



Director
Christy
Cox

GOALS:

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

Wholesale Queen



Pam Frost
\$501.50

Sharing Queen



Maria L. Ramirez

1

Christy's Queens

On-Target Star Consultants!

June 16 ~ September 15, 2013



Consultant Name	Current Wholesale Production	—Wholesale Production Needed for Star—				
		Sapphire	Ruby	Diamond	Emerald	Pearl
CHRISTY COX	\$2,912.00	****	STAR	\$88.00	\$688.00	\$1,888.00
PAM FROST	\$984.00	\$816.00	\$1,416.00	\$2,016.00	\$2,616.00	\$3,816.00
KAREN HARRIS	\$730.75	\$1,069.25	\$1,669.25	\$2,269.25	\$2,869.25	\$4,069.25
MARIA RAMIREZ	\$643.50	\$1,156.50	\$1,756.50	\$2,356.50	\$2,956.50	\$4,156.50
AMBER STEWART	\$401.50	\$1,398.50	\$1,998.50	\$2,598.50	\$3,198.50	\$4,398.50

Congrats 4th Quarter Stars!

Contest ended June 15, 2013



PEARL
Christy R. Cox



EMERALD
Pam Frost

New for the Fall Season!



Mary Kay® Clear Proof™



Mary Kay® At Play™



Limited-Edition® Mary Kay®
Fairytales & Fantasy Collection

Spotlight on Team Builders!

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

Star Team Builders

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

Recruiter :Rachael Washington
 Tamara K. James
 Ashley D. Mosley
 Tamara Scott
 * Sara A. Ashcraft
 * Leigh L. Buchanan
 * Sarah M. Rebollozo
 * Carolyn L. Wood
 # Yolanda R. Davidson
 # Kamesha T. Penny
 # Tori M. Tisdale
 # Samantha Watson

Senior Consultants

Recruiter :Gina M. Geurian
 Lettie J. Donnell
 Betsy Vaughn

Recruiter :Staci D. Goan
 Hester N. Lemire
 * Shaunna Arnold

Recruiter :Katherine Roberts
 Brittany Kennedy
 Misty Thresher
 # Holly Breaux
 # Robin Brown

Recruiter :Heather M. Rogers
 Amber D. Stewart

Recruiter :Amber D. Stewart
 Carla D. Stracener
 * Lisa D. Barrett
 * Priscilla J Harrison
 * Nita Henson
 # Kelli Cole
 # Ashley N. Piker
 # Sherian K. Ring
 # Alyssa A. Standridge



** Inactive Member
 (N1,N2,N3,11,12,13)
 #Terminated Member
 To become ACTIVE you
 must place a \$200
 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 July 1-31.)

New Consultant	From	Sponsored by
Carolina Hernandez	CHICAGO, IL	M. Ramirez

"You control your future, your destiny. What you think about comes about. By recording your dreams and goals on paper, you set in motion the process of becoming the person you most want to be. Put your future in good hands - your own." ~Mark Victor Hansen

Thank You from Mary Kay

"Love Check" Commissions for Personal Team Building



13% Recruiter Commission Level

Christy R. Cox \$327.41

4% Recruiter Commission Level

Pam Frost \$26.93

Team Building

Tip of the Month!

Be a Gold Medal Winner!

By NSD Mollye Morrow

Share your opportunity with five people in one calendar month to win the Gold Medal!

1. Decide that you can be a Gold Medal Winner!
2. Skin care classes are the best way to find recruits. Book 7 per week so you'll have 5 classes.
3. Do the 4-Point Recruiting Plan at every skin care class.
4. Do at least 5 interviews each week.
5. Follow up, and follow up on the follow up. Take your prospects to Skin Care Classes with you. Call her and overcome her objection, see her husband, and answer his questions, etc.

Opportunity is knocking at your door!

"You may have a fresh start any moment you choose, for this thing we call 'failure' is not the falling down, but the staying down." ~Mary Pickford

New for Fall 2013

ORDER ASAP! Limited Edition items WILL BE OUT OF STOCK SOON!

New products are available August 16th!
(or August 10th if you enrolled in the Fall 2013 Preferred Customer Program)



Clearproof™
Acne System



Mary Kay at Play™
Collection



Limited-Edition
Fairytales & Fantasy
Collection



Gift with \$40
Purchase



Limited-Edition
Colored Lash Love
Mascara



Special-Edition
Thinking of You®
Set

Visit www.MaryKayIntouch.com for more information.

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REASONS TO BE A STAR!

1. Earn Excellent Income
2. Build Inventory
3. Earn Ladder Pin and Star for Ladder
4. Company Quarterly Prize
5. Company Recognition
6. Unit Recognition
7. Pride and Satisfaction in a Job Well Done
8. Star Consultants are "Great Consultants"
9. Gives you Something to Crow About
10. Builds Self-Esteem
11. Builds a Happy Customer Base
12. Your Customers Like to do Business with a Successful Consultant
13. Product on Your Shelf Motivates You to Book and Sell
14. You're never Broke When you Have Product on Your Shelf to Sell
15. Builds Self Confidence
16. First Step to Becoming a Red Jacket
17. First Step to Becoming a Director
18. Helps Build Protective Shield Against Negativity
19. Shows you are a Unit Team Player
20. Take Advantage of Product Bonuses
21. Mary Kay will give customer referrals from the Mary Kay 1-800 number
22. Accumulate Points for Yearly Awards
23. Receive Priority Registration for Seminar
24. Feels Fantastic to be an Achiever
25. Stars Drive Cars!

\$1800 - Sapphire Star \$3600 - Emerald Star
\$2400 - Ruby Star \$4800 - Pearl Star
\$3000 - Diamond Star

When you are selling enough product to be a consistent Star Consultant, you are meeting enough women to build a team.

Results: Directorship, Free Cars and the opportunity to help Change Lives!

We Invested in Product Last Month!

<i>Pam Frost</i>	\$501.50	<i>Tammy J. Huff</i>	\$202.50
<i>Rachael Washington</i>	\$350.00	<i>Lena J. Kizzar</i>	\$201.00
<i>Debra G. Hobbs</i>	\$293.00	<i>Kimberley M. Condon</i>	\$201.00
<i>Erin J. Atwater</i>	\$271.25	<i>Misty Thresher</i>	\$200.75
<i>Maria L. Ramirez</i>	\$230.50	<i>Tamara Scott</i>	\$86.50
<i>Lauren B. Dickey</i>	\$229.00	<i>Karen D. Harris</i>	\$68.00
<i>Linda L. Hayes</i>	\$213.00	<i>Melody P. Warrick</i>	\$43.75
<i>Heather L. Rosales</i>	\$205.75	<i>Brittany Kennedy</i>	\$29.00
<i>Loni Williams</i>	\$205.50	<i>Cori G. Hildebrand</i>	\$21.50
<i>Misty R. Lowe</i>	\$205.00		



Summer's heat and humidity can wreak havoc on skin.

Your customers want skin that glows, looks bright and feels radiant. Help them achieve that luminous look with superindulgent products!!



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	\$1,023.00	\$40.00	\$1,063.00
2	Rachael M Washington	\$700.00	\$0.00	\$700.00
3	Debra G. Hobbs	\$586.00	\$20.00	\$606.00
4	Erin J. Atwater	\$542.50	\$0.00	\$542.50
5	Lauren B. Dickey	\$513.00	\$0.00	\$513.00
6	Maria L. Ramirez	\$461.00	\$0.00	\$461.00
7	Linda L. Hayes	\$426.00	\$0.00	\$426.00
8	Heather L. Rosales	\$411.50	\$0.00	\$411.50
9	Loni Williams	\$411.00	\$0.00	\$411.00
10	Misty R. Lowe	\$410.00	\$0.00	\$410.00

Tops in Team Building



Who will be in the Court of Sharing next year?!



From the Desk of Your Director

Christy's Queens Are Wild About Their Dreams
July 1, 2013 – June 30, 2014

As we bring closure to another Mary Kay year, it is time to focus (Follow One Course Until Successful) on the new seminar year. I am excited to see what the new seminar year has in store for each of you.

I would encourage you to begin to make your goal posters now and stretch yourself to be the best you, you can be. What are your goals for the new seminar year? Is it time for your business to grow to replace an existing job? Are you trying to earn extra money for the family? I will be calling each of you to talk about those things.

I want to help you achieve your dreams and want to be a better director for the unit this year. Let me share with you our unit goals for the new seminar year and the prizes you can earn.

Weekly Unit Meeting

Your success in Mary Kay will be determined by consistently receiving training and using that training to develop your skills in booking, selling and recruiting. Attend 5 consecutive meetings and receive the pink moneybag or a different prize of equal value.

Weekly Accomplishment Sheets

It is so important to track your numbers so that you can measure your success. You can't reach your goals if you are not measuring your progress. Weekly Accomplishments Sheets need to be completed each week by **Monday, noon**, for the previous week.

You will receive recognition at the unit meeting each week for your previous week's accomplishment. Challenge yourself to be consistent in completing the sheet and achieving sales each week in your business.

Weekly "Share the Opportunity" Call

Do you want to grow your team? This is your time to share with your guests the opportunity from women who are successful in our business. The call will be each **Thursday night, at 8PM (CST)**. The call will last 15-30 minutes.

- Have 3 or more guests on the call and win a \$20 Visa gift card
- Have a guest on the call for 5 consecutive weeks and win a \$50 Visa gift card

Monthly Consistency Challenge

It is so important to keep your store in stock to provide the excellent customer service they deserve. Is one of your goals to be a Star Consultant each quarter? The best way to reach that goal is to consistently order each month. In each quarter that you consistently order each month (3 consecutive months) you will receive:

- \$200 - \$599 wholesale order = Business Card Holder OR Checkbook Cover OR Money Bag
- \$600 - \$999 wholesale order = Watch OR Sunglasses
- \$1,000 and above wholesale order = Tote

Quarterly Star Achievers

Is your goal to be on the Queens' Court of Sales? Then, set your goal for \$4,500 wholesale a quarter to obtain it. Is your goal to be a Star each quarter? Then, set your goal for \$1,800 wholesale a quarter.

- "Dinner with the Stars" – Each quarter I will host a dinner for each of our star achievers within 15 days of the end of each quarter. The dinner will be at a local restaurant and we will have some important girl time to gain ideas from each of you to improve sales for the next quarter.
- "Shopping with the Pearls" – If you achieve Pearl Star for the quarter, I will treat you to a special shopping trip where we will find a special gift (\$50 Value) just for you.

Mid-Year and End of Year Recognition

- Queen of Personal Sales and her court of 4
- Queen of Sharing and her court of 4
- Miss Go Give (selected by your peers)

Each of these achievers will receive gifts and be recognized at our mid-year and end of year celebrations.

Queens' Court of Personal Sales

- July 1, 2013 – June 30, 2014
- \$36,000 or more in personal estimated retail production
- \$18,000 in wholesale or 600 contest credits for each new, qualified, personal recruit

Queens' Court of Sharing

- July 1, 2013 – June 30, 2014
- 24 or more qualified new team members
- Maximum of 13 will count in one month

Grand Achiever Program

- You may qualify as a Grand Achiever in one, two, three or four months based on when you achieve the following:
- \$20,000 combined personal/team wholesale production
- 14 active personal team members
- You may contribute up to \$5,000 in personal wholesale production
- Your team must contribute a minimum of \$15,000 wholesale production
- You must have a minimum of \$5,000 combined wholesale production each month while maintaining 5 or more active personal team members

Unit Goals

- \$300,000 Retail Production for Circle of Achievement
- Pink Cadillac Career Car Unit (\$96,000 net adjusted wholesale production within two consecutive calendar quarters)
- 100 Active Team Members
- 12 Senior Beauty Consultants
- 5 Star Team Builders
- 2 Team Leaders
- 2 Offspring Directors
- 30 Star Consultants for the Year

For I know the plans I have for you, says the Lord. They are plans for good and not for disaster, to give you a future and a hope. Jeremiah 29:11

Take delight in the Lord, and he will give you your heart's desires. Commit everything you do to the Lord. Trust him, and he will help you. Psalm 37:4-5

It is my dream and desire for each of you to reach your personal goals this year. As you work to achieve those goals, our unit will reach its goals. I want to be a strong leader this year and work with those ladies who have the desire and dream to grow in Mary Kay. Let me know how I can help you!

As I stated in the beginning, I will contact each of you over the next 30 days to better understand how I can help make your dreams a reality. I pray for each of you daily and I know God has great things in store for us in the new seminar year.

Your Sales Director,
Christy Cow

Christy's Queens Photos



Seminar 2013



Seminar was Amazing!



WHO is going to New Orleans?



Pam Frost on Stage for Princess Court Retail Sales!



NWA Queens Holly, Debra, Barbara, Karen Queen Pam

More Christy's Queens Photos



NWA Queens Holly, Debra, Barbara, Karen Queen Pam



Pam Frost, our Queen of Sales who won our \$1,000 drawing!



Rachael Washington Miss Go-Give and #2 in Retail Production and Amber Stewart #5



Rachael had 8 guests Tuesday night guest.

Working with Accountability!



Unlock
your passion

6/30-7/16

Rachael Washington
\$168
Christy Cox \$1,000



7/7-7/13

Pam Frost \$176
Karen Harris \$251
Rachael Washington
\$108
Christy Cox \$300



7/14-7/20

Colby Denson \$20
Pam Frost \$358
Karen Harris \$443
Rachael Washington
\$158
Christy Cox \$1,000

7/21-7/27

Rachael Washington
\$193
Christy Cox \$1,200

Thank you for being
accountable with
your weekly
accomplishment
sheets!!



5 ways to jump start your business!



- 1. Attend unit meetings and set a goal** with your Independent Sales Director. Break it into bite-sized pieces; **celebrate each milestone!**
- 2. Find a power partner.** You and your sister Independent Beauty Consultant (or whomever you choose) **hold each other accountable** and recognize your accomplishments.
- 3. Create a goal poster.** Feature your reason to work and a list of planned accomplishments. You may want to **create mini reminders** to tuck in a drawer or tape to the fridge.

- 4.** Brush up on technology. Start a Facebook page and get your own Mary Kay @ Personal Web Site. Both are instant ways to reach your circle of influence. Organize your customer information in MyCustomersSM.
- 5.** Identify ways to increase existing income-producing activities. If you typically spend an hour a week on customer follow-ups, make it two hours. If you hold two skin care parties a month, shoot for four! You can do it!

www.UnitNews.com



**THE FOOD, THE MUSIC THE ARCHITECTURE...
NEW ORLEANS IS THE PLACE TO BE, JANUARY 2014!**
Join us at Leadership Conference 2014 in NEW ORLEANS
when you Debut as a New Sales Director by Jan. 1, 2014!



**WITH
10 ACTIVE
TEAM
MEMBERS!**

Who will take the Challenge? Call or email me with your commitment!



Name: _____



Name: _____



Name: _____



Name: _____



Name: _____



Name: _____



Name: _____



Name: _____



Name: _____



Name: _____

**Debut Aug. 1, 2013 - Jan. 1, 2014 and receive a FREE registration to
Leadership Conference 2014 in New Orleans, LA, January 2014!!**

LEADERSHIP 2014

Jan. 12-15: Diamond, Emerald, Pearl
 Jan. 15-18 Ruby, Sapphire, Canada

VIP MARDI GRAS VIP PRE-PARTY

- On-target for the \$500,000 Circle of Achievement and above (\$250,000 estimated unit retail production) by Dec. 31
- On-target Double Star or Triple Star Achievement by Dec. 31



MASQUERADE BALL

- 13 unit Stars in Q1/Q2 combined, and is also a Star Consultant in both quarters
- New Independent Sales Directors who debut Oct. 1- Dec. 1, can qualify to attend when they have at least six unit Stars Q2, and is also a Q2 Star

Q1 & Q2 Star Consultants		
	Total # of Stars	

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



Month	Goal	Actual
July		
August		
September		
October		
November		
December		
# of Months Achieved 13% Increase		

MARDI GRAS PARTY



- On-target for the \$300,000+ Circle of Achievement (\$150,000 estimated unit retail production) by Dec. 31

Month	Wholesale	Est. Retail
July		
August		
September		
October		
November		
December		
TOTAL		

- On-target for the Queen's Court of Personal Sales with at least \$18,000 in personal retail production by Dec. 31

Month	Wholesale	Retail
July		
August		
September		
October		
November		
December		
TOTAL		

- On-target for the Queen's Court of Sharing with at least 12 qualified new personal team members by Dec. 31

New Personal Qualified		
TOTAL		

- Independent Sales Directors and their Senior Independent Sales Directors who achieve one of the following:

Those who achieve Honor's Society or Triple Crown from Jan. 1, 2013, through Jan. 1, 2014

Those who achieve On The Move or Fabulous 50s from July 1, 2013, through Jan. 1, 2014



LIVE SHARE LOVE
Play

NEW
marykayatplay™
COLOR!

\$10 EACH!



Mary Kay At Play™ Baked Eye Trios



Ocean View



On the Horizon



Earth Bound



Tuxedo

Mary Kay At Play™ Eye Crayons

Purple Smoke ~ Green Tea
 Perfect Pink ~ Gold Mine



Mary Kay At Play™ Lip Crayons

Candied Apple ~ Perfect Pink
 Toasted ~ Violet Love



Mary Kay At Play™ Jelly Lip Gloss

Berry Me ~ Crushed Plum ~ Hot Tamale ~ Teddy Bare



MIX AND MATCH ~ ONLY \$10.00 EACH!!!

We all play in our own way! It's color you can spin for any mood you're in. Go bold. Reinvent. It's your call! Let me show you how to turn up the volume with Mary Kay At Play Color!

September 2013



Sun	Mon	Tue	Wed	Thu	Fri	Sat
1	2 LABOR DAY MK Offices Closed Postal Holiday.	3 Unit Meeting "Celebration Station" 6:30-8:30 PM	4	5	6	7
8	9	10 Unit Meeting "Celebration Station" 6:30-8:30 PM	11	12	13 Mary Kay Inc's 50th Anniversary	14
15 Star Consultant Deadline!	16 Holiday 2013 PCP online enrollment for The Look begins.	17 Unit Meeting "Celebration Station" 6:30-8:30 PM	18	19	20	21
22	23	24 Unit Meeting "Celebration Station" 6:30-8:30 PM	25	26	27 Midnight CST cutoff for Consultants to place phone orders.	28
29	30 Last working day of the month. Consultants submit online orders until 9 pm CST. Online Agreements accepted until midnight.					

Optimism is the faith that leads to achievement.
Nothing can be done without hope and
confidence. ~Helen Keller

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!

Birthdays	Day	Anniversaries	Years
Kelli Cole	3	Michelle A. Clark	6
Ashley D. Mosley	4	Kim Woods	6
Sherian K. Ring	5	Marla J. Elrod	2
Kamesha T. Penny	6	Alyssa A. Standridge	1
Krista N. Arnold	19		
Ava G. Klesen	22		
Christy J. Horton	26		
Debra G. Hobbs	27		
Megan E. Smith	27		
Tamara K. James	29		

Celebrate!!



Christy's Queens

Christy Cox

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Highlights this Month:

July Results, August, 2013

- ◆ Quarter 1 Star Consultant Quarterly Contest (June 16 - September 15, 2013)
- ◆ All-Star Consultant Consistency Challenge (through June 15, 2014)
- ◆ Class of 2014 Offspring Challenge (through July 1, 2014)
- ◆ August Double Credit Promotion (August 1-30, 2013)



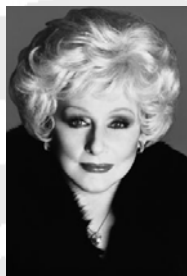
To the Valuable...

Words of Wisdom

"Don't limit yourself. Many people limit themselves to what they think they can do.

You can go as far as your mind lets you. What you believe, remember, you can achieve."

~Mary Kay Ash



August Double Credit Promotion!

You can earn double credit towards the Seminar 2014 Queen's Court of Sharing! Check out details below:

- ◆ Independent Sales Directors and Independent Beauty Consultants can earn double credit for up to 6 qualified new personal team members for a maximum credit of 12 in the month of August 2013 towards the Seminar 2014 Queen's Court of Sharing.
- ◆ Normally you can earn one credit for every qualified personal team member. During the dates listed below you can earn two credits for each qualified new personal team member who signs her Independent Beauty Consultant agreement between Aug. 1-31, 2013 and places at least \$600 or more in wholesale Section 1 products from Aug. 1 - Sept. 30, 2013.



In regards to the monthly maximum for the Queen's Court of Sharing, for the purposes of this promotion, the double credit (for up to 6 qualified) will not count toward the monthly maximum of 13 new team members in any calendar month.

A new team member who becomes qualified will count toward the monthly maximum of 13 in the month her signed Independent Beauty Consultant Agreement is received and accepted by the Company, not the month she becomes qualified. If more than 13 new team members' Agreements are processed in a calendar month during the contest period, the 13 with the highest commissions earned by the recruiter will count toward the maximum.

For more info, go to MaryKayInTouch.com.