



Director
Christy
Cox

GOALS:

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

Wholesale Queen



Lisa L. Bailey
\$1,978.25

Sharing Queen



Rachael
Washington
1

Christy's Queens

Congratulations 1st Quarter Stars!

Contest Ended September 15th, 2013



PEARL
Christy R. Cox



SAPPHIRE
Pam Frost

On-Target Star Consultants!

September 16 - December 15, 2013



Consultant Name	Current Wholesale Production	—Wholesale Production Needed for Star—				
		Sapphire	Ruby	Diamond	Emerald	Pearl
CHRISTY COX	\$2,143.50	STAR	\$256.50	\$856.50	\$1,456.50	\$2,656.50
LISA BAILEY	\$1,978.25	STAR	\$421.75	\$1,021.75	\$1,621.75	\$2,821.75
HEATHER FOWLER	\$601.00	\$1,199.00	\$1,799.00	\$2,399.00	\$2,999.00	\$4,199.00
CAROLINA HERNANDEZ	\$542.25	\$1,257.75	\$1,857.75	\$2,457.75	\$3,057.75	\$4,257.75
KAREN HARRIS	\$498.50	\$1,301.50	\$1,901.50	\$2,501.50	\$3,101.50	\$4,301.50
CHRISTY HORTON	\$494.50	\$1,305.50	\$1,905.50	\$2,505.50	\$3,105.50	\$4,305.50
MISTY THRESHER	\$487.00	\$1,313.00	\$1,913.00	\$2,513.00	\$3,113.00	\$4,313.00
KIMBERLEY CONDON	\$411.50	\$1,388.50	\$1,988.50	\$2,588.50	\$3,188.50	\$4,388.50



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 October 31st — this will not reflect November orders or new team members.

Senior Consultants

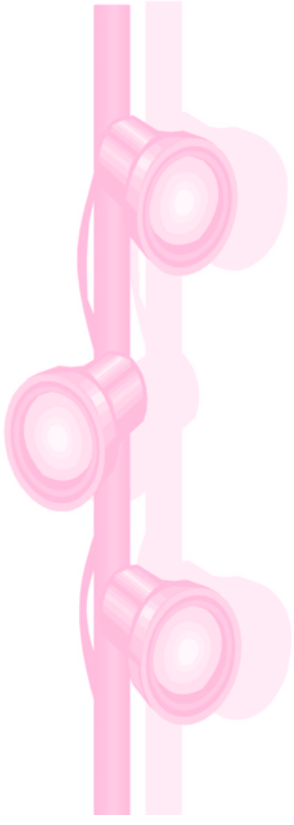
Recruiter :Pam Frost
 Krista N. Arnold
 Kimberley M. Condon
 * Erin J. Atwater
 * Lena J. Kizzar
 # Colby L. Denson
 # Amanda P. Herriman
 # Melissa K. Wogoman

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

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

Recruiter :Maria L. Ramirez
 Carolina Hernandez
 # Olga Vega

Recruiter :Rachael M. Washington
 Ashley D. Mosley
 Tamara Scott
 * Arielle Green
 * Tamara K. James
 # Sara A. Ashcraft
 # Leigh L. Buchanan
 # Yolanda R. Davidson
 # Sarah M. Rebollozo
 # Carolyn L. Wood



* 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 October 1-31.)

New Consultant

Lisa L. Bailey
Heather D. Fowler
Arielle Green
Pamela G. Knott

From

BENTON, AR
BRYANT, AR
LITTLE ROCK, AR
DINWIDDIE, VA

Sponsored by

C. Cox
C. Cox
R. Washington
C. Cox

You are capable of more than you know. Choose a goal that seems right for you and strive to be the best, however hard the path. Aim high. Behave honorably. Prepare to be alone at times, and to endure failure. Persist! The world needs all you can give.

~E. O. Wilson

Thank You from Mary Kay

"Love Check" Commissions for Personal Team Building



13% Recruiter Commission Level

Christy R. Cox \$805.70

4% Recruiter Commission Level

Pam Frost \$16.46

Rachael M Washington \$9.74

Staci D. Goan \$8.06

Team Building

Tip of the Month!

Independent Senior Sales Director LaChelle Seleski and Independent Senior Sales Director Amber Faulk give you some team-building tips:

- ◆ LaChelle – "It all starts at the skin care class. Show guests how excited you are to be there with them and to be a part of the Mary Kay opportunity. One way you can convey that is to share your personal I-story. Why did you choose Mary Kay? What has your business meant to you? Your sheer excitement alone will show them how great the opportunity is. It's contagious!"
- ◆ Amber – "First you have to be committed in your own mind, so make a list of all the reasons why you want to start building a team. This will put a purpose behind your effort, and when you feel tempted to slack off, you can look back and see why you had your vision for it in the first place."

"Create a definite plan for carrying out your desire, and begin at once, whether you're ready or not, to put it into action." ~Napoleon Hill, writer

New arrivals just in time for the holidays!



Mary Kay® Skinvigorate™
Cleansing Brush



Vanilla Sugar Satin
Hands® Pampering Set



Mary Kay at Play™
Holiday Sets



TimeWise® Even Complexion
Dark Spot Corrector



Mineral Eye Color in
Four Sparkle Shades



Belara Midnight™
Eau de Parfum



Gift with \$40 Purchase - Mini
Satin Hands® Pampering Set

Holiday Customer Service!

Golden Rule Customer Service is what sets you apart from every other business. And during the holiday season, you have the opportunity to treat even more of your customers as if they are the most important people in the world.

HOW TO GET STARTED? GET PERSONAL!

A Mary Kay® Personal Web Site (PWS) is a must-have this time of year because it offers your customers 24/7 shopping convenience. Only PWS subscribers can send their customers Beaut-e-news™ and MKeCards® – professionally branded yet nonintrusive ways to reach your customers. It also allows you to share engaging content such as new gift bundles, the Holiday Gift Guide eCatalog and more. All available on your PWS to share to your Facebook Fan page.

HOLIDAY GIFT GUIDE TO SHARE

Download the Holiday Gift Guide eCatalog on your mobile phone or tablet and share it on your Mary Kay social media. It is free and offers tons of gift ideas for different personality types.

CUSTOMER DELIVERY SERVICE

This holiday season, think of Customer Delivery Service as your personal assistant! It's ready to help you deliver your

gifts when time is tight, plus it's also great for those products you don't have on your shelf.

IT NEVER HURTS TO ASK!

When you're calling your customers about reorders, why not ask if they've done their holiday shopping yet! This is a great way to turn a typical reorder call into a bigger sale simply because you asked. There are so many people who cringe at the thought of wading through the crowds at the mall during the holidays. As a Mary Kay Independent Beauty Consultant, you have the power to make their lives easier. And make yourself even more successful.



Remember, Mary Kay said it costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town!

We Invested in Product Last Month!

Lisa L. Bailey	\$1,978.25	Jyme J. Brinkley	\$206.50
Heather D. Fowler	\$601.00	Tammy J. Huff	\$204.00
Kimberley M. Condon	\$411.50	Cori G. Hildebrand	\$202.00
Whitney L. Duncan	\$394.00	Rachael Washington	\$130.00
Susan M. Jarrett	\$284.50	Michelle A. Clark	\$106.00
Misty R. Lowe	\$254.00	Gina M. Geurian	\$76.50
Misty Thresher	\$245.00	Melody P. Warrick	\$63.50
Ashley D. Mosley	\$243.50	Christy J. Horton	\$49.00
Sandra J. Roberts	\$234.00	Karen D. Harris	\$47.00
Tracy A. DeLeon	\$232.50	Pam Frost	\$31.00



Booking facials & shows is the most effective way to demonstrate your products and opens the door for you to share the opportunity!!



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	Lisa L. Bailey	\$4,522.50	\$0.00	\$4,522.50
2	Pam Frost	\$2,821.00	\$225.00	\$3,046.00
3	Karen D. Harris	\$1,711.00	\$185.00	\$1,896.00
4	Maria L. Ramirez	\$1,885.00	\$0.00	\$1,885.00
5	Rachael M Washington	\$1,658.00	\$0.00	\$1,658.00
6	Carolina Hernandez	\$1,619.50	\$0.00	\$1,619.50
7	Misty Thresher	\$1,577.00	\$0.00	\$1,577.00
8	Heather D. Fowler	\$1,349.00	\$0.00	\$1,349.00
9	Kimberley M. Condon	\$1,245.00	\$0.00	\$1,245.00
10	Staci D. Goan	\$1,206.00	\$0.00	\$1,206.00

Tops in Team Building

	Recruiter	New Team Mbrs	YTD Comm
1	Maria L. Ramirez	1	\$31.99



Christy's Queens Photos



*Welcome to the team Arielle Green and
Congratulations to Rachael Washington for
adding a new consultant to our team.*



From the Desk of Your Director

Our October was sure outrageous, supernatural and spectacular. Our Star Quarter ends December 15th. All Star Consultants will have a free dinner at Olive Garden and if you are a Pearl Star you get \$50 to go shopping with me! Congratulations to Pam Frost 1st Quarter Star Consultant so far on-Target for 4 Quarter All Star. Congratulations to Lisa Bailey already a Star Consultant in the 2nd Quarter and it doesn't end til December 15th. Our Unit Goal is to have 13 Stars by Dec. 15th so I can represent our Unit at Leadership for be a Unit full of STARS! WE have 4 Stars in 5 if promises hold, which leaves us needing 8 more STAR Consultants this quarter. I know we can do that with the Holiday Selling Season in full force. What a blessing God has given us to live sprinkling love and joy with this tool God has given us called Mary Kay!

Fall is a time when many people begin looking for a way to bring in some extra income!!! Who do you know that would be good at what we do? What a Perfect opportunity to spread the news about what a difference our Mary Kay can make! Remember when you have shared with 10 about our Mary Kay business you will entered in a \$100 Cash drawing and your customer \$100 retail off my shelf.

It's YOUR Time – Send Us Your Video Questions!

If you're one of the lucky Future Independent Sales Directors or Independent Sales Directors-in-Qualification (DIQs) attending Leadership Conference 2014, you're invited not only to attend your professional development classes, but to be part of them, too!

What are your top questions about the process of becoming an Independent Sales Director? Using your smartphone, tablet, computer or any video camera, just record yourself asking your question, then send it to Educationatl@mkcorp.com. If your question is selected, it will be answered live by top Sales Directors during classes designated for Future Sales Directors and DIQs. You may also submit your video by clicking on "It's Your Time!" on the Power Class of the Month page on Mary Kay InTouch®. The deadline for video submissions is Nov. 30. The Mary Kay Sales Education department will select two questions, and if yours is one of them, you'll be notified before Leadership Conference.

Two priceless truths to base our Spectacular Supernatural October on...1 to continue to keep ourselves in a growth mindset, 1 to keep us anchored in God's Truth...

Everything that happens to you is a reflection of what you believe about yourself. We cannot outperform our level of self-esteem. We cannot draw to ourselves more than we think we are worth. ~ Jyanla Vonzant

Always remember....you are not fighting FOR a victory; you are fighting FROM a victory-- standing on what is already yours! God has already set you up to win! ~ Priscilla Shirer

Working with Accountability!

9/29 - 10/5

Karen Harris \$199
Rachael Washington \$209
Christy Cox \$1,500

10/6 - 10/12

Karen Harris \$58
Christy Cox \$1,200

10/13 - 10/19

Lisa Bailey \$324
Rachael Washington \$160
Christy Cox \$1,000

10/20 - 10/26

Lisa Bailey \$467
Rachael Washington \$196
Christy Cox \$500

Prepare Now for Last Minute Shoppers!

The days between Thanksgiving and Christmas are the busiest time of the year for shipping carriers such as UPS, the carrier used to deliver Mary Kay® product orders.

To help ensure you have plenty of great gifts on hand for your customers' last minute shopping needs, it's important to order early. So avoid the last minute holiday rush.



Twelve Days of Christmas Challenge!

On the 1st day of Christmas my Director said to me,
"Hand out 1 Business Card and Look Book"

On the 2nd day of Christmas my Director said to me,
"Show 2 people Satin Hands."

On the 3rd day of Christmas my Director said to me,
"Make 3 booking attempts"

On the 4th day of Christmas my Director said to me,
"Hand out 4 Business Cards"

On the 5th day of Christmas my Director said to me,
"Call 5 men to offer your Gift Services"

On the 6th day of Christmas my Director said to me,
"Make 6 Business Phone Calls" (at least three booking attempts)

On the 7th day of Christmas my Director said to me,
**"Write down 7 nice things about yourself and
make them your affirmations!"**

On the 8th day of Christmas my Director said to me,
**"Call 8 women to book practice interviews or
appointments of any kind."**

On the 9th day of Christmas my Director said to me,
"Send a note to 9 people telling them how they are special to you."

On the 10th day of Christmas my Director said to me,
**"Say your affirmation 10 times or offer your Business Card
to 10 people."**

On the 11th day of Christmas my Director said to me,
**"Hand out 1 Business Card, Give 2 Satin Hands treatments,
Make 3 booking Attempts and follow up on
5 booking/recruiting prospects."**

Whew!!! Hang in there, almost done!!

On the 12th day of Christmas my Director said to me,
**"Hand out 4 Business Cards, make 6 Business Phone Calls,
Book 1 Practice Interview and TAKE 1 HOT BATH.
Then call ME, your Director!!
YOU DID IT!!!"**

How much would you like to make extra for your holiday gift-giving this year? Did you know there is a very **SIMPLE FORMULA** (*below*) that can help you to make it happen, simply by adding a little activity each week, which is easily done during the **hottest selling season of the year**.

Debt-Free Holidays Formula

Thank you, Director Carol Kitchen

1. **Multiply what you want to earn for a debt-free holiday season x 2.5** (Multiplying by 2.5 figures in the 60/40 split; 50% reorder of products reinvestment; 10% supplies; 40% pay yourself).
2. **Take that number and divide it by #weeks until Christmas, Hanukkah, etc ____**. That is how much you'll want to sell each week until then.

Example:

Let's say you want to earn an extra \$1000

- Multiple \$1000 x 2.5.
- That gives you \$2500.
- Divide that by #weeks left until Christmas, Hanukkah ____ (or whenever you'll want to have the \$\$ by).
- That is how much you'll want to sell each week from now until then.

Currently there are **15 weeks left** until the end of December. Could you imagine earning an **extra \$1000** between now and then simply by selling an extra \$166 more a week? That sounds like a plan! How about \$2000, and even more?

Print this off and make your calculations. Then put the **extra \$\$** amount you are working towards in front of you at your kitchen counter, at your bathroom mirror, in the dash of your car, everywhere. **Plan your work and work your plan**, using your weekly accomplishment sheet and your weekly planning sheet for a debt-free holiday season!

What a blessing that we have the opportunity to make extra income in and around the things that we're already doing, while building a long-term legacy for ourselves, our families, as well as offering the same opportunity to others.

We indeed are at the right place at the right time for such a time as this!

Because **YOU** are an Independent Beauty Consultant
with **Mary Kay Cosmetics**

**YOU HAVE
THE POWER!**

December 2013



Sun	Mon	Tue	Wed	Thu	Fri	Sat
1	2	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 Christmas Party Rogers, AR Olive Garden 6:30 pm	13	14
15 End of Star Quarter	16	17 Christmas Party in Benton 6pm at Studio \$5 food charge! Bring an ornament for an exchange.	18	19	20	21
22	23	24 All Company & Branch Offices Closed.	25 All Company & Branch Offices Closed.	26	27	28
						
29	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.				

A good goal is like a strenuous exercise ~ it makes you stretch.
~Mary Kay Ash

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
Arielle Green	3	Karen D. Harris	5
Sandra J. Roberts	3	Jennifer L. Johns	5
Jean H. Smith	9	Gina M. Geurian	5
Tammy J. Huff	10	Pam Frost	3
Marla J. Elrod	16	Christy J. Horton	3
Cori G. Hildebrand	16	Cheri A. Lassiter	2
Hazell L. Martin	26		
Betsy Vaughn	28		
Rachael M Washington	28		
Dorothea A. Mencer	30		
Loni Williams	31		

Celebrate!!!



Christy's Queens

Christy Cox

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Highlights this Month:

October Results, November, 2013

- ◆ Quarter 2 Star Consultant Quarterly Contest (September 16 - December 15, 2013)
- ◆ All-Star Consultant Consistency Challenge (through June 15, 2014)
- ◆ Class of 2014 Offspring Challenge (through July 1, 2014)
- ◆ Fashion Week Challenge (October 1 - December 31, 2013)

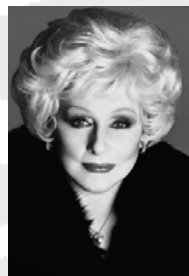


To the Exceptional...

Words of Wisdom

Your attitude will be the most significant factor in your success, for with the right attitude you can do everything wrong and still succeed. But with the wrong attitude you can do everything right and fail. So if you think you can, you can! But if you think you can't, you're right. The greatest undeveloped territory in the whole world is right under your hat.

~Mary Kay Ash



Have you heard?

It's time to

Earn your **GO RED!** **RED JACKET!**



So how do YOU go red? It's easy! All you need is 3 new team members! Here's why you want to earn your **Red Jacket**:

- ◆ Easy Wardrobe: No more deciding what to wear to meetings. The red jacket is on trend!
- ◆ Promotion: Red jackets are also on their way to driving free! All it takes to go on-target for your car is 5 team members!
- ◆ Leadership: Red jackets are the top 6% of our company. What other company allows you to move into a leadership position so quickly?
- ◆ Money: Receive a love check on the 15th of each month!

You can do this! You are ready for promotion so talk to everyone! Get those leads and I will help you close your potential team members!!

