



Director
Christy
Cox

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

GOALS:

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

On-Target Star Consultants!



March 16 - June 15, 2014

Wholesale Queen



Sara Furgerson
\$2,447.75

Sharing Queen



Aleasha K. Simon
3

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
CHRISTY COX	\$3,514.00	****	****	STAR	\$86.00	\$1,286.00
SARA FURGERSON	\$2,468.75	****	STAR	\$531.25	\$1,131.25	\$2,331.25
DENA MORRIS	\$1,898.50	STAR	\$501.50	\$1,101.50	\$1,701.50	\$2,901.50
RACHAEL WASHINGTON	\$1,887.50	STAR	\$512.50	\$1,112.50	\$1,712.50	\$2,912.50
PAM FROST	\$1,804.25	STAR	\$595.75	\$1,195.75	\$1,795.75	\$2,995.75
KAREN HARRIS	\$1,635.50	\$164.50	\$764.50	\$1,364.50	\$1,964.50	\$3,164.50
LISA BAILEY	\$1,471.00	\$329.00	\$929.00	\$1,529.00	\$2,129.00	\$3,329.00
ALEASHA SIMON	\$1,000.50	\$799.50	\$1,399.50	\$1,999.50	\$2,599.50	\$3,799.50
CHRISTY HORTON	\$716.00	\$1,084.00	\$1,684.00	\$2,284.00	\$2,884.00	\$4,084.00
DEBRA HUITT	\$709.00	\$1,091.00	\$1,691.00	\$2,291.00	\$2,891.00	\$4,091.00
DONNA WILLIAMS	\$656.50	\$1,143.50	\$1,743.50	\$2,343.50	\$2,943.50	\$4,143.50
KENNIE BIRCH	\$601.00	\$1,199.00	\$1,799.00	\$2,399.00	\$2,999.00	\$4,199.00
JAYME STALLMANN	\$601.00	\$1,199.00	\$1,799.00	\$2,399.00	\$2,999.00	\$4,199.00
MISTY THRESHER	\$600.50	\$1,199.50	\$1,799.50	\$2,399.50	\$2,999.50	\$4,199.50
TIFFANY HENDERSON	\$594.50	\$1,205.50	\$1,805.50	\$2,405.50	\$3,005.50	\$4,205.50
STACI GOAN	\$588.50	\$1,211.50	\$1,811.50	\$2,411.50	\$3,011.50	\$4,211.50
PAM SATTERFIELD	\$570.50	\$1,229.50	\$1,829.50	\$2,429.50	\$3,029.50	\$4,229.50
TAMMY HUFF	\$470.50	\$1,329.50	\$1,929.50	\$2,529.50	\$3,129.50	\$4,329.50
STARLA MCCALLISTER	\$439.00	\$1,361.00	\$1,961.00	\$2,561.00	\$3,161.00	\$4,361.00
EMILY WARRICK	\$429.00	\$1,371.00	\$1,971.00	\$2,571.00	\$3,171.00	\$4,371.00

Spotlight on Team Builders!

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

Star Team Builders

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

Recruiter :Rachael Washington
Calvin Lashunda
Dena A. Morris
Ashley D. Mosley
* Yolanda R. Davidson
* ArTiffany S. Davis
* Amanda N. Gregory
* L. Moore-Allen
* Melody F. Wilkins
* Kelsie R. Works
Arielle Green
Tamara K. James
Tamara Scott

Senior Consultants

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

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

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

Recruiter :Karen D. Harris
MariBeth D. Harris

Recruiter :Debra Huitt
Tonia Hofmeister
Aleasha K. Simon

Recruiter :Maria L. Ramirez
Olga Vega
Carolina Hernandez

Recruiter :Aleasha K. Simon
Sara Furgerson
Donna M. Williams
* Emily N. Hicks

Recruiter :Melody P. Warrick
Emily P. Warrick



* 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.



Sara Emily



Aleasha



Donna

Here We Grow Again!

Welcome New Business Owners!

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

New Consultant

Sara Furgerson
Emily N. Hicks
Aleasha K. Simon
Donna M. Williams

From

HOT SPRINGS, AR
SHERIDAN, AR
HENSLEY, AR
LITTLE ROCK, AR

Sponsored by

A. Simon
A. Simon
D. Huitt
A. Simon

**“Patience, persistence and perspiration
make an unbeatable combination for success.”
~Napoleon Hill, author**

Thank You from Mary Kay

“Love Check” Commissions for Personal Team Building



13% Recruiter Commission Level

Christy R. Cox \$640.18

4% Recruiter Commission Level

Aleasha K. Simon \$122.01
Debra Huitt \$47.44
Rachael M Washington \$20.84
Lisa L. Bailey \$16.66
Gina M. Geurian \$10.32

Weekly Accomplishments!

5/4-5/10

Karen Harris \$216
Tammy Huff \$300
Debra Huitt \$833
Rachael Washington \$193

5/11-5/17

Lisa Bailey \$390
Karen Harris \$222
Debra Huitt \$500
Debra Krajcick \$545
Rachael Washington \$410

5/18-5/25

Lisa Bailey \$420
Karen Harris \$153
Rachael Washington \$514

5/25-5/31

Lisa Bailey \$137
Emily Hicks \$165

**The difference between a successful person and others
is not a lack of strength, not a lack of knowledge, but
rather in a lack of will. ~Vince Lombardi**

MARY KAY

SEMINAR 2014

By now you should be registered for Seminar and ready for the experience of a lifetime! If not, there's still time. But remember, the registration fee goes up after June 16, so don't delay!

Award-winning stage production.



Extraordinary 4days

Be ready to fill your heart, stretch your mind and grow your dreams!!

Register by July 1, 2014

Booking Preparation

By Senior NSD Pamela Waldrop Shaw



A KEY TO SUCCESS in any business is holding appointments that produce income! Most businesses need to initiate appointments and yours is no exception! The most common sabotage to success in this area is the mistaken choice to "pre-judge" --deciding for a person why they would or would not want your service! Usually this is done out of protection for ourselves to guard against rejection. We do not want to feel the rejection of the other person's "no" or "no not now" response. Have you ever heard the expression "feel the fear but do it anyway?" Well, that is what you must do! If you do not ask, you are sure to get a "no"! But if you ask, you risk a "yes" response! Results are definitely in the asking!

So, begin by taking inventory and making a comprehensive list of each person you know. Pretend you are getting married. Who would you invite? Don't leave anyone out! Next, gain a clear picture of your goal. What are you working towards right now? Is it an achievement? A prize? A deadline? A challenge? A promotion? Alongside this, what is in it for your potential customer...what is the win/ win? What do you have to offer unconditionally? Are there strings attached? Are you giving more that you are asking? What do you have to offer, and why

would she want to invest time with you? Have you removed the pressure and positioned it positively? Consider each of these elements, and write your script!

You're almost there! You have your list of names. You know what to say. Now you must PICK UP THE PHONE AND MAKE CALLS! Set aside a specific time that you will not compromise (unless someone is bleeding badly), and JUST DO IT! As a new consultant, I felt so intimidated by the phone. I would go into my room, put towels under the crack of my closed door, crawl under the bed and whisper as I made my calls so that no one would hear me get rejected!!! I was really insecure! But an amazing thing happened! With each yes, with each appointment, my confidence grew. Confidence grows with experience! The only way to master a skill is to do it!!!

To take your next step, your next promotion, staying on the date book will be a criteria! Are you ready for success? MAKE THAT LIST and follow through! Remember, those who say it can't be done are constantly being proven wrong by those who are out there doing it! Choose Success by taking action NOW!

We Invested in Product Last Month!

Sara Furgerson	\$2,447.75	Betsy Vaughn	\$258.00
Rachael Washington	\$946.50	Leslie O. Reid	\$255.00
Karen D. Harris	\$933.50	MariBeth D. Harris	\$235.00
Aleasha K. Simon	\$848.00	Kimberley M. Condon	\$228.00
Lisa L. Bailey	\$607.50	Tammy J. Huff	\$217.00
Donna M. Williams	\$602.50	Susan M. Jarrett	\$212.00
Jayme Stallmann	\$601.00	Dena A. Morris	\$190.00
Misty Thresher	\$388.00	Cori G. Hildebrand	\$153.00
Tiffany T. Henderson	\$342.00	Debra Huitt	\$74.50
Tonia Hofmeister	\$338.00	Misty R. Lowe	\$60.50
Calvin Lashunda	\$331.00	Christy R. Cox	\$1,589.00
Michelle A. Clark	\$322.25		



Call me to find out how YOU can help the Team finish out our Year with a BANG!



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	\$16,759.00	\$4,435.00	\$21,194.00
2	Lisa L. Bailey	\$13,915.50	\$1,510.00	\$15,425.50
3	Rachael M Washington	\$12,696.50	\$1,310.00	\$14,006.50
4	Karen D. Harris	\$11,361.00	\$939.00	\$12,300.00
5	Sara Furgerson	\$5,408.50	\$0.00	\$5,408.50
6	Maria L. Ramirez	\$4,445.00	\$233.00	\$4,678.00
7	Misty Thresher	\$4,445.00	\$0.00	\$4,445.00
8	Dena A. Morris	\$4,210.00	\$0.00	\$4,210.00
9	Pam J. Satterfield	\$3,883.50	\$90.00	\$3,973.50
10	Staci D. Goan	\$3,553.00	\$0.00	\$3,553.00

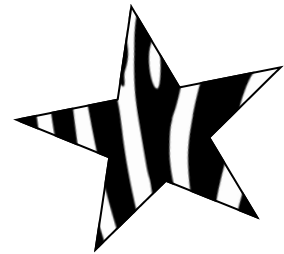
Tops in Team Building

	Recruiter	New Team Mbrs	YTD Comm
1	Lisa L. Bailey	3	\$128.31
2	Aleasha K. Simon	2	\$122.01
3	Rachael M Washington	2	\$108.30
4	Melody P. Warrick	1	\$41.19
5	Debra Huitt	1	\$33.92



Christy's Queens

#14 Unit in the State of AR! Way to go Team!



From the Desk of Your Director

QUEENS!!!! WHAT a MIRACULOUS MAY!! ALL the new Recruits: Aleasha Simons started qualified and added 3 NEW TEAM-MATES: Sara Ferguson Ruby Star, Donna Williams Qualified Emily Hicks!! We had one of our BEST MONTH this year!!! Yowzahhh! Welcome to you all!! WE are working on finishing this year as a STAR UNIT! WE need 8 STARS to have our 20 for the year. Who is going to be STAR # 8? WE are \$10,000 away from finishing the year with our \$200,000 Unit WS production. I am so proud of our RED Jackets Lisa Bailey, Pam Frost, Rachael Washington and our soon to be Reds with 2 Active Debra Huitt and Aleasha Simon. I am so proud of you.

As we wrap up another Stellar Seminar year consider where you want to be celebrated next! 50 new customers? Red Jacket? Free car? Director? The momentum you are building RIGHT NOW will create a whirlwind of success early in the new Seminar year, so make the MOST of each opportunity!!! Your excellence and perseverance make you EXTRAORDINARY!!! So proud to do life with YOU!!

Here's to our Flourishing Finish!!

Xoxo,

Christy

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.			
Congrats! You've earned \$10 in FREE product!				Congrats! You've earned \$60 in FREE product!			
11.				31.			
12.				32.			
13.				33.			
14.				34.			
15.				35.			
Congrats! You've earned \$30 in FREE product!				36.			
16.				37.			
17.				38.			
18.				39.			
19.				40.			
Congrats! You've earned \$40 in FREE product!				Congrats! You've earned \$80 in FREE product!			

Name: _____

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 Krajicek

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.

Extra Consistency Wild ABOUT You
MAY – JUNE Challenge



Precious Cargo Quilted Cosmetic Case- order \$1,000 WS (May and June) or RECRUIT 2 New Qualified Consultants



Wild About You Tote Bag-Sign up for Seminar or order \$400 WS (May and June)



Wild About You Wristlet or Here's to Me! Collectible Mug \$225 WS (May and June) or Recruit a NEW Qualified



July 2014



Sun Mon Tue Wed Thu Fri Sat

SAVE the DATE for the End of the Year for Christy's Queens and Susie's Shining Star AWARDS at the Studio in Benton~ Lunch time Saturday, Aug. 8th after Muffins and a Makeover.

1 Seminar 2014 Registration ends.
6pm Beauty Makeovers;
7:15 consultant time

2

3

4 Independence Day. All Company and branch offices closed. Postal holiday.

Happy 4th of July

5 Muffins and a Makeover
10 - 12 noon

6

7

8 6pm Beauty Makeovers;
7:15 consultant time

9

10 8PM CST
Unit Conference Call
805-399-1000
Code 327799

11

12 Muffins and a Makeover
10 - 12 noon

13

14

15 6pm Beauty Makeovers;
7:15 consultant time

16 Ruby Seminar begins.

17 8PM CST
Unit Conference Call
805-399-1000
Code 327799

18

19 Muffins and a Makeover
10 - 12 noon

20 Sapphire Seminar begins.

21

22

23 Emerald Seminar begins.

24 8PM CST
Unit Conference Call
805-399-1000
Code 327799

25

26 Muffins and a Makeover
10 - 12 noon

Seminar

27 Pearl Seminar begins.

28

29 6pm Beauty Makeovers;
7:15 consultant time

30 Midnight CST cutoff for Consultants to place phone orders.

31 Last working day of the month. Consultants submit online orders until 9 pm CST. Online Agreements accepted until midnight.

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

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

Birthdays	Day
Donna M. Williams	8
Calvin Lashunda	25
Kimberley M. Condon	26

Anniversaries

Anniversaries	Years
Carolina Hernandez	1

Celebrate!!!



Christy's Queens

Christy Cox

Sales Director
6286 Pierce Manse Loop
Benton, AR 72019

Phone: (479) 366-6370

Email: christycox@marykay.com

Unit Website: www.christysqueens.ws

Highlights this Month:

May Results, June, 2014

- ◆ 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)
- ◆ Follow Your Heart (June 1-30)

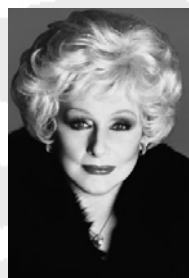


To the Remarkable...

Words of Wisdom

Surround yourself with people who are achieving success and emulate them. Analyze and seek their counsel. Standards of excellence should affect every area of our lives.

~Mary Kay Ash



Discover power of change in every woman with the Follow Your Heart pendant necklace! June 1-30, 2014



The Follow Your Heart pendant necklace serves as a token of appreciation from our heart to yours for being a fearless role model and leader. It can be yours when you place a single \$400 or more Section 1 wholesale order in June 2014!*

This stunning platinum-tone necklace, which hangs on a delicate 17-inch chain, features a unique, heart-shaped pendant adorned with five scintillating stones as well as the Mary Kay® logo. When the women in your unit qualify, the necklace will be shipped with their qualifying orders.

We hope you will wear your Follow Your Heart pendant necklace with confidence when you spend time with the women in your unit, so you can encourage them to earn their own necklace in June. You can even inspire them by sending an MKeCard® about the gorgeous necklace!

Shop now and earn your necklace today!

WE LOVE Women who follow their hearts. Follow yours and ... discover what you

LOVE™

*Limit one necklace per Independent Beauty Consultant.