



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  
\$2,154.75

## Sharing Queen



Position  
Available!!

# Christy's Queens

*On-Target Star Consultants!*



March 16 - June 15, 2013

Consultant Name	Current Wholesale Production	—Wholesale Production Needed for Star—				
		Sapphire	Ruby	Diamond	Emerald	Pearl
CHRISTY COX	\$3,621.75	****	****	****	STAR	\$1,178.25
PAM FROST	\$3,003.00	****	****	STAR	\$597.00	\$1,797.00
LETTIE DONNELL	\$895.25	\$904.75	\$1,504.75	\$2,104.75	\$2,704.75	\$3,904.75
TAMARA SCOTT	\$872.50	\$927.50	\$1,527.50	\$2,127.50	\$2,727.50	\$3,927.50
FELICIA PRUSS	\$806.50	\$993.50	\$1,593.50	\$2,193.50	\$2,793.50	\$3,993.50
MELODY WARRICK	\$772.00	\$1,028.00	\$1,628.00	\$2,228.00	\$2,828.00	\$4,028.00
HOLLY HIGGINS	\$727.50	\$1,072.50	\$1,672.50	\$2,272.50	\$2,872.50	\$4,072.50
SARAH REBOLLOZO	\$682.25	\$1,117.75	\$1,717.75	\$2,317.75	\$2,917.75	\$4,117.75
LEIGH BUCHANAN	\$623.00	\$1,177.00	\$1,777.00	\$2,377.00	\$2,977.00	\$4,177.00
MEGAN SMITH	\$601.25	\$1,198.75	\$1,798.75	\$2,398.75	\$2,998.75	\$4,198.75
ERIN ATWATER	\$600.75	\$1,199.25	\$1,799.25	\$2,399.25	\$2,999.25	\$4,199.25
STACI GOAN	\$600.75	\$1,199.25	\$1,799.25	\$2,399.25	\$2,999.25	\$4,199.25
MISTY THRESHER	\$484.00	\$1,316.00	\$1,916.00	\$2,516.00	\$3,116.00	\$4,316.00
JULIA TURLEY	\$480.00	\$1,320.00	\$1,920.00	\$2,520.00	\$3,120.00	\$4,320.00
KIMBERLEY CONDON	\$470.50	\$1,329.50	\$1,929.50	\$2,529.50	\$3,129.50	\$4,329.50
MARIA RAMIREZ	\$447.00	\$1,353.00	\$1,953.00	\$2,553.00	\$3,153.00	\$4,353.00
OLGA VEGA	\$431.00	\$1,369.00	\$1,969.00	\$2,569.00	\$3,169.00	\$4,369.00
KAREN HARRIS	\$421.25	\$1,378.75	\$1,978.75	\$2,578.75	\$3,178.75	\$4,378.75
RACHAEL WASHINGTON	\$413.00	\$1,387.00	\$1,987.00	\$2,587.00	\$3,187.00	\$4,387.00

*Congrats 3rd Quarter Stars!*

Contest Ended March 15th, 2013



**PEARL**  
Christy R.  
Cox



**DIAMOND**  
Pam  
Frost



**RUBY**  
Rachael M  
Washington



**SAPPHIRE**  
Karen D. Harris



**SAPPHIRE**  
Sara A. Ashcraft

# Spotlight on Team Builders!

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

## Team Leaders

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

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

## Senior Consultants

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

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

Recruiter :Cheri A. Lassiter  
 Tracy A. DeLeon  
 Lauren B. Dickey  
 \* Cassie Dunn  
 \* Cori G. Hildebrand  
 # Dorothy A. Davis  
 # Jeannette Eberhardy  
 # Karen M. Reeder

Recruiter :Maria L. Ramirez  
 Olga Vega

Recruiter :Katherine Roberts  
 Brittany Kennedy  
 Misty Thresher  
 \* Robin Brown  
 # Heather N. Bass  
 # Charlotte Brammer  
 # Ashley M. Brazil  
 # Holly Breaux  
 # Sydney Hoffman

Recruiter :Heather M. Rogers  
 Amber D. Stewart

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

\* 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.

# Working with Accountability!



Unlock  
your passion

5/12-5/18

Pam Frost-\$469

Karen Harris-\$291

Rachael Washington-  
\$203

Melody Warrick-\$600

4/28-5/4

Pam Frost \$524

5/5-5/11

Pam Frost \$447

Karen Harris \$311



5/19-5/24

Pam Frost-\$317

Karen Harris-\$198.50

Rachael Washington-  
\$302

Sarah Ashcraft-\$100

Tamara James- \$240

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



*Thank You from Mary Kay*

"Love Check" Commissions for Personal Team Building



*13% Recruiter Commission Level*

*Christy R. Cox \$845.62*

*9% Recruiter Commission Level*

*Rachael M Washington \$65.90*

*Pam Frost \$18.09*

## Team Building Tip of the Month!

Have you ever wondered what to look for in a new team member? Here's a checklist of attributes that could be helpful for a new team member. If the answer is YES to these questions, you may have an excellent new prospective team member!

1. Does she use Mary Kay products? If not, you'll want to book her in a class.
2. Is she a woman of her word? Does she return phone calls? Does she show up when and where she says she will? Is she honest?
3. Does she have a warm heart? Does she like people?
4. Is she someone you would enjoy spending time with?
5. Does she want to grow and improve in some area of her life? Does she want to improve her self-esteem, earn more money, have more fun, learn new things or make new friends?
6. Would you be proud to personally introduce her to your Independent National Sales Director?

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



# Are you up for the challenge?

by NSD & Million Dollar Director Tammy Crayk

Imagine your 50% profit being over \$1600 for 1 week! HOLY COW! There are REAL Women out there doing this with their Mary Kay businesses! I was so inspired by this story that I'm passing it along!

This Consultant did 55 faces in just 18 work hours, for a face average of \$51 and an hourly income of \$89, she was a STAR Consultant and kept a great paycheck!!

First, she made a list of 25 people, and then she called them all and said: "I am building a portfolio of before and after pictures of models and my goal is 100 by the end of February. I think you'd look so good in my book that I'd like to feature you, so could you do that?" Then she said, "I'm looking for different face shapes, skin tones and hair color, and of course, I need lots of faces this week, so if you know anyone who could come with you, that would be WONDERFUL! I have 12 places for ladies in each time slot, so if you could just bring one, or even two, that would be so helpful! What do you think? Who could you bring?" No one turned her down to be in her book, and some even brought a friend!

## Her sales and faces were:

4 faces Monday - \$250 in sales	9 faces Tuesday - \$203 in sales	7 faces Wednesday - \$177 in sales
12 faces Thursday - \$531 in sales	7 faces Friday - \$867 in sales	20 faces Saturday - \$1074 in sales

Notice how her sales at the end of the week were higher than the first of the week?? I believe that is because her momentum built and her confidence increased. It was thereby reflected in her sales. As she said, "I started thinking of how many times over the past few years "I tried" to do 30 faces in a month or how many times I "tried" to schedule a high number of classes in a week and how many times it did not work out." But you know what? She has not given up, and in Mary Kay the only way a person can fail is to quit. Mary Kay has told us that numerous times. What was the difference this time? Why did people say "yes" when she had tried so many times before???

1. She made a decision that she was going to be successful - no matter what.
2. She didn't let herself even feel the fear. You leave your comfort zone to change someone else's life.
3. She used her family as a reason. She used her financial situation to her advantage. Instead of getting stressed over bills, she decided to "do" something about it.



## Celebrate 50 with the commemorative One Woman Can™ necklace!

June 1-30, 2013

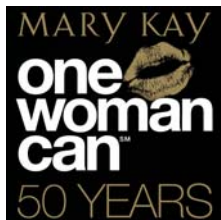
### Earn this necklace in June 2013!

This beautiful keepsake necklace commemorating the Mary Kay 50th Anniversary year can be yours when you place a single \$400 or more Section 1 wholesale order during the month of June 2013!\*

The crystal-studded pendant features two interwoven circles that represent the story of one woman (small circle) who created an opportunity that is shared by women around the world (large circle).

The polished rhodium-tone intertwined circles are accented with the Mary Kay® logo and clear, brilliant-cut crystals topped with a brilliant-cut cubic zirconia.

The necklace comes on an 18" chain with a 2" extender. When you qualify, the necklace will be shipped with your order.



**One Woman Can™ be YOU!**

*\*Limit one necklace per Independent Beauty Consultant*



## Premier Club Plus Car Promotion Extended!

With such a positive response for the Premier Club Plus Car promotion, it's been extended through September 2013! Rev your engines for the opportunity to earn the use of a 2013 Ford Mustang.

# We Invested in Product Last Month!

<i>Pam Frost</i>	\$2,154.75	<i>Ashley D. Mosley</i>	\$203.50
<i>Melody P. Warrick</i>	\$772.00	<i>Amanda E. Plummer</i>	\$202.50
<i>Staci D. Goan</i>	\$600.75	<i>Lettie J. Donnell</i>	\$201.75
<i>Karen D. Harris</i>	\$421.25	<i>Kim Woods</i>	\$201.00
<i>Rachael Washington</i>	\$413.00	<i>Krista N. Arnold</i>	\$201.00
<i>Ashley A. White</i>	\$387.25	<i>Misty Thresher</i>	\$124.50
<i>Debra G. Hobbs</i>	\$274.00	<i>Sarah M. Rebollozo</i>	\$66.00
<i>Tamara K. James</i>	\$242.25	<i>Susan M. Jarrett</i>	\$54.00
<i>Carla D. Stracener</i>	\$236.25	<i>Misty R. Lowe</i>	\$51.00
<i>Tamara Scott</i>	\$220.50	<i>Brittany Kennedy</i>	\$18.25
<i>Tracy A. DeLeon</i>	\$206.75	<i>Lauren B. Dickey</i>	\$18.00
<i>Loni Williams</i>	\$204.00		



**Gina earned her  
Pearls!  
Who's next?**



*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
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## Tops in Team Building

Recruiter	New Team Mbrs	YTD Comm
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The Earners of these positions will be announced at  
the End of the Year Awards Potluck  
(Local Gals spend your MK\$ on the Auction)

- ◆ Rogers, AR-Thursday, July 11th at the Mainstay Suites
- ◆ Benton, AR-Tuesday, July 9th at the Celebration Station

# From the Desk of Your Director

The Raining Red promotion is in full swing for you to earn your FREE Red Jacket, so stay focused on NEW appointments and SHARE the opportunity! So proud of our **NEW TEAM LEADER Rachael Washington**, who has 4 Qualified New Team-mates in the Raining Red promotion! Rachael has the most in the Share the Wealth Promotion! Pulling for her and her prospective team-mates to win the \$500 Cash Drawing in the NSD, Sharon Bucks AREA promotion! Who is next? So proud of **Pam Frost** for completing the **Sapphire Go-Give Area Princess Court** with over \$20,000 sold in Retail Production and in the \$1,000 Drawing. She has also been a **STAR CONSULTANT (12 Quarters) EVERY QUARTER SINCE SHE JOINED our Team.**

It's JUICY JUNE!!! We have Juicy Gigantic Goals for June to finish our year! We only need 48,000 wholesale this month to complete our Cadillac goal! Whoop! It's NOT too much for the Lord & us.....just gives MORE great reasons to BLESS MORE GIRLS this month! It will TAKE US ALL....OUR VERY BEST....& I KNOW we are up for the challenge! They haven't seen our BEST YET! YOU are THE DIFFERENCE MAKER! The NEW STAR QUARTER begins June 16th, so Go For the Gold & set your sights HIGH! You can do it! Beat your BEST!

Our goal is 20 new team members this month and \$48,000 in production "20/20 Vision," which will totally get you to YOUR NEXT LEVEL! I'm thinking something 'Juicy' for all you who add 3 qualified?!?! I've already done the shopping & your prize awaits you for our end of the year AWARDS! In 2 Kings 13, we read the story of only a partial victory, a 'what might have been' example if only the king hadn't given in & stopped trying! God gives us all chances to win, but it's YOUR COMMITMENT that determines the SIZE of your VICTORY! People of impact live with the mindset that they serve, work, & play WHOLEHEARTEDLY! Bite off more than you can chew, & chew as fast as you can! No matter what, don't stop chewing!!!

What I know is...God's plan for your life FAR EXCEEDS the CIRCUMSTANCES of your day, and the voice in your head that says 'you can't do this' IS A LIAR!!! Sooooo...get on your knees & pray, then get on your FEET and WORK! The team needs YOU! EVERYBODY COUNTS! Looking for 1 DIQ in June....will you let it be YOU.!? Go girls Go! It's SHOWTIME! LOVE YA TO THE MOON & back!

*Christy*

## Now's the time to go for the **GOLD!**

In honor of our 50th Anniversary... let's finish this MK Seminar Year (ends June 30th) with our **BEST YEAR EVER.. \$400,000 Circle of Achievement!**

I know we can do it when each of you strive to have YOUR BEST MONTH EVER! We need our BEST MONTH in production...\$29,000 this month to make it happen. I know WE CAN DO IT!

*Here's some fun incentives for you as appreciation gifts for what you'll accomplish this month:*

For Selling/Ordering: **See the attached flyer** (There's a place for all to win from \$250-\$2000!)

For Sharing the MK Opportunity: **Girl Time... Pedicures!!**

**4 SHARINGS** (if new, with your director...guests to meetings, telephone sharing, or face to face)= 1/2 PRICE PEDICURE!

**8 SHARINGS**= TREATED TO PEDICURE (we'll go as a group!!)

For Faces: **POWER START (30 FACES) - Treated to MANICURE!**

From all this activity.... we will achieve our theme this year: **MOVE!**

So many of you will be moving UP...moving ON... AND moving OUT! This month! Go for it!

## Following One Course Until Successful

Our UNIT is UNDER Operations **PINK Cadillac**

Consultant Incentive

Monday, February 18, 2013-June 30, 2013

**Drawing July 1st on Conference Call at Midnight to be paid out July 15th!**

\*For each customer that buys \$250 retail, the consultant receives a bangle bracelet (SO FAR Earning Bangles: (1) Karen Harris, (1) Nita Henson, (1) Amber Stewart, (3) Rachael Washington, (1) Melody Warrick and (3) Loni Williams ).

\*\*For each 5 customers that buy \$250 retail, the consultant has their name entered into the cash drawing so far: **Pam Frost(6)**, who's joining her??? WE must have 3 people in drawing to give \$2,000 cash away! Must have 12 people in the drawing to give away \$3,500 CASH!

\*\*\*For each 10 customers that buy \$250 retail, the consultant receives \$100 in retail product off my self of their choice! (FYI-Christy Cox-16)

Cash Drawing, July 1st

1-\$1,000 Winner

2-\$500 Winners

4-\$250 Winners

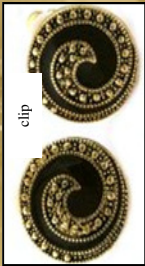
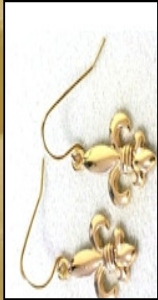
5-\$100 Winners

12 winners \$3,500 Cash given away!

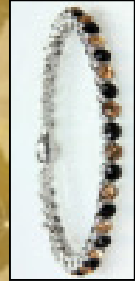
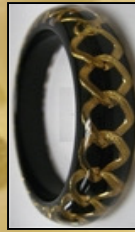
\*Stay focused on your 100 IPAs & 100 faces by June 30th....they are your TICKET to the MAGICAL WONDERLAND of MOMENTUM! Equipping & empowering women to MOVE forward to all God has called them to be as we build Leaders that Last! "In Him, we live and MOVE and have our being.." Acts 17:28.

# Go for the Gold!

**\$250 wholesale and  
earn a pair of these earrings!**



**\$450 wholesale and  
earn a bracelet!**



**\$650 wholesale and  
earn a business card case or  
iPhone 4s case!**



**\$850 wholesale and  
earn a seminar evening bag!**



**\$1050 wholesale and  
earn Bling Colorful Lips Shirt  
Or a pair of earrings  
and a evening bag!**



**\$1500 wholesale and earn lips shirt  
a pair of earrings and a evening bag**  
  
**\$2000 earn the whole page\***  
**\*earrings, a bracelet, business card case or iPhone 4s case  
choice of a evening bag, and a tee shirt!**

Promotions are based on items that are currently available from suppliers. However, markets change, back orders can occur or a supplier can discontinue items without our knowledge. If this occurs we will work diligently to find acceptable substitution. There might be a slight variation of style and color due to dye-lot issues and availability.

**\*\*Wanting to move up in your MK Biz?**

Scheduling "**Summer Bashes**" to show with you & your customers the new summer line.

**Let me know if you want me to come your way!**

TUESDAYS.... at "Celebration Station," MK Studio 1210 Hot Springs Hwy, Benton (exit 117 off I-30 across from the Waffle House). Please RSVP your guests by 2PM.

**JUNE CALENDAR:**

June 11--6:30pm **Fun in the Sun Makeovers and Body Care**(learn about Sun-care and Father's Day Ideas)

7:45 Consultant Girls Night Out- Special Guest Speaking on Money Management(Guests and Spouses welcome).

June 13--(Thurs) 6:30-7:25- **Rogers, AR- Flip Flops and Lemon Drops(Waterless Pedicures) @ Mainstays Suites**, 301 South 45th Street, Rogers, AR, 72758, Consultants, Bring a Hand-towel for each foot and one beach towel. Can someone brings cookies and someone bring fruit? Please message me. I will be available from 3-5 for drop ins and sharing the opportunity. 5PM we can all go share a meal together.

June 18--6:30 pm **Flip Flops and Lemon Drops (Waterless Pedicures)** Consultants, Bring a Hand-towel for each foot and one beach towel.Can someone brings cookies and someone bring fruit? Please message me.

7:45 Consultant Girls Night Out

June 25--6:30pm Sensorific Party-learn about all our fragrances with PIZZA and POSSIBILITIES \$5 for pizza and \$5 for room rent

7:45 Consultants Girls Night Out

**Summer at A Glance**

July 2nd--Summer Dinner and a MakeOver

**July 8th or 9th--(TBA) End of the Year AWARDS at Graystone in Hot Spring Mansion! ALL Consultants and their spouses welcome! Our Future Executive Sales Director, Brenda Gibson and Brenda's Bees Hosting (please text me your vote)! \*\*\*All out of town consultants can sleep over at Brenda's.**

July 11th--End of the Year Awards in, Rogers, AR

July 15th--Pizza and Possibilities \$5 for Pizza and \$5 for room rent

GOAL Poster and Focus Folder with Randy Cox

July 23rd-Summer Dinner and a makeover

I will be in Dallas for Seminar July 26-July 31st(along with Our Red Jackets: Pam Frost, Rachael Washington and Karen Harris who has been on my TEAM since we were a UNIT in qualification 4 1/2 years ago).



# July 2013



Sun Mon Tue Wed Thu Fri Sat



1

New Seminar Year Begins!

2 Unit Meeting "Celebration Station" 6:30-8:30 PM Summer Dinner and a MakeOver

3

4 Seminar 2013 Registration ends. Independence Day.



5

6

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9 Unit Meeting "Celebration Station" 6:30-8:30 PM

10

11 End of the Year Awards in, Rogers, AR

12

13

14

15 Pizza and Possibilities

16 Fall/Holiday 2013 PCP online enrollment begins.

17

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20

Unit Meeting "Celebration Station" 6:30-8:30 PM

21

22

23 Unit Meeting "Celebration Station" 6:30-8:30 PM Summer Dinner and a MakeOver

24

25

26

27

Christy in Dallas at Seminar!

28 Sapphire Seminar begins.

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.

*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*

Christy in Dallas at Seminar!

## 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-9PM CST Unit Sharing the Opportunity (RSVP your guests) / NEW CONSULTANT TRAINING Dial -in Number 805-399-1000 Participant Code 327799# (if you miss it will be recorded) Playback Number 805-399-1099 same code 327799#

\*The consultant with the most guest(s) on the call will win a \$20 gift card! Starting with 3 guest(s) \*\*Your guest must be 18 or older, have tried the product and is your customer!

Birthdays	Day	Anniversaries	Years
Priscilla J Harrison	24	Nicole D. McClure	1
Kimberley M. Condon	26	Sydney Hoffman	1
Sara A. Ashcraft	28	Kelli Cole	1
Robin Brown	30	Ashley M. Brazil	1
		Della Nelson	1



## Christy's Queens

### Christy Cox

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Unit Website: [www.christysqueens.ws](http://www.christysqueens.ws)

### Highlights this Month:

#### May Results, June, 2013

- ◆ Quarter 4 Star Consultant Quarterly Contest (March 16 - June 15, 2013)
- ◆ Class of 2013 Offspring Challenge (through July 1, 2013)
- ◆ It's Raining Red Team-Building Challenge (March 1 - June 30, 2013)
- ◆ One Woman Can Necklace Promotion (June 1-30, 2013)



*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

