



Diane's

Dream Catchers



Independent Sales Director Diane Hineline



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“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

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, Diane

Look Who's In The Spotlight!!



So proud of
CHEYENNE EVANS
for earning the
50th Anniversary Necklace
in June and being
the queen of bookings
the last week in June,
keep stretching for
the stars!

Monthly Goals

Personal Gold Medal
(5 qualified recruits)
at least 3 Red Jackets
in the Unit

Seminar 2013 Goals

Queen's Court
of Recruiting
Becoming a
Cadillac Unit!

A Note From Your Director...



**Some more great thoughts from Ann Vertel, PHD
"Did You Set the Right Goals?"**

Welcome to the New Year. Your year. Lots of people have made resolutions and set goals. Ugh!!!! It can seem like such a chore and often feels depressing or pointless because somewhere a few months into the new year, you can't remember what they were and have no idea how you're doing. Let's make it simple.

First, let's look at a few examples of what a goal is not:

- Make more money
- Sell more product
- Recruit more people
- Work smarter
- Really watch what I eat

You may be very resolute (thus the term resolution) about doing those things but don't fool yourself into thinking they are goals. Being resolute has to do with desire – you want to achieve the goal. But if you can't measure how you're doing, you'll never know if you did it!

Now see if you can identify the common thread in the following examples that are goals:

- Put product on 30 faces by noon on the last day of this month
- Present the marketing plan to 10 people by midnight on the 25th of this month
- Speak to all my customers by close of business on the 15th of next month
- Get contact information for 20 new people by 3 p.m. this Friday
- Qualify for my car by midnight on June 30th

Unless your goal specifies "how much" and "by when" it is not a goal, it is a wish.

To achieve a goal, it must be quantifiable – it can be measured. You either achieve it or you don't, there's no gray area. Set all your goals – daily, weekly, monthly, yearly – based on the mantra, "How Much, By When?" and you'll be able to determine, without any ambiguity, if you met your goal or not. In the past, you may have chosen not to set measurable goals because it made you feel "locked in" to something and forced you to look at your business with logic and facts instead of wishful thinking. But you're serious about being successful now, aren't you? Without goals that you answer the question "how much, by when?" it's much too easy to let yourself off the hook or to think you're on track when you're not. This year, set real goals and watch your dreams become reality.

Wishing you the most successful, powerful, and profitable New Year yet!

Love & Belief in You!! Diane

**We
CELEBRATE
You!**



***Happy August
Birthday!***

<u>Birthdays</u>	<u>Day</u>
Colby M. Hollis	20
Sarah Williams	22



***Congratulations on Your
August MK Anniversary!***

<u>Consultant</u>	<u>Years</u>
Erica J. Jones	1

Welcome New Consultants

CONGRATULATIONS on your decision to become an INDEPENDENT BUSINESSWOMAN!

Those who dared...

From:

Those who cared...

Share the Dream... Build a Team!!!

I look forward to seeing your new team members names here next month!!



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	Mary Weber	\$6,424.50
2	Grace B. Bechtle	\$5,656.10
3	Ashley M. Dollar	\$3,756.00
4	Abbe Fralix	\$3,632.00
5	Rebecca Y. Stewart	\$2,563.00
6	Colby M. Hollis	\$2,054.50
7	Angela T. Lloyd	\$1,905.50
8	Mone Smith	\$1,850.50
9	Ashley Meyer	\$1,794.20
10	Diane Driggers	\$1,769.00

Set your sights on the 2014 National Courts

Queens Court of Personal Sales

\$36,000 Personal Estimated Retail

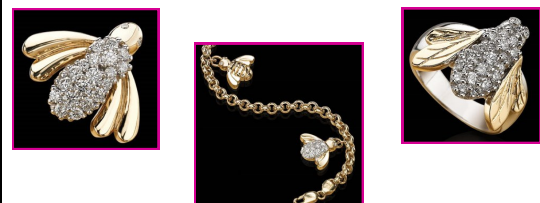


Top Court of Sharing

	Name	SEM QUAL Recruits	Commission
1	Colby M. Hollis	1	\$26.99

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



Independent Sales Director
Diane Hinline

- 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!

Offspring Sales Directors

Who will be our
first Offspring Director?

- 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!

Directors in Qualification/Future Directors

8+ ACTIVE TEAM MEMBERS

Work your
way up to DIQ!!

- 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!

Grand Achievers



Who's Ready
To Drive Free?

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

Team Leaders

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

5 ACTIVE TEAM MEMBERS

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

Star Team Builders

The
Star Team Builder
Position Is Open
For YOU!



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!

Senior Consultants

**Timisha
Gatling**

1-2 ACTIVE TEAM MEMBERS

- 4% Commission on wholesale orders of personal team members!
- Senior Consultant Pin!



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 7/13/13

Consultant Name	Current W/S Production	Sapphire	Ruby	Diamond	Emerald	Pearl
		----- Wholesale Production Needed -----				
CHEYENNE EVANS	\$400.00	\$1,400.00	\$2,000.00	\$2,600.00	\$3,200.00	\$4,400.00

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 into their businesses in June...

Name	Amount
Cheyenne Evans	\$400.00
Ashley M. Dollar	\$205.00
Mary Weber	\$202.75
Ashley R. Arnold	\$201.00
Vanessa A. Staten	\$173.75
Colby M. Hollis	\$100.00

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.

Focus on

Goals

Independent Sales Director Carol Scholes share these basic tips on goals.

Why Set Goals?

1. When goals are set, things happen.
2. Goals make you feel good about yourself.
3. Goals provide attitude adjustments.
4. Goals establish self-discipline and motivation
5. Goals give you direction and purpose.
6. Goals take you where you want to go.
7. Goals create good habits and patterns to follow.
8. A goal will eliminate other from controlling your life. Set a goal to discipline yourself. If you don't, others will.

Goals Can Be Negative If:

1. They are too big.
2. They are out of your sphere of interest.
3. You believe luck is necessary to arrive at your destination.
4. You set your goal by comparing yourself with others' accomplishments.
5. You are doing it for someone else.

Reasons Most People

Do Not Set Goals:

1. They are not sold on the benefits.
2. They feel it's safer not to.
3. They fear commitment, failure or success.
4. They have a poor attitude or focus.
5. They don't want to work.

Setting a Goal:

1. Decide exactly what you want - be very specific.
2. Aim high - you should have "butterflies." Stretch your limits
3. Create visuals. The subconscious mind accepts all information as fact and cannot distinguish between what is real and what is imagines and believed.
4. Involve family. Find out what's in it for them.
5. Pick someone to emulate.
6. Define where you are. Goals must be "BIG" according to your ability.
7. Determine what you are capable of in a day, a week, a month, and a year.
8. Write your goals in detail and talk about them with appropriate people.
9. Focus on your goal daily. If a goal is not focused on for three days, it's as if it never existed.
10. See goals as if they had already happened.
11. Keep you FOCUS. (Follow One Couse Until Successful).
12. Quitting is not an option.
13. Set another goal immediately upon reaching a goal.

Six Parts of a Goal:

1. WOW - Excitement of a goal.
2. HOW - Plan to achieve a goal.
3. NOW - Just do it!
4. OUCH - Do it anyway.
5. VOW - Commitment to reach goal.
6. POW - The Victory!



Operation **GRATITUDE**

This summer our Mary Kay team has joined forces with SOLDIERS' ANGELS, a non-profit organization that sends Care Packages to our troops. We have put together several packages that will be shipped directly to SOLDIERS' ANGELS to be distributed to our soldiers immediately.

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 with a receipt for your taxable donation.

TOGETHER, LET'S MAKE A BEAUTIFUL DIFFERENCE.



Package Options

Satin Hands (peach or unscented) - \$37

TW facial cleanser & Moisturizer w/ sunscreen - \$43

Mens face bar & Moisturizer w/ sunscreen & shave cream - \$49

2-in-1 Body Wash & Hydrating Lotion - \$30

Sunscreen & lip protector - \$24

Soldiers stationed all across the world are excited to receive these care packages. We CAN make a difference... is there any reason why you couldn't partner with us?

To make your donation please contact:



**THANK YOU FOR SUPPORTING
OPERATION GRATITUDE!**



Looking Ahead...

August 2013

SUNDAY MONDAY TUESDAY WEDNESDAY THURSDAY FRIDAY SATURDAY

1 Online DIQ Commitment Form available beginning 12:01am CT. **2** **3** Last day to submit online DIQ form.

4 Pearl Seminar begins

5 **6** **7** **8** **9** **10** **Enroll for the PCP Holiday Gift Giving Brochure Before August 15th!**

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

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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 Last day of the month for Consultants to place phone orders.
August 31st Last day of the month for Consultants to place online orders.

Unit Highlights...

- 7/18** Success Meeting, 6:30-8:30 at 2420-H Corporation Pkwy in Burlington, bring guests to get pampered and earn while you learn!
- 7/30** Unit Awards Banquet Celebration Church 8700 Capital Blvd, 6:30pm, bring a potluck dish to share, bring your spouse, spice, or a good friend to celebrate your accomplishments with you!
- 8/6** Success Meeting, 6:30-8:30, at Celebration Church 8700 Capital Blvd, bring guests!
- 8/13** Success Meeting, 6:30-8:30, at Celebration Church 8700 Capital Blvd, bring guests!
- 8/17** Emerging Leaders Workshop with Donna Meixsell, 10-noon at The Dream Center in Fayetteville
- 8/20** Success Meeting, 6:30-8:30, at Celebration Church 8700 Capital Blvd, bring guests!
- 8/27** Success Meeting, 6:30-8:30, at Celebration Church 8700 Capital Blvd, bring guests!



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!!!**

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★ ★ 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 minutest 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 tomorrow you will have no regrets!

