



THE SPARKLER

TNT ~ TODAY NOT TOMORROW

DIXIE'S DYNAMITE UNIT

**Newsletter: APRIL 2013
Results: MARCH 2013**

UNIT MEMBERS!

WHAT AN EXCITING YEAR WE ARE HAVING! THE 50 YEAR CELEBRATION IS APPROACHING FAST AND YOU WONT WANT TO MISS THIS EVENT! SEMINAR 2013 IN DALLAS, TX JULY 21—24! IF YOU HAVE NEVER BEEN OR HAVE WENT EVER YEAR THIS IS THE YEAR THAT WILL TOP ALL YEARS!!! SEATING IS LIMITED SO REGISTER AS SOON AS POSSIBLE!!

THERE IS THREE MONTHS LEFT OF OUR SEMINAR YEAR AND CERTAINLY ENOUGH TIME TO FINISH THOSE GOALS THAT YOU SET FOR YOURSELF AT THE BEGINNING OF THE YEAR!!

ITS AMAZING WHAT GETS DONE WHEN YOU **DECIDE** TO DO SOMETHING! LIKE PLANNING A VACATION YOU FIRST HAVE TO DECIDE **WHERE** YOU WANT TO GO. (**GOAL**) **WHEN** YOU WANT TO GO. (**TIME LINE**) **HOW** YOUR GOING TO GET THERE. (**PLAN**) **WHAT** YOU'RE GOING TO DO. (**ACTIVITY**). AND THE MOST IMPORTANT PART OF PLANING A VACATION IS TO **MAKE THE TIME**...CUZ YOU WILL NEVER "FIND THE TIME".

YOU DESERVE THE BEST THAT LIFE HAS TO OFFER. INVEST IN YOURSELF!! ~ I'LL SEE YOU AT THE TOP!! -DIXIE

FOR MOST PEOPLE, HELL ON EARTH WOULD BE TO MEET THE PERSON YOU COULD HAVE BEEN. ~ KEITH CUNNINGHAM

Move on up to
4% -13%
Commissions

**WELCOME BACK
OUR REINSTATED
CONSULTANTS!!**

**DOROTHY AREND
RONNA BELSHAN
MELISSA EVANS
MELANIE GAST
CHERYL HARRIS
TIFFANY HELMRICHS
PAMELA KLINE
TWYLA QUINN
CARRIE SNIEDER
EMILY STEPHAN
ANGIE SWANSON
DORIS TROLL
KRISTEN VILMAN
VICKI WISEMAN
COLETTE WYATT**

Birthdays

Lori Bertram
Debbie L. Sanford
Molly M. Vail
Monica J. Olsen
Erin A. Boysen
Becky M. Harris
Cathy Sprau
Elaine A. Oimoen
Jennifer L. Kylander
Janet E. Bennett
Donna K. Watson
Susan Steege
Twylla Vickmark
Mona Boomgaarden
Carla Church
Tiffany Helmricks
Pamela J. Kline
Ashley R. Huntley
Tia Shaffer

Day

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1
3



Anniversaries

Nancy A. Wolverton 21
Judy E. Junkermeier 19
Penny L. Bennett 19
Lisa A. Klingbeil 18
Mary Ann Garvin 16
Carla Church 13
Sandra Vanek 13
Amy Scharberg 13
Carol Heisel 12
Bobbi Potter 9
Laura I. Ortiz 8
Amber J. Nuehring 8
Teresa A. Penning 8
Fern K. Griner 7
Katie L. Carney 5
Ia Xiong 5
Tiffany J. Francis 5
Gail E. Cory 3
Joy E. Kix 3
Meggon K. Jacobs 2

Years

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

GOAL !

400,000

390,000
380,000
370,000
360,000
350,000
340,000
330,000
320,000
310,000
300,000
290,000
280,000
270,000
260,000
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170,000
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110,000
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50,000
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30,000
20,000
10,000



Seminar Retail Production 234498.50

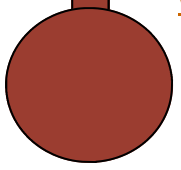
1	Debbie L. Sanford	\$5,325.50		\$200.00	\$5,525.50
2	Tara Felten	\$5,045.50		\$215.00	\$5,260.50
3	Monica J. Anderson	\$4,481.50		\$120.00	\$4,601.50
4	Cathy Sprau	\$4,249.00		\$120.00	\$4,369.00
5	Bobbi Potter	\$4,142.00		\$80.00	\$4,222.00
6	Machia L. Cates	\$4,146.00		\$0.00	\$4,146.00
7	Angela R. Krueger	\$3,337.00		\$20.00	\$3,357.00
8	Tonya B. Hansen	\$3,260.00		\$40.00	\$3,300.00
9	Judy E. Junkermeier	\$3,181.50		\$100.00	\$3,281.50
10	Alma J. Walker	\$3,242.50		\$20.00	\$3,262.50
11	Lori Bagley	\$3,197.50		\$20.00	\$3,217.50
12	Jill E. Thorson	\$3,098.50		\$40.00	\$3,138.50
13	Angela K. Thompson	\$2,803.50		\$120.00	\$2,923.50
14	Debra Cunningham	\$2,826.00		\$0.00	\$2,826.00
15	Beth W. Brightup	\$2,739.50		\$0.00	\$2,739.50
16	Kaylene R. Kiewiet	\$2,359.00		\$205.00	\$2,564.00
17	Lori J. Dontje	\$2,522.00		\$0.00	\$2,522.00
18	Joan Perrin	\$2,502.00		\$0.00	\$2,502.00
19	Janet E. Olson	\$2,500.00		\$0.00	\$2,500.00
20	Melanie L. Grant	\$2,452.50		\$0.00	\$2,452.50
21	Carol Lanich	\$2,330.10		\$40.00	\$2,370.10
22	Susan J. Ugulini	\$2,181.50		\$100.00	\$2,281.50
23	Marian J. Brettmann	\$2,186.00		\$20.00	\$2,206.00
24	Lana Moeller	\$2,013.50		\$0.00	\$2,013.50
25	Kendra Knudtson	\$2,005.00		\$0.00	\$2,005.00
26	Nancy A. Wolverton	\$1,996.00		\$0.00	\$1,996.00
27	Dorothy Arend	\$1,899.50		\$0.00	\$1,899.50
28	Lisa R. Davis	\$1,791.00		\$0.00	\$1,791.00
29	Ali L. McCormick	\$1,719.50		\$60.00	\$1,779.50
30	Katherine Rausch	\$1,771.00		\$0.00	\$1,771.00
31	Jodi L. Cagle	\$1,771.00		\$0.00	\$1,771.00
32	Cassandra A. Polzin	\$1,753.00		\$0.00	\$1,753.00
33	Dawn M. Schroeder	\$1,711.50		\$20.00	\$1,731.50
34	Jodi M. Bergan	\$1,665.00		\$60.00	\$1,725.00
35	Tia Shaffer	\$1,670.00		\$40.00	\$1,710.00



COURT OF SHARING
SEMINAR 2012-2013

NATIONAL	24	AREA	6
GARRET-ROE	12	UNIT	4

1	Monica J. Anderson	2	\$118.72
2	Dixie L. Gilbertson	3	\$189.74



On-Target Star Consultants Page 3

BECKY HARRIS		\$664.50	\$1,135.50	\$1,735.50	\$2,335.50	\$2,935.50	\$4,135.50
DAVIDA LACKORE		\$623.75	\$1,176.25	\$1,776.25	\$2,376.25	\$2,976.25	\$4,176.25
DEBRA CUNNINGHAM		\$543.00	\$1,257.00	\$1,857.00	\$2,457.00	\$3,057.00	\$4,257.00
BOBBI POTTER		\$535.25	\$1,264.75	\$1,864.75	\$2,464.75	\$3,064.75	\$4,264.75
DIXIE GILBERTSON		\$528.00	\$1,272.00	\$1,872.00	\$2,472.00	\$3,072.00	\$4,272.00
DEBBIE SANFORD		\$526.75	\$1,273.25	\$1,873.25	\$2,473.25	\$3,073.25	\$4,273.25
KENDRA KNUDTSON		\$519.50	\$1,280.50	\$1,880.50	\$2,480.50	\$3,080.50	\$4,280.50
ANGELA THOMPSON		\$450.75	\$1,349.25	\$1,949.25	\$2,549.25	\$3,149.25	\$4,349.25
DORIS TROLL		\$413.50	\$1,386.50	\$1,986.50	\$2,586.50	\$3,186.50	\$4,386.50



TARA FELTEN—SAPPHIRE STAR CONSULTANT QUALIFIED FOR PRIORITY REGISTRATION AT SEMINAR 2013!
 DIXIE GILBERTSON—SAPPHIRE STAR CONSULTANT

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				
Tara Felten	\$1,128.00	Julia L. Hatch	\$236.25	Cheryl Harris	\$200.00
Dorothy Arend	\$924.7	Cindy M. Burge	\$233.25	M. Thompson-Sticha	\$200.00
Beth W. Brightup	\$597.25	Valerie Hall	\$225.50	Melanie L. Grant	\$200.00
Debra Cunningham	\$543.00	Melanie L. Gast	\$222.50	Judy E. Junkermeier	\$169.50
Debbie L. Sanford	\$526.75	Susan Steege	\$218.50	Angela R. Krueger	\$166.00
Kendra Knudtson	\$519.50	Laura I. Ortiz	\$218.50	Donna K. Watson	\$143.25
Angela K. Thompson	\$450.75	Susan A. Bugge	\$217.50	Elizabeth A Jacobson	\$137.50
Doris M. Troll	\$413.50	Pamela J. Kline	\$215.50	Deb Hyke	\$103.00
Tonya B. Hansen	\$368.00	Michele M. Boji	\$214.50	Tia Shaffer	\$102.25
April M. Vogt	\$363.50	Susan J. Ugulini	\$213.50	Katelyn D. Terhark	\$102.25
Melissa M. Evans	\$348.00	Cathy Sprau	\$212.00	Lisa R. Davis	\$94.25
Kirsten Vilmain	\$339.00	Vicki L. Wiseman	\$209.50	Erin A. Boysen	\$94.00
Carrie M. Snieder	\$321.00	Ronna Belshan	\$206.00	Amie J. Steenhard	\$60.50
Jill E. Thorson	\$292.25	Ardis(Bunny) S Evans	\$204.50	Monica D. Pletcher	\$58.75
Colette R. Wyatt	\$290.75	Twyla Quinn	\$204.50	Theresa M. Brown	\$54.50
Carol Lanich	\$289.25	Janet E. Bennett	\$204.00	Lindy A. Cannady	\$47.00
Emily K. Stephan	\$259.50	Nicole Fuerstenau	\$203.75	Sandra K. Ley	\$40.00
Danette Potter	\$256.75	Angie R. Swanson	\$203.25	Cindy Meyerhofer	\$28.00
Lisa Marx	\$254.50	Jodi M. Bergan	\$202.25	Amy Scharberg	\$22.50
Tiffany Helmrichs	\$250.25	Sheila K. Lorimor	\$201.25	Dixie L. Gilbertson	\$604.50
Bobbi Potter	\$238.00	Alma J. Walker	\$201.00		
		Michele F. Wanner	\$200.50		

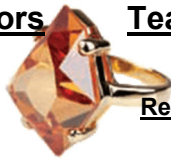
TEAM BUILDERS AND THEIR TEAMS

Future Directors

Recruiter :

Kaylene R. Kiewiet

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



Team Leaders

Recruiter :Jill E. Thorson

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

Star Team Builders

Recruiter :Carla Church

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

Recruiter :Bobbi Potter

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

Recruiter :

Angela K. Thompson

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

Senior Consultants

Recruiter :

Monica J. Anderson

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

Recruiter :

Mona Boomgaarden

- Mary Amy
- # Diane Boomgaarden

Recruiter :

Sylvia Christiansen

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

Recruiter :

Sara L. Erkeneff

- Sheila K. Lorimor
- * Tina M. Smith

Recruiter :Tara Felten

- Angie R. Swanson
- # Donna M. Diede
- # Tara J. Everts

Recruiter :

Nicole Fuerstenau

- Katelyn D. Terhark

Recruiter :

Sandra M. Kerfeld

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

Recruiter :

Cindy Meyerhofer

- Jode Bardwell

Recruiter :

Debbie L. Sanford

- Michele M. Boji

Recruiter :

Michelle Skarpness

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

Recruiter :

Kathy A. Upmeyer

- Susan Steege
- Nancy A. Wolverton

Recruiter :

Twylla Vickmark

- Carol A. Weber

Recruiter :

Karleen Vierkandt

- Christy Hodnefield



How Do I Build My Business Fast?

Cathy Bill-Malpica

Booking Approach When you are in conversation anywhere (ball game, at work, social situation, etc.) Simply ask, "By the way, I've been meaning to ask; when you need any cosmetics, do you like to buy them at full price, half off, or free?" She says, "Free", and you say, "Great, I was hoping you would say that, did you hear that Mary Kay is giving away free cosmetics this summer?"

Booking Card Then, reach into your purse or pocket and take out the Booking Card and say, "Look at this, a free mascara or \$10 selection for getting me 15 items in outside orders!

Booking Box Once you get a class booked, then you need a Booking Box, which is any kind of pretty box with a lid. Put ribbons, roses and glitz on the lid, and inside you place;

An empty Custom Compact. A \$15 Gift Certificate for product. A fun piece of jewelry (get it on sale at a department store)

When you arrive at the class and your hostess greets you with, "Can I help you bring anything in?" You say, "Yes, I want you to take this box and set it on the kitchen table and pick out a prize inside that you would like to win!" You then set up your table as she peeks inside the box. Other things you could put inside are: Two movie passes. A manicure certificate. \$5 McDonalds food coupon book for kids Ask her then what she would like to win.

Then say this, "Sue, you job tonight is this, get two bookings dated and you win one prize choice, three bookings dated and you get two prize choices, get four bookings (one can be your re-book) and win all three prizes! Was there any-one that wanted to come but couldn't attend? Want to call them now and ask if they'd like their own facial and have two friends share it with them?"

How you handle the prize presentation: At the end of the class when everyone is gone say, "Sue, I'm so proud of you, four bookings! Wow! Let's see, you booked your mom, your sister, Mary and yourself! Will you attend your sister's class? Great, which gift would you want to be presented in front of everyone first? (The \$15 Gift Certificate)." "Then, will you come to Mary's? Great, which prize would you like to receive that night? (The Compact) Great, and I'll have the jewelry to present to you at the next class!" (Do write in your datebook which prize to present at each class!)

Why? 1. This helps prevent postponements; if she comes to get her hostess prize she encourages the new hostess to hold the class. 2. The new hostess sees Sue getting prizes and will work at getting you bookings also. 3. If you see Sue 3-5 times, first she is a great recruit prospect, and second, if she signs she is trained via her 3-5 observations!

Recruiting Tickets: Purchase tickets on a roll at Wal-Mart, and put two tickets at every guest's tray at classes. Then announce they can ask any question about starting a Mary Kay business during the class. Each question entitles them to put their name on the ticket and place it in the center of the table. At the end of the class the hostess will draw one lucky ticket for a wrapped gift (a wrapped Preferred Customer promo). With every question asked, respond with, "Great question!"

Examples: 1. "How much do you make?" "Great question, do put your ticket in and I'll tell you how much I cleared at the end of the class, okay?" 2. "How many classes do you do a week?" "Great question, two to three." 3. "How does the moisturizer come?" "Great question, sorry no ticket in the middle....the answer is _____, do ask a company question again."

If someone asks a question you don't know the answer to: "Great question, put your ticket in and I don't know the answer, but may I call someone and get back to you tomorrow?" How do you use this? Don't be too concerned with the questions, but rather who is asking the most, who is the most energetic, and who has that sparkle in her eye!

At Class End: Ask all you select to take an information packet with them and ask if you can touch base with them tomorrow. Information packet contains: 1. An agreement 2. A Look Book 3. Some Company piece

Show Close: Use class set close.

Summary: The Booking Approach, booking card and booking box are meant to keep three to five classes on your books each week, The booking box will help you recruit and insure against postponements. Closing the class by sets will increase your class sales to \$300-\$500 average. Recruiting tickets will help you discern future recruit prospects.



COACHING IS THE KEY!

Booking is the Lifeline of Your Business

1. Make a list (who would give their opinion, be a model, etc.) 30 minimum. 2. Mark your date book – when will you work your Mary Kay business? 3. Practice your script. Will you be wimpy or confident? Remember, you are not asking for a favor, you are offering something wonderful! 4. Practice working through the 4 or 5 objections: No Time Tried MK once-broke out No Money Use _____ brand 5. Schedule an uninterrupted time to call. 6. Call until you get 8 - 10 scheduled in the next 2 weeks.

Booking Gets It – Coaching Keeps It

Why coach? To establish a rapport with the hostess & to give her confidence To establish a rapport with her guests & solidify the appointment When do we coach? - 3 Opportunities

Hostess Packet

Look Books It's Girl Time Hostess Brochure Business Card It's the Perfect Opportunity Brochure It's the Perfect Opportunity CD

EVERYBODY WINS!

Go through the New It's Girl Time program and explain how she can get \$75 in product for \$35 or earn a fabulous Mary Kay Gift.

At least 3 girlfriends Keep the original date Get 2 new bookings

An extra \$25 Bonus for collecting \$100 in outside sales or completing a Questionnaire about our marketing plan.

Your class will be a HUGE success when your hostess understands how to do her part. She wants success as much as you do. She needs you to show her how!

Coaching Check-off Lists

Put the following Coaching Check-off Lists on index cards and use one for each and every class!!

Initial Coaching (When you book it)

"I want you to get more out of this than you put into it." Give her a Hostess Packet, have her promise to read it & set up a time within 24 hrs to call her for her guest list. Make sure she understands how to get \$75 in product for \$35 & ask what she would like. Give her ideas about who to invite & what to say – that she will need yes or no answers – reservation only basis. Stress "on time" to participate – "early" for special pampering. Stress the importance of outside orders & bookings. Say, "_____, this is my business & you can count on me. Can I count on you and if I can I have a special gift for you for keeping your scheduled appointment?" (Wait for reply and shake hands).

Telephone Coaching (Within 24-48 hours)

Get names, numbers, & best time to call guests. Encourage her to over-invite & to confirm each guest. Discuss where to have the class & the individual consultations. Keep refreshments simple. Remind her she gets \$75 in product for \$35. Find out what she wants to work for. If it's

her Glamour appointment, remind her to be up to her Foundation (clean face, moisturized & with foundation) when you arrive. Review directions if going to her house & put them in your Date Book. Regarding children – we all love them, but this is Mom's Night Out to be pampered. Let's find someone to watch the kids. (Offer a lip-gloss for the sitter from you!)

Pre-class Coaching (When you arrive)

Arrive 30-45 minutes early. Give her a sincere compliment. Say, "Tell me about your friends who are coming today." (1st pt. in recruiting plan) Tell her to watch you. Remind her to not offer drinks or refreshments until the end during individual consultations. You don't want them touching their face with dirty hands and blame a zit on our products when it was the cookie! – He, he, he! Instruct her makeover while setting up



Clothing Makes The Woman

by John T. Malloy

WOMEN: If you want to wear the pants in your office -don't.

My researchers and I put the question "Would a woman in a pantsuit fit into your executive office?" to 500 executives in a cross-section of American corporations. Of those 500, 402 said no.

Then we administered a "twin test," a technique developed to measure the reaction of large numbers of respondents to a specific item of clothing. THE TEST included two pictures of the same women, wearing two versions of the same blazer suit. In one photo the suit had slacks and in the other it had a skirt. We asked the people taking the test to guess which "twin" was successful and had a better job. From 80 to 94 percent of the time, the positive attributes were assigned to the picture of the woman in the skirt. Male executives assigned the positive attributes to the skirted woman 94 percent of the time while female executives made the positive association with the skirted look 88 percent of the time. This was one of the rare occasions when the reaction of the general public mirrored that of the executives. The skirted woman got the nod from the general public 84 percent of the time. I considered the results sufficient to conclude that a woman wearing a skirt will command more respect than the same woman in pants.

TO FURTHER TEST that conclusion, we went to 50 women who agreed to wear identical outfits with the one variable (slacks or a skirt) about a week apart. They further agreed that for two years they would rate their authority level at the end of each test day on a scale of 1 to 10. In every case, the women reported a higher score for the skirt than the pants.

Summit Press Syndicate

Make your life supreme in 2013!



Join the Extreme Team Bracelet Program

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.*

If you are working on becoming a Director, please make sure I know about it.

Becoming a Director is not that hard, but it is learning to be consistent in doing interviews. Please consider taking the 100 interview challenge this year!! If you will interview 100 women this year, you will be amazed at what will happen! You simply can't lose! Ask women to help you reach the 100 Interview Challenge! Some of them will realize what a good deal we have in Mary Kay!!

Who do you know you can ask to join Mary Kay today!



PRE-QUALIFICATION TO ENTER INTO DIQ

In order to submit a commitment Form to the Company stating an intent to began Independent Sales Director-in Qualification (DIQ) and independent Beauty Consultant must have met the following requirements the month prior to entering the Qualification Program

- Must be a Star Consultant in either the previous quarter or have at least \$1800 in personal cumulative wholesale production during the current Star Consultant contest quarter
- Must be personally active the month before entering the DIQ program
- Must have 10 active personal team members .
- Submit a commitment form online between the 8th and 10th of the month you wish to enter qualifications

ON-TARGET CAREER CAR OR CASH COMPENSATION REQUIREMENTS



- Five or more active personal team members
- \$5000 combined personal/team wholesale Section 1 production in a calendar month
- You must be active
- These requirements must be met each month to be considered on-target.

QUALIFICATIONS

- You may qualify in one, two, three or four months, based on when you achieve :
 - ⇒ **\$20,000.00 combined personal/team wholesale Section 1 production**
 - ⇒ **14 Active personal team members.**
- You may contribute up to \$5000.00 in personal wholesale Section 1 production toward the total \$20,000.00, during the qualification period.
- You must have a minimum of \$5000 combined personal/team wholesale Section 1 production each month of the qualification period while maintaining five or more active personal team members
- You must be active

MARY KAY®
Enriching Women's Lives™



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507-261-3885
dgilbertson@marykay.com

YOU make the difference!

**50TH YEAR
ANNIVERSARY**

MK Love Checks



13% Recruiter Commission

Dixie L. Gilbertson \$405.28

9% Recruiter Commission

Jill E. Thorson \$173.48

4% Recruiter Commission

Sandra M. Kerfeld \$24.19

Angela K. Thompson \$21.20

Bobbi Potter \$14.50

Kathy A. Upmeyer \$8.74

Debbie L. Sanford \$8.58

Tara Felten \$8.13

Sara L. Erkeneff \$8.05

Nicole Fuerstenau \$4.09

Monica J. Anderson \$1.12



We have a new unit website! Check it out! www.dixiegilbertson.com

⇒ Meet the **EXTREME TEAM CHALLENGE** and receive a beautiful bracelet from Anita Garret-Roe, NSD.



ONE CALENDAR MONTH:

⇒ HOLD 10 INTERVIEWS

⇒ HOLD 10 PARTIES

⇒ PLACE 600 W/S ORDER



⇒ Seminar 2013 will be held July 21-24 in Dallas, TX.

⇒ Class of 2013 ... Ryan Rogers goal to have 3000 New Directors BY Seminar 2013!



⇒ APRIL 1—JUNE 30, 2013

⇒ 3Q NEW TEAM MEMBERS = REDESIGNED RED JACKET – RECEPTION AT SEMINAR

⇒ 4Q NEW TEAM MEMBERS = RED JACKET, TIGER SCARF, & RECEPTION

⇒ 5Q NEW TEAM MEMBERS = RED JACKET, TIGER SCARF, EARRINGS & RECEPTION

⇒ 6 Q NEW TEAM MEMBERS = RED JACKET, TIGER SCARF, EARRINGS, RECEPTION AND

PICTURE WITH RYAN ROGERS!!! PLUS YOU'LL HAVE EARNED TEAM BUILDING COMMISSION ALONG THE WAY !!! WHOOO HOOOO!



**one woman can™
MAKEOVER CONTEST**

⇒ Now you can help women transform themselves inside and out, grow your business and have a chance to win prizes? How fun is that! Take the challenge to do at least 50 makeovers. March 8, - May 10, 2013

You could win a \$5000.00 Vacation plus \$5000. to your favorite charity!!