



Director  
Christy  
Cox

## GOALS:

- ◆ 10 Star Consultants a Quarter
- ◆ \$300,000 Circle of Achievement
- ◆ 5 Star Team Builders
- ◆ 3 DIQs
- ◆ Cadillac Production

## Wholesale Queen



Dena A. Morris  
\$1,071.50

## Sharing Queen



Rachael  
Washington  
6

# Christy's Queens

*Congrats 3rd Quarter Stars!*

Contest Ended March 15th, 2014



PEARL  
CHRISTY  
COX



RUBY  
LISA  
BAILEY



SAPPHIRE  
PAM  
FROST



SAPPHIRE  
RACHAEL  
WASHINGTON



SAPPHIRE  
KAREN  
HARRIS

*On-Target Star Consultants!*

March 16 - June 15, 2014

Consultant Name	Current Wholesale Production	—Wholesale Production Needed for Star—				
		Sapphire \$1,800	Ruby \$2,400	Diamond \$3,000	Emerald \$3,600	Pearl \$4,800
DENA MORRIS	\$1,147.50	\$652.50	\$1,252.50	\$1,852.50	\$2,452.50	\$3,652.50
CHRISTY COX	\$886.00	\$914.00	\$1,514.00	\$2,114.00	\$2,714.00	\$3,914.00
RACHAEL WASHINGTON	\$685.00	\$1,115.00	\$1,715.00	\$2,315.00	\$2,915.00	\$4,115.00
LISA BAILEY	\$638.00	\$1,162.00	\$1,762.00	\$2,362.00	\$2,962.00	\$4,162.00
KENNIE BIRCH	\$601.00	\$1,199.00	\$1,799.00	\$2,399.00	\$2,999.00	\$4,199.00



**Stars Drive Cars!!**  
**Which Car is in Your Future?!**

A simple way to stay on track for Star Consultant:

- Sapphire** = Sell \$300 Retail per week
- Ruby** = Sell \$400 Retail per week
- Diamond** = Sell \$500 Retail per week
- Emerald** = Sell \$600 Retail per week
- Pearl** = Sell \$800 Retail per week

Also—remember that you earn 600 extra “star” points for each *qualified* team member you add during the quarter.

# Spotlight on Team Builders!



Standings are updated as of March 31st — this will not reflect April orders or new team members.

## Senior Consultants

Recruiter :Lisa L. Bailey  
Tiffany T. Henderson  
Pam J. Satterfield  
\* Debra Huitt

Recruiter :Pam Frost  
Kimberley M. Condon  
Melissa K. Wogoman  
\* Krista N. Arnold  
\* Tina L. Sears  
# Erin J. Atwater  
# Amanda P. Herriman  
# Lena J. Kizzar

Recruiter :Melody P. Warrick  
Emily P. Warrick

Recruiter :Rachael M. Washington  
Dena A. Morris  
Kelsie R. Works  
\* Yolanda R. Davidson  
\* ArTiffany S. Davis  
\* Amanda N. Gregory  
\* L. Moore-Allen  
\* Ashley D. Mosley  
\* Melody F. Wilkins  
# Sara A. Ashcraft  
# Leigh L. Buchanan  
# Arielle Green  
# Tamara K. James  
# Sarah M. Rebollozo  
# Tamara Scott  
# Carolyn L. Wood

*\* Inactive Member (N1,N2,N3,I1,I2,I3) #Terminated Member  
To become ACTIVE you must place a \$225 wholesale order.*

## Follow the Steps to Success!



### Senior Consultant

(1-2 active team members)

4% Commission

### Star Team Builder

**RED JACKET**  
(3+ actives)

Sr. Consultant benefits plus  
Red Jacket Rebate

Eligible for \$50 Bonuses

### Team Leader

(5+ actives)

All the previous benefits plus  
9-13% Commission

Team Leader pin

### On-Target for Car!

(5+ actives and \$5,000  
wholesale growing to  
14 actives and \$20,000  
in 4 months or less)

Eligible to earn use of  
Career Car or \$375 cash  
monthly for 2 years PLUS all  
Benefits of previous levels

### Director in Qualification

*Effective Jan. 1, 2010*  
(10+ actives growing to  
24 in 4 months and  
be a star consultant!)

Production during DIQ  
counts towards car! Eligible  
to become Director and earn  
Unit Commission and Unit  
bonuses—Eligible to wear  
the exclusive Director Suit.

# Here We Grow Again!

## Welcome New Business Owners!

(These new unit members signed Consultant agreements March 1-31.)



*Tonia*

### New Consultant

Kennie B. Birch  
Yolanda R. Davidson  
ArTiffany S. Davis  
Amanda N. Gregory  
Tonia Hofmeister  
Debra Huitt  
La'Kesha Moore-Allen  
Dena A. Morris  
Melody F. Wilkins

### From

BENTON, AR  
BRYANT, AR  
RAEFORD, NC  
ARKADELPHIA, AR  
ALEXANDER, AR  
MABELVALE, AR  
LITTLE ROCK, AR  
LITTLE ROCK, AR  
BENTON, AR

### Sponsored by

C. Cox  
R. Washington  
R. Washington  
R. Washington  
D. Huitt  
L. Bailey  
R. Washington  
R. Washington  
R. Washington

## Thank You from Mary Kay

"Love Check" Commissions for Personal Team Building



### 13% Recruiter Commission Level

*Christy R. Cox*                      \$956.77

### 4% Recruiter Commission Level

*Rachael M Washington* \$42.86

*Lisa L. Bailey*                      \$22.28

## Weekly Accomplishments!

### WEEK of March 1-8

Deb Krajicek \$526  
Rachael Washington \$156

### WEEK of March 9-15

Lisa Bailey \$259  
Karen Harris \$355  
Pam Satterfield \$210  
Rachael Washington \$436

### Week of March 16-22

Dena Morris \$600  
Starla McCallister \$500  
Lisa Bailey \$288  
Rachael Washington \$268

### WEEK of March 23-29

Dena Morris \$500  
Pam Satterfield \$24

Within you right now is the power to do things you never dreamed possible. This power becomes available to you just as soon as you can change your beliefs. Dr. Maxwell Maltz

## Share the Love!

We love giving women the opportunity to build their dreams, which is why you can start your Mary Kay business for only **\$75 in April!**



Mary Kay®  
**STARTER KIT**  
**\$100 \$75**  
Plus shipping,  
handling and tax

**LOVE**

### More to Love!

Are you ready to stretch yourself and help other women realize their potential? When you start your business in April and share the Mary Kay opportunity, **you can offer these same great incentives** to anyone who also may want to start a Mary Kay business in April or May. With new team members, you can start earning commissions and potential team-building bonuses that can help get your new Mary Kay business off to a fabulous start!

Ask me, your Independent Beauty Consultant, **how to get started today!**



When you start your business April 1–30 and place your first product order\* by May 31, 2014, you can **get these exciting incentives:**

**\$1,800+**  
wholesale

TOTAL SUGGESTED  
RETAIL VALUE:  
\$4,072 +

#### GET ALL THIS:



- \$1,800 wholesale product inventory (\$3,800 suggested retail value)
- \$100 credit on your first product order\*\*
- FREE shipping on your first product order†
- Up to \$125 in BizBuilder Bucks credit†
- FREE custom color look†† (\$118 suggested retail value)
- FREE product bonus bundles††† (up to \$642 suggested retail value)

**\$600-\$1,799**  
wholesale

TOTAL SUGGESTED  
RETAIL VALUE:  
\$1,435 +

#### GET ALL THIS:



- \$600 wholesale product inventory (\$1,200 suggested retail value)
- Up to \$35 in BizBuilder Bucks credit†
- FREE shipping on your first product order†
- FREE custom color look†† (\$118 suggested retail value)
- FREE product bonus bundles††† (up to \$223 suggested retail value)

**\$400-\$599**  
wholesale

TOTAL SUGGESTED  
RETAIL VALUE:  
\$800 +

#### GET ALL THIS:



- \$400 wholesale product inventory (\$800 suggested retail value)
- \$10 in BizBuilder Bucks credit†

MARY KAY®

discover what you **LOVE**™

\* Purchasing inventory is an individual decision, and it's certainly not a requirement for you to begin your Mary Kay business. We always recommend that you determine what activity level you plan to pursue in your Mary Kay business. Then, if appropriate for your personal circumstances, invest in a level of inventory that supports that activity. If you decide that this opportunity is not right for you, Mary Kay will repurchase, at 90 percent of your original net cost, original and unused Section 1 products, as long as these items were purchased by you from the Company within one year prior to return. Please refer to your Independent Beauty Consultant Agreement for complete details.

\*\* To qualify for the \$100 credit off your first product order, your Independent Beauty Consultant Agreement must be received and accepted by the Company April 1–30, 2014, and your first Wholesale Section 1 product order must equal \$1,800 or more (excluding sales tax) and must be received and accepted by the Company by May 31, 2014.

††† To qualify for free shipping on your first product order, your Independent Beauty Consultant Agreement must be received and accepted by the Company April 1–30, 2014, and your first Wholesale Section 1 product order must equal \$600 or more (excluding tax) and must be received and accepted by the Company by May 31, 2014.

† The BizBuilder Bucks credit will be applied toward the next qualifying order of at least \$400 Section 1 wholesale (\$800 suggested retail) as long as the order is placed while the Independent Beauty Consultant is still in active status. An Independent Beauty Consultant is considered active in the month a minimum \$225 wholesale Section 1 product order is received and accepted by the Company and in the following two calendar months. The credit will expire upon the expiration of the Independent Beauty Consultant's active status.

†† To qualify for a free custom color look, a minimum wholesale Section 1 order of \$600 or more must be received and accepted by the Company within 15 calendar days of when the Independent Beauty Consultant Agreement is received and accepted by the Company. Sales tax is required on the actual suggested retail value of the gift.

††† To receive a free product bonus bundle, your Independent Beauty Consultant Agreement must be received and accepted by the Company April 1–30, 2014, and your initial Wholesale Section 1 product order must equal \$600 or more (excluding tax) and must be received and accepted by the Company by May 31, 2014. Sales tax is required on the suggested retail value of the Section 1 products included in the bonus. Refer to the Ready, Set, Sell! brochure for complete details and more information on the free product bonus bundles.

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# Mother's Day!

Mother's Day is May 11th!  
Pamper Mom with this sweet gift -  
**NEW! Limited-Edition Lemon Parfait  
Pedicure Collection.**

#### Includes:

- ◆ Lemon Parfait Foot Gel
- ◆ Pumice Stone
- ◆ Emery Board
- ◆ Toe Separators
- ◆ Lemon Parfait Foot Fizzies in a Gift Bag.



# We Invested in Product Last Month!

Dena Morris	\$1,071.50	Julia Turley	\$280.25
Rachael Washington	\$1,011.50	Gina M. Geurian	\$254.00
Karen D. Harris	\$803.00	Susan M. Jarrett	\$253.50
Starla K Mccallister	\$668.50	Tiffany T. Henderson	\$234.00
Kennie B. Birch	\$601.00	Jennifer L. Johns	\$229.50
Lisa L. Bailey	\$590.00	Misty R. Lowe	\$228.75
Christy J. Horton	\$570.50	Jyme J. Brinkley	\$227.50
Tammy J. Huff	\$538.00	Emily P. Warrick	\$204.00
Felicia M. Pruss	\$464.00	Pam Frost	\$100.00
Misty Thresher	\$330.00	Kimberley Condon	\$78.50
Pam J. Satterfield	\$323.00		



## SPRING FORWARD!

Spring selling opportunities are looking bright! Visit the Hello Sunshine hub to get everything you need to re-energize your Mary Kay business!



### Queen's Court of Sales!

**\$36,000 retail**

July 1, 2013 — June 30, 2014



### Queen's Court of Sharing!

**24 New Team Members**

July 1, 2013 — June 30, 2014



# Shooting for the Courts!

## Top 10 in Retail Sales

(Based on verified wholesale orders placed to the company as of prior month-end)

	Consultant	YTD Retail	Bonus & PCP	Total
1	Pam Frost	\$13,135.00	\$4,325.00	\$17,460.00
2	Lisa L. Bailey	\$11,849.50	\$1,420.00	\$13,269.50
3	Rachael M Washington	\$10,271.50	\$1,310.00	\$11,581.50
4	Karen D. Harris	\$8,055.00	\$849.00	\$8,904.00
5	Maria L. Ramirez	\$3,802.00	\$233.00	\$4,035.00
6	Misty Thresher	\$3,669.00	\$0.00	\$3,669.00
7	Pam J. Satterfield	\$3,027.50	\$0.00	\$3,027.50
8	Starla K Mccallister	\$2,926.00	\$0.00	\$2,926.00
9	Melody P. Warrick	\$2,554.00	\$80.00	\$2,634.00
10	Dena A. Morris	\$2,428.00	\$0.00	\$2,428.00

## Tops in Team Building

	Recruiter	New Team Mbrs	YTD Comm
1	Rachael M Washington	2	\$75.22
2	Lisa L. Bailey	1	\$54.85
3	Melody P. Warrick	1	\$32.19
4	Maria L. Ramirez	1	\$31.99



# Christy's Queens



Red Jacket Brunch with NSD, JULIA MUNDY at Christy's Home  
Huge thank you to all your hard work in helping me host this event!



Star Team Builder, Pam Frost waving from Onstage Recognition at the Dallas Career Conference for earning, "the Moving on up Team Building Promotion December 1st – February 28th!"  
Congratulations to TEAM PAM and her future Charter Unit!

Krista Arnold  
Kimberley Condon  
Tina Sears  
Melissa Wogoman



Congratulation to Lisa Bailey, Pam Frost, Karen Harris, and Pam Satterfield for representing Christy's Queens at the Dallas Career Conference 2014!

## Celebrate!!

teamUP  
for women®

April 1 - May 12, 2014

The 2014 Team Up For Women<sup>SM</sup> campaign has added a new twist – "crowdsourcing." Crowdsourcing is a new way to spread the word about the Team Up For Women<sup>SM</sup> Challenge (TUFW) and The Mary Kay Foundation's two causes. We hope that you'll not only participate in this campaign, but that you'll also consider making your own crowdsourcing video and posting it on YouTube and your Mary Kay Facebook page. Once you've made your video, send us your YouTube link and each week, between April 1 and May 12, we'll select two videos per week to feature on The Mary Kay Foundation<sup>SM</sup> Facebook page.

Thanks for teaming up with us!

# From the Desk of Your Director

Queens,

"WOW! WE DID IT!" WHAT a way to MARCH into MARCH! We BEAT our last year by 7% and finished with Premiere Club UNIT status!!! Yowzahhh! And, your spirit of sharing was off the charts too, with 9 NEW team members!!! Thank you TEAM RACHAEL WASHINGTON! Rachael personally added 6 NEW Team-mates and her HOT SHOT Dena Morris sold over \$1,000(\$600 was sold before her Starter Kit even arrived)! Way to share the love!!! So proud of Pam Frost for earning the March Madness Prize! And here we SPRINT into Audacious April.....our goal to Beat our Best with 20,000 & 20 new!!!

WE have 20/20 Vision! "100+ by June and a Cadillac soon!"

As we continue with our Spring selling w/ new spring facials, we also add in exec admin assistant day & pre-sell for nurses & Mother's Day next month, as well as teacher & room mom appreciations! Keep sharing the opportunity with the April, "Share the Love" TEAM-BUILDING Promotion. We launch some NEW products in May! Remember....SUBMIT your Weekly Accomplishment Sheet to me EACH SUNDAY!!! Your Seminar prizes await u!

Showers of BLESSING on you!

Xoxo,  
*Christy*

## Gold Medalist, Sr. Consultant Rachael Washington!



**Congratulations to her  
Future Charter Unit!**

Yolanda Davidson  
ArTiffany Shamey Davis  
Amanda Gregory  
La'Kesha Moore-Allen  
Dena Morris  
Ashely Mosely  
Melody Wilkins  
Kelsie Works



**CONGRATULATIONS TO CONSISTENCY CLUB EARNERS FOR JANUARY, FEBRUARY AND MARCH!**

What will you earn for Consistency April, May and June?

**\$1,000 Consistency Club selling over \$3,000+ wholesale in this quarter earnings:  
Deb Krajcek**

2013-2014 Brights and Stripes Collection: True Blue Business Tote or \$1,000 Club selling over \$3,000+ wholesale will be earning the NEW! Glitzy and Gold Calculator



**\$600 Consistency Club selling over \$1,800+ wholesale in this quarter earning:  
Karen Harris, Pam Frost, Rachael Washington and Lisa Bailey**  
Mary Kay Watch or Mary Kay Sunglasses



**\$200 Club Selling over \$600+ wholesale in this quarter earning:  
Pam Satterfield and Dena Morris**

2014 Brights and Stripes Collection: Yellow Business Card Case, Lip Trio or Teal Check Book Cover



**Attending 5 Girl's Night Out Success Meetings in a row  
Pam Satterfiend, Emily Warrick and Starla McCalliser.**



# Face Race

## REMOVED

Finish Your Race & receive a prize from your Director!  
Plus earn FREE product!

### The Prestige Race

45+ Faces  
15 Share Appts.  
\$1,200 Wholesale  
1 New Team Member

### The Power Race

30+ Faces  
10 Share Appts.  
\$1,000 Wholesale  
1 New Team Member

### The Perfect Race

15+ Faces  
5 Share Appts.  
\$600 Wholesale

Return this tracking sheet to your Director by the 5th of next month.

Name	Sales	Date Booked	Date Shared	Name	Sales	Date Booked	Date Shared
1.				21.			
2.				22.			
3.				23.			
4.				24.			
5.				25.			
6.				26.			
7.				27.			
8.				28.			
9.				29.			
10.				30.			
<b>Congrats! You've earned \$10 in FREE product!</b>				<b>Congrats! You've earned \$60 in FREE product!</b>			
11.				31.			
12.				32.			
13.				33.			
14.				34.			
15.				35.			
<b>Congrats! You've earned \$30 in FREE product!</b>				36.			
16.				37.			
17.				38.			
18.				39.			
19.				40.			
<b>Congrats! You've earned \$40 in FREE product!</b>				<b>Congrats! You've earned \$80 in FREE product!</b>			

Name: \_\_\_\_\_

# Face Race

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Finish Your Race & receive a prize from your Director!  
Plus earn FREE product!

### The Prestige Race

45+ Faces  
15 Share Appts.  
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1.				21.			
2.				22.			
3.				23.			
4.				24.			
5.				25.			
6.				26.			
7.				27.			
8.				28.			
9.				29.			
10.				30.			
<b>Congrats! You've earned \$10 in FREE product!</b>				<b>Congrats! You've earned \$60 in FREE product!</b>			
11.				31.			
12.				32.			
13.				33.			
14.				34.			
15.				35.			
<b>Congrats! You've earned \$30 in FREE product!</b>				36.			
16.				37.			
17.				38.			
18.				39.			
19.				40.			
<b>Congrats! You've earned \$40 in FREE product!</b>				<b>Congrats! You've earned \$80 in FREE product!</b>			

Name: \_\_\_\_\_

# May 2014



*Sun      Mon      Tue      Wed      Thu      Fri      Sat*

**Conference Calls:**  
 Our Unit Motivational/Inspirational Hotline: (PLEASE CALL DAILY: leave your name/message after mine) 641-715-3900, access code: 38199 **Training Opportunities! Live Conference Call with ME!**  
**Thursday Evenings:** SHARING CALL 8PM CST/9PM EST - Unit Sharing the Opportunity (RSVP your guests) Call Lasts for 15-30 minutes.  
 ♦ HAVE 3 OR MORE GUESTS ON THE CALL AND EARN A \$20 A VISA GIFT CARD  
 ♦ HAVE A GUEST ON THE CALL FOR 5 CONSECUTIVE WEEKS AND WIN A \$50 VISA GIFT CARD  
 Dial -in Number 805-399-1000 Participant Code 327799# (if you miss it will be recorded) Playback Number 805-399-1099 same code 327799#  
 \*\*Your guest must be 18 or older, have tried the product and is your customer!

1 Seminar 2014 registration begins for all independent sales force members. 8PM CST  
 Unit Conference Call 805-399-1000 Code 327799

2

3 Muffins and a Makeover 10 - 12 noon

4

5

6 6pm Beauty Makeovers; 7:15 consultant time

7

8 8PM CST Unit Conference Call 805-399-1000 Code 327799

9

10 Muffins and a Makeover 10 - 12 noon

11 Mother's Day!

12 **Mary Kay's Birthday!!**

13 6pm Beauty Makeovers; 7:15 consultant time

14

15 8PM CST Unit Conference Call 805-399-1000 Code 327799

16

17 Muffins and a Makeover 10 - 12 noon

18

19

20 6pm Beauty Makeovers; 7:15 consultant time

21

22 8PM CST Unit Conference Call 805-399-1000 Code 327799

23

24 Muffins and a Makeover 10 - 12 noon

25

26 Memorial Day - All Company & branch offices closed. Postal holiday.

27 6pm Beauty Makeovers; 7:15 consultant time

28

29 Midnight CST cutoff for Consultants to place phone orders. 8PM CST Unit Conference Call 805-399-1000 Code 327799

30

31 Last working day of the month. Consultants submit online orders until 9 pm CST. Online Agreements accepted until midnight. Muffins and a Makeover 10 - 12 noon

**April Dates to Remember**

Tuesdays, 6pm Beauty Makeovers; 7:15 consultant time

Thursdays, 8pm sharing and training  
 Have 3 guests on call earn \$20 gift card or 1 new guests 5 weeks in a row earn a \$50 gift

Saturdays, except the 25th  
 Muffins and a makeover 10am-12noon

Friday we will travel for Saturday, April 26th NSD DEBUT- JULIA MUNDY in Dallas

Birthdays	Day	Anniversaries	Years
Tiffany T. Henderson	1	Felicia M. Pruss	3
Carolina Hernandez	15	Tracy A. DeLeon	2
Emily P. Warrick	27	Katherine Roberts	2

*Celebrate!!!*



## Christy's Queens

### Christy Cox

Sales Director  
6286 Pierce Manse Loop  
Benton, AR 72019

Phone: (479) 366-6370

Email: [christyrcox@marykay.com](mailto:christyrcox@marykay.com)

Unit Website: [www.christysqueens.ws](http://www.christysqueens.ws)

### Highlights this Month:

#### March Results, April, 2014

- ◆ Quarter 4 Star Consultant Quarterly Contest
- ◆ Quarter 4 Star Consultant Quarterly Contest (March 16 - June 15, 2014)
- ◆ All-Star Consultant Consistency Challenge (through June 15, 2014)
- ◆ Class of 2014 Offspring Challenge (through July 1, 2014)
- ◆ *Share the Love!* Team Building Promotion (April 1-30)



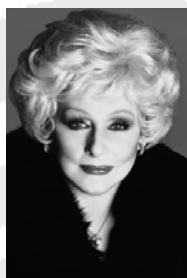
*To the Marvelous...*

## Words of Wisdom

Never give up, because you never know if the next try is going to be the one that works. Many times you will be surrounded by adversity, but no matter what, don't give up.

Success is just around the corner for the person who refuses to quit.

~Mary Kay Ash



# MARY KAY SEMINAR 2014

MARY KAY®

**PRIORITY REGISTRATION:**

**April 7 – 30, 2014**

**OPEN REGISTRATION:**

**May 1 – July 1, 2014**

*Don't delay!! Priority registration sells out quickly!!  
How many Unit members will WE have  
that will catch the dream?!*