Madson Pin (If you don't already have it)

Can leave messages for Lisa on her daily consultant hotline - (209)-647-1308

Picture in Madson Power Player Newsletter each month

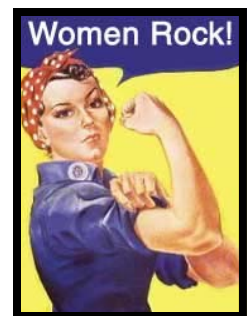
### **Platinum POWER PLAYERS receive above and:**

One - on - one 15 - minute coaching call with NSD Lisa Madson

### **VIP at the Madson Retreat:**

Complete Platinum, Gold or Silver Power Player in July, August, and September.

There will be special recognition for all VIPs that achieve Platinum Power Player at least one of the three months (July, August or September).



**This contest runs by calendar month. A party is considered 3 people and \$100 in sales.**

# POWER PLAYER TRACKING

# Interviews

Name: \_\_\_\_\_  
Dir. Name \_\_\_\_\_  
Month: \_\_\_\_\_

**\*Tracking information must be submitted on the  
google link by the 3rd of the month.**

Name/Phone	Follow-Up / Recruited?
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Personal Wholesale: \_\_\_\_\_  
Personal Recruits Not Qualified: \_\_\_\_\_  
Personal Recruits Qualified: \_\_\_\_\_  
Retail Sales: \_\_\_\_\_

**Which did you achieve this month?  
Check one please.**

PLATINUM \_\_\_\_\_

GOLD: \_\_\_\_\_

SILVER: \_\_\_\_\_

BRONZE: \_\_\_\_\_

**You've got the POWER!**

# Faces/Selling Appointments

Name/Phone	Class/Facial	\$ Sold	Bookings
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Name/Phone	Class/Facial	\$ Sold	Bookings
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# July

# Studio 13

# 2013

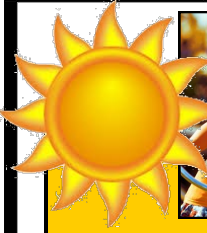
Studio 13- Skyline Plaza- Albert Lea, Mn

Leah's Cell: 507-360-4866 (call or text)

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
	1	2 <b>Pink Dreams Success</b> Consultants: 6:30-9 Guests: 7-8:30pm	3	4	5	6
7 Submit WAS for Weekly Recognition	8 <b>Ladies Night Out</b> 6-9pm	9 <b>Pink Dreams Success</b> Consultants: 6:30-9 Guests: 7-8:30pm	10	11	12	13 <b>STUDIO 13</b> <b>GRAND OPENING!!!</b> 9am to 5pm
14 Submit WAS for Weekly Recognition	15 <b>Ladies Night Out</b> 6-9pm	16 <b>Pink Dreams Success</b> Consultants: 6:30-9 Guests: 7-8:30pm	17 <b>Ladies Night Out</b> 6-9pm	18	19 <b>Ladies Night Out</b> 6-9pm	20
21 Submit WAS for Weekly Recognition	22	23 <b>Pink Dreams Success</b> Consultants: 6:30-9 Guests: 7-8:30pm	24	25	26	27
28 Submit WAS for Weekly Recognition	29	30 <b>Pink Dreams Success</b> Consultants: 6:30-9 Guests: 7-8:30pm	31			

Updated: June 7, 2013





Looking Ahead...

# August 2013

SUNDAY MONDAY TUESDAY WEDNESDAY THURSDAY FRIDAY SATURDAY

1 Online DIQ Commitment Form available beginning 12:01am CT.

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3 Last day to submit online DIQ form.

4 Pearl Seminar begins

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10 Early ordering of the Fall 2013 items begins for Consultants who enrolled in The Look for Fall.

**Enroll for the PCP Holiday Gift Giving Brochure Before August 15th!**

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15 Ordering of Fall 2013 items open to all Consultants. Last day to enroll for the Holiday Gifting Brochure!!

16 Beaut-e-news E-newsletter begins emailing to Customers.

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20 Fall issue of The Look mails for Consultants who enrolled in PCP. Allow 7-10 days for delivery

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### AUGUST ORDERING DEADLINES...

August 29th  
August 31st

Last day of the month for Consultants to place phone orders.  
Last day of the month for Consultants to place online orders.

## Save the date!!

- August 4- UNSTOPPABLE Ladies Unit Awards- 1pm-3pm at Studio 13. Bring your Families!
- September 13- UNSTOPPABLE Ladies Debut- See flyer for more Information.
- September 20- First Quarter STAR Party
- October 18-20- Madson National Area Fall Retreat- Wisconsin Dells, WI
- December 14- UNSTOPPABLE Ladies Christmas Party- Studio 13
- December 14- Second Quarter STAR Party
- January 12-15- Leadership Conference- New Orleans
- March- Career Conference- Minneapolis --More info to come.
- April 4- Third Quarter STAR Party
- June 27- Fourth Quarter STAR Party
- July 30-Aug. 2 Seminar 2014 Dallas Texas



### It's time to enroll for the Holiday Gifting Mailer!!!

October through December are by far our biggest selling months of the year!! Now is the time to get your customers enrolled to receive Holiday Gifting mailer. This years fabulous brochure features a winter wonderland of holiday gift sets and stocking stuffers perfect for your customers to gift wrap and share this holiday season. They can find something for everyone on their lists. Enrollment ends August 15, 2013 and these will mail on October 1st. You pay only 45¢ per name, plus applicable tax. You and your MK products can be your customers' one-stop shop this holiday season. And remember to follow up with them after the mail date so that you can help fulfill all their holiday gift-giving needs!!

*It's a Superstar Celebration!!!*

*This can be YOUR year  
to wear the suit!!!*



**HAPPY MARY KAY  
NEW YEAR!!!**

**LEAH MEYERS-MCKANE**  
**Independent Sales Director**  
808 Garfield Ave.  
Albert Lea, MN 56007  
Phone: (507) 360-4866  
Email: mkleahmeyers@yahoo.com



## ★ ★ Promotions & Company News ★ ★

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

### **WILL YOU ACCEPT THE CHALLENGE??**

We've been challenged by the company to grow our unit by 13% every month between now and December 31st . I need at least 24 of you who are willing to step up to the challenge and to start growing your teams!! The ladies who step up will see the rewards in their business. As you grow your team you'll enjoy more profit, more rewards & you can be well on your way to earning your car & Directorship!!

### **Did You Know??**

If you spend 1 hour on the phone calling customers and you only sell 2 lipsticks, you've made more than you would have made at minimum wage! So, if you want to stay home and raise your family, or work from home rather than commute, how much time would it take to make that a reality? What if you held 1 facial each day instead? OR you could combine 5 facials into one class? Please just take a few minutes to imagine the possibilities!! If you work this business like a business, it can pay you way beyond what your regular 9-5 can. IT IS ALL ABOUT TIME MANAGEMENT!!!! And if you really get THAT under control, it's possible to work 8-10 hours to match a 40 hour job! Think About It! The pain of discipline is easier than the pain of regret! Discipline yourself TODAY, and

