



Director
Christy
Cox

GOALS:

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

Wholesale Queen



Rachael M
Washington
\$1,037.20

Sharing Queen



Pam Frost
1

Christy's Queens

On-Target Star Consultants!

September 16 - December 15, 2012

Consultant Name	Current Wholesale Production	—Wholesale Production Needed for Star—				
		Sapphire	Ruby	Diamond	Emerald	Pearl
CHRISTY COX	\$5,525.00	*****	*****	*****	*****	STAR
RACHAEL WASHINGTON	\$2,026.95	STAR	\$373.05	\$973.05	\$1,573.05	\$2,773.05
PAM FROST	\$1,883.75	STAR	\$516.25	\$1,116.25	\$1,716.25	\$2,916.25
KAREN HARRIS	\$923.50	\$876.50	\$1,476.50	\$2,076.50	\$2,676.50	\$3,876.50
KATHERINE ROBERTS	\$857.25	\$942.75	\$1,542.75	\$2,142.75	\$2,742.75	\$3,942.75
AMBER STEWART	\$842.00	\$958.00	\$1,558.00	\$2,158.00	\$2,758.00	\$3,958.00
MISTY THRESHER	\$682.25	\$1,117.75	\$1,717.75	\$2,317.75	\$2,917.75	\$4,117.75
KIMBERLEY CONDON	\$604.50	\$1,195.50	\$1,795.50	\$2,395.50	\$2,995.50	\$4,195.50
TORI TISDALE	\$603.50	\$1,196.50	\$1,796.50	\$2,396.50	\$2,996.50	\$4,196.50
HAZELL MARTIN	\$601.75	\$1,198.25	\$1,798.25	\$2,398.25	\$2,998.25	\$4,198.25
YOLANDA DAVIDSON	\$600.25	\$1,199.75	\$1,799.75	\$2,399.75	\$2,999.75	\$4,199.75
DOROTHEA MENCER	\$600.00	\$1,200.00	\$1,800.00	\$2,400.00	\$3,000.00	\$4,200.00
STACI GOAN	\$588.75	\$1,211.25	\$1,811.25	\$2,411.25	\$3,011.25	\$4,211.25
SUSAN JARRETT	\$410.25	\$1,389.75	\$1,989.75	\$2,589.75	\$3,189.75	\$4,389.75
LAUREN DICKEY	\$406.50	\$1,393.50	\$1,993.50	\$2,593.50	\$3,193.50	\$4,393.50

Congratulations 1st Quarter Stars!

PEARL



Christy R.
Cox



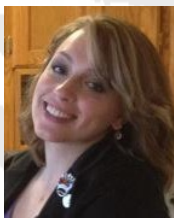
Katherine
Roberts



Loni
Williams

DIAMOND

SAPPHIRE



Jessica L.
Young



Karen M.
Reeder



Misty
Thresher



Holly
Breaux



Cheri A.
Lassiter



Pam
Frost

Spotlight on Team Builders!

Standings are updated as of November 30th — this will not reflect December orders or new team members.

Star Team Builders

Recruiter :Pam Frost

Krista N. Arnold
 Kimberley M. Condon
 Lena J. Kizzar
 Melissa K. Wogoman
 # Amanda P. Herriman

Recruiter :Cheri A. Lassiter

Tracy A. DeLeon
 Lauren B. Dickey
 Cori G. Hildebrand
 Karen M. Reeder
 * Dorothy A. Davis
 * Jeannette Eberhardy
 # Judi G. Bean
 # Cassie Dunn
 # Frankie S. Grace
 # Deborah M. Hadra
 # Amanda J. Mader
 # Patricia D. Musteen
 # Mandi M. Obenshain
 # Caitlin N. Riddle
 # Amy J. Talbert

Recruiter :Amber D. Stewart

Nita Henson
 Ashley N. Piker
 Carla D. Stracener
 * Lisa D. Barrett
 * Kelli Cole
 * Della Nelson
 * Sherian K. Ring
 * Alyssa A. Standridge

Recruiter :Katherine Roberts

Holly Breaux
 Misty Thresher
 * Heather N. Bass
 * Charlotte Brammer
 * Ashley M. Brazil
 * Robin Brown
 * Sydney Hoffman

Recruiter :Heather M. Rogers

Amber D. Stewart
 # Tabatha R. Campbell
 # Kerri M. Quirin

Senior Consultants

Recruiter :Staci D. Goan

Shaunna Arnold
 * Hester N. Lemire
 # Erin E. Hundley

Recruiter :Holly D. Higgins

Cheri A. Lassiter
 * Barbara B. Brown
 * Ruth Westmoreland
 # Dajah Y. Gordon
 # Amanda R. Higgins
 # Elizabeth N. Higgins
 # Debra C. Piatt

Recruiter :Rachael M. Washington

Yolanda R. Davidson
 Tori M. Tisdale
 * Kamesha T. Penny
 * Samantha Watson



* Inactive Member (N1,N2,N3,I1,I2,I3) #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 November 1-30.)

New Consultant	From	Sponsored by
Kimberley M. Condon	BENTONVILLE, AR	P. Frost
Bonnie J. Hardman	BENTON, AR	C. Cox
Dorothea A. Mencer	BENTON, AR	C. Cox

"Do not wait; the time will never be 'just right'. Start where you stand, and work with whatever tools you may have at your command, and better tools will be found as you go along." - Napoleon Hill

Thank You from Mary Kay

"Love Check" Commissions for Personal Team Building



4% Recruiter Commission Level

<i>Pam Frost</i>	<i>\$34.66</i>
<i>Heather M. Rogers</i>	<i>\$33.68</i>
<i>Rachael M Washington</i>	<i>\$24.01</i>
<i>Katherine Roberts</i>	<i>\$13.31</i>
<i>Cheri A. Lassiter</i>	<i>\$12.98</i>

Team Building

Tip of the Month!

What you can say at an interview . . .

Featured on NSD Connie Kittson's Web site

- ◆ Try to keep your introduction short.
- ◆ Tell her a little about yourself, including why you started your Mary Kay business. But, remember not to share your whole life story.
- ◆ Then ask about her — what she does and what is important in her life. People would much rather talk about themselves than listen to others talk about themselves. Let her talk!
- ◆ Next, explain the marketing plan and describe the products.

"The future belongs to those who believe in the beauty of their dreams."
~ Eleanor Roosevelt

WINTER 2012 NEW PRODUCTS!

Hot lips, tools for a perfect finish, a great deal and more!

- ◆ Mary Kay® True Dimensions™ Lipstick
- ◆ Mary Kay® Brush Collection
- ◆ Mary Kay® Eye Smudger Brush
- ◆ Mary Kay® Brush Cleaner
- ◆ Beautiful Eyes Great Deal
- ◆ Updated Mineral Powder Foundation Brush and Liquid Foundation Brush.
- ◆ Free Gift with Purchase - Beauty Case with mini Mary Kay® Nourishine Plus® Lip Gloss in Rock 'n' Red



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

Visit www.MaryKayIntouch.com for more information.

Are you Ready to Move Up?

10 Steps to your Red Jacket!



1. **Attend all functions:** Your Unit Success Meeting is a MUST. By attending, you show support for your Director and Sister Consultants. Plus, a guest is bound to be more impressed when she sees a full room of people excited about their business.
2. **Have a Daily, Weekly, Monthly, Yearly Goal:** This is important in all aspects of life, health, wealth, family, business, spiritual, and social. Where do you want your business in 1 month (on-target star consultant, 3 new people, 5 appointments each week)?
3. **Say Daily Affirmations:** Every day, in every way I get better and better. Everyone I meet is a prospect for my products or services. I am healthy; I am happy; I am enthusiastic!
4. **Have goal posters** in your office, car, on your mirror, at work, etc., reminding you of your goals. Don't forget to put one on the refrigerator.
5. **Evaluate your appearance:** Which areas would you like to improve? Start walking. Exercise. Get a new hairstyle. Try a new hair color. Start paying attention to your wardrobe. Dress professionally more often, and let your make-up reflect your career.
6. **Organize your family:** Make them realize you are serious about this career. You can do this by disciplining yourself. Be willing to give up a TV show to service your customers and book classes. (Why not tape it & watch it after prime phone time?) Talk with your family about your goals for the family-like vacations paid by Mary Kay \$\$\$.
7. **Complete your weekly accomplishment sheets & submit them to your Director:** Write your goals in pencil and when you finish them, fill them in with pen. Determine how much you earn from your classes, reorders, and facials so you know when you are improving.
8. **Read Career Essentials & Finish those Vouchers:** You get a "Do Over" everyday. Listen to audio training, cd's, education, motivation constantly. Do Activity Daily!
9. **Organize your office:** It is simple. Use shoeboxes and manila envelopes. Use voice mail or an answering machine. Make the message short, sweet, and businesslike.
10. **Go To Work:** Talk to people daily. Practice. Practice. Practice. Hand out business cards and samples and make sure everything has your name, phone, email and website! Smile, it's contagious and a great warm chatter tool. When you hand out samples, get THEIR contact info for your "mailing list" so you can follow up on that sample! Attitude is 98% of your business.

We Invested in Product Last Month!

Rachael Washington	\$1,037.20	Katherine Roberts	\$214.50
Amber D. Stewart	\$842.00	Jennifer L. Johns	\$210.00
Kimberley M. Condon	\$604.50	Carla D. Stracener	\$207.75
Hazell L. Martin	\$601.75	Susan M. Jarrett	\$204.50
Yolanda R. Davidson	\$600.25	Ava G. Klesen	\$204.25
Dorothea A. Mencer	\$600.00	Gina M. Geurian	\$203.50
Karen D. Harris	\$482.50	Jyme J. Brinkley	\$200.25
Pam Frost	\$403.25	Lena J. Kizzar	\$200.00
Misty Thresher	\$332.75	Lauren B. Dickey	\$73.50
Felicia M. Pruss	\$324.75	Melissa K. Wogoman	\$62.00
Whitney L. Duncan	\$270.50	Misty R. Lowe	\$29.00
Karen M. Reeder	\$251.00	Tammy J. Huff	\$29.00



Provide your customers with effortless shopping fun by sharing Color 101 looks from *The Look* or eCatalog and encourage them to use the Virtual Makeover on marykay.com or your Mary Kay® Personal Web Site.



Queen's Court of Sales!

\$36,000 retail

July 1, 2012 — June 30, 2013



Queen's Court of Sharing!

24 New Team Members

July 1, 2012 — June 30, 2013



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	\$7,528.50	\$355.00	\$7,883.50
2	Loni Williams	\$7,315.00	\$40.00	\$7,355.00
3	Rachael M Washington	\$5,657.40	\$0.00	\$5,657.40
4	Misty Thresher	\$4,587.00	\$20.00	\$4,607.00
5	Karen M. Reeder	\$4,242.50	\$215.00	\$4,457.50
6	Jessica L. Young	\$4,278.00	\$20.00	\$4,298.00
7	Cheri A. Lassiter	\$3,673.00	\$175.00	\$3,848.00
8	Karen D. Harris	\$3,313.00	\$175.00	\$3,488.00
9	Amber D. Stewart	\$2,982.50	\$235.00	\$3,217.50
10	Katherine Roberts	\$2,983.50	\$0.00	\$2,983.50

Tops in Team Building

	Recruiter	New Team Mbrs	YTD Comm
1	Amber D. Stewart	1	\$54.24
2	Rachael M Washington	2	\$48.15
3	Pam Frost	1	\$24.18



From the Desk of Your Director

Christy's QUEENS,

We will be celebrating our Star Consultants!

To those close enough to drive to Hot Springs read this! Monday December 17th at 6PM meeting at the MK Studio at 5:30PM (Benton Queens we can make arrangements to ride together to Hot Springs) we are going to tour the Christmas Displays at Garven Woodland Gardens (cost \$10 each) together. . After the tour, I will treat the STARS ONLY to a surprise evening. Those of you too far to drive watch for your surprise in the mail! RSVP ASAP

Stoneybrook Manor

Keep Selling our Gifts at \$22(foot cream and hand cream-we need to sell 68, we have 50-20 to go (Stoneybrook Health And Rehabilitation in Benton, AR. ADDRESS: 3300 Military Rd, [Benton AR](#))

Singing Christmas Carols and Delivering our

Adopt a Grandparent's Gifts:

Thursday, December 20th, Please be there 1:50PM so we can start at 2PM; your children are welcome!

People don't care how much you know until they know how much you care.

Mary Kay Ash

Special Invitation to Christy's Queens to our 4th Annual UNIT Christmas Party:

Who: Christy's Queens, their spouses are welcome and any prospective team-mates!

What: Bring your favorite finger food and \$5 or less wrapped Christmas Ornament for a Gift Swap game*so fun!

When: Tuesday, December 11, 6:30PM-8PM,

Where: **My home**, 6286 Pierce Manse Loop, Benton, AR 72019,

Why: Team Spirit is fun and I have a Christmas gift for everyone!

How: Rachael Washington and I have beds if anyone wants to drive in from out of town! Brenda Gibson our, Future Ex. Sr. Sales Director sharing Mary Kay Stories around the Christmas Tree! Dress Code is an Ugly Christmas sweater and slacks! I will have a prize for the Ugliest sweater.

Please RSVP

December Sales & Recruiting Contests

Congratulations for being the #11 Unit in the State of AR out of the Top 50 Units and #3 for Most Improved for the month of October 2012!

MARY KAY
one woman can
50 YEARS

LEADERSHIP CONFERENCE
2013

Christy's Queens, you have successfully achieved Leadership Goals for our UNIT sending Me, your Director to represent you Christy's Queens, to Universal



July 1 –
Nov. 30, 2012



Congratulations to those that HAVE ENROLLED IN PCP: *Cheri Lassiter, Lauren Dickey, Pam Frost, Gina Geurian, Karen Harris, Nita Henson, Debra Hobbs, Karen Reeder, Amber Stewart, Rachael Washington and me!*

WE have 11 Unit Members participating in the Preferred Customer Program (Winter 2012 - The Look).
Winter 2012 participants = 15.71 %, our UNIT goal is to get this # up to be 50% of Unit Participants

Studio's in Hollywood, CA! Congratulations for completing the Race for the Gold the following Queens will start receiving these bracelets! Congratulations to:

1. Pam Frost-earned 1. bracelet, thank you new qualified consultant: Kimberley Condon
2. Amber Stewart-earned 1. bracelet, thank you new qualified consultant: Sherian K. Ring
3. Rachael Washington-earned 2. bracelets, thank you new qualified consultants: Tori M. Tisdale and Yolanda Davidson
4. Christy Cox-earned 6. bracelets, thank you new qualified consultants: Jessica Young, Tammy Huff, Hazell Martin, Annette Mencer, Loni Williams, and Jessica Young!

Red Carpet Affair

Unleash the Hollywood screen goddess in you at this year's Leadership Banquet. You're the star during this glamorous soiree, where you feel the paparazzi's flash capture your every move. Step back in time when you walk in the footsteps of Hollywood legends at the Millennium Biltmore Hotel where countless movies, commercials, shows and Grammy Awards parties have been shot. Be a qualifying Independent Sales Director, and you'll dine in style and dance the night away during this enchanting evening under the stars.



Qualifications

• Independent Sales Directors with at least 13 unit Star Consultants in the combined quarters of June 16 – Sept. 15, 2012, and Sept. 16 – Dec. 15, 2012, and who are also Star Consultants in both quarters, will qualify to attend. We only need 2 more Star Consultant(s) by December 15 to achieve our UNIT goal! I am very proud of all the Star Consultants; Some of you are counting twice, because you are STARS 1st and 2nd Quarter! Who is going to be the next STAR??? Congratulations to the STARS below:

- ◆ Holly Breaux(Sapphire 1st Quarter)
- ◆ Christy Cox(Pearl 1st and 2nd Quarter)
- ◆ Pam Frost(Sapphire 1st and Ruby 2nd Quarter so far)
- ◆ Cheri Lassiter(Sapphire 1st Quarter)
- ◆ Karen Reeder(Sapphire 1st Quarter)
- ◆ Katherine Roberts(Pearl 1st Quarter)
- ◆ Misty Thresher(Sapphire 1st Quarter)
- ◆ Rachael Washington(Diamond 2nd Quarter so far)
- ◆ Loni Williams(Diamond 1st Quarter)
- ◆ Jessica Young(Sapphire 1st Quarter)



Recognition. Motivation. Education. Everyone loves it. And Career Conference brings it all right in the comfort of *your* backyard. This convenient, one-of-a-kind road show offers a relaxed environment conducive to learning, growing and socializing. Make new friends or simply bring your old ones to learn powerful tips to boost your business and build a strong team. Everyone is invited! If you want exhilarating recognition, on-target education and the inside scoop on new products, you won't want to miss Career Conference. Join us for a much deserved round of applause and a chorus of "You can do it, girl!"

WE are going to Dallas, TX:

Save the date:

- March 15 – 16
- we'll leave 10AM on the 15th and return 8PM on the 16th from Benton, AR!

Recognition/Contests:

- ◆ On-Target Seminar 2013 Court or Unit Circle
- ◆ Class of 2013 - *So proud of soon to be Future Directors, Cheri Lassiter (4 Active) and Amber Stewart (5 Active)!*
- ◆ WE can be recognized as a Cadillac Unit - Independent Sales Directors who are qualified for the use of a Cadillac as of Feb. 28, 2013, **will receive a name badge ribbon and onstage recognition along with their unit members.**
- ◆ Movin' On Up Challenge

More ways to earn Recognition at Career Conference:

- ◆ Career Conference Registration Challenge
 - ◆ I'm a Star!
 - ◆ Celebrating the First Year in My Mary Kay business
 - ◆ Career Conference Expo Challenge
- For details, please visit the Contests section of the Mary Kay InTouch website.*

Working with Accountability!



Unlock
your passion

Pam Frost-

10-28-11-3-sales \$374
11-4-11-10-sales \$514.40
11-11-12-sales \$273
11-17-12-sales \$82

Karen Harris-

10-28-11-3-sales \$73
11-17-12-sales \$415
11-4-11-10 sales \$141
11-11-12-sales \$199
11-18-12-sales \$400

Nita Henson-

11-11-12-sales \$216



Debra Krajicek-

10-28-11-3-sales \$54
11-4-11-10-sales \$43
11-11-12-sales \$131

Rachael Washington-

10-28-11-4-sales \$519
11-4-11-10 sales \$151
11-11-12-sales \$682
11-18-12 sales \$450



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

Queens Photos



Rachael Washington
Queen of Sales!



NEW Consultant Bonnie
Hardman's Rose Ceremony!



100 by March and a Cadillac SOON, as we SHOW the world our success as we walk across Career Conference Stage in Dallas, TX! Thank you for your help!

21 WAYS TO FINISH YOUR STAR!

Sapphire - \$1800 wholesale

Ruby - \$2400 wholesale

Diamond - \$3000 wholesale

Emerald - \$3600 wholesale

Pearl - \$4800 wholesale

STEP 1 – What is your goal? _____

STEP 2 – How much wholesale do you have in for the quarter? _____

STEP 3 – How much wholesale do you need to do to finish? _____

STEP 4 – How much retail do you need to sell weekly & daily to finish? _____

STEP 5 – How many qualified team members will you add to increase your level? _____

STEP 6 – How many interviews/guests do you need to have to reach your recruiting goal? _____

1. Book and hold 5 NEW parties in the next 2 weeks.
2. Book 3 guests to your meeting this week and offer 1 glamour item at 50% off when she orders \$30.
3. Contact Preferred Customers to set up 10 *On-The-Go* appts to show them NEW products.
4. Book 5-10 customers who work outside of the home to be Silent Hostesses. Offer them \$25 free for every \$100 retail they sell. Prepare packets with The Look and sales tickets.
5. Demo Satin Hands or Microdermabrasion on 5 people/day this week.
6. Have a 24/24 in 24 Challenge.
7. Have a 24 in 24 Lipstick Challenge.
8. Be a *One Day Wonder* at work, with your family, with customers & friends – sell 24 items in 24 hours. Who could do the One Day Wonder Challenge for you at work?
9. Sell *STAR* Gift Certificates.
10. Contact customers with birthday this month to book their *Birthday Makeover*. Offer them 15% off when they share their appt with 2 friends.
11. Contact husbands of customers with anniversaries to offer gift buying services.
12. Contact husbands for gift buying ideas for the current holiday.
13. Contact basic skin care customers and introduce one other product line. Offer 15% off purchases of body care, sun care & fragrances.
14. Enroll family members – challenge mom, husband, son, daughter, etc to sell \$100.
15. Hold a *Phone Lottery* – contact as many customers as you can in 1 hour for reorders and tell them 1 customer will get her order for free.
16. Sell *Gift Baskets* for....Holidays, Teacher Appreciation Week, Secretary's Day, Administrative Staff Day, Appreciating Working Women Week, Graduates, Mother's Day, Father's Day, etc.
17. Hand out 10 product samples or "stuffed Look Books" every day this week and follow up for feedback and orders.
18. Do your own personal reorder. Are you using Mary Kay from head to toe?
19. Order products for gifts for your personal friends and family this month.
20. Invest in the *NEW* products coming out this quarter.
21. Build your inventory to a *Full Store* level (at least \$4200 wholesale on your shelf).

How badly do you want to be a Star this Quarter? Even if you haven't sold anything, or ordered any products this quarter, you can be a star! Sell just 18 of these Star Certificates for \$100 each, and place your order! If you have ordered already, or have a goal to be a higher star, adjust the number you'll need to sell to fit your situation or goals! Women LOVE bargains & they LOVE to help other people reach their goals! When they buy the products, we

know they will love them & then be reordering them at full price! If they are not your client yet, they may still be willing to help you reach an audacious goal & become your client! JUST ASK!

Look at these #'s!

Certificate Price	\$100.00	Sell 18	\$1,800.00	Wholesale order to be a STAR!
			\$3,600.00	Retail ordered
Certificate Value	\$125.00	Sell 18	\$2,250.00	Retail delivered
			\$1,350.00	Retail left in stock to sell!

Star Certificate

You are a star!
Thanks to you, I am meeting
my goal to be a Star this quarter!

Issued to _____

Your Star Certificate is worth \$125 Mary Kay products retail value! Your cost is just \$100 plus tax. You may use your Star Certificate now, or for future credit on purchases. Valid only with:

Expires 12 months after issue date. Issued _____

Star Certificate

You are a star!
Thanks to you, I am meeting
my goal to be a Star this quarter!

Issued to _____

Your Star Certificate is worth \$125 Mary Kay products retail value! Your cost is just \$100 plus tax. You may use your Star Certificate now, or for future credit on purchases. Valid only with:

Expires 12 months after issue date. Issued _____

Star Certificate

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Expires 12 months after issue date. Issued _____

Teleconference Marketing Call

When:
Thurs. December 13th
10a, 1p, 6p, 9p Central



The number to call:
218.862.6420
Pin 228680#

Sharing by: Independent National Sales Director, Sharon Buck

Sharon Buck began her Mary Kay business in New Ulm, MN, in 1982 & became a MK Sales Director 16 months later. Sharon became a Mary Kay National Sales Director in 2003 and **has** earned over \$3 million in commissions during her career. Her unit was a “Million-Dollar Unit”. She is one of the TOP 200 women in MK who has reached the position of “National Sales Director”.

Sharon was a former Intensive Care RN. She & husband, Drew, currently live in Fort Mill, S.C. and they have 3 grown children, two grandsons and a granddaughter.

Fast, Fun, Facts: Sharon is motivated by encouraging others to success. Her best asset is her strong faith. Her favorite vacation spot: anywhere her family IS!

Join the call to hear Sharon’s “Top 12 Blessings of a Mary Kay Career” & hear more of her personal story!

24 * + 24 * + 24 * + 24 * + 24

Sell \$24 in products to 24 people in 24 hours!



	Customers Name	Phone Number	Products Ordered	Order Total
1				
2				
3				
4				
5				
6				
7				
8				
9				
10				
11				
12				
13				
14				
15				
16				
17				
18				
19				
20				
21				
22				
23				
24				



Share The Wealth!

\$2000 Cash Giveaway!

ATTENTION BUCK AREA CONSULTANTS & DIRECTORS!
In Anticipation and Celebration of our Mary Kay 50th
Anniversary — we are having a year long contest!

Read Below:



WHO: Your Customers/Prospects will have a \$4,000 Cash Contest for the Year (See separate flier!) **YOU** will have a \$2,000 Contest for the year! (That's \$6,000 Total!)

WHAT: 4 Drawings will be held throughout our Mary Kay Year:
Oct 1, 2012 Jan 1, 2013 April 1, 2013 July 1, 2013

WIN: Each Date We Will Have 5 Winners (Consultants/Directors) of \$100 Each!

HOW: 2 Steps to Enter:

1. Do a "Director Approved" Interview
(Ask Your Director)
2. Have your Director follow up (She will submit both Your Name for \$100 and your Customer's Name for \$500 or \$250 in the Customer Contest)

You will be entered for EACH Interview and can win multiple \$100's!!! The more you interview, the better your chances!

*Our AREA GOAL is to DOUBLE ... which translates into about 1,100 Area Interviews Per Quarter! It's a "GOD-Sized" Goal & I Believe We Can Do It!

Sharon Buck NSD

Share The Wealth!

\$4000 Cash Giveaway!

Wealth means something different to each of us. Time and money for what's important to us, a new home, good health, faithful friends, personal growth, fulfillment in our career, spiritual strength are but a few things that come to mind. A Mary Kay opportunity offers a buffet of "Wealth Dishes" and we are spreading the word!

YOU, as our Valued Customer & Friend can help us — just by listening to how our business works...Why do women choose our opportunity & more importantly — what makes them stay? You could Win \$500 or \$250 Cash! {No Obligation of course!} Read Below for Details...



WHAT: 4 Drawings will be held throughout our Mary Kay Year:
Oct 1, 2012 Jan 1, 2013 April 1, 2013 July 1, 2013

WIN: Each Date We Will Have 3 Winners:

- 1 Grand Prize Winner of \$500 Cash
- 2 Runner Up Winners of \$250 Cash

HOW: 2 Steps to Enter:

1. LISTEN to the Facts
2. RECEIVE a (Short!) Follow-up Call from Your Consultant's Director (Must be LIVE)

That's It...Pretty Simple! We are "Sharing the Wealth"
and would love to give YOU \$500!
We so value your opinion! Thanks!

STEP 2

BUILD 10 TEAM MEMBERS:

WHERE TO FIND THEM:

1. FAMILY - FRIENDS - CO-WORKERS
2. FACIALS - PARTIES
3. WHO IS INTERESTED IN \$1,500 MONTHLY?

RECRUITS WHO ARE INTERESTED IN:

***10 NEW CUSTOMERS AND 1-2 NEW RECRUITS
PER MONTH = \$1,500-\$1,800 PER MONTH***

TEAM PRODUCTION:

\$3,000 X 13% = \$360 PER MONTH

\$4,000 X 13% = \$520 PER MONTH

\$5,000 X 13% = \$650 PER MONTH

CRUZE to Career Conference!

You may qualify in one, two, three or four months, based on when you achieve the following:

- **\$20,000** combined personal/team wholesale Section 1 production.
- **14 active** personal team members.
- Your team must contribute a minimum of **\$15,000 wholesale** Section 1 production toward the total **\$20,000 requirement.** (You may contribute up to \$5,000 in personal wholesale Section 1 production toward the total ***\$20,000 requirement.**)
- You must have a minimum of \$5,000 combined personal/team wholesale Section 1 production each month of the qualification period while maintaining 5+ active personal team members.
- You must be active.



Modified from original idea by NSD Diana Sumpter

PLAN OF ACTION

NOVEMBER	DECEMBER	JANUARY	FEBRUARY
<p>10 Parties 16 Interviews 4 New Team Members</p>	<p>10 Parties 16 Interviews 4 New Team Members</p>	<p>10 Parties 16 Interviews 4 New Team Members</p>	<p>10 Parties 16 Interviews 4 New Team Members</p>
	<p>Combined Personal & Team Production \$5,000 Wholesale</p>	<p>Combined Personal & Team Production \$7,000 Wholesale</p>	<p>Combined Personal & Team Production \$8,000 Wholesale</p>
	<p>You must have at least 5 active team members And \$5,000 combined wholesale to go on target.</p>	<p>You must have a minimum \$5,000 combined wholesale to remain on target.</p>	<p>You must have a minimum \$5,000 combined wholesale to remain on target.</p>



Director Only Services

Mary Kay vs. Dillard's

Two women decide to go get part-time jobs to earn some extra cash.

WOMAN 1 goes to Dillard's to work part-time at 15 hours per week for \$7/hour.

WOMAN 2 decides to start a Mary Kay business part-time

MONDAY:

Woman 1 gets up and goes to her full-time job, works 8-5, rushes home and slaps some dinner on the table for her husband & children while she quickly changes clothes and manages to get out the door without eating herself. She goes into her part-time job and works the 6-9 shift, getting home at 9:30 after doing after-hours clean-up. She's spent a total of 3 hours of work.

Woman 2 gets up and goes to her full-time job, works 8-5 and comes home. Since it's her meeting night, the kids are excited because it's pizza-night with Daddy and she promptly pops a frozen pizza in the oven and goes upstairs to change into her suit. She leaves at 5:45 to pick up her guests for her Monday Night Success Event and from 6:30-8:30 is celebrated, recognized, trained, and motivated. She sold \$200 to her 2 guests and booked their second appointments for next week's meeting since they had so much fun! After returning her guests to their home, she has spent a total of 3 hours of her time and profited \$100!

TUESDAY:

Woman 1 gets up and goes to her full-time job, works 8-5, rushes the kids to dance class and drives through McDonald's on her way to the part-time job. She works the 6-9 shift, getting home at 9:30 again. She's spent a total of 3 hours of work.

Woman 2 gets up and goes to her full-time job, works 8-5 and eats dinner with her family. She and her husband then take the kids to soccer practice.

WEDNESDAY:

Woman 1 gets up and goes to her full-time job, works 8-5, picks the dog up from the vet & drops both the dog and the kids at home with her husband and gets to her part-time job. She works the 6-9 shift, getting home at 9:30 again. She's spent a total of 3 hours of work.

Woman 2 gets up and goes to her full-time job, works 8-5 and picks up the family to go to dinner. They all go to church together that evening.

THURSDAY:

Woman 1 gets up and goes to her full-time job, works 8-5, rushes home and slaps some dinner on the table for her husband & children and scarfs down a few bites while she quickly changes clothes and manages to get out the door. She works the 6-9 shift, getting home at 9:30 again. She's spent a total of 3 hours of work.

Woman 2 gets up and goes to her full-time job, works 8-5 and comes home. She picks up her children and drops them off at her sister's house to play with her niece and nephew while her

husband is at his weekly bowling league. Then, she has a skin care class with 1 hostess and 4 of her friends. She sells \$400 in 2 hours, books all 4 new ladies for their 2nd appointments and 3 agree to be hostesses. The hostess is coming to her Monday night meeting to hear more about the opportunity! Woman 1 has profited \$200 and joyfully goes back to her sister's house to pick up the kids and her sister remembers that she's out of cleanser and moisturizer and can she please have a few more catalogs to give the girls at work? Boom! Another \$40 in sales with future sales coming!

FRIDAY:

Woman 1 gets up and goes to her full-time job, works 8-5 and comes home, tired after a grueling week. She takes a long hot bath and crawls into her pajamas after taking 2 Tylenol and letting her husband know that she's had a long week and is going to bed early.

Woman 2 gets up and goes to her full-time job, works 8-5 and comes home and has Fun Family Friday!

SATURDAY:

Woman 1 gets up to head into Dillard's. She's scheduled for the 10-1 shift. Her husband is responsible for taking the kids to soccer and cheering them on for their games. She gets paid today though so she sticks her paycheck in her purse and goes home.

Woman 2 has a morning skin care class at her unit's training center. Her husband takes the kids to their soccer game and cheers them on! She has 1 hostess and 2 guests attend from 10-noon and they have a ball! She sold \$400, booked 2 re-check facials and signed one new team member! Her profit is \$200 and she's consistently booking and sharing the opportunity. She leaves and joins her family for lunch after the game and her new team member is so excited to join a company that leads its sales force with priorities!

SUNDAY:

Woman 1 is so tired from the long week that she debates skipping church today.

Woman 2 and her family go to church and stay after for some fellowship. She runs into two of her friends who just got her Preferred Customer mailing and really want to try some of the products, so she books them to come to her Monday night meeting. Her family has lunch and enjoys the rest of the day together. She does spend 1 hour of phone time that evening as her husband gives the kids their baths.

End-of-week stats:

Woman 1 worked 15 hours @ \$7/hour = \$105 pretax ~\$75-80 take-home

Woman 2 worked 8 hours and sold \$1040 and profited \$520. She has booked 8 new appointments & has a new team member too!

Woman 1 is tired, over-worked, and has little energy or time to spend with her family.

Woman 2 is energized, celebrated, works smart-not hard, and has ample time to spend with her God and her family while managing a full-time job.

Income Tax Preparation for your Mary Kay Business

1. Take inventory of all section 1 wholesale merchandise on your shelf as of Dec. 31 \$ _____
(Use your Consultant Order Sheet to record totals, add up the retail amount, then figure the discount at which you ordered during the year to give you the wholesale amount – 40, 45 or 50%)
2. Go-Kit cost if you are a new consultant during the year. \$ _____
3. All retail sales income from beauty appointments and reorders. \$ _____
4. All other income. (4-13% checks, and other prizes and commissions from 1099 form). \$ _____
5. Inventory carryover from last year \$ _____
(Wholesale inventory on your shelves as of Dec. 31 the year before.)
6. Business Expenses:
 - ◆ Section 1 wholesale purchases for the year (On computer sheets from the company) \$ _____
 - ◆ Section 2 business supplies (on computer sheets from the company) \$ _____
 - ◆ Sales tax paid to the company on product purchases (on computer sheets) \$ _____
 - ◆ Freight charges on product orders \$ _____
 - ◆ Non-collected sales tax on gifts, discounts and personal use items \$ _____
 - ◆ Products used for personal use at cost \$ _____
 - ◆ Products used for demonstration purposes at cost \$ _____
 - ◆ Office Expenses \$ _____
 - ◆ Business supplies \$ _____ (Includes magazines & publications)
 - ◆ Discounts & hostess credits at retail value \$ _____
 - ◆ Items used as gifts at cost \$ _____
 - ◆ Product refunds at retail value \$ _____
 - ◆ Bad debts (Money not collected on product sold) \$ _____
 - ◆ Promotions and contest expense \$ _____
 - ◆ Laundry for dry cleaning of business attire \$ _____
 - ◆ Bank service charges \$ _____
(money orders, cashiers checks, Visa/Masterc/Discover card fees, checking charges)
 - ◆ Interest paid on business loans or Mastercard/Visa/Discover for inventory and expenses \$ _____
 - ◆ Advertising & Preferred Customer Enrollment & Premium fees \$ _____
 - ◆ Postage & Express mail \$ _____
 - ◆ Labor \$ _____
 - ◆ Meeting expenses, workshops, conferences and seminars \$ _____
 - ◆ Cost of Director suit or Red Jacket \$ _____
 - ◆ Obsolete products (discarded) at cost \$ _____
 - ◆ Accountant fees \$ _____
 - ◆ Auto expenses \$ _____
 - ◆ Total business miles driven _____
 - ◆ Gasoline expense \$ _____
 - ◆ Travel expense
 - Plane, public transit, taxi \$ _____
 - Lodging \$ _____
 - ◆ Entertainment & Meals \$ _____
(interviews, luncheon meetings, and meals while traveling, etc.)
 - ◆ Charity donations \$ _____
 - ◆ Legal expenses \$ _____
 - ◆ Office rent or depreciation \$ _____
 - ◆ Office Equipment \$ _____
 - ◆ Telephone \$ _____
(include voice mail, Voice-Tel, cellular, etc.)
 - ◆ Utilities \$ _____
 - ◆ Insurance \$ _____
 - ◆ Product replacement insurance \$ _____
 - ◆ Medical \$ _____
 - ◆ _____



Income Tax Deductions Made Easy

I was audited one year, and the IRS agent said that my records were excellent, so we know these tips work. Your income tax records can be completed in just a few minutes at the end of the year using these ideas and the Income Tax Preparation Sheet. ct

1. **Use a consultant order sheet to take inventory of your product inventory (Section 1) as of December 31.** Be sure to count products ordered, but not yet received at the end of the year, and product loaned to another consultant. Having a big stock at the end of the year is good for tax purposes. Count all the cleansing creams together and record on the order sheet, the same for each other group of products, no matter what the color or formula. This makes counting fast, and is something you can delegate out for someone else to do. Figure the retail value of the products using the Summary portion of your order sheet, then figure the discount at which you purchase your products. That figure is the wholesale value of the products on your shelves that you will record.
2. **Use a consultant order form to record the products you will use for your personal use.** Add them up at the end of the year as above, and also figure non-collected sales tax on the retail amount that you can use as a tax deduction.
3. **Purchase 12 large manilla envelopes and label one for each month of the year.** Place all your income and expense records for each month of the year, such as statements and receipts, weekly accomplishments, sales tickets and computer printouts you receive with your orders in the envelope for that month. Also include cancelled checks or bank statements for that month from your Mary Kay bank account, and your business charge card statement to document your charged expenses.
4. **During the year write up all products used as gift items on sales tickets.** Record the retail amount and amount at cost on the ticket. Keep track of the non-collected sales tax (the amount you prepaid in tax on those products). You can record gifts and non-collected sales tax as part of your Weekly Accomplishment sheet each week, and place the sales tickets in your large manilla monthly records envelope as backup records.
5. **Keep the computer sheets you receive with your product orders.** They are records of your product purchases during the year, as well as section 2 and sales tax paid.
6. **Use the bank ledger in your Career Essentials materials to keep track of your business expenses.** Add in your cash expenses at the end of each month. At the end of the year, all you have to do is put the numbers in the correct categories and add them up.
7. **Keep track of all hostess credits and customer discounts.** It is a good idea to charge sales tax on the full retail value of their order, since you already paid the tax on those products when you ordered them.
8. **Carry some petty cash with you from your profits for those items you don't want to pay for by checks from your MK account.** Record cash expenses in your datebook right away, and transfer to your business ledger at the end of the month. Example, lunch with your team member. Record the amount, reason for the lunch and who it was with, so you have a record to back up your expense. Cash expenditures can add up, so keep track.
9. **At the end of the year, record your ending odometer reading from your car,** and place your mileage log and car expenses log with your other records for the year.
10. **Use the Income Tax Preparation sheet** which appears in your January newsletter for compiling numbers for your income tax accountant. With the backup records, you're all set.

Tips for September/October

- Build excitement - tell everyone about your gift service and up-coming open house. Stick flyers in all reorder baskets
- Make a wish list for new clients so you can contact their spouse or boyfriend
- Make list of business clients
- Send Intro letters to businesses
- Check inventory
- Hold lots of appointments to meet new clients
- Build team to “help you during the holiday sales”
- Halloween - give out samples stapled to business cards
- Display a few gift sets at every appointment to whet their appetite

Tips for November

- Follow up with contacts (businesses and 12 Days)
- Set end of month deadline to get all orders in so you’ll have time to wrap them and deliver in December
- Hold your Open House

Tips for December

- Keep goals visual to remind you that even though the holidays are a time for family...Don’t forget your business and the extra \$ you could make
- Select Santa Helpers - many business women and employers are just hanging around. Give them samples, sales tickets and beauty books
- Ask everyone, “Have you finished your shopping yet?”
- Keep a basket of stocking stuffers on hand, like nail colors, lip glosses and hand creams
- Hold one or two “last minute” open houses or by appointment only
- Personally shop in your Open House, then write them off on your taxes
- Schedule Holiday Coffees - they only take an hour
- Set up one-on-one shopping appointments for husbands or great clients
- Book holiday glamour classes - everyone loves to look “marvelous” at the Company Party
- Schedule Jan “New year - New Look” appointments before you “close” for the holidays
- Plan an “After Christmas Sale” on Dec 27 - 30...lots of people get cash gifts
- Be sure to offer MC/VISA and call them in on the spot
- Offer free shipping to their out-of-state relatives
- Hold a Holiday-Phone-A-Thon to help with last minute needs and stocking stuffers. After a designated time, draw one name to get their entire order at 40% off!
- Don’t forget teacher gifts, babysitters, house cleaners, etc.
- Be sure to offer “Satisfaction Guaranteed” - even “non-MK” clients will purchase!



Holiday Team Building

Top 10 Reasons to Start Your Consultant Career Now!

1. You could receive up to a 50% discount on holiday gifts to family and friends.
2. You'll be able to help friends and family spend money they received as gifts.
3. When you travel to visit long-distance friends and family, you can take your showcase and practice your skin care skills.
4. You can practice your Consultant skills on friends and family members visiting you.
5. You can help friends and family with a new look for that special holiday party.
6. Let friends and family know you can help them with last-minute stocking stuffers and holiday gifts already wrapped!
7. You'll be ready for the new year when women are looking for new looks, new opportunities and time-saving services.
8. You'll probably be seeing people you don't see very often. What a wonderful opportunity to tell them about your new career and book post-holiday classes!
9. When you make holiday telephone calls to friends and family members far away, you can tell them about your new career and offer them the opportunity.
10. You'll be ready to start your new year with a bang! You'll have a career that allows you to shoot for the stars without hitting the glass ceiling!

Director Vanessa McClearn of Littleton, CO, created this top 10 list of reasons for starting a Mary Kay career during November or December. Her list is a great way to show prospective recruits that there's never been a better time to become a Mary Kay Beauty Consultant.

January 2013



Sun Mon Tue Wed Thu Fri Sat



1 All Company & Branch
Offices Closed.
Postal Holiday.

2

3

4

5

6

7

8 Girls Night out
Success meeting at
HAMPTON INN,
BRYANT (exit 123) 6:30PM,
DRESS CAUSAL (Bling
Jeans and Christy's Queens
Tshirts.) BRING POSTER,
FOLDER AND A SNACK.

9

10

11

12

13

14

15

16

17

18

19

NO MEETING (Christy and Susie at Mary Kay Leadership in Hollywood, CA)!

20

21 Martin Luther King
Jr. Day. Postal

22 Benton, AR:
Our 2nd
Annual Mid Year
AWARDS 6:30PM
bring finger foods
and spend your MK
BUCKS

23

24 Rogers,
AR: Our 4th
Annual Mid Year Awards- bring your
MK BUCKS to spend, 6:30PM, Dutch
Treat, in the Private Dining Room at
Abuelo's, 4005 West Walnut, Rogers,
AR 72756 DRESS CAUSAL(Bling
Jeans and Christy's Queens Tshirts)

25

26

27

28

29 Benton, AR -
Girls Night out
Success meeting at the
Hampton Inn, Bryant
(exit 123) Begins our 6
week Color Certification
Class and preparing for
Valentine's Sales

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.

Conference Calls:

Sundays: Sharing the Opportunity 8PM CST
712-775-7000 code 376232#

Thursdays: Unit Conference Call 9PM CST
Sharing the Opportunity then after we will have NEW
Consultant Training!
OUR # 805-399-1000
participant code: 327799
playback#: 805-399-1099

Saturdays: Saturday Morning Conference Call with
Ex. Sr. Sales Director JoAnna Shipe 8AM CST
218-844-0870 code 1040082#

Birthdays	Day	Anniversaries	Years
Maria L. Ramirez	2	Camille J. Adcock	1
Jennifer L. Johns	5	Frankie S. Grace	1
Michelle A. Clark	9	Cori G. Hildebrand	1
Christy R. Cox	11	Caitlin N. Riddle	1
Amber D. Stewart	24	Jeannette Eberhardy	1
Tory Angell	25	Barbara B. Brown	1
Sarah Hobson	27	Amber D. Stewart	1



Christy's Queens

Christy Cox

Sales Director
6286 Pierce Manse Loop
Benton, AR 72019

Phone: (479) 366-6370
Email: christyrcox@marykay.com

Highlights this Month:

November Results, December, 2012

- ◆ Quarter 3 Star Consultant Quarterly Contest (December 16, 2012 - March 15, 2013)
- ◆ Class of 2013 Offspring Challenge Begins (through July 1, 2013)



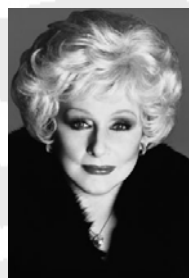
To the Brilliant...

Words of Wisdom

You hear a lot about pollution today, but the greatest pollution problem we face is that of negative thinking.

"You can't. That won't work." All of these negatives are heard on radio and television and seen in the news daily, so throw out the words "I can't. It's impossible. I'll try," and "I hope." and substitute "I can. I will. I must."

~Mary Kay Ash



Inside Every Woman Is a Star!

There's still time to dream and qualify for Seminar 2013 royalty. So stay inspired and stay determined to be a member of the Queen's Court of Sharing and the Queen's Court of Personal Sales. Show the world how you dare to dream!

