



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
\$2,719.50

Sharing Queens



Pam Frost
1
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 \$1,800	Ruby \$2,400	Diamond \$3,000	Emerald \$3,600	Pearl \$4,800
CHRISTY COX	\$5,735.50	*****	*****	*****	STAR	STAR
LISA BAILEY	\$3,108.75	*****	*****	STAR	\$491.25	\$1,691.25
PAM FROST	\$2,750.50	*****	STAR	\$249.50	\$849.50	\$2,049.50
RACHAEL WASHINGTON	\$1,470.75	\$329.25	\$929.25	\$1,529.25	\$2,129.25	\$3,329.25
KAREN HARRIS	\$1,273.00	\$527.00	\$1,127.00	\$1,727.00	\$2,327.00	\$3,527.00
KELSIE WORKS	\$609.00	\$1,191.00	\$1,791.00	\$2,391.00	\$2,991.00	\$4,191.00
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
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

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 November 30th — this will not reflect December orders or new team members.



Congratulations to Rachael on being a New Red Jacket, finishing her MBA, recruiting a qualified consultant and selling over \$2,300 retail with one week in sales over \$1,000!!!

Star Team Builders

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

Senior Consultants

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

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

Recruiter :Maria L. Ramirez
 Carolina Hernandez
 # Olga Vega



* 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
Tina L. Sears	BURLESON, TX	P. Frost
Kelsie R. Works	BENTON, AR	R. Washington

"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



13% Recruiter Commission Level

Christy R. Cox \$965.80

4% Recruiter Commission Level

Rachael M Washington \$26.54

Pam Frost \$13.75

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 important thing is not being afraid to take a chance. Remember, the greatest failure is to not try. Once you find something you love to do, be the best at doing it."
~Debbi Fields - Founder of Mrs. Fields Cookies

great Stocking Stuffers!

Last-minute shoppers are looking for some great ideas. Be a holiday hero! Don't forget to share *Mary Kay*® products perfect for stocking stuffers and last-minute gifts.

fun idea! Be on the lookout for great stocking stuffer ideas! You can share on your Mary Kay® Facebook Fan page. Facebook is a great way to reach your customers quickly. Remind them you have an assortment of last-minute treasures ready for them. They don't have to leave the house!

Sparkle and Drama

Mary Kay® Mineral Eye Colors
Four NEW Shades:
Sparkling White, Brilliant
Black, Glistening Gold,
Shimmering Lilac



Get Organized

Travel Roll-Up Bag (unfilled)



Lash Bash

Mary Kay® Lash & Brow
Building Serum™



Lip Service

Mary Kay® True
Dimensions™ Lipstick
(Shade shown:
Wild About Pink)



Great Skin Every Day

MkMen® Skin Care Gifts



MkMen® Advanced Eye Cream

\$26

MkMen® Face Bar

\$12

MkMen® Shave Foam

\$12

MkMen® Cooling After-Shave Gel

\$14

MkMen® Advanced Facial Hydrator Sunscreen Broad Spectrum SPF 30*

\$22

Beauty Star

Mary Kay® Cream
Eye Color and Cream
Cheek Color

\$14 each



Love Your Style

Mary Kay At Play™ holiday sets, including limited-edition® Just for Eyes Eye Shadow and Just for Lips Lip Gloss

\$10 each



The Key to Winning a Gold Medal!

From Executive NSD Emeritus Mollye Morrow

The precious Gold Medal is the most prestigious award in all of Mary Kay! All you do is share your opportunity with five people in one calendar month to win the Gold Medal! The Consultants' Agreements must be in the branch office by the last working day of the month. You may say "How do I win a Gold Medal?"

Here's how!

- Decide "Yes, I can and I will win a Gold Medal this month."
- Plan your work and work your plan. Since the best recruits are found at Skin Care Classes, it starts with booking your Skin Care Classes. Book seven every week so you will hold five.
- Do the 4-Point Recruiting Plan at every Skin Care Class.
 - Before the Skin Care Class, ask the hostess, "Who is coming today who might be interested in doing what I do?" Feed her mind: someone who is at home with children; someone who is so busy they couldn't possibly fit another thing into their lifestyle; someone who is looking for part-time work.
 - Put on a crackerjack recruiting talk at the end of your Skin Care Class.
 - Select one person at every Skin Care Class and offer her your career.
 - Offer the hostess a merchandise gift (about \$10) for any person suggested who is accepted by the Company and becomes a qualified Consultant. Don't forget to ask her!
- Do at least five interviews each week.
 - Make a list of all your prospects with their phone numbers on it. A suggestion is to put them on 3 x 5 index cards on a key ring. This is great because you have them in your purse with you at all times.
 - Set up appointments for this week only.
 - Invite guests to Success Meetings every week — pick them up. Tell them on the way over that they will learn everything they need to know about the Mary Kay Career tonight in order for them to make an intelligent decision about coming into the Company. Don't keep it a secret that you are trying to recruit them. Let them know how great you think they are. Don't run out after the meeting, Debut, or whatever you take them to. Bring them up to introduce them to the Directors personally. Make a fuss over them. Everyone loves to be "made over." You do not think they are great or else you wouldn't have asked them.
- 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!

We Invested in Product Last Month!

Pam Frost	\$2,719.50	Marla J. Elrod	\$232.50
Rachael Washington	\$1,340.75	Debra G. Hobbs	\$230.00
Lisa L. Bailey	\$1,130.50	Megan E. Smith	\$215.50
Karen D. Harris	\$774.50	Melody P. Warrick	\$79.00
Kelsie R. Works	\$609.00	Gina M. Geurian	\$64.00
Melissa K. Wogoman	\$343.75	Ashley D. Mosley	\$54.50
Maria L. Ramirez	\$326.00	Lauren B. Dickey	\$53.00
Tory Angell	\$317.00		



Evening Sparkle!

Provide your customers with effortless shopping fun by sharing looks to celebrate this holiday season in style. Show them how to create the makeup artist looks by sharing the *Holiday Look Book* or direct them to marykay.com or your Mary Kay® personal website.



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	\$8,400.00	\$4,305.00	\$12,705.00
2	Lisa L. Bailey	\$6,803.50	\$1,360.00	\$8,163.50
3	Rachael M Washington	\$4,359.50	\$1,290.00	\$5,649.50
4	Karen D. Harris	\$3,280.00	\$829.00	\$4,109.00
5	Maria L. Ramirez	\$2,537.00	\$233.00	\$2,770.00
6	Kelsie R. Works	\$1,483.00	\$490.00	\$1,973.00
7	Carolina Hernandez	\$1,619.50	\$0.00	\$1,619.50
8	Debra G. Hobbs	\$1,470.00	\$140.00	\$1,610.00
9	Misty Thresher	\$1,577.00	\$0.00	\$1,577.00
10	Heather D. Fowler	\$1,349.00	\$0.00	\$1,349.00

Tops in Team Building

	Recruiter	New Team Mbrs	YTD Comm
1	Maria L. Ramirez	1	\$31.99
2	Rachael M Washington	1	\$24.36



From the Desk of Your Director

Happy Dazzling December Divas!

Congratulations to NEW RED JACKET Rachael Washington & her team!!!! Soooo thrilled for all of you!!! Way to be a blessing!!! Thank you for sharing the product and sharing the opportunity! We had a NOVEMBER to REMEMBER for it was the BEST NOVEMBER in the HISTORY of Christy's Queens with over \$12,000 in Unit WS Production! Pam Frost Maxed out her Double Credit earning her \$8,000 retail pushing herself towards the Seminar Stage! So proud of Lisa Bailey Sold over \$2,377 Retail with about 20 Faces (exactly 15 faces the 1st 15 days of the month earning her a Perfect Star)! So proud of Rachael Washington sold over \$2,342 Retail with about 20 Faces! Congratulations to our ON-Target Star Consultants: Pam Frost, Lisa Bailey, Rachael Washington, Karen Harris, Maria Ramirez, and Kelsie Works. Congratulations!

This is a month to reflect, celebrate, and SELL SELL SELL! Everyone is shopping so they might as well be shopping with YOU! Who else will take better care of them than YOU?! If you participated in PCP or were a Star Consultant, you got to order all the fantastic NEW PRODUCT EARLY!! Order 1 of everything for you, some for Christmas gifts, and some for your MK store because these are already flying off my shelves! I'm calling this our Dazzling December to Remember because I know this will be our BEST MONTH EVER! I've been assigned to your success and I want you to be experiencing 2 things in your MK business....1) HAVE FUN!! 2) MAKE \$\$! It's that simple. I have a couple of things planned for us to motivate and encourage you to do just that!

- 1) Build your MoJo challenge! Add 10 new customers (who have never bought from you before) and 1 new qualified team member (1st order is 600+) this month for special time with ME! Who's in??! What a way to start the NEW YEAR with MOMENTUM!
- 2) Our Gold Club prize for 650+ orders this month is full of SpArKliNg Surprises for you, from New Orleans!! I'll be bringing back a bit of the glamour & glitz for YOU from New Orleans!
- 3) GET BUSY WITH THE BOX! Our new TimeWise Repair VoluFirm is PHENOMENAL and will change everything about your business! When you sell 5 VF boxes you will have \$1000 in your pocket, or \$500 profit! How could that help you at Christmas time?! How about paying CASH for Christmas? Ask everyone... Botox or the Box?? heehee :) Watch your sales SOAR!! **** MAKE SURE to REGISTER for NEW YEARS' KICK OFF on dfwstars.com if you haven't yet!!!! It will PROPEL & IGNITE your NEW YEAR to NEW LEVELS!!! This is such a special month in so many ways and I can't wait for you to have such success in your business that you see it as the GIFT that it is! Share the GIFT of this opportunity with everyone within 3 feet of you! Sparkle and shine!! You are MY gift! Hope your Holidays are SO merry & bright! I love having you in my life! This Teacup Story & teabag is for you, to enjoy a little moment with the Father and the MANY ways He has blessed us all with favor & grace! Merry Merry! You ladies Rock! If you are ordering for customers or your personal use all orders must be in by December 13th to insure delivery for Christmas.

Working with Accountability!

11/3 - 11/9

Lisa Bailey \$332.00 with 4 Faces
Deb Krajceck \$723.00 with 0 Faces
Rachael Washington \$518.00 with 6 Faces

11/10 - 11/16

Lisa Bailey \$259.00 with 3 Faces
Karen Harris \$472.00 with 0 Faces
Deb Krajceck \$450.00 with 10 Faces
Rachael Washington \$1,033.00 with 10 Faces

11/17 - 11/23

Lisa Bailey \$849.00 with 6 Faces
Karen Harris \$641.00 with 3 Faces
Deb Krajceck \$803.00 with 6 Faces
Rachael Washington \$226.00 with 3 Faces

11/24 - 11/30

Lisa Bailey \$537.00 with 10 Faces
Rachael Washington \$570.00 with 2 Faces

Changes to Minimum "Active" Status Order Amount and Independent Sales Director Monthly Unit Production Requirements Published 12.01.13

At Seminar 2013, Mary Kay President U.S. Darrell Overcash shared the possibility and the rationale for raising both the Independent Beauty Consultant activity requirement minimum and the monthly Independent Sales Director minimum unit production requirement. After careful consideration, the decision has been made to raise the minimum "active" status order amount from \$200 to \$225 in wholesale Section 1 orders effective March 1, 2014. This allows Beauty Consultants to achieve and maintain "active" status, and qualify for the Earned Discount Privilege for the month in which the order is placed, and in the two calendar months that follow. You can read more about it in the January 2014 issue of Applause® magazine that mails this week.

Also, with the modification to the Independent Beauty Consultant activity requirement, the monthly minimum unit wholesale production requirement for Independent Sales Directors will increase from \$4,000 to \$4,500 each month effective March 1, 2014. The last changes to these requirements were made decades ago; however, moving forward we'll review the requirements more frequently to help maintain the viability of the Mary Kay opportunity, and to help support the Company's continued growth in the future.

DFWstars.com presents:

New Years Kick-Off 2014

Start 2014 with a BANG!

Put the holiday distractions
behind you and get
LASER FOCUSED
to CLAIM YOUR SPOT on the
GREAT WALL OF MARY KAY!

Saturday, January 4, 2014

9:00am - 4:00pm

(one hour break for lunch; meal not included)

DFW Marriott Solana Hotel
5 Village Circle, Westlake TX 76262

NO REFUNDS - TRANSFERS OK



FEATURING:

NSD Julia Mundy

Million Dollar Sales Director

Melissa Hennings

Top Sales Directors

Jennifer Sloan and Jeannie Helm

The Mundy Area Sales Directors

Register online at: www.DFWstars.com

\$20

UNTIL DEC 31, 2013

or \$25, JAN 1 - 3, 2014

LIMITED SEATING!

Register online at:

www.DFWstars.com

sponsored by:



CHIP MUNDY REAL ESTATE GROUP

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your virtual assistant solution

www.SuperStaff.biz

Million DOLLAR MESSAGE

**PINK
WEEK!**
Dec. 2nd -
Dec. 7th

**ONE
WEEK!
ANY DAY!**

Call in to this 24/7 recorded line between December 2nd through December 7th to hear more information about the Mary Kay Career Opportunity! A different Top Mary Kay Sales Director will share each day.

CALL: **641-715-3900** EXT: **44336#** ✨



MONDAY

Krystal Walker
Executive
Sr. Sales Director
From Frisco, TX



TUESDAY

Amber Towne
Future Executive
Sr. Sales Director
From Booney Lake, WA



WEDNESDAY

*Jordan Helou
Eicher*
Sr. Sales Director
From Charlotte, NC



THURSDAY

Kristin Sharpe
Executive
Sr. Sales Director
From Sugar Hill, GA



FRIDAY

*Kali DeBlander
Brigham*
Future Executive
Sr. Sales Director
From Pensacola Beach, FL



SATURDAY

Tiffany Stout
Future Executive
Sr. Sales Director
From Roseville, CA

January 2014



Sun Mon Tue Wed Thu Fri Sat

December 10th, Tuesday - 6:00 PM Pre-Holiday Makeovers Recognition/ Training with Consultants
 December 12th - Christmas Party in Rogers, AR Olive Garden
 December 17th, Tuesday - 6 PM Faces, Adopt a Grandparent, Dinner at 7PM, Mid Year Awards and Ornament Swap & Benton Christmas Party - spouses welcome
 December 19th, Thursday -10AM StoneyBrook, Benton, AR, Deliver Adopt a Grandparent gifts
 December 24th & December 31st - NO MEETING - Merry Christmas & Happy New Year!!

1 All Company & Branch Offices Closed. Postal Holiday. 2 3 4

5 6 7 Celebration Station 6pm New YEAR NEW YOU Cupcakes and Makeovers 7pm-- Jeans & Dreams night (dress casual- bring goal poster materials, snack, notebook) Leaders Launch (those adding new consultant in December) 8 9 10 11

12 13 14 15 16 17 18

19 20 Martin Luther King Jr. Day. Postal holiday. 21 22 23 24 25

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.

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
Maria L. Ramirez	2	Cori G. Hildebrand	2
Colby L. Denson	4	Barbara B. Brown	2
Jennifer L. Johns	5	Amber D. Stewart	2
Michelle A. Clark	9		
Christy R. Cox	11		
Amber D. Stewart	24		
Tory Angell	25		
Sarah Hobson	27		
Kelsie R. Works	27		

Celebrate!!!



Christy's Queens

Christy Cox

Sales Director
6286 Pierce Manse Loop
Benton, AR 72019

Phone: (479) 366-6370

Email: christyrcox@marykay.com

Unit Website: www.christysqueens.ws

Highlights this Month:

November Results, December, 2013

- ◆ Quarter 3 Star Consultant Quarterly Contest (December 16, 2013 - March 15, 2014)
- ◆ All-Star Consultant Consistency Challenge (through June 15, 2014)
- ◆ Class of 2014 Offspring Challenge (through July 1, 2014)
- ◆ Fashion Week Challenge (Oct. 1 - Dec. 31, 2013)
- ◆ December Ordering Incentive (Dec. 1 - 31, 2013)
- ◆ DIQ Free Suit Promotion (Dec. 1, 2013 - July 1, 2014)



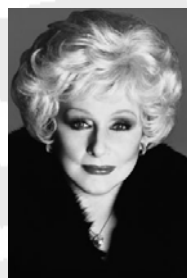
To the Brilliant...

Words of Wisdom

I sincerely believe that faith is an important part in anything we undertake. We can indeed do great things when we believe.

Everyone has obstacles to overcome, but those with great faith can conquer whatever stands in the way.

- Mary Kay Ash



This One Woman Can™ Globe Can Be Yours!

Dec. 1 - 31, 2013



Welcome to the world of Mary Kay, where fabulous prizes and surprises are a part of your successful journey! As a brand-new Mary Kay Independent Beauty Consultant, this exclusive keepsake ceramic hinged box commemorating the Mary Kay 50th Anniversary year could be yours when you place a single \$400 or more Section 1 wholesale order during the month of December 2013!*

Here's how it works:

- Independent Beauty Consultants whose new Independent Beauty Consultant Agreements are received and accepted by the Company in November or December 2013 and who place a single \$400 or more Section 1 wholesale order during the month of December 2013 will receive a beautiful One Woman Can™ globe in their qualified order.
- Limit one globe per new Independent Beauty Consultant only while supplies last.

For 50 years, Mary Kay Independent Beauty Consultants around the globe have been enriching women's lives™ in countless ways. This globe honors the difference one woman can™ make and celebrates Mary Kay's phenomenal success and heritage. It features a crystal front closure and measures 2½" in diameter. When you qualify, the globe will be shipped with your order. Please note that the globe is only available while supplies last. Be sure to get yours now so you don't miss out!

**Limit one globe per Independent Beauty Consultant while supplies last.*