

# The Sparkler

TNT ~ TODAY NOT TOMORROW

**DIXIE'S DYNAMITE UNIT**

Newsletter: JUNE 2013

Results: MAY 2013

## Welcome New Consultants

**New Consultant**

Kathleen M. Dolan

Cindy M. Mixon

**From**

AUSTIN, MN

HALES CORNERS, WI

**Sponsored by**

Dixie Gilbertson

Tara Felten

Welcome Back

Reinstated

Consultants !!

JENNIFER FRANZ

MARY ANN GARVIN

SARA KIRSCH

# 50th Anniversary Challenge

I am so excited about celebrating our 50th Anniversary that I came up with an idea that I am positive we can do!

We have 219 consultants in our unit, but unfortunately not every one is at an "active" status which means they have not placed an order within a 3 month period.

I know that some of you just order once a year, however, *I am asking* that you call up some friends, family, neighbors, or maybe you need some gifts for graduation, weddings, father's day, mother's day, and you can put together another \$200 wholesale (\$400 Retail) order.

When EVERY CONSULTANT places at least ONE ORDER during either APRIL, MAY, OR JUNE they will receive a gift PLUS I will have 5 drawings...

- One Seminar Registration (value \$185) must attend Seminar to receive reimbursement)
- Four \$100.00 CASH DRAWINGS  
Your name will go into the drawing for every \$200.00 wholesale order placed during the months of APRIL, MAY, OR JUNE.



DURING THE MONTH OF JUNE MARY KAY, INC WILL BE GIVING AWAY A BEAUTIFUL 50TH ANNIVERSARY NECKLACE TO EVERY CONSULTANT PLACING A \$400.00 WHOLSALE ORDER!

Let's come together during this last month of the Mary Kay year and meet the challenge to be the unit in Mary Kay that has EVERY CONSULTANT ACTIVE!!

I KNOW YOU CAN DO IT! Please do not hesitate to call me with help to achieve this goal.

The Team with the highest combined Team production will receive a beautiful bracelet showing the world this fantastic achievement and Team Spirit!

**THANKING YOU IN ADVANCE FOR HELPING US MEET THIS CHALLENGE!!!**



# 50TH ANNIVERSARY UNIT PARTICIPATION



\* winner of necklace

RED=PLACED A 200 WHOLESALE ORDER OR MORE

BLACK= NOT PLACED 200 W/S ORDER

MARY AMY	LISA DAVIS	CHRISTY HODNEFIELD	CINDY MIXON	MICHELLE SLOANE
MONICA ANDERSON	BARBARA DECKER	CINDY HODNEFIELD	LANA MOELLER	TINA SMITH
DOROTHY AREND	BRENDA DICKMAN	MICHELLE HOEFER	KAYLA MONROE	CARRIE SNIEDER
LONNIE ARNEVIK	DONNA DIEDE	KAYLA HOLLEMAN	<u>KAREN MUNSCH*</u>	CATHY SNYDER
LETICIA AZAHM	SUSIE DIERCKS	CARI HOPPE	DIANE MURPHY	CATHY SPRAU
LORI BAGLEY	LORI DONTJE	ASHLEY HUNTLEY	JANELLE MURRAY	MEDERISE STANLAKE
JILL BAKER	SARA ERKENEFF	DEB HYKE	KATHLEEN NELSON	SUSAN STEEGE
MELANNE BANG	ARDIS (BUNNY) EVANS	JAMIE ISAACSON	NICOLE NELSON	AMIE STEENHARD
JODE BARDWELL	MELISSA EVANS	MEGGON JACOBS	STACY NIELSON	EMILY STEPHAN
PAULA BAUER	TARA EVERTS	ELIZABETH JACOBSON	AMBER NUEHRING	SARAH STRAUBE
KELLY BECKER	KAREN FASBENDER	RONNELLE JAEGER	AMANDA NUTTER	SARA STRICKER
HEATHER BEENKEN	TARA FELTEN	JOANNE JAHR	PENNY OBERG	SUSAN STRICKLER
CAROLINE BELLER	DELRAE FELTEN	RUTH JENO	RUTH OELKERS	ANGIE SWANSON
RONNA BELSHAN	RACHEL FIELDS	CAROL JOHNSON	ELAINE OIMOEN	JANET SWENSON
JANET BENNETT	STACY FLETCHER	JANE JUENGER	DANIELE OLSEN	KATELYN TERHARK
PENNY BENNET	MISSY FLIPPIN	JUDY JUNKERMEIER	MARY OLSEN	ANGELA THOMPSON
JODI BERGAN	PAM FORSTNER	SUSAN KAISER	MICHELLE OLSEN	MANDY THOMPSON-STICHA
REBECCA BERGAN	PAULA FRAIZER	SANDRA KERFELD	MONICA OLSEN	JILL THORSON
LORI BERTRAM	TIFFANY FRANCIS	TIFFINY KERFELD	CAROL OLSON	MARGARET TIBODEAU
JENNIFER BLOMSTER	JENNIFER FRANZ	DIANA KIEWIET	JANET OLSON	LINDA TIREBOLD
MICHELE BOJI	NICOLE FUERSTENAU	KAYLENE KIEWIET	LAURA ORTIZ	DORIS TROLL
JULIE BOMAN	MARY ANN GARVIN	SARA KIRSCH	TERESA PENNING	GINGER TRULSON
DIANE BOOMGAARDEN	MELANIE GAST	KOURTNEY KISER	JOAN PERRIN	SUSAN UGULNI
MONA BOOMBAARDEN	DIXIE GILBERTSON	JOY KIX	BONNIE PETERSON	KATHY UPMEYER
LYNN BOUSKA	ROXANN GILBERTSON	PAMELA KLINE	TERRI PETERSON	WENDY UTLEY
ERIN BOYSEN	AMY GLASSMAKER	LISA KLINGBEIL	JOLENE PHILO	MOLLY VAIL
SUE BREDEHOLFT	MELISSA GOGGIN	KENDRA KNUDTSON	MONICA PLETCHER	DEBRA VANHOUTEN
MARIAN BRETTMANN	GAIL GOUGE	ANGELA KRUEGER	CASSANDRA POLZIN	SANDRA VANEK
BETH BRIGHTUP	KIM GRAGE	KELLY KRUSE	BOBBI POTTER	TWYLLA VICKMARK
THERESA BROWN	MELANIE GRANT	JUDY KUTTNER	DANETTE POTTER	KARLEEN VIERKANDT
REBEKAH BRYAN	SANDRA GRANT	JENNIFER KYLANDER	ASHLEY PUGH	KIRSTEN VILMAIN
ANN BUFFINGTON	FERN GRINER	DAVIDA LACKORE	KIM QUELLE	APRIL VOGT
SUSAN BUGGE	SUE GROVE	CAROL LANICH	TWYLA QUINN	SHELLEY VOLZ
CINDY BURGE	ALLYSON HAGEN	PENNY LEWER	KATHERINE RAUSCH	SHIRLEY WAITE
JODI CAGLE	VALERIE HALL	SANDRA LEY	CHRIS RYAN	ALMA WALKER
LINDY CANNADY	TONYA HANSEN	VERONICA LITTERER	JILL RYE	MICHELE WANNER
KATIE CARNEY	KAREN HANSON	SHEILA LORIMOR	<u>DEBBIE SANFORD*</u>	DONNA WATSON
MACHIA CATES	KELLY HARBAL	MELODY LUNNING	JAN SAUERBREI	CAROL WEBER
SHEILA CHOSE	BECKY HARRIS	LISA MARX	AMY SCHARBERG	LISA WILLIAMSON
SYLVIA CHRISTIANSEN	CHERYL HARRIS	ALI McCORMICK	DAWN SCHROEDER	VICKI WISEMAN
CARLA CHURCH	JULIA HATCH	CINDY MEYERHOFER	KATHY SCHULZ	NANCY WOLVERTON
GAIL CORY	FAYE HAUGEN	DAWN MEYERHOFER	BILLIE SEROCI	COLETTE WYATT
JULE CROWDER	CAROL HEISEL	NICOLE MEYERHOFER	TIA SHAFFER	IA XIONG
DEBRA CUNNINGHAM	TIFFANY HELMRICHS	PENNY MILLER	MICHELLE SKARPNESS	PAM YEGGE

ONE WOMAN CAN MAKE A DIFFERENCE!

# JULY 2013

## MK Anniversary

## Happy Birthday

Melissa D. Goggin	2	Tonya B. Hansen	19
Katie L. Carney	4	Billie Serocki	19
Lisa A. Klingbeil	4	Kathy M. Schulz	20
Karen J. Munsch	7	Michelle Skarpness	21
Colette R. Wyatt	7	Cari M. Hoppe	23
Amber J. Nuehring	9	Melanne L. Bang	24
Monica J. Anderson	13	Angela K. Thompson	25
Judy Kuttner	16	Jolene F. Philo	27
Theresa M. Brown	18	Cheryl Harris	28
Stacy R. Fletcher	19		



Dixie L. Gilbertson	24
Faye E. Haugen	19
Katherine Rausch	15
Kendra Knudtson	13
Elaine A. Oimoen	13
Michele M. Boji	11
Diane E. Murphy	9
Pamela J. Kline	8
Carol Lanich	8
Kathleen A. Nelson	7
Susan M. Strickler	5
Rebecca L. Bergan	4
Sara J. Stricker	2
Melanie L. Grant	1
Jode Bardwell	1

# Look who's going to Seminar!

TARA FELTEN

SANDRA KERFELD

BOBBI POTTER

DIXIE GILBERTSON



## MK Love Checks



### 9% Recruiter Commission Level

Kaylene R. Kiewiet	\$155.34
Bobbi Potter	\$126.18
Dixie L. Gilbertson	\$203.84

### 4% Recruiter Commission Level

Tara Felten	\$20.48
Monica J. Anderson	\$18.78
Cathy Sprau	\$8.92
Angela K. Thompson	\$8.90
Mona Boomgaarden	\$8.06

Move on up to  
4% -13%  
Commissions

NATIONAL 36,000.00  
 GARRET-ROE 24,000.00  
 AREA 14,400.00

**COURT OF SALES**  
**SEMINAR 2009-2010**  
 BASED ON CO. RETAIL SALES

UNIT 9,600/00  
 TEAM 3,600.00

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  
 250,000  
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 160,000  
 150,000  
 140,000  
 130,000  
 120,000  
 110,000  
 100,000  
 90,000  
 80,000  
 70,000  
 60,000  
 50,000  
 40,000

283,288.60 AS OF MAY 31, 2013

1	Bobbi Potter	\$6,394.50		\$80.00	\$6,474.50
2	Tara Felten	\$5,622.50		\$300.00	\$5,922.50
3	Debbie L. Sanford	\$5,325.50		\$200.00	\$5,525.50
4	Cathy Sprau	\$5,034.00		\$140.00	\$5,174.00
5	Monica J. Anderson	\$4,941.50		\$160.00	\$5,101.50
6	Judy E. Junkermeier	\$3,774.50		\$100.00	\$3,874.50
7	Angela R. Krueger	\$3,771.00		\$20.00	\$3,791.00
8	Tonya B. Hansen	\$3,678.50		\$60.00	\$3,738.50
9	Alma J. Walker	\$3,648.50		\$20.00	\$3,668.50
10	Jill E. Thorson	\$3,335.50		\$40.00	\$3,375.50
11	Lori Bagley	\$3,197.50		\$20.00	\$3,217.50
12	Angela K. Thompson	\$3,070.00		\$120.00	\$3,190.00
13	Joan Perrin	\$3,162.00		\$0.00	\$3,162.00
14	Debra Cunningham	\$3,138.00		\$0.00	\$3,138.00
15	Lori J. Dontje	\$2,994.50		\$0.00	\$2,994.50
16	Jodi L. Cagle	\$2,982.50		\$0.00	\$2,982.50
17	Kaylene R. Kiewiet	\$2,771.00		\$205.00	\$2,976.00
18	Marian J. Brettmann	\$2,882.50		\$20.00	\$2,902.50
19	Kayla M. Monroe	\$2,806.00		\$0.00	\$2,806.00
20	Beth W. Brightup	\$2,739.50		\$0.00	\$2,739.50
21	Stacy A. Nielson	\$2,521.50		\$0.00	\$2,521.50
22	Becky M. Harris	\$2,508.00		\$0.00	\$2,508.00
23	Janet E. Olson	\$2,500.00		\$0.00	\$2,500.00
24	Melanie L. Grant	\$2,452.50		\$0.00	\$2,452.50
25	Lana Moeller	\$2,416.00		\$0.00	\$2,416.00
26	Angie R. Swanson	\$2,314.50		\$85.00	\$2,399.50
27	Carol Lanich	\$2,330.10		\$40.00	\$2,370.10
28	Janelle A. Murray	\$2,318.50		\$0.00	\$2,318.50
29	Susan J. Ugulini	\$2,181.50		\$100.00	\$2,281.50
30	Rebekah W. Bryan	\$2,241.50		\$0.00	\$2,241.50



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

NATIONAL 24  
 GARRET-ROE 12  
 AREA 6

UNIT 4  
 TEAM 2

1	Monica J. Anderson	2	\$118.72
2	Bobbi Potter	1	\$108.04
3	Tara Felten	1	\$44.79
4	Cindy Meyerhofer	1	\$30.30
5	Dixie L. Gilbertson	4	\$290.59



# On-Target Star Consultants

**QUARTER ENDS JUNE 15, 2013**

DIXIE GILBERTSON		\$1,883.50	STAR	\$516.50	\$1,116.50	\$1,716.50	\$2,916.50
BOBBI POTTER		\$1,344.25	\$455.75	\$1,055.75	\$1,655.75	\$2,255.75	\$3,455.75
KAYLA MONROE		\$1,200.50	\$599.50	\$1,199.50	\$1,799.50	\$2,399.50	\$3,599.50
JENNIFER FRANZ		\$757.50	\$1,042.50	\$1,642.50	\$2,242.50	\$2,842.50	\$4,042.50
JANELLE MURRAY		\$721.00	\$1,079.00	\$1,679.00	\$2,279.00	\$2,879.00	\$4,079.00
ANGIE SWANSON		\$708.50	\$1,091.50	\$1,691.50	\$2,291.50	\$2,891.50	\$4,091.50
DEBRA CUNNINGHAM		\$699.00	\$1,101.00	\$1,701.00	\$2,301.00	\$2,901.00	\$4,101.00
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
KENDRA KNUDTSON		\$609.50	\$1,190.50	\$1,790.50	\$2,390.50	\$2,990.50	\$4,190.50
KOURTNEY KISER		\$601.00	\$1,199.00	\$1,799.00	\$2,399.00	\$2,999.00	\$4,199.00
JODI CAGLE		\$595.75	\$1,204.25	\$1,804.25	\$2,404.25	\$3,004.25	\$4,204.25
ANGELA THOMPSON		\$584.00	\$1,216.00	\$1,816.00	\$2,416.00	\$3,016.00	\$4,216.00
TONYA HANSEN		\$577.25	\$1,222.75	\$1,822.75	\$2,422.75	\$3,022.75	\$4,222.75
GAIL GOUGE		\$547.00	\$1,253.00	\$1,853.00	\$2,453.00	\$3,053.00	\$4,253.00
DEBBIE SANFORD		\$526.75	\$1,273.25	\$1,873.25	\$2,473.25	\$3,073.25	\$4,273.25

*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 T**ogether will make this unit the most remarkable unit in the area.

Name	Amount	Name	Amount	Name	Amount
Nicole Nelson	\$222.50	Faye E. Haugen	\$201.00		
Kayla M. Monroe	\$1,200.50	Marian J. Brettmann	\$221.25	Mary Ann Garvin	\$200.25
Jennifer Franz	\$757.50	Mona Boomgaarden	\$216.00	Sue Grove	\$152.00
Kourtney J. Kiser	\$601.00	Cathy Sprau	\$214.00	Angela K. Thompson	\$133.25
Angie R. Swanson	\$512.00	Sara M. Kirsch	\$213.00	Julia L. Hatch	\$97.25
Stacy A. Nielson	\$511.75	Nicole A. Meyerhofer	\$212.50	Rebekah W. Bryan	\$97.00
Bobbi Potter	\$407.00	Tonya B. Hansen	\$209.25	Tara Felten	\$82.50
Kathy M. Schulz	\$322.50	Sandra M. Kerfeld	\$208.50	Jodi M. Bergan	\$59.00
Diane E. Murphy	\$315.25	Shirley M. Waite	\$202.50	Cindy M. Burge	\$56.00
Tiffany J. Francis	\$293.00	Cindy K. Hodnefield	\$202.50	Debra Van Houten	\$47.00
Shelley R. Volz	\$286.50	Pam Yegge	\$202.00	Debra Cunningham	\$35.00
Cindy Meyerhofer	\$257.00	Mary Amy	\$201.50	Dixie L. Gilbertson	\$721.25
Kathleen A. Nelson	\$244.00	Kayla M. Holleman	\$201.50		
Melody A. Lunning	\$223.00	Lana Moeller	\$201.25		

## Future Directors

### Recruiter :

#### Kaylene R. Kiewiet

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

## Team Leaders

### Recruiter :Bobbi Potter

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

### Recruiter :Jill E. Thorson

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

## Star Team Builders

### Recruiter:

#### Angela K. Thompson

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

## Senior Consultants

(Sr. Consultants continued)

### Recruiter :

#### Monica J. Anderson

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

### Recruiter :

#### Mona Boomgaarden

Mary Amy  
 Diane Boomgaarden

### Recruiter :Carla Church

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

### Recruiter :Sara L. Erkeneff

Sheila K. Lorimor  
 Tina M. Smith

### Recruiter :Tara Felten

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

### Recruiter :

#### Sandra M. Kerfeld

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

### Recruiter :Cindy Meyerhofer

Jode Bardwell

### Recruiter :

#### Debbie L. Sanford

Michele M. Boji

### Recruiter :Cathy Sprau

Jane M. Juenger  
 Melody A. Lunning

### Recruiter :

#### Kathy A. Upmeyer

Susan Steege  
 \* Nancy A. Wolverton



*Congratulations to those consultants that added new team members in April!*

Sandra M. Kerfeld	1
Bobbi Potter	1
Monica J. Anderson	1
Dixie L. Gilbertson	2



# 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

## A NOTE FROM MARY KAY, INC REGARDING PRODUCT PRICE INCREASE.

You know that we're always working to provide the strongest business opportunity for the independent sales force. One component of that is in how we price our new products and how often we raise prices on existing products to allow Independent Beauty Consultants to earn as much selling our products as the market will allow based on competitive pricing. However, over the past five to six years, we felt it was more important to give a little on retail pricing in order to provide a stronger "value" story on our products, especially for loyal customers. So we kept prices lower for new Mary Kay® products and absorbed cost increases for existing products during the economic challenges our country has faced in recent years. As the economy continues to strengthen, as the cost to make products continues to rise and as many of our competitors have already raised their prices, we want to keep our pricing at pace to help you and your area members earn the most you can.

Therefore, we've made the decision to raise prices for several Mary Kay® products effective Aug. 16. It's important to note that while the prices are going up for several Mary Kay® products, they're also going down for a few others. You'll find a complete list of updated prices on your marykayintouch website for your reference.

While the list may seem long, that's simply because so many of our products haven't had a price adjustment in over a decade. Moving forward, we'll continue to monitor costs and competitive pricing to keep your customers loving not only the results our products deliver, but also their value. You can rest assured that Mary Kay® products will remain competitively priced at the suggested retail price, and that we'll remain transparent with you and, ultimately, with all of your customers who put their trust in you and in the Mary Kay® brand.

### *NOTE FROM DIXIE:*

*To help you achieve your goal to be an active member of the 50th Anniversary Challenge, by June 30, why not call up your customers to see what they would like to stock up on before the product price increase.*

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

507-437-7481 Home/Office  
507-261-3885

**MARY KAY**®  
Enriching Women's Lives™

YOU make the difference!

**50TH YEAR  
ANNIVERSARY**

Mary Kay, Inc. will be increasing the price of several products on August 16, 2013. You can find a complete listing of those products on your Mary Kay In Touch website. Call your customers and allow them to stock up before the price increase!