



Director
Christy
Cox

GOALS:

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

Wholesale Queen



Amber D. Stewart
\$612.00

Sharing Queen



Your Name Here
Next Month!

Christy's Queens

On-Target Star Consultants!

December 16, 2012 - March 15, 2013

Consultant Name	Current Wholesale Production	—Wholesale Production Needed for Star—				
		Sapphire	Ruby	Diamond	Emerald	Pearl
CHRISTY COX	\$2,244.25	STAR	\$155.75	\$755.75	\$1,355.75	\$2,555.75
KAREN HARRIS	\$876.50	\$923.50	\$1,523.50	\$2,123.50	\$2,723.50	\$3,923.50
MARIA RAMIREZ	\$655.00	\$1,145.00	\$1,745.00	\$2,345.00	\$2,945.00	\$4,145.00
AMBER STEWART	\$612.00	\$1,188.00	\$1,788.00	\$2,388.00	\$2,988.00	\$4,188.00
RACHAEL WASHINGTON	\$407.25	\$1,392.75	\$1,992.75	\$2,592.75	\$3,192.75	\$4,392.75

Congratulations 2nd Quarter Stars!

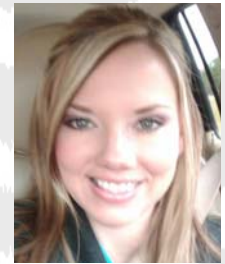
Contest Ended December 15th, 2012



PEARL
Christy R. Cox



DIAMOND
Pam Frost



DIAMOND
Rachael M
Washington



SAPPHIRE
Amber D. Stewart



SAPPHIRE
Karen D. Harris



SAPPHIRE
Cheri A. Lassiter

Spotlight on Team Builders!

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

Star Team Builders

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

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

Senior Consultants

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

Recruiter :Holly D. Higgins
 Barbara B. Brown
 Cheri A. Lassiter
 # Dajah Y. Gordon
 # Amanda R. Higgins
 # Elizabeth N. Higgins
 # Debbra C. Piatt
 # Ruth Westmoreland

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

Recruiter :Heather M. Rogers
 Amber D. Stewart
 # Kerri M. Quirin

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

Recruiter :Rachael M. Washington
 Yolanda R. Davidson
 * Kamesha T. Penny
 * Tori M. Tisdale
 * 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.

Working with Accountability!



Unlock
your passion

December 30-January 5

Karen Harris \$335

Deb Krajicek \$242

Rachael Washington \$115

Christy Cox \$750

January 6-12

Rachael Washington \$246

Christy Cox \$750

January 13-19

Karen Harris \$257

Holly Higgins \$33

Rachael Washington \$31

Christy Cox \$750

January 20-26

Amber Stewart \$440

Karen Harris \$364

Christy Cox \$750



January 27-Feb 2

Amber Stewart \$200

Christy Cox \$900

**Congratulations to
Cindy Hatcher, who won
\$500 Cash Drawing from
the Share the Wealth
Contest!**

Why not you this month?

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



Thank You from Mary Kay

"Love Check" Commissions for Personal Team Building



4% Recruiter Commission Level

Amber D. Stewart \$16.25

Cheri A. Lassiter \$16.02

Pam Frost \$11.19

Congratulations to the Queens who registered for
Career Conference. 50 is our goal!

50. Christy Cox, "the speed of the leader is the speed of the gang!"

49. Pam Frost

48. Karen Harris

47. Amber Stewart

Amen!



Team Building

Tip of the Month!

10 Commandments of a Successful Recruiter!

1. Always lead by example!
2. Attend all unit meetings—see that she is there with you.
3. Call, write, email or text her daily for the first 3-4 weeks.
4. Keep a friendly business relationship.
5. Always talk about profit level.
6. Always let her learn while you earn—take her with you to shows and classes.
7. Keep a 100% positive attitude.
8. Call your director if you need help to answer her questions.
9. Help her sponsor her first recruit.
10. Just as you never take credit for her successes, never take responsibility for her failures.



one woman can™

MAKEOVER CONTEST



**Grow
your business**

and have a chance to **WIN!**

MARY KAY ASH BELIEVED IN THE BEAUTY OF WOMEN AND THEIR ABILITIES TO MAKE A DIFFERENCE IN THE LIVES OF OTHERS.

Now you can help women transform themselves inside and out, grow your business and have a chance to win prizes! How fun is that? **Take the challenge to do at least 50 makeovers!**



Watch the video.

Go to marykayintouch.com for more info.

How to Create \$3,000 in Retail Sales in 3 Weeks

THIS WILL HELP YOU FINISH YOUR STAR WHICH WILL HELP YOU SECURE SEMINAR ARENA SEATING!!

Every week for the next 3 weeks do these things:

1. Put the product on 10 faces averaging \$50 per face or 2 classes = \$500 in sales.
2. Contact 10 existing customers and service them in reorders (7 average \$30 each) = \$210 in sales.
3. Get a Mary Kay angel (outside hostess) to pass the Look Book around her office and sell \$200 and give her \$25 in FREE PRODUCTS!! Say, "*Susie, I'm so excited I have just been challenged to be a Star Consultant with Mary Kay and I really need your help! If you can pass our catalog around your office and sell just \$200, I'll give you \$25 in FREE Products of your choice! Can you help me? Thanks, I'll drop it off.*" \$200 in sales.
4. Do 2 on the go appointments (\$50 each) or Demo Satin Hands on 10 people \$100 in sales



**That totals \$1,100 each week! Your profit is \$400-\$500 per week!
You have \$1,500+ wholesale towards your Star in 3 weeks!!**

Have fun creating product excitement – Remember the key to your success is going to be your ATTITUDE and your POSITIVE EXPECTANCY. WHAT STAR PRIZE HAVE YOU CHOSEN??

We Invested in Product Last Month!

Amber D. Stewart	\$612.00	Carla D. Stracener	\$201.75
Rachael Washington	\$289.00	Tracy A. DeLeon	\$200.50
Melissa K. Wogoman	\$279.75	Linda L. Hayes	\$200.00
Ashley A. Burdess	\$271.25	Cassie Dunn	\$200.00
Karen D. Harris	\$268.00	Loni Williams	\$102.50
Maria L. Ramirez	\$248.00	Gina M. Geurian	\$101.00
Susan M. Jarrett	\$232.50	Jennifer L. Johns	\$98.50
Sandra J. Roberts	\$230.25	Dorothea A. Mencer	\$65.00
Nita Henson	\$204.50	Katherine Roberts	\$54.00
Misty Thresher	\$204.25		



**A special compact
for a special cause!**

Special-Edition *Beauty that Counts*® Mary Kay® Compact Mini

One compact can inspire beauty
today, tomorrow, forever



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	\$8,730.50	\$355.00	\$9,085.50
2	Loni Williams	\$8,144.00	\$40.00	\$8,184.00
3	Cheri A. Lassiter	\$7,375.00	\$215.00	\$7,590.00
4	Karen D. Harris	\$6,881.50	\$275.00	\$7,156.50
5	Rachael M Washington	\$6,471.90	\$0.00	\$6,471.90
6	Amber D. Stewart	\$6,196.50	\$235.00	\$6,431.50
7	Misty Thresher	\$5,095.00	\$40.00	\$5,135.00
8	Karen M. Reeder	\$4,242.50	\$215.00	\$4,457.50
9	Jessica L. Young	\$4,327.00	\$20.00	\$4,347.00
10	Katherine Roberts	\$3,145.50	\$0.00	\$3,145.50

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

WOW! I am so proud of Christy's Queens we are holding #14 in the State of AR with a 25% increase over last year! WE have to Double our Fun, our Stars, our UNIT to reach Destination Pink Cadillac! As some of you may have noticed on FACEBOOK Leadership was so AMAZING!!! I just want you to know that we are soo fortunate to be a part of a company with such integrity & philosophies!

Start saving your money NOW and be ready on February 2nd to get registered for Dallas Career Conference to be held Mar 15-16. When you have 2 qualified new team members from Dec 1 – Feb 28 you will qualify for a special lunch and be watching for flyer that will be promoting new team members and Red Jackets. ALL Star Consultants this quarter will be recognized at Career Conference provided the star is finished by Feb 28th, however ALL STARS finished by Mar 15th will be attending a PJ Party in My Room on Friday(Pam Frost and Cheri Lassiter so far)! You don't want to miss out!!!

Destination PINK CADILLAC! The BEST PART is the whole unit gets to march across stage as a Cadillac Unit. Recognition of reaching the highest level working together as a UNIT and special Dining at Seminar! We are working on pink wheels and a banner for the march! We will need you there!

This is going to be such an exciting 50th celebration at Seminar! You sure won't want to miss that. To assure priority registration, you MUST be a Star this Quarter! It's going to fill up so fast!

Look forward to putting to putting our UNIT on the map with Operation PINK CADILLAC UNIT and Mary Kay!

Locals!! Tuesday night continue "Color Certification" Bring your Mirror set up and let me know by 12 on Tuesday of your guest count! 6:30

To all if you who are reading this email, if you would like to be 1 of 10 Red Jackets by Seminar and just call, text or email and I will get right back with you on it!

BE WATCHING FOR NEW CADILLAC WEBSITE COMING SOON!



Special Functions*** Complete this challenge and I will take you out to eat on me! If you are unable to get together or you out of state you will receive a \$25 Cash card!

Glitter and Gold Luncheon

- ◆ Independent Beauty Consultants and Sales Directors who from Dec. 1, 2012, to Feb. 28, 2013, add two qualified* new personal team members will be invited to this special luncheon held in their honor.
- ◆ Qualified* new Beauty Consultants who add one new qualified* team member from Dec. 1, 2012, to Feb. 28, 2013, will also be invited to attend the luncheon.

*A qualified new personal team member is one whose initial order with the Company is \$600 or more in wholesale Section 1 products, and it is received and accepted by the Company in the same or following calendar month that her Independent Beauty Consultant Agreement is received and accepted by the Company.

Queens Photos!

TOP 10 Queens in my Sales Court!



"Ability is what you are capable of doing. Motivation determines what you do. Attitude determines how well you do it." - Lou Holtz

Christy's Queens

monthly challenge
signifying your
success

name: _____

month: _____

Deliver to your director on the 1st day of each new month and receive MK Bucks to spend on prizes at the End of Year Awards in July!

Additional prizes awarded for consistent DBA activity each month.

dreamer 10 FACES

- 1 _____
- 2 _____
- 3 _____
- 4 _____
- 5 _____
- 6 _____
- 7 _____
- 8 _____
- 9 _____
- 10 _____

+2 Career Talks

- 1 _____
- 2 _____

+\$200 Wholesale

\$ _____

believer 20 FACES

- 11 _____
- 12 _____
- 13 _____
- 14 _____
- 15 _____
- 16 _____
- 17 _____
- 18 _____
- 19 _____
- 20 _____

+4 Career Talks

- 1 _____
- 2 _____

+\$400 Wholesale

\$ _____

achiever 30 FACES

- 21 _____
- 22 _____
- 23 _____
- 24 _____
- 25 _____
- 26 _____
- 27 _____
- 28 _____
- 29 _____
- 30 _____

+6 Career Talks

- 1 _____
- 2 _____

+\$600 Wholesale

\$ _____

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!

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

Your Key to Sharing: M.R.S. C.A.B.

By: NSD Bett Vernon

*“Did you know that women come into Mary Kay for 6 different reasons?
Would you like to know what they are?”*

MONEY

Would you like to know how to make an extra \$20,000 a year just working part-time? If you held 3 appointments a week at the national average of \$150 per appointment, this is \$450 per week and over \$20,000 per year! If each client reorders just \$10 per month, that's \$36,000 per year, which would be over \$50,000 in sales for the year and over \$20,000 in profit for you! Isn't that exciting!??

RECOGNITION

The second reason people join Mary Kay is for the prizes and recognition. When do we get recognized in our other jobs? When we mess up! In Mary Kay, you get a standing ovation. Isn't that the way you'd like the world to be?

SELF-IMPROVEMENT

The third reason is to build self confidence. (At this point, tell her how you have grown.)

CAR

The fourth reason is a FREE CAR! Can you imagine a company giving you a free car for part-time work? Isn't DRIVING FREE the smartest thing a mother can do for her family? Imagine the additional money for your family because you no longer have a car payment or insurance payment.

ADVANTAGES

The fifth reason is the Tax Advantages! Did you know that most people work from January to May each year just to pay their taxes? Wouldn't it be nice to work from your home and take all the tax advantages available to small businesses? What would the advantage be of having your children home with you and not having to pay day care? Wouldn't it be great to keep more of your hard-earned money?

BE YOUR OWN BOSS!

The sixth reason is that we get to be our own boss - could you get excited about being your own boss? Would you like that? Not having someone else telling you when you can go and come and when you're hungry for lunch. In Mary Kay we don't go to lunch, We Do Lunch! Wouldn't you like to be able to promote yourself when you are ready to be promoted and not have someone tell you?

OUT OF THESE 6 REASONS, WHICH ONE OF THESE APPEALS TO YOU MOST?

THE CLOSE —

THREE SIMPLE QUESTIONS!!!

1. “WHAT EXCITES YOU THE MOST?”
2. “WHAT QUESTIONS DO YOU HAVE?”
3. “WHAT, IF ANYTHING, WOULD KEEP YOU FROM GIVING IT A TRY?”

Why Women Come Into Mary Kay

- Money
- Recognition
- Self-improvement
- Car
- Advantages
- Be Your Own Boss

February 2013



- Benton, AR "Color Certification" Tuesdays in February 6:30PM \$100 Basket drawing for Guests and another for Consultants on Graduation Day Must be Present to Win! Benton, AR Muffins and a Makeover 10AM Saturdays at our Studio, "Celebration Station!"
- Rogers, AR, Thursday, February 21st, Facials, Recognition, motivation and training(6:30PM) Microtel Inn and Suites by Wyndham Bentonville (raffles, door prizes and give aways for all). Consultant with most guests 18 or over will earn prize too! Bring your guests and your supplies for each guest including a goodies bag with Look Book and prize from you as a Thank you for coming.

Save the date for Year 2013

Trips to Rogers:

- ◆ April 11th-TBA
- ◆ May 16th-TBA
- ◆ June 13th-TBA
- ◆ July 11th-End of year awards
- ◆ July 28th-31-Seminar in Dallas (EVERYONE WANTS TO BE A STAR THIS QUARTER, so you can register early for seminar priority seating. You know that everyone is going to want to be there this year, with it being the 50th year. So make sure you are a STAR, so you can register before the others do and get special recognition at Career Conference).
- ◆ August 22nd
- ◆ September 12th
- ◆ October 17th
- ◆ November 7th-9th Holiday Open house
- ◆ December 12th- Christmas Party

* 1210 Hot Springs Hwy, Benton, AR

start I-30, exit 117, take ramp right for I-30 W / I-30 W Service Rd toward Benton. Turn right onto AR-5

Arrive at AR-5 on the left (same side of road as "Econo Lodge" and same building(yellow with a jiggle bell wreath) as State Farm Agent

Congratulations!



Amber Stewart Queen of January earning Dinner at my house for ordering \$600 in January and attending the January New Year Kick off in Dallas!



"I am so excited for all the women who will earn Directorship in our 50th year Make plans to join us!"

March 2013



Sun Mon Tue Wed Thu Fri Sat



Career Conference 2013
 Don't delay!!
 Registration ends February 28th!

1 2

3 4 5 6 7 8 Mary Kay® One Woman Can™ Makeover Contest Begins.

9 Rogers, AR Professional Make up Artist is coming for our Mary Kay Family only Amy Bowman and Christy Cox Unit's came from Brenda Gibson so we are working together!

10 Daylight Savings Time Begins 11 12 13 14 15 Last Day of Quarter: Be a Star for Seminar Arena Seating! 16

Dallas, TX Career Conference

17 18 19 20 21 22 23

24 25 26 27 Midnight CST cutoff for Consultants to place phone orders. 28 29 Good Friday. All Company Branch Offices Closed. 30

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

“Don't let the negatives of life control you. Rise above them. Use them as your stepping stones to go higher than you ever dreamed possible. Place your eyes on your goal and don't move them.” ~Mary Kay Ash

Conference Calls:

Our Unit Hotline: (PLEASE CALL DAILY; leave your name/ message after mine)
 641-715-3900, access code: 38199

Thursday Evenings: 9PM CST Unit Sharing the Opportunity /NEW CONSULTANT TRAINING
 Dial -in Number 805-399-1000 Participant Code 327799
 (if you miss it will be recorded) Playback Number 805-399-1099)

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

8AM CST Saturday Morning Training Call with JoAnna Shipe; 218-844-0870 code 1040082#
 Announce yourself with Christy's Queens!

Birthdays	Day	Anniversaries	Years
Ashley N. Piker	4	Christy R. Cox	8
Cassie Dunn	6	Krista N. Arnold	2
Yuliana Perez	6	Jyme J. Brinkley	1
Lena J. Kizzar	7	Dajah Y. Gordon	1
Misty Thresher	8	Ashley A. Burdess	1
Olga Vega	10	Amanda P. Herriman	1
Nicole D. McClure	11	Elizabeth N. Higgins	1
Suzanne M. Babel	12	Debbra C. Piatt	1
Deborah M. Hadra	12	Amanda R. Higgins	1
Karen D. Harris	20		
Staci D. Goan	24		



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:

January Results, February, 2013

- ◆ Quarter 3 Star Consultant Quarterly Contest (December 16, 2012 - March 15, 2013)
- ◆ Class of 2013 Offspring Challenge Begins (through July 1, 2013)
- ◆ One Woman Can Makeover Contest (March 8 - May 10, 2013)



To the Fabulous...

Career Conference

How Important is it?

Someone once said, "It only takes a spark -- to get a fire going." How true! And that spark has been found hundreds of times at Career Conference. Perhaps you are thinking, "I can't afford to go." From long experience, I believe you can't afford NOT to attend, for at Career

Conference you will discover the **BIG PICTURE** of what your Mary Kay career can be for **YOU!**

Make your plans now. Use the profit from a few extra classes to pay your way.

~ Mary Kay Ash



MARY KAY
one woman can
50 YEARS

CAREER CONFERENCE
2013

Schedule At-A-Glance

Day 1—March 15, 22 & 24

- 2 – 9 pm **Registration** (if space is available)
Packet Pickup (must have driver's license, other picture I.D.)
- 3:30 – 5 pm Independent Sales Director Workshop
- 3:30 – 5 pm Emerging Leadership Workshop (Star Team Builders, Team Leaders, Future Directors, & DIQs)
- 7 – 10 pm Opening General Session (all attendees)

Day 2—March 16, 23 & 25

- 8 am – 4:30 pm **Registration** (if space is available)
Packet Pickup (must have driver's license, other picture I.D.)
- 9 – 10 am Morning General Session (all attendees)
- 10:15 – 11 am Independent Beauty Consultant and Independent Sales Director Classes
- 11:15 – 12:50 pm **Glitter & Gold Luncheon** (by invitation only)
- 1:15 – 2 pm Independent Beauty Consultant and Independent Sales Director Classes
- 2:15 – 4:30 pm Closing General Session (all attendees)