

# POWER PLAYER NEWSLETTER

October 2013 Issue – September 2013 Results

## CONGRATULATIONS BRAND NEW DIRECTORS!



**Patty Richardson**



**Wendy Taylor**



**Chrystal Steele**



Future  
Executive Senior  
Sales Director  
**Sheryl  
Peterson**



Future  
Executive Senior  
Sales Director  
**Casey  
Chitwood**



Future  
Executive Senior  
Sales Director  
**LaChelle  
Seleski**

## 13 DIQ's in the Madson Area!



**Danielle  
Taylor**



**Idil  
Duran**



**Essie  
Bertain**

Soon to be Off-Spring of...

**WOW!**



Senior Sales Director  
**Heather Catchpole**

**WOW!**

# 13 DIQ's in the Madson Area!



**Julie Keyes**  
Soon to be Off-Spring of...



**Dana Nelson**  
Soon to be Off-Spring of...



**Kira Elliot**  
Soon to be Off-Spring of...



**Angela Gilmore**  
Soon to be Off-Spring of...



**Peggy Baumgartner**  
Soon to be Off-Spring of...



**Stephanie Harris**  
Soon to be Off-Spring of...



National Sales Director  
**Lisa Madson**



Future Executive Senior Sales Director  
**Shannon Duguay**



Future Executive Senior Sales Director  
**Sheryl Peterson**



Future Executive Senior Sales Director  
**Kari Johnson**



Senior Sales Director  
**Brenda Haag**



Senior Sales Director  
**Lisa Moore**



**Ashley Langer**  
Soon to be Off-Spring of...



**Kristine Zellmer**  
Soon to be Off-Spring of...



**Kristen Bibrev**  
Soon to be Off-Spring of...



**Kelly Allee**  
Soon to be Off-Spring of...



Sales Director  
**Emily Schuette**



Sales Director  
**Ezzie Roach**



Sales Director  
**Stephanie Showers**



Sales Director  
**Martha Parker**

MARY KAY  
**LEADERSHIP**  
2014

MARY KAY  
**LEADERSHIP**  
2014



# Platinum Power Player ASHLEY LANGER Schuette Unit

## Gold Power Player Lauren Laird Hill Unit



# SILVER POWER PLAYERS



Mandy Gray  
Chitwood Unit



Kate Sommers  
Schuette Unit



Stephanie Harris  
Moore Unit



Idil Duran  
Catchpole Unit



Gina Jacobson  
Seleski Unit



Peggy Ludlow  
Showers Unit



Diane Green  
Kabara Unit



Lark Engen  
Showers Unit



Donna Adams  
Grossman Unit



Kiyosha Watts  
Cerenzia Unit



Megan Isaacs  
Seleski Unit



Carrie Peoples  
Catchpole Unit



Melissa Robinson  
Buckmaster Unit



Lindsy Hagen  
Johnson Unit



Kristi Garfield  
Styer Unit



Kristine Zellmer  
Roach Unit



Chrystal Steele  
\*NEW DIRECTOR\*



Sarah Roussos  
Buckmaster Unit



Rebecca Grundhofer  
Schuette Unit



Natalie Rayback  
Fallgren Unit



Carolyn Frederick  
Buckmaster Unit



Each Platinum Power Player from  
July– December, 2013 gets a 15 minute  
one on one coaching call with  
NSD Lisa Madson!!

*Announced at the Madson Retreat*

# Join NSD LISA MADSON on a CRUISE!

*Contest Dates - October 20th, 2013 - April 30th, 2014*

Debut as a brand new Sales Director between  
November 1st and May 1st. You and your Sr. Director will be  
able to join Lisa on a cruise.

(Adoptees that attended the Fall Retreat are welcome to participate.)

A Sales Director that does not debut a new offspring  
can attend if she completes a **Perfect Five** from  
October 20th - October 31st and  
consecutive **Perfect Tens** during the months  
of November, December, January, February, March  
and April.

\***Perfect Five** is five classes and five interviews.

\***Perfect Ten** is ten classes and ten interviews.



**\*\* You are responsible for your airfare, cruise ticket and all your own amenities.**

# CONSULTANT COURT OF SALES



		Y-T-D	Seminar
Consultant	Unit	Retail	Wholesale
Gina Toth-Becker	Pat Nuzzi Unit	\$14,037.00	\$6,704.50
Colleen Hollimon	Lisa Moore Unit	\$10,227.00	\$4,623.00
Kim Lucarelli	Denise Engebretson Unit	\$10,133.00	\$4,547.50
Rebecca Grundhofer	Emily Schuette Unit	\$9,802.00	\$4,811.00
Kelly Egloff	Shannon Duguay Unit	\$9,743.00	\$4,442.00
Peggy Baumgartner	Brenda Haag Unit	\$9,503.00	\$4,487.50
Callie Sloop	Cassandra Chitwood Unit	\$9,155.00	\$4,310.00
Laura Field	Wendy Haas Unit	\$9,073.50	\$4,043.75
Vasilya Verstunina	Kamila Lentz Unit	\$9,048.00	\$4,394.00
Kayla Knutson	Sheryl Peterson Unit	\$8,744.50	\$4,158.25
Brooke Dudley	Kari Medina Unit	\$8,321.50	\$3,930.75
Karen Brost	Melissa Imbach Unit	\$8,112.00	\$3,931.00
Lisa Housler	Melissa Imbach Unit	\$7,886.00	\$3,818.00
Nadia Padilla	Heather Catchpole Unit	\$7,579.00	\$3,475.00
Kathy Fauver	Julie Monroe-Falk Unit	\$7,224.50	\$3,463.25
Louise Webster	Pat Nuzzi Unit	\$6,968.50	\$3,072.25
Donna Matthews	Clarece Nelson Unit	\$6,936.00	\$3,209.00
Jennifer Pattik	Susan Pankow Unit	\$6,837.50	\$3,000.25
Brittini Imhof	Amy Hanifl Unit	\$6,833.00	\$3,045.00
Kristen Bilbrey	Stephanie Showers Unit	\$6,725.00	\$3,158.50

## National Court of Sales

\$36,000 Retail

## Lisa Madson Courts

\$20,000+ Retail

## National Court of Recruiting

24 Qualified Recruits

## Lisa Madson Court of Recruiting

10 Qualified Recruits



## ON-TARGET GRAND ACHIEVERS

Name	Unit Name	No. of TM Mbrs	Team Production
Wendy Taylor	Cassandra Chitwood Unit	16	\$7,445.25
Stephanie Harris	Lisa Moore Unit	13	\$6,827.50
Ashley Langer	Emily Schuette Unit	14	\$6,613.00
Donna Castillo	Jennifer Emanuel Unit	5	\$5,309.50
Chrystal Steele	LaChelle Seleski Unit	18	\$5,202.75
Kristen Bilbrey	Stephanie Showers Unit	10	\$5,003.00



Class of 2014



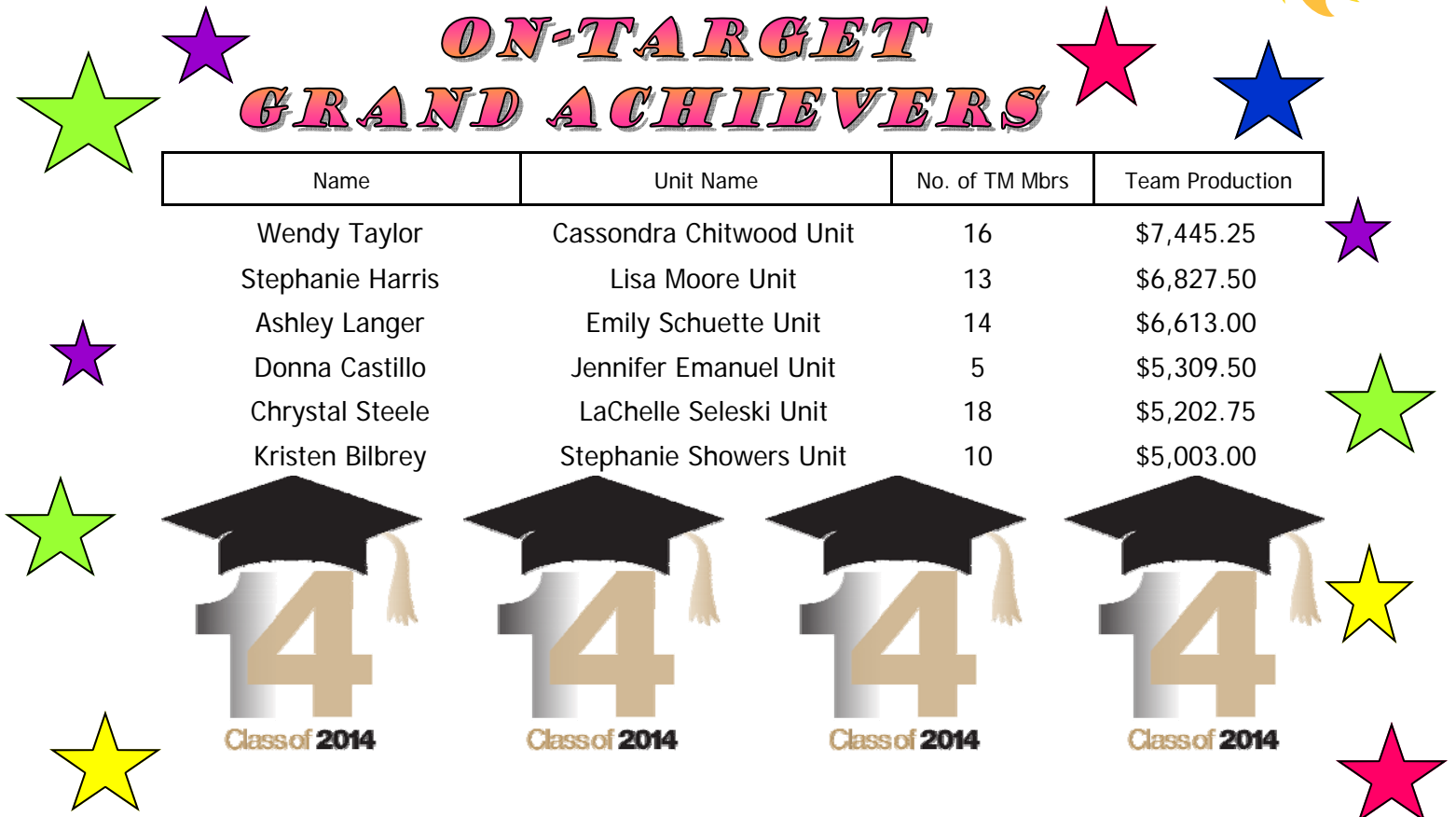
Class of 2014



Class of 2014



Class of 2014

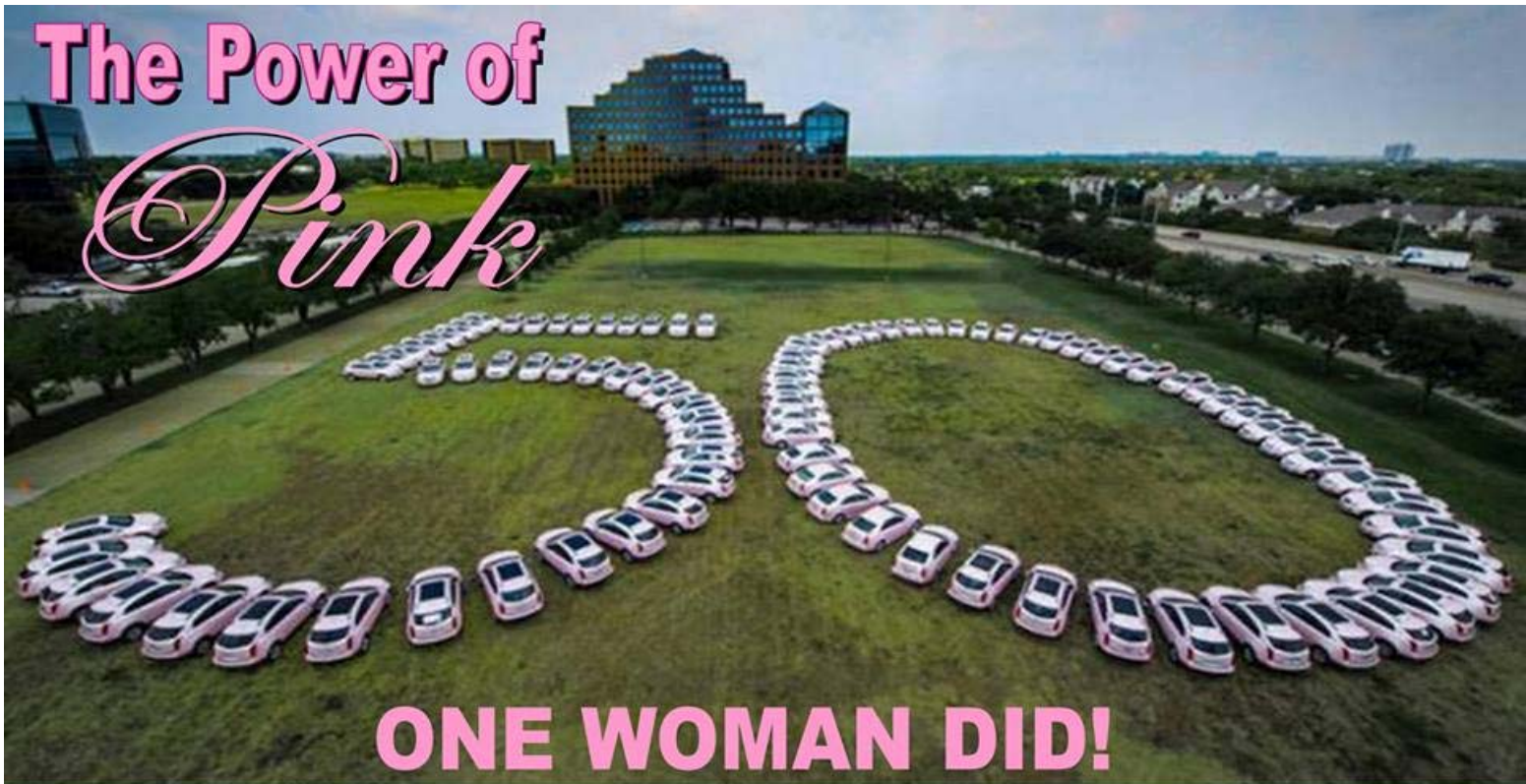




WYOMING POWER PLAYERS

CONSULTANT	DIRECTOR	CONSULTANT	DIRECTOR
Lindsay Biedermann	Lachelle Seleski	Nina Corpuz	Heather Catchpole
Crystal Reddel	LaChelle Seleski	Homa Ahmed	Jennifer Emanuel
Kimber-Lee Cameron	Marla M Jones	Sharon Vandehoef	LaChelle Seleski
Georgana Lake	Marla Jones	Wendy Taylor	Casey Chitwood
Gabriela Stefanko	Stephanie Showers	Anna Gruener	Lea Chehade
Lisa Birkhoff	Wendy Jo Ambrose	Joanne Bonollo	Lea Chehade
Donna Niven	Diane Cole	Tina Tinley	Lea Chehade
Alexander Ocasio	Jody Grizzel-West	Angela Gilmore	Kari Johnson
Stephanie Lamia	Sarah McCollum	Rebecca Cripps	Sarah McCollum
Rebecca Kanugh	Angi Styer	Barb Meier	Kari Johnson
Samantha Psyk	Stephanie Showers	Amanda Wiley	Jessica Francis
Michelle LaMedica Lake	Livia Genova	Susan Williams	Lisa Madson
Meredith Polhemus	Simone Fallgren	Beth Murphy	Kari Johnson
Diane Leonard	Sue Pankow	Ashley Johnson	LaChelle Seleski
Nisha Bobba	Simone Fallgren	Donna Matthews	Clarece Nelson

Please make sure you are submitting your Power Player figures via the Google Link by the 3rd of each month to get recognized in the Newsletter.



Mary Kay's largest ever pink Cadillac rally today to celebrate its 50th anniversary 50 years to the day after the iconic beauty company was founded. More than 100 pink Cadillac sedans and SUVs gathered in Dallas, where Mary Kay Inc. is headquartered, blanketing the City's highways in a sea of pink. Here they form a 50 in an open field near the headquarters.

# POWER PLAYER MONTHLY RECOGNITION

INTERVIEWS 10+		FACES/ SELLING APPTS 30+		RETAIL SALES	
Kristi Garfield	28	Ashley Langer	82	Ashley Langer	\$4023.00
Gina Jacobsen	26	Melissa Robinson	47	Lindsi Hagen	\$2450.00
Ashley Langer	25	Gina Jacobsen	46	Kiyosha Watts	\$2375.00
Lindsi Hagen	24	Lindsi Hagen	46	Natalie Rayback	\$2132.00
Donna Adams	20	Donna Adams	45	Lauren Laird	\$2114.00
Chrystal Steele	20	Kristi Garfield	44	Kristine Zellmer	\$1712.50
Sarah Roussos	18	Natalie Rayback	43	Megan Isaacs	\$1600.00
Carrie Peeples	18	Lauren Laird	42	Donna Adams	\$1583.00
Carolyn Frederick	18	Kristine Zellmer	39	Kristi Garfield	\$1553.50
Lauren Laird	16	Carrie Peeples	37	Gina Jacobsen	\$1500.00
Diane Green	16	Peggy Ludlow	33	Diane Green	\$1392.00
Natalie Rayback	12	Sarah Roussos	32	Lark Engen	\$1374.50
Idil Duran	12	Rebecca Grundhofer	32	Carrie Peeples	\$1373.00
Megan Isaacs	11	Lark Engen	32	Rebecca Grundhofer	\$1307.00
Rebecca Grundhofer	11	Chrystal Steele	31	Stephanie Harris	\$1210.00
Kate Sommers	11	Carolyn Frederick	31	Melissa Robinson	\$1122.50
Melissa Robinson	10	Diane Green	31	Chrystal Steele	\$1030.00
Stephanie Harris	10	Idil Duran	31	Carolyn Frederick	\$1018.00
Lark Engen	10	Kate Sommers	31	Kate Sommers	\$1015.00
Mandy Gray	10	Mandy Gray	31	Peggy Ludlow	\$1011.00
Kiyosha Watts	10	Kiyosha Watts	31	Idil Duran	\$1005.00
		Megan Isaacs	30	Sarah Roussos	\$835.00
				Mandy Gray	\$610.00

TOTAL RECRUITS	
Ashley Langer	4
Carrie Peeples	4
Lindsi Hagen	3
Kristine Zellmer	3
Chrystal Steele	3
Sarah Roussos	3
Natalie Rayback	2
Megan Isaacs	2
Stephanie Harris	2
Peggy Ludlow	2
Idil Duran	2
Kiyosha Watts	1
Lauren Laird	1
Donna Adams	1
Gina Jacobsen	1
Carolyn Frederick	1

Check out this month's Applause for great tips on how to reach young women and sell them on our incredible products!

MARY KAY®  
FALL INTO YOUR  
BEAUTY  
WITH COSMOPOLITAN *seventeen*

The **POWER** Party   
is in the 



# Madson Area Power Players

July 1, 2013 - December 31, 2013!

**BE A POWER PLAYER IN YOUR CATEGORY OF CHOICE EACH MONTH**

## PLATINUM POWER

COMPLETE 5 OF THE 5

- 60 Faces/15 parties
- \$2,000 in retail sales
- \$1,200 personal W/S
- 25 personal interviews
- 2 Q. recruits or gold medal (5 recruits)

## GOLD POWER

COMPLETE 5 OF THE 5

- 40 faces / minimum 10 parties
- \$1,400 in retail sales
- \$800 personal wholesale
- 15 interviews
- 1 new personal Q\* or 2 new recruits

## SILVER POWER

COMPLETE 4 OF THE 5

- \*30 faces / Min. 5 "separate" parties
- \$1000 retail sales
- \*\$600 personal wholesale
- \*10 interviews
- 1 new pers. Q or 2 new recruits  
(\* these items must be completed)



## BRONZE POWER

COMPLETE 3 OF THE 5

- 15 faces/ Min. 3 "separate" parties
- \$700 retail sales
- \$400 Personal Wholesale
- 5 interviews
- 1 new personal recruit

## ***Rewards for your work!***

### **Bronze - Silver - Gold - Platinum Consultant POWER PLAYERS:**

Recognition in the monthly newsletter.

### **Silver - Gold - Platinum POWER PLAYERS receive above and:**

Madson Pin (If you don't already have it)

Can leave messages for Lisa on her daily consultant hotline - (209)-647-1308

Picture in Madson Power Player Newsletter each month

### **Platinum POWER PLAYERS receive above and:**

One - on - one 15 - minute coaching call with NSD Lisa Madson

### **VIP at the Madson Retreat:**

Complete Platinum, Gold or Silver Power Player in July, August, and September.

There will be special recognition for all VIPs that achieve Platinum Power Player at least one of the three months (July, August or September).



**This contest runs by calendar month. A party is considered 3 people and \$100 in sales.**





NSD Lisa Madson Hosts Workshop and  
Guest Night/Cash Giveaway with  
NSD Cheryl Fulcher

**Monday, December 9, 2013**



**Cash Giveaway Contest: October 1, 2013 - December 9, 2013**

**CONTEST RULES:**

**GUESTS:** (Must be 18 years of age or older to participate)

Name goes in drawing one time for having a facial and giving your opinion of the product.

Name goes in drawing five more times for each guest present at your facial.

Name goes in drawing five times when you participate in an interview\* with director follow up.

Name goes in drawing five additional times when you are present at the Cash Giveaway on Dec.9th

Name goes in drawing TEN additional times when you start your own MK business by submitting an Ind. MK beauty consultant agreement.

\*An interview is considered to be any of the following: (1) a potential teammate watching the Lisa Madson DVD or website–  
www/lmadsonsharing.com and the Sales Director follows up OR (2) the Auri Hatheway marketing line 212-990-6304 OR (3) the Andrea Whitcomb marketing line 951-262-1995 OR (4) a potential teammate sitting down with a Director or Consultant in a one-on-one situation to go over the avenues of income and other aspects of the Mary Kay career OR (5) a potential teammate attending a Mary Kay event where a Director presents the marketing plan, including the avenues of income and the typical objections to starting a Mary Kay business.



**In Town GUEST PRIZES:** \$500 Cash if your name is drawn and you are present at the Cash Giveaway on December 9<sup>th</sup>. \$250 will be awarded if you are not present and your name is drawn for 1<sup>st</sup> prize. Additional cash drawings for guests present will be based on how much money is collected.



**Out of Town GUEST PRIZES:** One \$500 cash drawing for a guest that lives over 1½ hours from the Crowne Plaza in Madison and will not be present. If guests from 1 ½ hours or more come to the event, their entries should go into the in town.

**The drawing will be held at the Crowne Plaza Madison on Monday, December 9, 2013 starting at 7:00 PM. Entries will only be accepted until 6:45 PM that evening.**

**CONSULTANTS: \$10 fee to enter your customers and your personal entries**

Name goes in drawing one time for each Basic Skin Care Set sold.

Name goes in drawing one time for Section 1 order of \$400 wholesale

two times for Section 1 order of \$800 wholesale

three times for Section 1 order of \$1200 wholesale etc.

Name goes in drawing five times for each Qualified Recruit (\$600 wholesale order).

Name goes in drawing one time for every interview you do. You must have the potential recruit fill out an agreement and/or training interview sheet - to be handed in to your Director to qualify.

Name goes in drawing one time for each selling appointment you hold. Examples of a selling appointment: Skin Care Class, Facial, Double Facial, Spa Class, etc.

**CONSULTANT PRIZES:** \$500 CASH Grand Prize to the first name drawn, present or not! Additional cash drawings for Consultants based on how much money is collected.

**DIRECTOR DRAWING may be done based on participation. Director entries will be based on the same qualifications as consultants. See above.**

There is a \$10.00 entry fee for the cash giveaway and you must register for the workshop and guest night with your Director by Nov. 15 if you are planning to attend.

	<u>Cost By 11/15</u>	<u>Cost after 11/15</u>
<b>Cash giveaway entry fee</b>	\$10	
<b>12:15 - 2:00 Director meeting (included in the cost of workshop)</b>		
<b>2:00 - 5:00 p.m. Director &amp; Consultant workshop</b>	\$9	\$12 (cash only)
<b>5:00 - 6:45 p.m. Facials on your own</b>		
<b>7:00 - 9:00 p.m. Guest Night</b>	\$11	\$14 (cash only)



<u><i>Cash Giveaway Customer Entry</i></u> <b>Monday, Dec. 9, 2013</b>  Name _____  Consultant _____  Director _____	<u><i>Cash Giveaway Customer Entry</i></u> <b>Monday, Dec. 9, 2013</b>  Name _____  Consultant _____  Director _____	<u><i>Cash Giveaway Customer Entry</i></u> <b>Monday, Dec. 9, 2013</b>  Name _____  Consultant _____  Director _____
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