



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
\$800.50

Sharing Queen



Position
Available!!

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	\$644.50	\$1,155.50	\$1,755.50	\$2,355.50	\$2,955.50	\$4,155.50
CAROLINA HERNANDEZ	\$542.25	\$1,257.75	\$1,857.75	\$2,457.75	\$3,057.75	\$4,257.75
KAREN HARRIS	\$451.50	\$1,348.50	\$1,948.50	\$2,548.50	\$3,148.50	\$4,348.50
CHRISTY HORTON	\$445.50	\$1,354.50	\$1,954.50	\$2,554.50	\$3,154.50	\$4,354.50

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.



Operation Pink Cadillac - Oct 1st thru Dec 31
\$96,000 in Unit Wholesale production for \$16,000 in Unit Wholesale a month. That is roughly 16 consultants with 16 customers reordering \$65 each month. So each consultant will have 96 customers in reorders or Christmas gifts.

Spotlight on Team Builders!

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

Star Team Builders

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



Senior Consultants

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

Recruiter :Maria L. Ramirez
 Carolina Hernandez
 * Olga Vega

Recruiter :Katherine Roberts
 Misty Thresher
 * Brittany Kennedy
 # Holly Breaux
 # Robin Brown

Recruiter :Rachael Washington

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

ARE YOU READY TO MOVE UP??

* 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.



Book the Party!

Everything starts when you book a selling appointment! You'll get sales, more bookings, regular customers and potential team members follow. So get out your datebooks, ladies. Use these tools to help you start booking parties now!

- ◆ Hostess Brochure
- ◆ *The Look* Hostess Ad
- ◆ Get *The Look* Fliers
- ◆ Color Shade Chart
- ◆ Before and After Form
- ◆ Host a party online through your Mary Kay® Personal Web Site
- ◆ Online video and print training in the InTouch® Web site under Education.



Selling is all around you!

You can find customers all around you — from friends and family to co-workers and people you meet every day. And these customers may lead you to more new customers. It all starts with building relationships and setting the tone for a successful selling situation.

Consider the five suggested ways to market products:

1. On the Face — Skin care classes and facials
2. On the Go — Quick and easy, 15-minute appointments
3. Online — Sales through your Mary Kay® Personal Web Site
4. On Paper — Sales through catalogs and brochures or Preferred Customer Program mailings
5. On With the Show — Parties that preview product sets (collection previews, open houses, etc.)

Check out other fabulous selling ideas available on the InTouch® Web site under *LearnMK* that may help add a little extra excitement to your next selling opportunity.



Thank You from Mary Kay

"Love Check" Commissions for Personal Team Building



13% Recruiter Commission Level

Christy R. Cox \$446.84

4% Recruiter Commission Level

Maria L. Ramirez \$21.69

Rachael M Washington \$8.20

Team Building

Tip of the Month!

Questions to ask—
Did you know . . .

- ◆ More than 200 Independent National Sales Directors in the United States have earned more than \$1 million in commissions?
- ◆ More than 120,000 independent sales force members have qualified or re-qualified for the use of a Career Car or elected the Cash Compensation option?
- ◆ Case studies on Mary Kay's business model have been shared at the collegiate level at several prestigious universities?
- ◆ Mary Kay Inc. was noted as one of the top companies in the world in online sales according to *Interactive Week* magazine, and *Women's Wear Daily* magazine listed Mary Kay as one of the Top 10 Most Visited Beauty Web Sites?

"Leaders are visionaries with a poorly developed sense of fear and no concept of the odds against them."

~ Robert Jarvik, Artificial Heart Developer

Fall! Beautiful Trends with Benefits!



EYES

Add mystery with royal hues and smoky techniques. Try Mary Kay® Mineral Eye Colors in Sweet Plum, Iris and Honey Spice to create depth and allure.



How to Try a Trend

Makeup and clothing trends can be intimidating! not to worry. If your customers see a bold lip or eye look they like, encourage them to try it. a great way to ease into a trend look is to wear it around the house first. Your customers will feel confident and likely get more compliments when they're ready to take their new look public!



LIPS

Neutral lips are glamorous and earthy. Line and fill the lip area with a lip liner one shade darker than natural lip. Finish with Café au Lait NouriShine Plus® Lip Gloss.



Beauty Share

- ◆ Share the Trend Report eCatalog on your Facebook Fan page.
- ◆ Watch videos on Mary Kay InTouch® to learn more about fall trends.
- ◆ Tell your customers about the Mary Kay® Virtual Makeover where they can try new looks with ease.
- ◆ Drop color samplers in product orders; attach your Mary Kay® business card.



FACE

Get radiant-looking skin with TimeWise® Luminous-Wear® Liquid Foundation and Mary Kay® Facial Highlighting Pen. Exfoliate first with TimeWise® Microdermabrasion Set for a radiant complexion.



Be Your Customers One-Stop Shop!

An Open House Party can make for Jolly Holiday Sales!

The holiday season can be one of the busiest times of year for you and your customers. Shops are packed, lines are long, and time and money are at a premium. But with a little planning, the holiday season also can be one of the most productive and lucrative times of the year for your Mary Kay business. A holiday open house party held in a cheerful yet relaxing environment can be your customers' best, stress-free shopping experience as they choose the perfect gifts - from regular-line favorites to limited-edition must-haves - for family and friends.

Prepare for a successful holiday season and give your customers the personalized service that will keep them coming back to you again and again!

Open House Invite Tips!

- ◆ Send invites about a month out.
- ◆ Encourage your customers to RSVP.
- ◆ Perhaps offer an incentive to those who bring a guest.
- ◆ If your customer list is small, consider teaming with a sister Independent Beauty Consultant.
- ◆ Email or call your customers before the event as a reminder.
- ◆ Relax and have fun!

Find more tips and ideas at MaryKayIntouch.com - Products > Product Central > 2013 Holiday Hub

We Invested in Product Last Month!

Pam Frost
\$800.50
Staci D. Goan
\$593.00
Carolina Hernandez
\$542.25
Karen D. Harris
\$451.50
Christy J. Horton
\$445.50
Michelle A. Clark
\$370.00

Melody P. Warrick
\$294.00
Misty Thresher
\$242.00
Rachael Washington
\$216.00
Debra G. Hobbs
\$212.00
Tamara Scott
\$205.00
Misty R. Lowe
\$54.75



Share the
LATEST

Mary Kay® eCatalogs with your friends on Facebook. The Fall Trend Report, *The Look*, *Mary Kay At Play™* and *Acne* eCatalogs are available beginning Aug. 16!



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	\$2,759.00	\$225.00	\$2,984.00
2	Maria L. Ramirez	\$1,885.00	\$0.00	\$1,885.00
3	Karen D. Harris	\$1,617.00	\$185.00	\$1,802.00
4	Carolina Hernandez	\$1,619.50	\$0.00	\$1,619.50
5	Rachael M Washington	\$1,398.00	\$0.00	\$1,398.00
6	Staci D. Goan	\$1,206.00	\$0.00	\$1,206.00
7	Misty Thresher	\$1,087.00	\$0.00	\$1,087.00
8	Debra G. Hobbs	\$1,010.00	\$20.00	\$1,030.00
9	Holly D. Higgins	\$834.00	\$185.00	\$1,019.00
10	Christy J. Horton	\$891.00	\$0.00	\$891.00

Tops in Team Building

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



Christy's Queens Photos



Breaking News!

Mary Kay is official



RUNWAY

beauty sponsor for Fall Season!



Let the Beauty Begin

Team-Building Promotion

Oct. 1 - 31, 2013



When your new team member starts a business in October and places her first product order by Nov. 30, she's eligible to receive one of these incredible offers:

- \$150 credit on an \$1,800 Section 1 wholesale order
- \$75 credit on a \$600 Section 1 wholesale order
- \$50 credit on a \$400 Section 1 wholesale order

When you add a new team member in October, and the new team member places a \$400 Section 1 wholesale order or more by Nov. 30, you will be entered into a weekly drawing throughout that time frame to possibly win an iPad®. The drawing entries are initiated by the new team member's qualified \$400 Section 1 wholesale order or more.



Get all the details at MaryKayInTouch.com!

From the Desk of Your Director

Christy's Queens Boot Camp

Saturday, October 19th 10-2

Training dinner at Director Susie McCall's
to follow in Hot Springs Village!

Christy's Queens Fall Retreat

Friday, Nov. 8th- Saturday, Nov 9th 5 pm

Hot Springs Village

Relax training

Dinner by the fire

Hot Tub

Light breakfast Training

Working with Accountability!



Unlock
your passion

9-1 thru 9-7

Karen Harris \$12
Rachael Washington \$85
Christy Cox \$1,000

9-8 thru 9-14

Rachael Washinton \$216
Karen Harris \$165
Christy Cox \$600

9-15 thru 9-21

Karen Harris \$174
Deb Krajicek \$502
Christy Cox \$300

9-22 thru 9-28

Christy Cox \$500

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

Holiday Abundance



'Tis (almost) the season of warm wishes, blessings and gifts galore! Customers will be starting their holiday shopping soon, and you'll want to get in step with their "early" frame of mind. Imagine yourself holding successful open houses! With all that customer contact, you'll be wrapping up glowing relationships with a pretty pink ribbon! It's all yours for the giving and taking!

Talkin' Turkey Thanksgiving Challenge

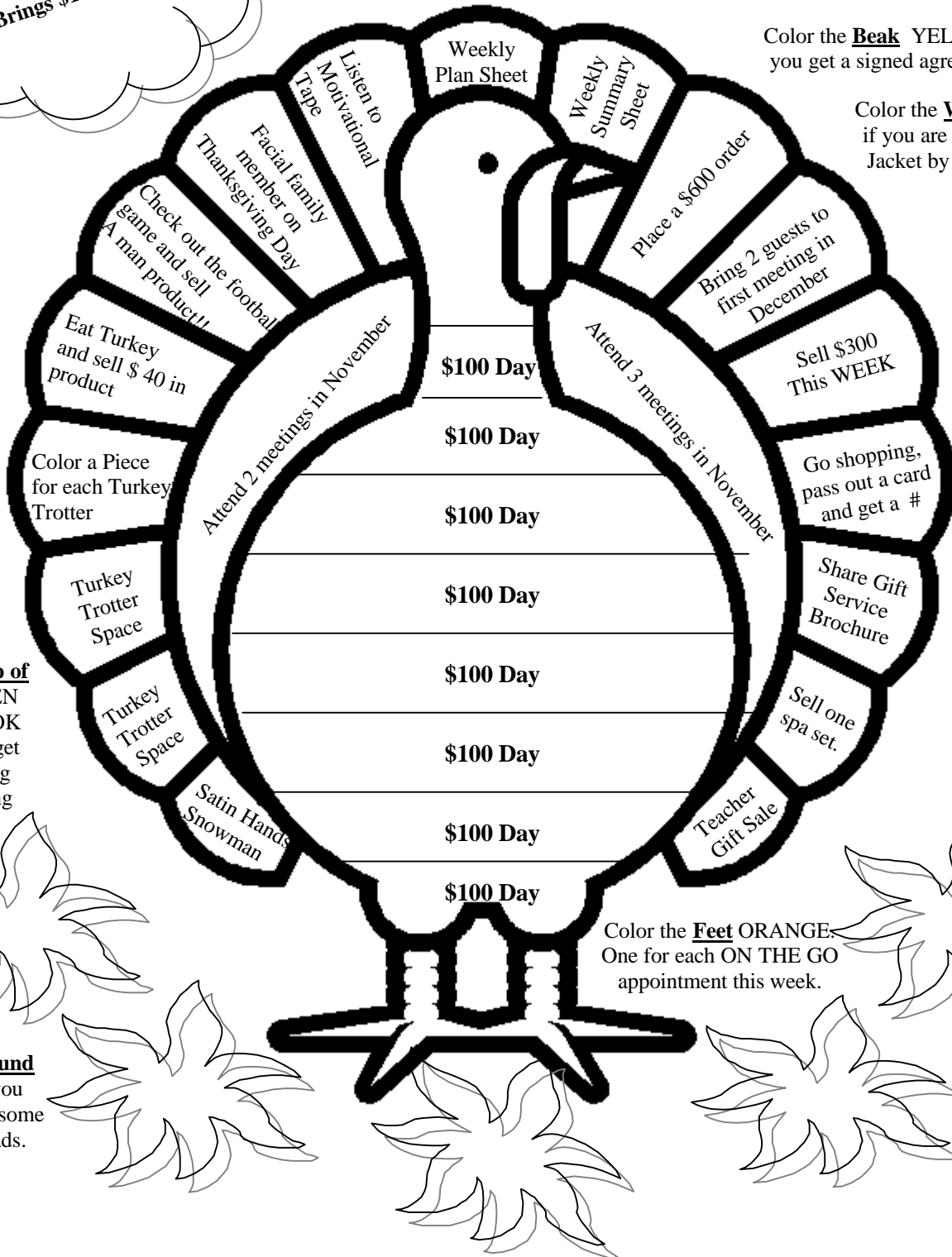
Fill your Turkey, and "Gobble" up A Great month !!

Color the **Sky** Blue if you have 5 bookings for the first week in December.

Color the **Beak** YELLOW if you get a signed agreement.

Color the **Waddle** RED if you are a Legal Red Jacket by month end.

Pick a Day- Three People A Day Brings \$100 My Way !!



Color a **clump of grass** GREEN for each LOOK Book out to get orders during Thanksgiving week.

Color the **Ground** BROWN if you "scratched up" some FALL-en Leads.

Color the **Feet** ORANGE. One for each ON THE GO appointment this week.

A Turkey Trotter is someone that is willing to take a challenge to sell products during the Week of Thanksgiving. You may want to give them 1 of 2 choices. 1. Give them a \$100 retail bag of products to take with them and sell to everyone they know along with a LOOK BOOK and Regular Line book to get orders on anything they don't have in the bag. This really helps move Limited Editions.

The hottest products? Nail polishes, lip gloss, hand cream, unscented body lotion, mascara.

OR 2. Give them just the books. Depends on your relationship with the customer.



Get Excited...

Selling \$10,000 this Holiday Season will give you a TOTALLY Debt Free Christmas. Imagine, shopping for your family with over \$4,000 cash!!

Work it full circle and put a New Vibe under the tree for you and your family!!



\$10,000 Christmas Cash Plan

	Total in November/December	Total Held Each Month	Average Sales per Event	Total Holiday Related Sales
Holiday Book Shows (Silent Packets)	15	7-8	\$100	\$1500.00
On-the-Go/Santa Wish Lists	20	10	\$50	\$1000.00
Holiday Coffees	10	5	\$200	\$2000.00
Holiday Open House	1	(choose a date)	\$500	\$500.00
Skin Care Classes/Parties	10	5	\$200	\$2000.00
Men - \$200 Set	5	2-3	\$200	\$1000.00
Men - \$150 Set	5	2-3	\$150	\$750.00
Men - \$100 Set	10	5	\$100	\$1000.00
Unit Guest Events (Nov. - Dec.)	3	(see schedule for these events)	\$100	\$300.00

Get Started in November...

- Schedule your Open House
- Schedule 5 Holiday Coffees for November
- Schedule 5 Classes/Parties for November
- Begin constructing your list of Men to call
- Pass out Santa Wish Lists to EVERYONE...follow up!
- Book your 7-8 Holiday Book Shows - Get those packets out in November
- Line up guests...November Guest Events



GRAND TOTAL	\$10,050.00
<i>(Reinvest Product Sold 50%)</i>	(\$5025.00)
<i>Estimated Expense/ Product Giveaway 10%</i>	(\$1005.00)
NET PROFIT	\$4,020.00

Objections– Holiday Booking

The holiday season offers unique opportunities to serve your customers and earn extra money! With so many activities during the holidays, some of your prospective hostesses and guests may not be able to see how easily a Mary Kay skin care class or open house can fit into their schedules. The following suggested dialogues can help you overcome your prospects' excuses. Remember, an initial "no" response usually means, "I need more information. Tell me how holding a class will benefit me." You can use these dialogues to help you schedule additional holiday bookings with ease!

"With the holidays, I'm too busy with parties and family gatherings."

"_____, that's wonderful. Your friends and relatives will really appreciate an invitation to join you for a complimentary makeover where they'll learn how to develop a good skin care routine. Let's set a tentative date for your class with understanding that if the time comes and you find it inconvenient, you can call me and change the date."

"I've just about finished my holiday shopping."

"As usual,_____, you're so organized. I always leave stocking stuffers until the last minute. I'll bet some of your friends are the same way. If you give them an opportunity to avoid crowded department stores by shopping in your home. You can earn hostess points toward a lovely gift for yourself. Which part of the week is better for you, the first part or the latter part?"

"Oh, my relatives will be visiting from out of town."

"That's fantastic,_____. Not only will they enjoy getting together. I know your (mother/sister/aunt/cousin) will appreciate your thoughtfulness in arranging their complimentary Mary Kay makeovers. You may want to ask a few friends, too. Which part of the week is better for you, the first part or the latter part?"

"Keeping up with the kids' activities this time of year really keeps me on the go."

"I can understand that, _____. This is a busy time of year for most people. That's one of the reasons I selected you. I know you're always concerned about looking your best, and you could probably use some time to be pampered. Why don't we schedule a complimentary makeover for next week? Let's look at my datebook and see what time is better for you: the first part of the week or the latter part? Morning or afternoon? You may want to ask a few friends or other mothers you know to join us."

"The kids will be home from school."

"I bet there will be times when you'll want to get away and do something special for yourself. I'll even have a special gift for the person who babysits for the kids when you hold your skin care class."

November 2013



Sun Mon Tue Wed Thu Fri Sat

						1	2
<p>Those who are blessed with the most talent don't necessarily outperform everyone else. It's the people with follow-through who excel. ~Mary Kay Ash</p>							
3	4	5	6	7	8	9	
Daylight Savings Time Ends - move clocks back 1 hour!		Unit Meeting "Celebration Station" 6:30-8:30 PM					
10	11	12	13	14	15	16	
	Veterans Day Observed Postal Holiday 	Unit Meeting "Celebration Station" 6:30-8:30 PM					
17	18	19	20	21	22	23	
		Unit Meeting "Celebration Station" 6:30-8:30 PM					
24	25	26	27	28	29	30	
		Midnight CST cutoff for Consultants to place phone orders. Unit Meeting "Celebration Station" 6:30-8:30 PM		All Company & Branch Offices Closed. Postal Holiday. 	All Company & Branch Offices Closed.	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
Misty R. Lowe	7	Linda L. Hayes	4
Susan M. Jarrett	8	Susan M. Jarrett	2
Leigh L. Buchanan	24	Tory Angell	2
		Bonnie J. Hardman	1
		Kimberley M. Condon	1
		Dorothea A. Mencer	1

Celebrate!!!



Christy's Queens

Christy Cox

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Highlights this Month:

September Results, October, 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)
- ◆ Let the Beauty Begin Team Building Challenge (October 1-31)
- ◆ Fashion Week Challenge (Oct. 1 - Dec. 31, 2013)



To the Excellent...

Words of Wisdom

Remember, if you do the things you ought to do when you ought to do them, then someday you can do the things you want to do when you want to do them -- like being a National. Whatever you do or dream you can do -- begin it. Boldness has genius and power and magic in it.

~Mary Kay Ash



Project RUNWAY ALL STARS

In celebration of Mary Kay being the Official Beauty Sponsor of Project Runway All Stars Season 3, we are giving you the opportunity to win a once-in-a-lifetime New York City Fashion Week Experience!

Here's what you need to do:

- Within the unit of the winning Independent Sales Director in each Seminar affiliation, the Independent Beauty Consultant with the most qualified new personal team members during the contest quarter of Oct. 1 through Dec. 31, 2013, will qualify to attend along with her Sales Director. (Ties will be broken based on the wholesale orders of the new qualified personal team members.)



The New York City Fashion Week Experience includes:

- Round-trip airfare to New York City.
- Hotel accommodations.
- Tickets to attend a show at Fashion Week.
- Tickets to attend a Broadway play.
- Meals.
- Transportation to and from the fashion show.

This is sure to be the experience of a lifetime!