



Director  
Christy  
Cox

# Christy's Queens

*Congrats 3rd Quarter Stars!*

Contest Ended March 15th, 2014



PEARL  
CHRISTY  
COX



RUBY  
LISA  
BAILEY



SAPPHIRE  
PAM  
FROST



SAPPHIRE  
RACHAEL  
WASHINGTON



SAPPHIRE  
KAREN  
HARRIS

## GOALS:

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

*On-Target Star Consultants!*

March 16 - June 15, 2014



## Wholesale Queen



Pam Frost  
\$1,704.25

## Sharing Queens



Karen  
Harris  
1



Rachael  
Washington  
1

Consultant Name	Current Wholesale Production	Sapphire \$1,800	—Wholesale Production Needed for Star—			
			Ruby \$2,400	Diamond \$3,000	Emerald \$3,600	Pearl \$4,800
CHRISTY COX	\$1,925.00	STAR	\$475.00	\$1,075.00	\$1,675.00	\$2,875.00
PAM FROST	\$1,804.25	STAR	\$595.75	\$1,195.75	\$1,795.75	\$2,995.75
DENA MORRIS	\$1,708.50	\$91.50	\$691.50	\$1,291.50	\$1,891.50	\$3,091.50
RACHAEL WASHINGTON	\$941.00	\$859.00	\$1,459.00	\$2,059.00	\$2,659.00	\$3,859.00
LISA BAILEY	\$863.50	\$936.50	\$1,536.50	\$2,136.50	\$2,736.50	\$3,936.50
CHRISTY HORTON	\$716.00	\$1,084.00	\$1,684.00	\$2,284.00	\$2,884.00	\$4,084.00
KAREN HARRIS	\$702.00	\$1,098.00	\$1,698.00	\$2,298.00	\$2,898.00	\$4,098.00
DEBRA HUITT	\$634.50	\$1,165.50	\$1,765.50	\$2,365.50	\$2,965.50	\$4,165.50
KENNIE BIRCH	\$601.00	\$1,199.00	\$1,799.00	\$2,399.00	\$2,999.00	\$4,199.00
STACI GOAN	\$588.50	\$1,211.50	\$1,811.50	\$2,411.50	\$3,011.50	\$4,211.50
PAM SATTERFIELD	\$570.50	\$1,229.50	\$1,829.50	\$2,429.50	\$3,029.50	\$4,229.50
STARLA MCCALLISTER	\$439.00	\$1,361.00	\$1,961.00	\$2,561.00	\$3,161.00	\$4,361.00
EMILY WARRICK	\$429.00	\$1,371.00	\$1,971.00	\$2,571.00	\$3,171.00	\$4,371.00



# Spotlight on Team Builders!

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

## Star Team Builders

Recruiter :Lisa L. Bailey  
Tiffany T. Henderson  
Debra Huitt  
Pam J. Satterfield

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

## Senior Consultants

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

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

Recruiter :Maria L. Ramirez  
Olga Vega  
# Carolina Hernandez

Recruiter :Melody P. Warrick  
Emily P. Warrick

Recruiter :Rachael Washington  
Dena A. Morris  
Ashley D. Mosley  
\* Yolanda R. Davidson  
\* ArTiffany S. Davis  
\* Amanda N. Gregory  
\* Calvin Lashunda  
\* L. Moore-Allen  
\* Melody F. Wilkins  
\* Kelsie R. Works  
# Leigh L. Buchanan  
# Arielle Green  
# Tamara K. James  
# Sarah M. Rebollozo  
# Tamara Scott  
# Carolyn L. Wood



\* Inactive Member (N1,N2,N3,I1,I2,I3) #Terminated Member  
To become ACTIVE you must place a \$225 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 April 1-30.)

### New Consultant

MariBeth D. Harris

Calvin Lashunda

Jayne Stallmann

### From

BELLA VISTA, AR

NORTH LITTLE RO, AR

BENTON, AR

### Sponsored by

K. Harris

R. Washington

C. Cox

"Permit no one to dissuade you from pursuing the goals you set for yourselves. Do not fear to pioneer. To venture down new paths of endeavor." ~Ralph J. Bunche

## Thank You from Mary Kay

"Love Check" Commissions for Personal Team Building



### 13% Recruiter Commission Level

Christy R. Cox                      \$739.44

### 4% Recruiter Commission Level

Lisa L. Bailey                      \$47.44

Rachael M Washington \$36.83

Maria L. Ramirez                      \$11.06

## Weekly Accomplishments!

### March 30- April 5

Pam Satterfield \$131

Rachael Washington \$256

### April 6-12

Lisa Bailey \$327

Karen Harris \$73

Debra Huit \$287

Deb Krajicek \$317

### April 13-19

Deb Krajicek \$362

Pam Satterfield \$267

### April 20-27

Deb Krajicek \$271

Karen Harris \$281

Debra Huitte \$500

"There is no sudden leap to greatness.  
Your success lies in doing, day by day."

- Max Steingart

# Summer 2014 New Products

**Kickoff Summer Sales!**

- ◆ Mary Kay® Mineral Eye Color, NEW Shades
- ◆ True Dimensions™ Lipstick, NEW Shades
- ◆ Mary Kay At Play™, NEW Products
- ◆ Limited-Edition Honeydew Satin Hands® Pampering Set
- ◆ Beauty That Counts® Journey of Dreams™ Eau de Toilette
- ◆ Free Gift with Purchase - FREE Mini TimeWise® Microdermabrasion Set and Mini Indulge® Soothing Eye Gel in a black mesh bag
- ◆ Purchase-With-Purchase - get this delightful satin pillowcase and matching branded drawstring bag for only \$5 with the purchase of a TimeWise Repair® Volu-Firm® Set

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

## Focus on Goals

*Independent Sales Director Carol Scholes of Tacoma, WA shares these basic tips on goals:*

### Why Set Goals?

1. When goals are set, things happen.
2. Goals make you feel good about yourself.
3. Goals provide attitude adjustments.
4. Goals establish self-discipline and motivation.
5. Goals give you direction and purpose.
6. Goals take you where you want to go.
7. Goals create good habits and patterns to follow.
8. A goal will eliminate others from controlling your life. Set a goal to discipline yourself. If you don't, others will.

### Goals Can Be Negative If:

1. They are too big.
2. They are out of your sphere of interest.
3. You believe luck is necessary to arrive at your destination.
4. You set your goal by comparing yourself with others' accomplishments.

### Reasons Most People Do Not Set Goals:

1. They are not sold on the benefits.
2. They feel it's safer not to.
3. They fear commitment, failure or success.
4. They have a poor attitude or focus.
5. They don't want to work.

### Setting A Goal

1. Decide exactly what you want - be very specific.
2. Aim high - you should have "butterflies." Stretch your limits.
3. Create visuals. The subconscious mind accepts all information as fact and cannot distinguish between what is real and what is imagined and believed.
4. Involve family members. Find out what's in it for them.
5. Pick someone to emulate.
6. Define where you are. Goals must be "BIG" according to your ability.
7. Determine what you are capable of in a day, a week, a month and a year.

8. Write your goals in detail and talk about them with appropriate people.
9. Focus on your goal daily. If a goal is not focused on for three days, it's as if it never existed.
10. See goals as if they had already happened.
11. Keep your FOCUS. (Follow One Course Until Successful.)
12. Quitting is not an option.
13. Set another goal immediately upon reaching a goal.

### Six Parts of a Goal

1. WOW Excitement of a goal.
2. HOW Plan to achieve a goal.
3. NOW Just do it.
4. OUCH Do it anyway.
5. VOW Commitment to reach goal.
6. POW The Victory!

You can achieve your goals one step at a time!

# We Invested in Product Last Month!

<i>Pam Frost</i>	\$1,704.25	<i>Ashley D. Mosley</i>	\$235.75
<i>Karen D. Harris</i>	\$670.50	<i>Debra G. Hobbs</i>	\$232.25
<i>Dena A. Morris</i>	\$637.00	<i>Melody P. Warrick</i>	\$231.00
<i>Debra Huitt</i>	\$634.50	<i>Krista N. Arnold</i>	\$227.00
<i>Staci D. Goan</i>	\$588.50	<i>Emily P. Warrick</i>	\$225.00
<i>Pam J. Satterfield</i>	\$419.00	<i>Christy J. Horton</i>	\$145.50
<i>Lisa L. Bailey</i>	\$406.50	<i>Tiffany T. Henderson</i>	\$132.50
<i>Heather L. Rosales</i>	\$338.50	<i>Kim Woods</i>	\$87.50
<i>Maria L. Ramirez</i>	\$326.50	<i>Gina M. Geurian</i>	\$84.00
<i>Olga Vega</i>	\$276.50	<i>Susan M. Jarrett</i>	\$76.00
<i>Ashley A. White</i>	\$265.50	<i>L. Moore-Allen</i>	\$48.00
<i>Rachael M Washington</i>	\$256.00	<i>Tammy J. Huff</i>	\$35.50
<i>Lettie J. Donnell</i>	\$247.50	<i>Cori G. Hildebrand</i>	\$26.00
<i>Loni Williams</i>	\$240.00		



## PASSPORT TO FUN!

This summer is all about taking the ultimate vacation. From luxurious beach getaways to leisurely weekend road trips, you can help your customers pack the right beauty products for their travel needs. Remind them that the Hello, Sunshine beauty trend continues with pretty pastels and delicate details for casual days and evening beach parties.



### 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	\$16,759.00	\$4,435.00	\$21,194.00
2	Lisa L. Bailey	\$12,680.50	\$1,510.00	\$14,190.50
3	Rachael M Washington	\$10,783.50	\$1,310.00	\$12,093.50
4	Karen D. Harris	\$9,469.00	\$939.00	\$10,408.00
5	Maria L. Ramirez	\$4,445.00	\$233.00	\$4,678.00
6	Pam J. Satterfield	\$3,883.50	\$90.00	\$3,973.50
7	Dena A. Morris	\$3,830.00	\$0.00	\$3,830.00
8	Misty Thresher	\$3,669.00	\$0.00	\$3,669.00
9	Staci D. Goan	\$3,553.00	\$0.00	\$3,553.00
10	Melody P. Warrick	\$3,016.00	\$80.00	\$3,096.00

## Tops in Team Building

	Recruiter	New Team Mbrs	YTD Comm
1	Rachael M Washington	2	\$100.70
2	Lisa L. Bailey	2	\$96.99
3	Melody P. Warrick	1	\$41.19
4	Maria L. Ramirez	1	\$31.99



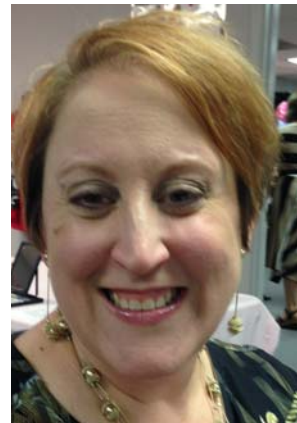
# Christy's Queens



Congratulations to Amber Stewart and Rachael Washinton for attending.



Rachael and her new recruit!



Tammy Huff



Congratulations to the Stars!

# From the Desk of Your Director

WHAT a way to make April AUDACIOUS!!!!!! WE are the #20 Unit in the Top 50 Units in the STATE of ARKANSAS! Yowzahhh! And, your spirit of sharing was OUT OF THIS WORLD AGAIN with our team adding 1 NEW TEAM MEMBER thanks to Rachael Washington!

As we continue with our Spring selling w/ new spring facials, we also add our NEW MK men's line with a new sunscreen for the face AND AN EYE CREAM!!! In addition, we have a gorgeous new eye shadows, Journey perfume, Lipstick & Lip gloss! We have selling for Fathers' Day & graduations, as well as teacher & room mom appreciations! Did you see the vial samples of Journey & that SO MANLY mini fragrance Men's set??? LOADS of selling opportunities! All available April 26th for Career Conference Attends, May 15 everybody or May 10 for those that Achieved STAR for the 3rd Quarter and/or did PCP!

Congratulations to Pam Frost for already being a STAR Consultant this quarter and finishing Sapphire Go-Give Area's Princess Court! Congratulations to Lisa Bailey for earning her RED JACKET (way to go TEAM LISA- Tiffany Henderson, Debra Huitt, and Pam Satterfield). I am so proud of Pam Frost and Lisa Bailey for being on-TARGET ALL STARS! They both are on-target for being an STAR all four Quarters and for being a STAR every since they joined the company! Way to Go! BE the STAR that you are!

Remember....SUBMIT your Weekly Accomplishment Sheet to me EACH SUNDAY!!! Your Seminar prizes await u!

*Christy*

MARY KAY  
SEMINAR  
2014  
MARY KAY®

You don't want to miss this  
Career-changing event!

## What can I do to get there?

Start planning NOW to attend the most important and fun Mary Kay business meeting of the year!

- ◆ Estimate the amount you'll need for registration, airfare, hotel, clothing, meals and miscellaneous expenses AND establish a deadline date.
- ◆ Divide estimated expenses by the number of weeks before Seminar to determine how much you need to save per week. *Why not consider achieving Star Consultant status (or a higher Star Consultant status) to help reach your Seminar goals?*

Everything you need to know about Seminar 2014 is at your fingertips at [marykayintouch.com](http://marykayintouch.com).

**CONGRATULATIONS TO CONSISTENCY CLUB EARNERS FOR JANUARY, FEBRUARY AND MARCH!**

What will you earn for Consistency April, May and June?

**\$1,000 Consistency Club selling over \$3,000+ wholesale in this quarter earnings:**

**Deb Krajicek**

2013-2014 Brights and Stripes Collection: True Blue Business Tote or \$1,000 Club selling over \$3,000+ wholesale will be earning the NEW! Glitzy and Gold Calculator



**\$600 Consistency Club selling over \$1,800+ wholesale in this quarter earning:**

**Karen Harris, Pam Frost, Rachael Washington and Lisa Bailey**

Mary Kay Watch or Mary Kay Sunglasses



**\$200 Club Selling over \$600+ wholesale in this quarter earning:**

**Pam Satterfield and Dena Morris**

2014 Brights and Stripes Collection: Yellow Business Card Case, Lip Trio or Teal Check Book Cover



**Attending 5 Girl's Night Out Success Meetings in a row**

**Pam Satterfiend, Emily Warrick and Starla McCalliser.**



# Face Race

## REMOVED

Finish Your Race & receive a prize from your Director!  
Plus earn FREE product!

### The Prestige Race

45+ Faces  
15 Share Appts.  
\$1,200 Wholesale  
1 New Team Member

### The Power Race

30+ Faces  
10 Share Appts.  
\$1,000 Wholesale  
1 New Team Member

### The Perfect Race

15+ Faces  
5 Share Appts.  
\$600 Wholesale

Return this tracking sheet to your Director by the 5th of next month.

Name	Sales	Date Booked	Date Shared	Name	Sales	Date Booked	Date Shared
1.				21.			
2.				22.			
3.				23.			
4.				24.			
5.				25.			
6.				26.			
7.				27.			
8.				28.			
9.				29.			
10.				30.			
<b>Congrats! You've earned \$10 in FREE product!</b>				<b>Congrats! You've earned \$60 in FREE product!</b>			
11.				31.			
12.				32.			
13.				33.			
14.				34.			
15.				35.			
<b>Congrats! You've earned \$30 in FREE product!</b>				36.			
16.				37.			
17.				38.			
18.				39.			
19.				40.			
<b>Congrats! You've earned \$40 in FREE product!</b>				<b>Congrats! You've earned \$80 in FREE product!</b>			

Name: \_\_\_\_\_

**Extra Consistency Wild ABOUT You**  
**MAY – JUNE Challenge**



**Precious Cargo Quilted Cosmetic Case- order \$1,000 WS (May and June) or RECRUIT 2 New Qualified Consultants**



**Wild About You Tote Bag-Sign up for Seminar or order \$400 WS (May and June)**



**Wild About You Wristlet or Here's to Me! Collectible Mug \$225 WS (May and June) or Recruit a NEW Qualified**



# HOW TO HAVE A GRAND WEEK IN MAY!

Mary Kay's birthday is May 12. And no one loved a challenge more than Mary Kay Ash! So to honor the Founder, sell \$1,000 in suggested retail sales in a week!



To help you do that, here are some great tips from **Independent Future Executive Senior Sales Director Lisa Stengel**, who also wants you to know that there's always a grand reason to have a grand week: May is the perfect time to honor Mary Kay Ash. June is ideal to help finish the Seminar year strong. And July can help you kick off the new Seminar year with a bang! *Lisa Stengel believes that if you follow all of these tips, you're sure to have a week that's Grand!*

## GRAND TIPS FROM THE TOP

- 1. Skin Care Parties.** Skin care will always be the foundation of our business, so you've got to hold skin care parties. Consider holding three of them this week.
- 2. The Look Party.** Ask an existing customer to bring a copy of *The Look* to a gathering and pass it around. It's a casual way to create interest in the *Mary Kay*® products. And don't forget to attach your Company-approved business card to *The Look* so people can reach you to place an order or to ask for your advice!
- 3. Virtual Makeover Party.** Invite customers to use the Virtual Makeover tool on your *Mary Kay*® Personal Web Site. Once they order and receive the products they love, you can follow up by encouraging them to post selfies of their new looks on Facebook®.
- 4. Time of Day Party.** You can pick a day during your Grand Week in May to offer incentives to your customers via text or email. And here's the kicker – you choose a different incentive for different times of the day. For example, from 7 to 9 a.m., your customers could get a discount on their purchases. From 9 to 10 a.m., you could offer a bonus with purchase. From 10 a.m. to noon, there's a different discount offer, and so on. The time frames and the incentives are totally up to you.
- 5. Facebook® Party.** You can post the challenge on your Facebook® page for your *Mary Kay* business. Then send a link to your *Mary Kay*® Personal Web Site to 10 people. Ask them to place an order and then to share the link with 10 more people.

## WIN A GRAND!

Simply submit your tips\* on our "**Let's Talk**" blog post, sharing how you plan on achieving the *Have a GRAND Week* sales challenge, or share your success stories (also on the "Let's Talk" blog post) once you've completed the challenge!

When you do so, you will **have your name entered into a drawing\* of all eligible posts** submitted that week **for a chance at winning \$1,000 in American Express gift cards!** There will be **three winners each week**, and the winners' posts will be featured on the Company's "Let's Talk" blog.

MARY KAY®  
discover what you **LOVE**™

\*Read the official contest rules on *Mary Kay InTouch*® for more information. Facebook® is a registered trademark of Facebook Inc.

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# Pajama Party

*Sleepover* WITH THE DIRECTORS

GET ALL THE *Secrets*

*Hang Out* DURING BREAKS



YOU COULD BE  
SARAH KATHRYN, CHRISTY AND PAM'S

*Seminar V.I.P.*



TO QUALIFY TO HANG OUT WITH THESE  
AMAZING DIRECTORS AT SEMINAR, YOU MUST BE  
DIQ (HAVE 10 ACTIVE TEAM MEMBERS).



*July 20-23*

OMNI HOTEL DALLAS, TX



# June 2014



Sun	Mon	Tue	Wed	Thu	Fri	Sat
1	2	3 6pm Beauty Makeovers; 7:15 consultant time	4	5 8PM CST Unit Conference Call 805-399-1000 Code 327799	6	7 Muffins and a Makeover 10 - 12 noon
8	9	10 6pm Beauty Makeovers; 7:15 consultant time	11	12 8PM CST Unit Conference Call 805-399-1000 Code 327799	13	14 Muffins and a Makeover 10 - 12 noon
15 Father's Day  <b>Star Consultant Deadline!!</b>	16	17 6pm Beauty Makeovers; 7:15 consultant time	18	19 8PM CST Unit Conference Call 805-399-1000 Code 327799	20	21 Summer Begins! Muffins and a Makeover 10 - 12 noon
22	23	24 6pm Beauty Makeovers; 7:15 consultant time	25	26 8PM CST Unit Conference Call 805-399-1000 Code 327799	27 Midnight CST cutoff for Consultants to place phone orders.	28 Muffins and a Makeover 10 - 12 noon

29	30 Last working day of the month. Consultants submit online orders until 9 pm CST. Online Agreements accepted until midnight.	<p><b>Conference Calls:</b>  <i>Our Unit Motivational/Inspirational Hotline: (PLEASE CALL DAILY; leave your name/message after mine) 641-715-3900, access code: 38199</i>  <i>Training Opportunities! Live Conference Call with ME!</i>  <b>Thursday Evenings: SHARING CALL 8PM CST/9PM EST - Unit Sharing the Opportunity (RSVP your guests) Call Lasts for 15-30 minutes.</b></p> <ul style="list-style-type: none"> <li>◆ HAVE 3 OR MORE GUESTS ON THE CALL AND EARN A \$20 VISA GIFT CARD</li> <li>◆ HAVE A GUEST ON THE CALL FOR 5 CONSECUTIVE WEEKS AND WIN A \$50 VISA GIFT CARD</li> </ul> <p>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!</p>				
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Birthdays	Day	Anniversaries	Years
Melody P. Warrick	4	Maria L. Ramirez	3
Gina M. Geurian	21	Misty Thresher	2
Tina L. Sears	21		
Melissa K. Wogoman	24		
Pam J. Satterfield	25		
Dena A. Morris	27		
Linda L. Hayes	30		
Felicia M. Pruss	30		

Celebrate!!



## Christy's Queens

### Christy Cox

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Email: [christyrcox@marykay.com](mailto:christyrcox@marykay.com)  
Unit Website: [www.christysqueens.ws](http://www.christysqueens.ws)

### Highlights this Month:

#### April Results, May, 2014

- ◆ Quarter 4 Star Consultant Quarterly Contest (March 16 - June 15, 2014)
- ◆ All-Star Consultant Consistency Challenge (through June 15, 2014)
- ◆ Class of 2014 Offspring Challenge (through July 1, 2014)
- ◆ Have a Grand Week in May! (May 1-31)

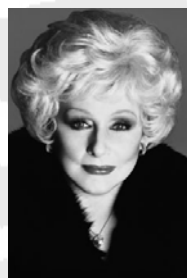


*To the Amazing...*

## Words of Wisdom

There are two types of thinking -- positive and negative. The positive thinker is an optimistic, faith-motivated person who habitually projects positive pictures and attitudes every single day, sending positive, creative thoughts into your world. These strong thought vibrations condition the surrounding world positively and as a result, a flow of positive outcomes is activated and positive achievements are manifested.

~Mary Kay Ash



## You're the best Dad!

Help Dad look and feel his best with the Mary Kay fragrances for men plus skin care that targets the signs of aging.



The MKMen Skin Care System is formulated to meet a man's special skin care needs. The face bar and moisturizer

combat the signs of aging, leaving a guy's face looking and feeling great. Simple. Effective. No nonsense. It's just what a man needs.

Have Dad smelling great with the men's fragrance collection. Choose from MK Tribute®, High Intensity™, Domain®, or Velocity® for Him.

