



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
\$1,801.00

Sharing Queen



Lisa L. Bailey
1

Christy's Queens

Congratulations 2nd Quarter Stars!

Contest Ended December 15th, 2013



PEARL
CHRISTY
COX



DIAMOND
LISA
BAILEY



DIAMOND
PAM
FROST



RUBY
RACHAEL
WASHINGTON



SAPPHIRE
KAREN
HARRIS

On-Target Star Consultants!

December 16, 2013 - March 15, 2014



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	\$5,304.75	*****	*****	*****	STAR	STAR
LISA BAILEY	\$1,811.00	*****	STAR	\$1,189.00	\$1,789.00	\$2,989.00
PAM FROST	\$1,801.00	STAR	\$599.00	\$1,199.00	\$1,799.00	\$2,999.00
RACHAEL WASHINGTON	\$1,576.00	\$224.00	\$824.00	\$1,424.00	\$2,024.00	\$3,224.00
PAM SATTERFIELD	\$1,048.25	\$751.75	\$1,351.75	\$1,951.75	\$2,551.75	\$3,751.75
KAREN HARRIS	\$1,030.50	\$769.50	\$1,369.50	\$1,969.50	\$2,569.50	\$3,769.50
MELODY WARRICK	\$796.75	\$1,003.25	\$1,603.25	\$2,203.25	\$2,803.25	\$4,003.25
STARLA MCCALLISTER	\$657.00	\$1,143.00	\$1,743.00	\$2,343.00	\$2,943.00	\$4,143.00
MARIA RAMIREZ	\$622.50	\$1,177.50	\$1,777.50	\$2,377.50	\$2,977.50	\$4,177.50
EMILY WARRICK	\$600.75	\$1,199.25	\$1,799.25	\$2,399.25	\$2,999.25	\$4,199.25
STACI GOAN	\$565.00	\$1,235.00	\$1,835.00	\$2,435.00	\$3,035.00	\$4,235.00
MISTY THRESHER	\$480.00	\$1,320.00	\$1,920.00	\$2,520.00	\$3,120.00	\$4,320.00
MICHELLE CLARK	\$462.25	\$1,337.75	\$1,937.75	\$2,537.75	\$3,137.75	\$4,337.75



Stars Drive Cars!!
Which Car is in Your Future?!

Spotlight on Team Builders!



Standings are updated as of February 28th — this will not reflect March orders or new team members.

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

Star Team Builders

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

Senior Consultants

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

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

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

Recruiter :Melody P. Warrick
Emily P. Warrick

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

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 February 1-28.)

New Consultant	From	Sponsored by
Tiffany T. Henderson	FLORAL, AR	L. Bailey
Starla Mccallister	BENTON, AR	C. Cox

"A mediocre idea that generates enthusiasm will go farther than a great idea that inspires no one." ~Mary Kay Ash

Thank You from Mary Kay

"Love Check" Commissions for Personal Team Building



13% Recruiter Commission Level
Christy R. Cox \$927.58

4% Recruiter Commission Level
Lisa L. Bailey \$41.93
Melody P. Warrick \$24.03
Pam Frost \$17.46

Weekly Accomplishments

2-2 - 2-8

Lisa Bailey \$234
Deb Krajicek \$845
Pam Satterfield \$100

2-9 - 2-15

Lisa Bailey \$544
Deb Krajicek \$324
Starla McCallister \$600
Pam Satterfield \$102
Emily Warrick \$183
Melody Warrick \$257
Rachael Washington \$461

2-16 - 2-22

Lisa Bailey \$708
Karen Harris \$384
Deb Krajicek \$354
Pam Satterfield \$119
Rachael Washington \$208

2-23 - 3-1

Pam Satterfield \$733.
Melody Warrick \$248
Rachael Washington \$468.

"Obstacles are those frightful things you see when you take your eyes off your goal."
- Hannah More



Get BOOK smart!

As Mary Kay Ash said,

“Bookings are the lifeline of your Mary Kay business. When you book appointments, your business can start to grow. One booking can lead to more bookings, sales, customers and potential team members.”

WHO SHOULD I BOOK?

- Co-workers (current, former and spouses)
- Babysitters
- Clubs/organization members
- Teachers/aides-staff/parents
- Church friends
- Neighbors (former and current)
- High school/college friends
- Service providers (hairstylists, nail technicians, bank tellers, retail clerks, cleaners, postal workers, dental hygienists)
- Social media friends

BOOKING IDEAS:

Give women a reason to book a party. Here are a few to get you started:

- Hostess program incentives
- New products
- Special occasions (bridal, back-to-school, spa day)
- Gifts - you can be her shopping service!
- Girlfriend time - who doesn't want this?

WHAT DO I NEED?

Confidence and belief are great traits when it comes to finding customers and booking appointments. And remember booking is a skill. The more you practice, the more confident you become and the better you'll get!

Helpful starters:

- Education and motivation under the Education tab on MaryKayInTouch.com.
- Learn by watching others
- Professional image

Spring Clean!

Winter's a vague memory. Start fresh this spring with tips to re-energize your Mary Kay business!

1. **Whip your calendar into ship shape.**
 - ★ Create customer reports by birthday and anniversary. Make a call list by month.
 - ★ Who needs a gift? Between weddings, graduations, Mother's Day, proms, etc., you could fill your calendar with facials and parties!
2. **Spruce up that customer list.**
 - ★ Update your Customer Profiles on myCustomers™ so you can deliver the most concise recommendations possible.
 - ★ Assess your inventory to ensure it fits your customer base.
3. **Tidy your PCP.**
 - ★ Carve out time to enroll your customer leads into the Preferred Customer Program.
 - ★ Update your customer contacts in myCustomers™. Contact those who haven't ordered recently.
4. **Clean the closet.**
 - ★ Host a Clean the Closet party and offer gifts with purchase for products you'd like off your shelves. They can include:
 - Products nearing expiration or at end of shelf life.
 - Past limited-edition items.
 - Discontinued products.
 - Excess inventory.



We Invested in Product Last Month!

<i>Pam Frost</i>	\$1,801.00	<i>Misty Thresher</i>	\$351.50
<i>Pam J. Satterfield</i>	\$1,048.25	<i>Melody P. Warrick</i>	\$340.25
<i>Lisa L. Bailey</i>	\$991.50	<i>Leslie O. Reid</i>	\$322.50
<i>Starla K Mccallister</i>	\$657.00	<i>Kim Woods</i>	\$249.00
<i>Rachael Washington</i>	\$637.50	<i>Lauren B. Dickey</i>	\$239.75
<i>Emily P. Warrick</i>	\$600.75	<i>Melissa K. Wogoman</i>	\$233.00
<i>Michelle A. Clark</i>	\$462.25	<i>Kimberley M. Condon</i>	\$203.50
<i>Karen D. Harris</i>	\$415.50	<i>Susan M. Jarrett</i>	\$74.50
<i>Maria L. Ramirez</i>	\$415.00		



CHANGES!

**Minimum Order
Increased to \$225**



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)

	<u>Consultant</u>	<u>YTD Retail</u>	<u>Bonus & PCP</u>	<u>Total</u>
1	Pam Frost	\$12,935.00	\$4,325.00	\$17,260.00
2	Lisa L. Bailey	\$10,679.50	\$1,420.00	\$12,099.50
3	Rachael M Washington	\$8,228.50	\$1,310.00	\$9,538.50
4	Karen D. Harris	\$6,419.00	\$849.00	\$7,268.00
5	Maria L. Ramirez	\$3,802.00	\$233.00	\$4,035.00
6	Misty Thresher	\$3,009.00	\$0.00	\$3,009.00
7	Melody P. Warrick	\$2,554.00	\$80.00	\$2,634.00
8	Pam J. Satterfield	\$2,381.50	\$0.00	\$2,381.50
9	Kelsie R. Works	\$1,883.00	\$490.00	\$2,373.00
10	Staci D. Goan	\$2,356.00	\$0.00	\$2,356.00

Tops in Team Building

	<u>Recruiter</u>	<u>New Team Mbrs</u>	<u>YTD Comm</u>
1	Lisa L. Bailey	1	\$41.93
2	Rachael M Washington	1	\$32.36
3	Maria L. Ramirez	1	\$31.99
4	Melody P. Warrick	1	\$24.03



Christy's Queens



New Consultant, Emily Warrick



New Consultant, Pam Satterfield



New Consultant, Tiffany Henderson



"Natural talent helps, but you have to have the drive and people around you who encourage you."
~Joshua Bell ~ Violin prodigy and concert star;
professional debut at age 14 to the Philadelphia Orchestra

From the Desk of Your Director

Way to go on a SPECTACULAR February! 100 by JUNE and a Cadillac SOON! Congratulations to Rachael Washington for completing the January FACERACE! Who will complete the FACERACE in MARCH? My personal prayer is that you be filled with a JOYful, BOLD, enthusiastic anticipation of the BIGNESS that is about to be poured upon ALL OF you!

March marks my 9th YEAR Anniversary with MK the start of my 5th year as your DIRECTOR! WE FINISHED THE MONTH of February A LITTLE OVER \$10,500!! WE HAD TO HAVE \$12,431.13 FOR OUR 13% INCREASE! I'm so sorry we did not make our 13% increase. But boy oh boy did we all work together as a team and give it our all. I'm so very proud of all of you. Congratulations! So excited that these Queens finished their Star EARLY to Lisa Bailey RUBY STAR and Pam Frost-Arnold SAPPHIRE Stars so far a head Of schedule (me Pearl and finish Queens Court of Nations Sales)! PROUD OF OUR 3 NEW QUALIFIED TEAM-MATES: Starla Putman McCallister, Pam Satterfield and Emily Warrick! Way to go to you all! I'm one proud Director Of Our Queens (A TITLE I DON'T DESERVE BUT GOD CONTINUES TO USE ME)!

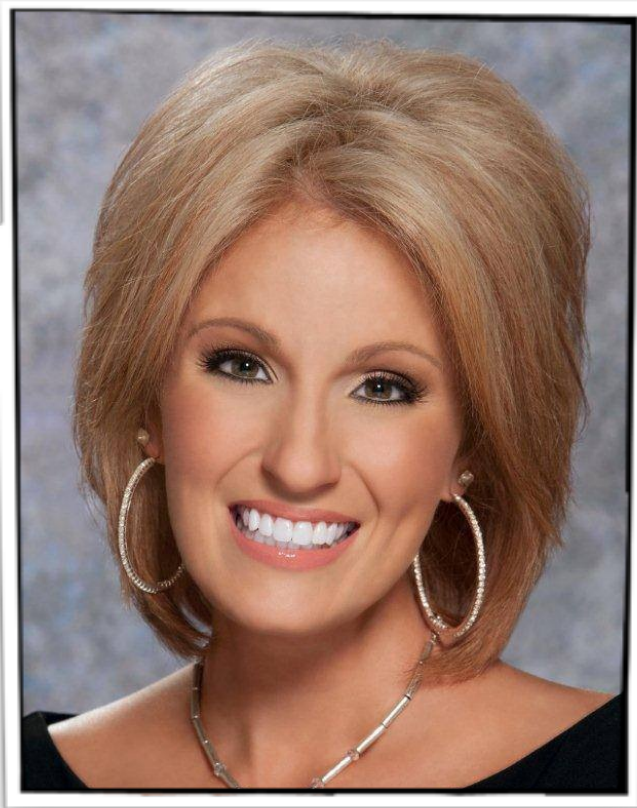
March Madness has started! Queens keep up the great work! I am so proud of you! WE need on or before March 31st (our goal is \$10,000) to be a Premiere Club UNIT or to Maintain our Premiere Club + Status we need \$30, 618.25. This is going to take our 30/30 Vision with \$30,618.25 in UNIT wholesale production and or 30 NEW TEAM Mates! I will give \$100 away to the consultant that shares with 50 NEW People and follows up with me. What UNIT are we Premiere Club or Premiere Club +??? I have a Vision of 100+ by JUNE and a Cadillac SOON! Work to be a STAR Consultant (I have a Vision of 10 STARS this Quarter)! Stars get a dinner at Olive Garden (Congratulations to Pam Frost-Arnold and Lisa Bailey so far STARS) and Pearl Stars get a \$50 Shopping Spree! Congratulations to Lisa Bailey who has had more than 1 different customer on the Thursday night sharing call 5 weeks in a row (she earned \$50 paid out on March 15th)!

As we MARCH into Miraculous March, I love this declaration from Pastor Joel..." Get ready! God is saying, it's going to happen sooner than you think. I am shifting things in your favor. You're going to come into acceleration!" Isn't that powerful!!!

May God bring favor & abundance to everything your hands touch this month!

Christy

REV YOUR ENGINE FOR THE REDOLUTION!



National Sales Director **JULIA MUNDY**

will be in little rock to celebrate new red jackets! And to help our guests discover what they love about their Mary Kay featuring our new spring line! They will be saying HELLO SUNSHINE after they play, explore, and discover these effortless and carefree products! JULIA began her business in 1992, has earned top trips paid for by Mary Kay, is currently driving that hott pink CADILLAC escalade and has earned more then \$2 million dollars in Mary Kay commissions! You will leave ready to conquer the world!

**When: Tuesday, March 11
6:30-8:00pm**

**Where: The Capital Hotel Downtown Little Rock
111 West Markham**

Cost: \$20 for directors, \$5 for consultants, guests are free!

Door prizes, drawings, and a prize for the guest and consultant who are most REDilicious! So be sure to wear your red!

**Directors mail your checks to Jennifer Sloan by March 1!
(1403 Jacks Drive, Benton, AR 72019)**



I love my mary kay.



March Madness Contest!
 Queens keep up the great work! WE need to finish Premiere Club on or before March 31st (\$10,000 to be a Premiere Club UNIT)! When we do we can have this drawing.

Each Consultant who places a wholesale order of \$250 or more in **March** will have their name entered into a special drawing.

style may vary



COACH Mini Wristlet



Mary Kay Rolling Tote & Show-n-Go



Mary Kay Business Organizer & Sample Organizer



\$100 Visa Gift Card

EARN MORE ENTRIES for each add't'l \$200+ Section 1 wholesale order you place in **March** ! (orders can be cumulative)



example: Order \$250 = Earn 1 Entry \$450 = Earn 2 Entries
 \$650 = Earn 4 Entries \$850 = Earn 8 Entries \$1050 = Earn 16 Entries!!!

FACEBOOK BOOKING HELPS TURNAROUND BUSINESS

"I'm Excited to See How Quickly Things Can Turn Around in a Short Time!"

Kudos to LaDonna Crosby!

Nearly a DOUBLE Perfect 10 in January

LaDonna is excited and over the top! She is excited to see how quickly things can turn around in a short time. December was shameful with no faces done on her add-a-bar (her words) but she has done nearly a Double Ten in January and has 3 new prospective team members! She is so grateful for the women who have poured love & encouragement into her through words, cards, emails.

Her turnaround keys were:

1. Facebook booking and
2. Her internal Want! She has wanted it before and focused on her why but now she has a sincere, focused Want! You've heard the saying, "you want it so badly you can taste it"....well, I think that's what LaDonna has!!!

FACEBOOK BOOKING

My Friends:

Hi () this is LaDonna and I am in a huge goal with my Mary Kay business. I am going on target to earn my 1st FREE car!!!!!! I am sooo excited and I was wondering if I could message your FB girlfriends and offer them a complimentary facial to help me with my goal! Would that be ok with you?

Acquaintance:

Hi (____), you probably don't know me, but (____) suggested I message you! I am sooo excited, I am on target to earn my 1st FREE car with Mary Kay and I need to facial 60 women! Could I borrow your face for an hour? I promise to give it back better than I found it! ~thx LaDonna

I copy and paste this from my phone because it is alphabetical order and easier for me to track! I attempt to send 80 - no less than forty messages a day. Also to keep my leads rolling when they book I ask them if I can extend this offer to their FB GF's to help with my goal!!



I committed to doing this everyday no matter what starting January 1! On my add a bar, I completed my perfect 10 in 3 weeks and almost double perfect ten! I will be by the 31st! So far I have 128 new contacts (they have actually responded back) 57 faces 10 interviews and I will be signing 2, possibly 3 new team members!!!!

Also I try to include all information in my second message to keep the conversation short: if they have questions I reply with this :

Thank u very much for getting back to me I appreciate it! It's a complimentary facial with no purchase required however if you need an item I will have those avail. Also I can come to you or you can come me whatever is easiest for u! If you have 3GF's join us you will get \$40 in FREE product



What do you love about your Mary Kay Career? Name the first 3 things that come to your mind. These will be your biggest assets when you share the marketing. People want to know where you passion is and what drives you to be in this fabulous company.

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.			
Congrats! You've earned \$10 in FREE product!				Congrats! You've earned \$60 in FREE product!			
11.				31.			
12.				32.			
13.				33.			
14.				34.			
15.				35.			
Congrats! You've earned \$30 in FREE product!				36.			
16.				37.			
17.				38.			
18.				39.			
19.				40.			
Congrats! You've earned \$40 in FREE product!				Congrats! You've earned \$80 in FREE product!			

Name: _____

Be a Star!

The deadline to be a 3rd Quarter Star is March 15th.

Use these sales ideas to help you reach your STAR goal!

Contact husbands/
significant others of your
customers and offer
exclusive gift
giving services (Easter,
Mother's Day, etc.)

Hand out 10 samples
EVERY day and follow up
with 2 NEW Bookings a
day.
Your Goal? Book 8 to hold
5 selling appointments!

Deliver reorders and up
sell by selling at least one
additional item per
customer.
*Focus on 1 or 2 products
to promote for upselling!

Challenge 3 friends
to sell \$100 EACH and
reward them with a lunch
date (on you) when they
complete their \$100 goal!

Demo Satin Hands on 30
people to sell 15 sets!
*Visit schools, nail salons,
medical offices, etc. and
offer them a 5 minute
pampering treat!*

Sell discounted
Gift Certificates:
\$175 for only \$125
\$125 for only \$100
\$75 for only \$50

Contact customers with
March birthdays and offer
a 15% discount on
purchases made BEFORE
3/15. Offer 20% off if she
shares her appointment
with 3 friends!

Hand out 30 samples of
TimeWise Repair and offer
a 10% discount on the
purchase of the set.
Make it your goal to sell
5 sets!

Book 5 guests/models
for your meeting and
offer her 1 glamour
item 1/2 off when she
purchases \$50 or more.

Host a Spring Preview
Open House & showcase
the new products.
*Focus on selling at least
10 sets for \$100 each!

Sell \$24 to 24 people
in 24 hours!
Do this TWICE and you'll
have nearly \$1,200 in
sales!

Hold phone lottery and
tell customers one lucky
winner will receive their
order for FREE! Sell at least
\$20 to 20 customers for
\$400 in sales.

April 2014



Sun Mon Tue Wed Thu Fri Sat

"Every great leap forward in your life comes after you have made a clear decision of some kind." ~Brian Tracy

1 Success Meeting
Facials 5:30pm
Training 7PM

2

3

4

5 Muffins and a Makeover
10 - 12 noon

6

7 Priority Awards Seminar 2014
Registration Open

8 Success Meeting
Facials 5:30pm
Training 7PM

9

10

11

12 Muffins and a Makeover
10 - 12 noon

13

14

15 Last day to enroll online for Summer 2014 PCP mailing.

16 Success Meeting
Facials 5:30pm
Training 7PM

17

18 Good Friday. All Company & Branch Offices Closed.

19 Muffins and a Makeover
10 - 12 noon

20 Easter Sunday.

21

22 Success Meeting
Facials 5:30pm
Training 7PM

23 Administrative Professionals Day.

24

25

26 Muffins and a Makeover
10 - 12 noon

27

28

29 Midnight CST cutoff for Consultants to place phone orders.

30 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	Anniversaries	Years
Lisa L. Bailey	5	Staci D. Goan	9	Brittany Kennedy	1
Erin J. Atwater	6	Suzanne M. Babel	9	Megan E. Smith	1
Lauren B. Dickey	23	Julia Turley	7	Leigh L. Buchanan	1
Whitney L. Duncan	28	Debra G. Hobbs	7	Sarah M. Rebollozo	1
		Misty R. Lowe	7	Tamara Scott	1
		Melissa K. Wogoman	3	Jean H. Smith	1
		Holly D. Higgins	3	Lettie J. Donnell	1
		Lena J. Kizzar	3	Ashley D. Mosley	1
		Leslie O. Reid	3	Tamara K. James	1
		Nita Henson	2	Carolyn L. Wood	1
		Lauren B. Dickey	2	Erin J. Atwater	1
		Olga Vega	2	Melody P. Warrick	1
		Carla D. Stracener	2		

Celebrate!!



Christy's Queens

Christy Cox

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Unit Website: www.christysqueens.ws

Highlights this Month:

February Results, March, 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)



To the Incredible...

Words of Wisdom

If there is a lesson in life to be learned from a trying experience, it is: Don't let problems that are out of your control get to you.

Instead of panicking, look at the humorous side. Every woman should attempt to do this, no matter how stressed out she is. We have to take life in stride, one step at a time.

As long as we can laugh and stop treating difficulties as disasters, everything will be just fine.

~Mary Kay Ash



MARY KAY SEMINAR 2014

Get ready. It will make your heart skip a beat!

How can we top the Mary Kay 50th Anniversary Seminar? You'll have to come and find out! There's even more to love!

Ruby: July 16-19 Sapphire: July 20-23
Emerald: July 23-26 Pearl: July 27-30
Diamond: July 30-Aug. 2
Cost: \$195

Registration and hotel details on:
[MaryKayInTouch>Events>Special Events](#)

Mark your calendar!

Priority registrants can order fun Seminar souvenirs and even get a 15% discount beginning April 7. All others can order at regular price beginning May 1.



discover what you
LOVE