

# The Sparkler

**DIXIE'S DYNAMITE UNIT**

**Newsletter: JULY 2013**

**Results: JUNE 2013**

**HAPPY NEW YEAR**

**TNT ~ TODAY NOT TOMORROW**

## Welcome New Consultants

New Consultant	From	Sponsored by
Sandy Grant	AUSTIN, MN	D. Gilbertson
Dee Lehner	ALBERT LEA, MN	D. Gilbertson
Linda Rippentrop	MASON CITY, IA	J. Thorson
Natalie S. Swartout	GARNER, IA	J. Thorson

Move on up to  
4% -13%  
Commissions

### UNIT MEMBERS!

CONGRATULATIONS ON A FANTASTIC YEAR END FINISH!!

Although we did not achieve our goal, of having every consultant active, in appreciation of our efforts 5 / \$50.00 CASH DRAWINGS were held. The winners are:

PENNY BENNETT  
SARA ERKENEFF  
SARA KIRSCH  
JANELLE MURRAY  
SANDRA VANEK

A special gift will be sent to each of you in appreciation of your GO-GIVE spirit and willingness to help us achieve our goal. Thank you for your support!

Mary Amy, Monica Anderson, Leticia Azahm, Jill Baker, Melanne Bang, Jode Bardwell, Kelly Becker, Ronna Belshan, Janet Bennett, Penny Bennett, Lori Bertram, Michele Boji, Julie Boman, Diane Boomgaarden, Mona Boomgaarden, Lynn Bouska, Marian Brettmann, Theresa Brown, Rebekah Bryan, Ann Buffington, Susan Bugge, Cindy Burge, Jodi Cagle, Sheila Chose, Carla Church, Lisa Davis, Kathy Dolan, Lori Dontje, Sara Erkeneff, Ardis(Bunny) Evans, Karen Fasbender, Tara Felten, Delrae Felten, Rachel Fields, Stacy Fletcher, Pamela Forstner, Tiffany Francis, Jennifer Franz, Nicole Fuerstenau, Mary Ann Garvin, Roxann Gilbertson, Amy Glassmaker, Gail Gouge, Kimberly Grage, Sandra Grant, Sue Grove, Allyson Hagen, Valerie Hall, Tonya Hansen, Karen Hanson, Becky Harris, Julia Hatch, Faye Haugen, Cindy Hodnefield, Michelle Hofer, Kayla Holleman, Jamie Isaacson, Ronnelle Jaeger, Jane Juenger, Judy Junkermeier, Sandra Kerfeld, Diane Kiewiet, Kaylene Kiewiet, Sara Kirsch, Kourtney Kiser, Joy Kix, Lisa Klingbeil, Angela Krueger, Kelly Kruse, Judy Kuttner, Davida Lackore, Carol Lanich, Dee Lehner, Penny Lewer, Sandra Ley, Veronica Litterer, Melody Lunning, Lisa Marx, Dawn Meyerhofer, Nicole Meyerhofer, Penny Miller, Lana Moeller, Kayla Monroe, Karen Munsch, Diane Murphy, Janelle Murray, Kathleen Nelson, Nicole Nelson, Stacy Nielson, Elaine Oimoen, Daniele Olsen, Monica Olsen, Laura Ortiz, Teresa Penning, Joan Perrin, Bonnie Peterson, Terri Peterson, Cassandra Polzin, Bobbi Potter, Ashley Pugh, Kim Quelle, Katherine Rausch, Linda Rippentrop, Debbie Sanford, Kathy Schulz, Michelle Sloane, Tina Smith, Cathy Sprau, Amie Steenhard, Emily Stephan, Angie Swanson, Angela Thompson, Jill Thorson, Linda Tirevold, Susan Ugulini, Debra Van Houten, Sandra Vanek, T wylla Vickmark, Shelley Volz, Shirley Waite, Alma Walker, Michele Wanner, Pam Yegge.

I AM HONORED AND PROUD TO RESPRESENT YOU ON STAGE AT SEMINAR 2013!

Dixie

When you realize that the worst that can happen is that you may have to face a disappointment then you will be transformed from a doubter to a believer, from a negative thinker to a positive thinker!



## MK Love Checks

13% Recruiter Commission Level	
Dixie L. Gilbertson	\$927.87
9% Recruiter Commission Level	
Kaylene R. Kiewiet	\$212.49
Bobbi Potter	\$37.58
4% Recruiter Commission Level	
Tara Felten	\$19.15
Jill E. Thorson	\$16.64
Carla Church	\$16.41
Debbie L. Sanford	\$11.10
Angela K. Thompson	\$8.04
Cathy Sprau	\$1.72

Success is not necessarily reaching your goal ~ BUT ~ reaching the maximum possibilities in light of the opportunities that come your way ~ Robert Schuller

<b>NATIONAL</b>	<b>36,000.00</b>	<b>COURT OF SALES</b> <b>SEMINAR 2012-2013</b> BASED ON CO. RETAIL SALES	<b>UNIT</b>	<b>9,600/00</b>
<b>GARRET-ROE</b>	<b>24,000.00</b>		<b>TEAM</b>	<b>3,600.00</b>
<b>AREA</b>	<b>14,400.00</b>			

400,000  
390,000  
380,000  
370,000  
360,000  
350,000  
340,000  
330,000  
**322,460.60**  
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40,000  
30,000  
20,000  
10,000

300,000.00 ~CIRCLE OF ACHIEVEMENT CLUB!!

# TEAM COURT

1	Bobbi Potter	\$7,338.50		\$80.00	\$7,418.50
2	Debbie L. Sanford	\$6,267.50		\$240.00	\$6,507.50
3	Cathy Sprau	\$5,874.50		\$140.00	\$6,014.50
4	Tara Felten	\$5,658.50		\$300.00	\$5,958.50
5	Monica J. Anderson	\$5,440.00		\$160.00	\$5,600.00
6	Judy E. Junkermeier	\$4,305.50		\$100.00	\$4,405.50
7	Angela R. Krueger	\$4,214.50		\$20.00	\$4,234.50
8J	oan Perrin	\$4,093.00		\$0.00	\$4,093.00
9	Angela K. Thompson	\$3,894.00		\$120.00	\$4,014.00
10	Jill E. Thorson	\$3,789.50		\$60.00	\$3,849.50
11	Lori J. Dontje	\$3,840.00		\$0.00	\$3,840.00
12	Tonya B. Hansen	\$3,678.50		\$60.00	\$3,738.50
13	Alma J. Walker	\$3,648.50		\$20.00	\$3,668.50
14	Carol Lanich	\$3,487.60		\$40.00	\$3,527.60
15	Lori Bagley	\$3,197.50		\$20.00	\$3,217.50
16	Debra Cunningham	\$3,138.00		\$0.00	\$3,138.00
17	Jodi L. Cagle	\$2,982.50		\$0.00	\$2,982.50
18	Kaylene R. Kiewiet	\$2,771.00		\$205.00	\$2,976.00
19	Angie R. Swanson	\$2,866.00		\$85.00	\$2,951.00
20	Marian J. Brettmann	\$2,882.50		\$20.00	\$2,902.50
21	Kayla M. Monroe	\$2,806.00		\$0.00	\$2,806.00
22	Rebekah W. Bryan	\$2,784.00		\$0.00	\$2,784.00
23	Lana Moeller	\$2,779.00		\$0.00	\$2,779.00
24	Beth W. Brightup	\$2,739.50		\$0.00	\$2,739.50
25	Susan J. Ugulini	\$2,590.50		\$100.00	\$2,690.50
26	Katherine Rausch	\$2,631.50		\$0.00	\$2,631.50
27	Stacy A. Nielson	\$2,521.50		\$0.00	\$2,521.50
28	Becky M. Harris	\$2,508.00		\$0.00	\$2,508.00
29	Amy S. Glassmaker	\$2,473.50		\$20.00	\$2,493.50
30	Melanie L. Grant	\$2,452.50		\$0.00	\$2,452.50



## COURT OF SHARING SEMINAR 2012-2013 BASED ON NEW QUALIFIED ORDERS

<b>NATIONAL</b>	<b>24</b>
<b>GARRET-ROE</b>	<b>12</b>
<b>AREA</b>	<b>6</b>

<b>UNIT</b>	<b>4</b>
<b>TEAM</b>	<b>2</b>





1	Monica J. Anderson	2	\$118.72
2	Bobbi Potter	1	\$108.04
3	Tara Felten	1	\$55.82
4	Cindy Meyerhofer	1	\$30.30
5	Dixie L. Gilbertson	7	\$567.11



**GOAL**  
**400,000**

# On-Target Star Consultants

AMY GLASSMAKER		\$605.50	\$1,194.50	\$1,794.50	\$2,394.50	\$2,994.50	\$4,194.50
DEE LEHNER		\$604.25	\$1,195.75	\$1,795.75	\$2,395.75	\$2,995.75	\$4,195.75
DIXIE GILBERTSON		\$586.75	\$1,213.25	\$1,813.25	\$2,413.25	\$3,013.25	\$4,213.25
CAROL LANICH		\$568.75	\$1,231.25	\$1,831.25	\$2,431.25	\$3,031.25	\$4,231.25
JOAN PERRIN		\$455.50	\$1,344.50	\$1,944.50	\$2,544.50	\$3,144.50	\$4,344.50
KATHERINE RAUSCH		\$420.25	\$1,379.75	\$1,979.75	\$2,579.75	\$3,179.75	\$4,379.75
LORI DONTJE		\$412.75	\$1,387.25	\$1,987.25	\$2,587.25	\$3,187.25	\$4,387.25
ANGELA THOMPSON		\$402.00	\$1,398.00	\$1,998.00	\$2,598.00	\$3,198.00	\$4,398.00

*Congratulations!*

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.

Amy S. Glassmaker	\$605.50	Judy E. Junkermeier	\$265.50	Diana L. Kiewiet	\$205.00
Dee Lehner	\$604.25	Sandra K. Ley	\$256.50	Ann Buffington	\$205.00
Sandy Grant	\$601.75	Jamie L. Isaacson	\$251.00	Janet E. Bennett	\$204.75
Kathleen M. Dolan	\$600.25	Monica J. Anderson	\$249.25	Susan J. Ugulini	\$204.50
Carol Lanich	\$568.75	Kim M. Quelle	\$248.50	Jill M. Baker	\$204.00
Bobbi Potter	\$462.00	Linda R. Tirevold	\$227.00	Kelly J. Kruse	\$203.50
Debbie L. Sanford	\$461.00	Jill E. Thorson	\$227.00	Emily K. Stephan	\$203.25
Joan Perrin	\$455.50	Veronica A. Litterer	\$224.50	DelRae E. Felten	\$203.00
Karen J. Munsch	\$442.50	Angela R. Krueger	\$221.75	Nicole Fuerstenau	\$202.75
Katherine Rausch	\$420.25	Ronna Belshan	\$217.00	Lori Bertram	\$202.50
Lori J. Dontje	\$412.75	Susan A. Bugge	\$216.75	Rachel A. Fields	\$201.25
Cathy Sprau	\$410.25	Cassandra A. Polzin	\$214.25	Amie J. Steenhard	\$201.00
Angela K. Thompson	\$402.00	Penny L. Lewer	\$212.25	Kelly Becker	\$200.50
Karen M. Fasbender	\$401.50	Linda Rippentrop	\$212.00	Lana Moeller	\$181.50
Penny L. Bennett	\$386.75	Julia L. Hatch	\$208.50	Lynn M. Bouska	\$155.00
Joy E. Kix	\$324.75	Daniele R. Olsen	\$207.50	Shirley M. Waite	\$132.50
Ardis(Bunny) S Evans	\$314.00	Roxann R. Gilbertson	\$206.75	Kourtney J. Kiser	\$108.75
Lisa A. Klingbeil	\$291.25	Julie A. Boman	\$205.75	Ginger L. Trulson	\$62.00
Sandra Vanek	\$290.50	Lisa R. Davis	\$205.50	Jane M. Juenger	\$43.00
Terri Peterson	\$283.50	Valerie Hall	\$205.50	Sara L. Erkeneff	\$33.00
Michele M. Boji	\$277.50	Kimberly L. Grage	\$205.25	Tara Felten	\$18.00
Angie R. Swanson	\$275.75	Cindy M. Burge	\$205.00	Dixie L. Gilbertson	\$617.75
Theresa M. Brown	\$273.50	Michele F. Wanner	\$205.00		
Rebekah W. Bryan	\$271.25	Laura I. Ortiz	\$205.00		



# TEAM BUILDERS AND THER TEAMS

## Future Directors

### Recruiter :Kaylene R. Kiewiet

- Melanne L. Bang
- Kelly Becker
- Lori Bertram
- Susan A. Bugge
- Cindy M. Burge
- Tiffany J. Francis
- Nicole Fuerstenau
- Julia L. Hatch
- Judy E. Junkermeier
- Diana L. Kiewiet
- Kelly J. Kruse
- Davida Lackore
- Sandra K. Ley
- Janelle A. Murray
- Kathleen A. Nelson
- Stacy A. Nielson
- Shelley R. Volz
- Shirley M. Waite
- \* Heather L. Beenken
- \* Jennifer Blomster
- \* Gail E. Cory
- \* Debra Cunningham
- \* Paula Fraizer
- \* Elizabeth A Jacobson
- \* Ali L. McCormick
- \* Michelle Skarpness
- \* Carrie M. Snieder
- \* Margaret Tibodeau
- \* Ginger L. Trulson
- \* April M. Vogt
- # Lonnie A. Arnevik
- # Susie D. Diercks
- # Ruth Jen0
- # Mary Olsen
- # Chris M. Ryan



## Team Leaders

### Recruiter :Bobbi Potter

- Leticia Azahm
- Pamela J. Forstner
- Kayla M. Holleman
- Kayla M. Monroe
- Cassandra A. Polzin
- Emily K. Stephan
- \* Melissa D. Goggin
- \* Deb Hyke
- # Katie L. Carney
- # Cari M. Hoppe
- # Amanda L. Nutter



## Star Team Builders

### Recruiter :Jill E. Thorson

- Jill M. Baker
- Jodi L. Cagle
- Elaine A. Oimoen
- Linda Rippentrop
- \* Dorothy Arend
- \* Erin A. Boysen
- \* Twyla Quinn
- \* Natalie S. Swartout
- \* Doris M. Troll
- \* Kathy A. Upmeyer
- \* Colette R. Wyatt

## Senior Consultants

### Recruiter :Monica J. Anderson

- Cindy Meyerhofer
- Nicole A. Meyerhofer
- \* Dawn L. Meyerhofer
- # Machia L. Cates
- # Penny M. Miller
- # Janet E. Olson

### Recruiter :Mona Boomgaarden

- Mary Amy
- Diane Boomgaarden

### Recruiter :Carla Church

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

### Recruiter :Sara L. Erkeneff

- Tina M. Smith

### Recruiter :Tara Felten

- DelRae E. Felten
- Angie R. Swanson
- \* Cindy M. Mixon
- # Donna M. Diede
- # Tara J. Everts

### Recruiter :Cindy Meyerhofer

- Jode Bardwell

### Recruiter :Debbie L. Sanford

- Michele M. Boji

### Recruiter :Michelle Skarpness

- Rachel A. Fields
- Veronica A. Litterer
- \* Carol Heisel
- \* Billie Serocki
- # Rebecca L. Bergan



### Recruiter :Cathy Sprau

- Jane M. Juenger
- Melody A. Lunning

### Recruiter :Angela K. Thompson

- Nicole Nelson
- Amie J. Steenhard
- \* Lindy A. Cannady
- \* Melanie L. Gast
- \* Cheryl Harris

# 10 Classes From Your Dreams

**This is the Plan!! WOW!**

Are you ready for a plan that can put you in a new Red Jacket, a new Red Car, or a New Directors Suit?

This is it! Read it ... get on the phone ... and book your future today.

Always work your business full circle!

**You are 10 classes away from your dreams!**

In the next 30 days what would happen if you committed to 10 skin care classes?

This is what would happen if you worked Full Circle. By that, I mean:

Sell the Basic and Sell Sets

Book 2 or more classes from EVERY class

Book 2 Interviews at each Class

This way, with 1 out of 4 people recruiting, you are:

2 classes away from a new recruit!

10 classes away from having 5 recruits, and

16 classes away from being a Future Director!



Do you love this??? Now what if some of your new recruits did 10 classes their first month?

Future Directors no problem! Scared about being a Director? Remember, fast is easy, slow is hard!

These numbers may show you why it makes more sense!

**Team Leader Status**

You and your team do \$5000 production = \$650 (13%)

Plus 2 new recruits that month = \$100 (recruiting bonus)

Your commission check would be \$750!

Not bad, huh?? But, it gets better!!

**New Director Status**

You and your TEAM (now a Unit) do \$5000 production = \$1,300 (13% personal plus 13% unit)

Plus 3 new recruits = 300 (recruiting bonus) unit volume bonus = 500

(for teaching, training as a director)

Your commission check would be = \$2,100

I am not even figuring out the wonderful amount you'd make from all your sales.

If you have 0 recruits right now, you are 16 classes away from being a Future Director - then you are 32 more classes away from BEING a director. Divide 32 between your 8 team members. Each of you hold 4 or 5 & you'll have your Unit in one month!! This plan DOES WORK! NSD Glenda Seacrist built her National Area fast teaching this plan!



Updated by MK Virtual Office July 2012

## ARE YOU RECEIVING SUSPICIOUS TEXT MESSAGES, E-MAILS OR ORDERS THROUGH YOUR MARY KAY® PERSONAL WEBSITE? IF SO, PLEASE READ THESE FAQs DESIGNED TO HELP YOU

**Independent Beauty Consultants have reported receiving suspicious orders coming in directly through their Mary Kay® Personal Web Sites (“PWS”), as well as “scam” text messages and emails through the “Contact Me” feature of their PWS. There is no doubt that your PWS is a great business tool for you and your customers; however, the sad fact is that internet fraud committed against online businesses is ever increasing. In fact, cyber-crime is like the flu virus: it never vanishes, it merely evolves. Many scammers are creative and persistent, so it is important that you protect your business by staying educated and informed of the newest types of scams being reported. The following information is meant to help make you aware of and to help you identify these potential scams.**

### **Q: Why are these scammers targeting Mary Kay Independent Beauty Consultants?**

A: While it may seem that Mary Kay Independent Beauty Consultants are the only targets of these scammers, please know that that is not the case. In fact, the FBI has reported that many online businesses and anyone with a presence online can be the target of these internet scammers. What is important is that you educate yourself and take measures to ensure that your business is protected.

### **Q: What is it the scammers are trying to do?**

A: They are trying to defraud you out of money and/or Mary Kay® products.

### **Q: What can I do to protect my business from these scams?**

A: The key is to use your judgment when you receive an order or inquiry on your PWS from a potential customer you do not know. A good rule of thumb is that if a potential order from an unknown customer seems too good to be true, it probably is!

If an unknown customer contacts you through the “Contact Me” feature of your PWS, you should be very wary if they tell you that they will be sending you a “certified” check or money order in an amount in excess of the purchase total. The customer will have you cash it, and then request that you send them the excess amount. The reality is that the check or money order is most likely fake and once your bank discovers this, you will be held responsible for the amount should you cash it. Therefore, we would recommend that you never cash checks in excess of the product order from an unknown customer and that you never send a customer the excess amount of a check or money order, especially if the bank has not cleared the original check.

With regard to credit card orders from an unknown customer, your best line of defense is to submit as much information as possible about the customer to the credit card processor to assist the processor in validating the identity of the customer. For example, Propay has an optional Address Verification System (“AVS”), where after you submit a customer’s full address, Propay will send you a code telling you how well the submitted address matched to the address registered on the credit card. A low-level AVS code indicates that there may be a problem with the address provided by the customer. As an independent business owner, it is your decision whether you want to complete a transaction with a customer with a low-level AVS, or who has a zip code that does not match the credit card, but in doing so you are making a decision to accept more risk if the credit card turns out to be stolen after you have delivered the product. For more information on Propay’s AVS system, please visit <https://epay.propay.com/faqmk/topfaq2.aspx>.

### **Q: What other factors should I consider when determining if an order or an inquiry is a scam?**

A: There are several factors that may indicate that an order or inquiry is a scam. These include:

- The unknown customer provides an address from outside your area, making it unlikely that they used the Consultant Locator to find you. Most legitimate new customers are looking for an Independent Beauty Consultant who lives in their area.

- You may receive a strange email or text message via your cell phone from an email address inquiring about placing an order with you and requesting that all further communications be sent via email.

- If the individual communicates with you, he or she often provides a detailed explanation of why they are placing this order with you. Examples may include, but are not limited to, claiming to be deaf, claiming not to have much knowledge about computers, claiming to be hospitalized or having a child who is in the hospital, claiming that her Independent Beauty Consultant is sick or was diagnosed with cancer or claiming to be buying products for her daughter’s 21st birthday party.

- The communications contains multiple misspellings and grammatical errors and/or may be written in all lowercase letters or all uppercase letters.

### **Q: Can you provide examples of what these orders and emails might look like?**

A: To further assist you in identifying these suspicious orders and emails, we have attached a few [samples](#) that have been reported to us.

### **Q: What should I do if I receive one of these fraudulent orders, emails or texts?**

A: If you receive one of these fraudulent orders, emails or texts, the best thing to do is DELETE it without responding.

### **Q: What should I do if I have already responded to one of these order requests, emails or texts?**

A: If you have responded to one of these emails or texts, you can expect to receive multiple follow-up emails or texts trying to get the products and or money from you in a hurry. If you have fulfilled an order and have shipped it, if possible, you may try to cancel the order and intercept it from your shipping carrier and issue a credit back to the credit card that was used, if applicable. We recommend deleting any follow-up emails or texts without responding.

### **Q: What should I do if I received one of these fraudulent checks?**

A: If you have received one of these fraudulent checks, **don’t deposit it – consider reporting it!** You may want to contact your local law enforcement officials for further assistance. You may also consider filing a report with the Internet Crime Complaint Center (IC3) at [www.ic3.gov](http://www.ic3.gov). The IC3 is a partnership between the Federal Bureau of Investigation, the National White Collar Crime Center and the Bureau of Justice Assistance. IC3’s mission is to serve as a vehicle to receive, develop and refer criminal complaints regarding the rapidly expanding arena of cybercrime. Our hope is that IC3 can pursue these scam artists, who are targeting many independent business owners, not just Mary Kay Independent Beauty Consultants.

### **Q: Besides deleting the email, what else can I do to try to prevent this scammer from contacting me further?**

A: We recommend that you consider blocking the sender’s email address through your Internet service provider. To place such block, generally it can be done easily through the “Options” function of your email account.

**Should you have any other questions, feel free to contact the Mary Kay Legal Support Team at (972) 687-5777 or via email at [legalsupport@mkcorp.com](mailto:legalsupport@mkcorp.com). We encourage you to share this information with your area, unit and/or team members. This information can be found under the Resources tab, under Legal, Protecting Your Business from Fraud on Mary Kay InTouch®.**

# CONTESTS & PROMOTIONS!

GO TO [www.dixiegilbertson.com](http://www.dixiegilbertson.com) to watch our progress as we make this year our best ever!



## Join the Extreme Team Bracelet Program

SENT DIRECTLY FROM OUR NATIONAL SALES DIRECTOR

ANITA GARRETT-ROE

*In one calendar month complete each of the following:*

**Hold 10 Interviews**

**Hold 10 Parties\***

**Place a minimum of \$600 Wholesale Order**

*\*Qualified party has a minimum of 3 people in attendance and \$200 minimum retail sales.*

**watch  
me  
grow!**  
July 1 – Dec. 31, 2013

MARY KAY, INC. HAS CHALLENGED OUR UNIT TO GROW BY 13% EACH MONTH DURING THE CONTEST PERIOD JULY 1—DECEMBER 31, 2013

**JULY UNIT SIZE = 163**  
**GOAL 184**



EARN ONE OF THESE FANTASTIC PRIZES THIS QUARTER!

JULY— SEPTEMBER!

**YELLOW CARD CASE** 1 NEW ACTIVE TEAM MEMBER

**TEAL CHECK BOOK COVER** 2 NEW ACTIVE TEAM MEMBERS

**HOT PINK MONEY BAG** 3 NEW ACTIVE TEAM MEMBERS

**SUNGLASSES W/ORANGE CASE** 1 NEW TEAM MEMBER

**TRUE BLUE WATCH** 2 NEW Q TEAM MEMBERS

**TRUE BLUE BUSINESS TOTE** 3 NEW Q TEAM MEMBERS

## JULY 15—AUGUST 15 2013

- SEND ME YOUR BUSINESS CARD
- SEND ME YOUR MARY KAY PERSONAL WEBSITE ADDRESS
- MAKE A LIST OF 30 PROSPECTS. SEND ME THE LIST
- CHOOSE A TWO WEEK PERIOD OF TIME THAT YOU CAN BOOK TO HOLD 8 PARTIES. SEND THE NAME & ADDRESS OF YOUR HOSTESS AND THE DATE OF HER PARTY. I WILL SEND HER A THANK YOU FOR HELPING YOU WITH THIS CHALLENGE.
- REGISTER 15 NEW CUSTOMERS IN THE PCP (PREFERRED CUSTOMER PROGRAM) SEND ME THE NAMES.



## RECEIVE THE CHARM BRACELET!!



**FACIAL 15 PEOPLE IN 15 DAYS. RECEIVE THIS PERFECT START CHARM FOR YOUR CHARM BRACELET!**



**FACIAL 30 PEOPLE IN 30 DAYS AND RECEIE THIS POWER START CHARM FOR YOUR CHARM BRACELET!**



**FACIAL 30 PEOPLE AND HOLD 6 TEAM BUILDING APPOINTMENTS AND RECEIVE THIS POWER START PLUS CHARM!**

Dixie Gilbertson  
701 20 Street SE  
Austin, MN 55912  
dgilbertson@marykay.com

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



**QUEEN OF SALES FOR SEMINAR 2013**  
**BOBBI POTTER**



**QUEEN OF TEAM BUILDING SEMINAR 2013**  
**MONICA ANDERSON**

YOU make the difference!

**AUGUST 2013**

**AUGUST BIRTHDAYS**

Shelley R. Volz	1	Rebekah W. Bryan	18
Margaret Tibodeau	2	Cindy M. Burge	18
Marian J. Brettmann	4	Katelyn D. Terhark	18
Roxann R. Gilbertson	8	April M. Vogt	18
Lana Moeller	13	Sue K. Bredehoft	21
Sheila M. Chose	14	Carol J. Olson	22
Debra Van Houten	14	Sandra K. Ley	23
Julie A. Boman	15	Kimberly L. Grage	25
Melody A. Lunning	15	Twyla Quinn	25
Tara Felten	16	Sandra Vanek	25
Karen Hanson	16	Jodi M. Bergan	29
		Amanda L. Nutter	29

**AUGUST MK ANNIVERSARY**

Sylvia Christiansen	23	Janelle A. Murray	12
Becky M. Harris	21	Jill M. Baker	11
Kaylene R. Kiewiet	20	M. Thompson-Sticha	10
Lori Bagley	19	Pam Yegge	8
Angela R. Krueger	19	Sara L. Erkeneff	5
Twylla Vickmark	17	Wendy K. Utley	4
Tia Shaffer	14	Tina M. Smith	4
Michelle Skarpness	13	Melody A. Lunning	3
Dorothy Arend	13	Emily K. Stephan	3
		Karen M. Fasbender	2
		Angie R. Swanson	1