

THE SPARKLER

DIXIE'S DYNAMITE UNIT

Newsletter: FEBRUARY 2013

Results: JANUARY 2013



TNT ~ TODAY NOT TOMORROW

Welcome New Consultants

New Consultant

Janet E. Bennett
Erin A. Boysen
Melissa D. Goggin
Christy Hodnefield
Elizabeth Jacobson
Katelyn D. Terhark

From

DES MOINES, IA
LAKE MILLS, IA
NORTHGLENN, CO
VAN HORNE, IA
BUFFALO CENTER, IA
CORWITH, IA

Sponsored by

D. Gilbertson
J. Thorson
B. Potter
K. Vierkandt
K. Kiewiet
N. Fuerstenau

Move on up to
4% -13%
Commissions

WELCOME BACK!

REINSTATED CONSULTANTS

**PAULA BAUER
HEATHER BEENKEN
JENNIFER BLOMSTER
THERESA BROWN
LINDY CANNADY
PAULA FRAIZER
FERN GRINER
FAYE HAUGEN
SANDRA LEY
CINDY MEYERHOEFER
DIANE MURPHY
PENNY OBERG
CAROL OLSON
AMIE STEENHARD
SARA STRICKER
LINDA TIREVOLD
WENDY UTLEY
DONNA WATSON**

March 2013



Birthdays

	Day
Faye E. Haugen	1
Dorothy Arend	4
Carol Lanich	11
Sheila K. Lorimor	11
Kendra Knudtson	12
Kelly L. Harbal	15
Tina M. Smith	15
Jill E. Rye	19
Jennifer Blomster	20
Doris M. Troll	21
Jill E. Thorson	27
Kelly Becker	31


Anniversaries

	Years
Lisa C. Williamson	20
Karleen Vierkandt	20
Debra Cunningham	16
Bonnie L. Peterson	16
Jennifer Franz	15
Dawn M. Schroeder	14
Michelle M. Hoefler	10
Cindy M. Burge	9
Linda R. Tirevold	9
Gail R. Gouge	7
Jill E. Rye	5
Ali L. McCormick	4
Leticia Azham	4
Stacy A. Nielson	3
Sara M. Kirsch	1



COURT OF SALES

Seminar Retail Production 126,096.10

1	Debbie L. Sanford	\$4,257.00		\$160.00	\$4,417.00
2	Monica J. Anderson	\$4,052.50		\$120.00	\$4,172.50
3	Machia L. Cates	\$4,146.00		\$0.00	\$4,146.00
4	Cathy Sprau	\$3,825.00		\$100.00	\$3,925.00
5	Bobbi Potter	\$3,249.50		\$60.00	\$3,309.50
6	Judy E. Junkermeier	\$2,842.50		\$80.00	\$2,922.50
7	Angela R. Krueger	\$2,762.00		\$20.00	\$2,782.00
8	Kaylene R. Kiewiet	\$2,359.00		\$205.00	\$2,564.00
9	Janet E. Olson	\$2,500.00		\$0.00	\$2,500.00
10	Alma J. Walker	\$2,437.50		\$0.00	\$2,437.50
11	Jill E. Thorson	\$2,338.00		\$20.00	\$2,358.00
12	Tara Felten	\$1,894.00		\$215.00	\$2,109.00
13	Melanie L. Grant	\$2,052.50		\$0.00	\$2,052.50
14	Lori Bagley	\$2,031.00		\$20.00	\$2,051.00
15	Lana Moeller	\$2,013.50		\$0.00	\$2,013.50
16	Angela K. Thompson	\$1,882.00		\$80.00	\$1,962.00
17	Susan J. Ugulini	\$1,774.50		\$60.00	\$1,834.50
18	Carol Lanich	\$1,751.60		\$40.00	\$1,791.60
19	Katherine Rausch	\$1,771.00		\$0.00	\$1,771.00
20	Jodi L. Cagle	\$1,771.00		\$0.00	\$1,771.00
21	Dawn M. Schroeder	\$1,711.50		\$20.00	\$1,731.50
22	Marian J. Brettmann	\$1,706.00		\$20.00	\$1,726.00
23	Debra Cunningham	\$1,720.00		\$0.00	\$1,720.00
24	Lori J. Dontje	\$1,697.50		\$0.00	\$1,697.50
25	Joan Perrin	\$1,673.00		\$0.00	\$1,673.00
26	Tonya B. Hansen	\$1,588.00		\$20.00	\$1,608.00
27	Michelle Skarpness	\$1,489.50		\$80.00	\$1,569.50
28	Beth W. Brightup	\$1,525.00		\$0.00	\$1,525.00
29	Susan M. Strickler	\$1,419.00		\$80.00	\$1,499.00
30	Rebekah W. Bryan	\$1,482.50		\$0.00	\$1,482.50



COURT OF SHARING



1	Monica J. Anderson	2	\$118.72
---	--------------------	---	----------

MK Love Checks

13% Recruiter Commission Level

Dixie L. Gilbertson \$168.38

9% Recruiter Commission Level

Kaylene R. Kiewiet \$230.11
Bobbi Potter \$18.59

4% Recruiter Commission Level

Angela K. Thompson \$19.51
Jill E. Thorson \$19.00
Nicole Fuerstenau \$9.43
Karleen Vierkant \$9.36
Monica J. Anderson \$8.17
Cindy Meyerhofer \$8.10
Sylvia Christiansen \$5.04

On-Target Star Consultants

DIXIE GILBERTSON		\$1,874.25	STAR	\$525.75	\$1,125.75	\$1,725.75	\$2,925.75
LORI BAGLEY		\$1,001.75		\$798.25	\$1,398.25	\$1,998.25	\$3,798.25
TARA FELTEN		\$684.75	\$1,115.25	\$1,715.25	\$2,315.25	\$2,915.25	\$4,115.25
REBEKAH BRYAN		\$517.50	\$1,282.50	\$1,882.50	\$2,482.50	\$3,082.50	\$4,282.50
JOY KIX		\$511.50	\$1,288.50	\$1,888.50	\$2,488.50	\$3,088.50	\$4,288.50
BOBBI POTTER		\$510.25	\$1,289.75	\$1,889.75	\$2,489.75	\$3,089.75	\$4,289.75
KATHY SCHULZ		\$476.00	\$1,324.00	\$1,924.00	\$2,524.00	\$3,124.00	\$4,324.00
SANDRA LEY		\$472.00	\$1,328.00	\$1,928.00	\$2,528.00	\$3,128.00	\$4,328.00
TONYA HANSEN		\$458.00	\$1,342.00	\$1,942.00	\$2,542.00	\$3,142.00	\$4,342.00
LANA MOELLER		\$457.75	\$1,342.25	\$1,942.25	\$2,542.25	\$3,142.25	\$4,342.25
KATHERINE RAUSCH		\$456.50	\$1,343.50	\$1,943.50	\$2,543.50	\$3,143.50	\$4,343.50
STACY NIELSON		\$450.50	\$1,349.50	\$1,949.50	\$2,549.50	\$3,149.50	\$4,349.50
ALI MCCORMICK		\$416.00	\$1,384.00	\$1,984.00	\$2,584.00	\$3,184.00	\$4,384.00
LINDA TIREVOLD		\$413.00	\$1,387.00	\$1,987.00	\$2,587.00	\$3,187.00	\$4,387.00
SUSAN STRICKLER		\$407.00	\$1,393.00	\$1,993.00	\$2,593.00	\$3,193.00	\$4,393.00
LONNIE ARNEVIK		\$405.50	\$1,394.50	\$1,994.50	\$2,594.50	\$3,194.50	\$4,394.50
JOAN PERRIN		\$404.50	\$1,395.50	\$1,995.50	\$2,595.50	\$3,195.50	\$4,395.50
LORI DONTJE		\$402.25	\$1,397.75	\$1,997.75	\$2,597.75	\$3,197.75	\$4,397.75

WORKING WOMEN

By servicing your customers and restocking your shelves we are one step closer to achieving the **\$400,000.00 Unit Circle of Achievement Award**. Thank you for all that you do to make our unit great. Your participation and contribution is greatly appreciated. **UNI** Together will make this unit the most remarkable unit in the area.

Name	Amount	Name	Amount	Name	Amount
Rebekah W. Bryan	\$517.50	Donna K. Watson	\$245.00	Wendy K. Utley	\$205.00
Sandra K. Ley	\$472.00	Teresa A. Penning	\$240.25	Cindy Meyerhofer	\$204.25
Katherine Rausch	\$456.50	Shirley M. Waite	\$238.50	Carol Lanich	\$204.25
Stacy A. Nielson	\$450.50	Katelyn D. Terhark	\$235.75	Faye E. Haugen	\$203.25
Linda R. Tirevold	\$413.00	Nancy A. Wolverton	\$234.00	Karleen Vierkandt	\$203.00
Judy Kuttner	\$339.50	Paula Fraizer	\$234.00	Heather L. Beenken	\$203.00
Erin A. Boysen	\$338.75	Christy Hodnefield	\$234.00	Jode Bardwell	202.50
Debbie L. Sanford	\$329.50	Jill E. Thorson	\$228.50	Angela R. Krueger	\$201.25
Cathy Sprau	\$326.50	Bonnie L. Peterson	\$221.75	Amie J. Steenhard	\$201.00
Diane E. Murphy	\$309.00	Theresa M. Brown	\$220.00	Susan J. Ugulini	\$201.00
Lindy A. Cannady	\$286.75	Sara J. Stricker	\$219.75	Carol J. Olson	\$200.75
Judy E. Junkermeier	\$286.50	la Xiong	\$211.00	Penny S. Oberg	\$200.50
Paula J. Bauer	\$283.50	Sandra M. Kerfeld	\$210.00	Monica J. Anderson	\$191.50
Michelle M. Hoefler	\$268.75	Lana Moeller	\$209.75	Jill M. Baker	\$136.25
Fern K. Griner	\$266.50	Bobbi Potter	\$209.75	Kaylene R. Kiewiet	\$126.00
Michelle Skarpness	\$260.25	Melissa D. Goggin	\$206.50	Barbara J. Decker	\$80.25
Pam Yegge	\$254.25	Jennifer Blomster	\$206.00	Jodi M. Bergan	\$24.00
		Elizabeth A Jacobson	\$206.00	Dixie L. Gilbertson	\$1,198.75

Future Directors

Recruiter :Kaylene R. Kiewiet

Lonnie A. Arnevik
 Kelly Becker
 Heather L. Beenken
 Lori Bertram
 Jennifer Blomster
 Debra Cunningham
 Susie D. Diercks
 Paula Fraizer
 Nicole Fuerstenau
 Elizabeth A Jacobson
 Ruth Jenö
 Judy E. Junkermeier
 Sandra K. Ley
 Janelle A. Murray
 Kathleen A. Nelson
 Stacy A. Nielson
 Mary Olsen
 Chris M. Ryan
 Michelle Skarpness
 Shirley M. Waite
 * Susan A. Bugge
 * Cindy M. Burge
 * Julia L. Hatch
 * Diana L. Kiewiet
 * Kelly J. Kruse
 * Davida Lackore
 * Ali L. McCormick
 * Margaret Tibodeau
 * Shelley R. Volz
 # Melanne L. Bang
 # Gail E. Cory
 # Tiffany J. Francis
 # Meggon K. Jacobs
 # Charlotte A. Larson
 # Carrie M. Snieder
 # April M. Vogt



Star Team Builders

Recruiter :Monica J. Anderson

Machia L. Cates
 Cindy Meyerhofer
 Penny M. Miller
 Janet E. Olson
 * Dawn L. Meyerhofer

Senior Consultants

Recruiter :Jodi M. Bergan

Susan M. Strickler

Recruiter :Sylvia Christiansen

Ardis(Bunny) S Evans
 Kaylene R. Kiewiet
 * Ronna Belshan



Recruiter :Carla Church

Susan J. Ugulini
 * Julie A. Boman
 * Beth W. Brightup

Recruiter :Sara L. Erkeneff

Sheila K. Lorimor
 Tina M. Smith

Recruiter :Nicole Fuerstenau

Katelyn D. Terhark

Recruiter :Sandra M. Kerfeld

Jennifer L. Kylander
 Mederise E. Stanlake
 * Tiffany A. Kerfeld
 # Melissa M. Evans

Recruiter :Cindy Meyerhofer

Jode Bardwell

Recruiter :Debbie L. Sanford

Michele M. Boji

Recruiter :Michelle Skarpness

Veronica A. Litterer
 # Rebecca L. Bergan
 # Rachel A. Fields
 # Carol Heisel
 # Carol A. Johnson

Recruiter :Cathy Sprau

Melody A. Lunning
 # Jane M. Juenger

Recruiter :Angela K. Thompson

Lindy A. Cannady
 Amie J. Steenhard
 * Melanie L. Gast
 # Cheryl Harris

Recruiter :Jill E. Thorson

Jill M. Baker
 Erin A. Boysen
 * Jodi L. Cagle
 * Kathy A. Upmeyer
 * Colette R. Wyatt
 # Dorothy Arend
 # Amber J. Nuehring
 # Elaine A. Oimoen
 # Twyla Quinn
 # Doris M. Troll

Recruiter :Kathy A. Upmeyer

Nancy A. Wolverton
 * Susan Steege

Recruiter :Karleen Vierkandt

Christy Hodnefield



Team Leaders

Recruiter :Bobbi Potter

Katie L. Carney
 Pamela J. Forstner
 Melissa D. Goggin
 Amanda L. Nutter
 Cassandra A. Polzin
 * Cari M. Hoppe
 * Deb Hyke
 * Emily K. Stephan
 # Leticia Azham
 # Ashley R. Huntley

THIS MONTHS RECRUITERS

Name	Recruits\
Karleen Vierkandt	1
Kaylene R. Kiewiet	1
Jill E. Thorson	1
Bobbi Potter	1
Nicole Fuerstenau	1
Dixie L. Gilbertson	1

The Rules of Success in Mary Kay

Here's a question for YOU...WHY do some consultants & directors achieve more than others? Have you ever wondered this? We all have the same showcase! Of course the length of time in MK makes a difference as well as the Sovereign will of God. But other than that, WHAT IS IT??

You also must realize that there is not a big difference between success and failure. The winner of the Kentucky Derby and 2nd place was only miniscule inches! The gold medalist and 10th place was just a few points.

In Mary Kay, it is just a few more hours a week, a few more people asked, or the smart use of those hours. There's a big difference over a year in the consultant who held 3 facials a week and the one who held 3 classes a week. The same amount of time is spent preparing and really even presenting the product, but the results are very different. It's also much easier to book more classes when you are at a class, because you have 3 chances instead of the one! You can use the correct booking approach at a class and the 4-Point Recruiting plan...neither of these work as effectively at a facial. Again, facials are not bad, just not as effective.



Here are the Mary Kay Rules you must abide by in order to move up and ahead:

- 1. Develop & Control your Attitude.** This is a daily effort and a daily decision. It's not what happened to you, as much as what happens IN you! Expect to win, expect the best, expect a yes. No, you won't actually win every single time, but you will a lot more than the person who doesn't expect to. Have a goal with a burning desire to reach it. It makes a difference for your attitude!
- 2. Hold Skin Care Classes. Classes, not facials.** Facials are fillers. Classes must be held to move ahead. Read the 3rd paragraph above again! If you just said, but my people won't book classes go back to rule #1!
- 3. Use the Correct Booking Approach. ...word for word at every class** to keep having classes. And by all means EVERY single new basic must be re-checked...make this a smart way to increase those bookings...(You add 3 new basics, you must have 3 new bookings with them) Other booking ideas are fine, but none are as effective as this one. It's a rule...don't leave a class without a class!!
- 4. Use the Four Point Recruiting Plan at EVERY class.** YOU are the messenger with a story to tell. You don't have any idea if she'll be good or not. JUST ASK. You could be the answer to her prayer. ASK!!!
- 5. Attend ALL Success Meetings and Advanced Trainings.** Be wise enough to know that you don't know it all. Be eager enough to constantly want to learn more about yourself and this business. School is NEVER out for the pro. If you don't learn something new, you still need the energy that's put out from all the achievers and dreamers and doers in that room. We need each other.
- 6. Think EXCELLENCE!** Use positive thoughts to propel you forward. Cancel all negatives and refuse to accept negativity from anyone around you. Use positive affirmations to let go of disappointments, no's and frustration. The faster you can move through disappointment, the faster you will move up the Ladder of Success. You don't worry, you work and pray.
- 7. This should be #1...Successful people have a daily personal walk with God.** That's how you can do #6! Every National Sales Director and Top Director are masters at these things. Pat Fortenberry just held more classes and taught more people how to hold classes than anyone else. YOU could too!

**The game has begun, you know the rules, let's play it FULL OUT!
GO TO WORK TODAY! A magnificent future awaits you..**

"If you are lucky enough to find a way of life you love, you have to find the courage to live it".
-- John Irving

Dixie Gilbertson
701 20 Street SE
Austin, MN 55912

507-437-7481 Home/Office
507-261-3885
dgilbertson@marykay.com

**50TH YEAR
ANNIVERSARY**

YOU make the difference!

Here is a brief overview of things you'll want to remember!

- * **PROMOTIONS FROM DIXIE**
- * **Add at least ONE NEW QUALIFIED TEAM MEMBER & receive MK Bronze Cross body Tote from your Director.**
- CONGRATULATIONS TO MONICA ANDERSON—ACHIEVED IN NOVEMBER!**
- * **Become a Team Leader during DECEMBER and receive a “Red Means Go” necklace from your Director.**
- * **Submit for DIQ and receive an EXCLUSIVE star fish Pendant necklace. (previously reserved for Directors only)**
- ⇒ **Meet the EXTREME TEAM CHALLENGE and receive a beautiful bracelet from Anita Garret-Roe, NSD.
10 CLASSES, 10 INTERVIEWS, 600 WHOLESALE**
- ⇒ **Career Conferences March 15-16, March 22-23, March 24-25. Locations to be announced.**
- GLITTER & GOLD LUNCHEON:**
- Add 2 NEW *Qualified Team Members between December 1, 2012 and February 28, 2013**
- New Consultants can add one NEW qualified team member to attend the luncheon**
- RECOGNITION**
- Beauty Consultants who from November 30, 2012 through Feb 28, 2013 achieve and maintain a new step on the career path of Team Leader, Future Independent Sales Director or independent Sales Director-in-Qualification will receive a name badge ribbon and onstage recognition.**
- Be a star consultant before February 28 and receive a “IM A STAR” Name Badge at Career Conference!**
- ⇒ **Seminar 2013 will be held July 21-24 in Dallas, TX.**
- ⇒ **Class of 2013 ... Ryan Rogers goal to have 3000 New Directors during Seminar 2013!**