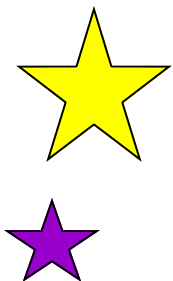


# POWER PLAYER NEWSLETTER

November 2013 Issue – October 2013 Results

## CONGRATULATIONS BRAND NEW DIRECTORS!



**Danielle Taylor**

**Idil Duran**

**Angela Gilmore**



Future Executive Senior Sales Director  
**Heather Catchpole**



Future Executive Senior Sales Director  
**Heather Catchpole**



Future Executive Senior Sales Director  
**Kari Johnson**

## 17 DIQ's in the Madson Area!



**Kira Elliot**

Soon to be Off-Spring of...



**Kayla Knutson**

Soon to be Off-Spring of...



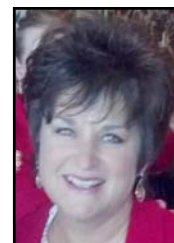
**Sally Maxwell**

Soon to be Off-Spring of...



**Deb Lange**

Soon to be Off-Spring of...



**Julie Keyes**

Soon to be Off-Spring of...



**Anne White**

Soon to be Off-Spring of...



Future Executive Senior Sales Director  
**Sheryl Peterson**



Future Executive Senior Sales Director  
**LaChelle Seleski**



NSD  
**Lisa Madson**

# 17 DIQ's in the Madson Area!



**Essie Bertain**  
Soon to be  
Off-Spring of...



**Andrea Johnson**  
Soon to be  
Off-Spring of...



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



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



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



**Angie Maehler**  
Soon to be  
Off-Spring of...



Future  
Executive Senior  
Sales Director  
**Heather Catchpole**



Future  
Executive Senior  
Sales Director  
**Casey Chitwood**



Senior Sales  
Director  
**Lisa Moore**



Sales  
Director  
**Emily Schuette**



Sales  
Director  
**Ezzie Roach**



Sales  
Director  
**Wendy Taylor**



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



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



**Carolyn Meakim**  
Soon to be  
Off-Spring of...



**Kellie Hawker**  
Soon to be  
Off-Spring of...



**Jessica Perkins**  
Soon to be  
Off-Spring of...



Sales  
Director  
**Stephanie Showers**



Sales  
Director  
**Martha Parker**



Sales  
Director  
**Amie Brady**



Sales  
Director  
**Simone Fallgren**



Sales  
Director  
**Melissa Imbach**

MARY KAY  
**LEADERSHIP**  
2014

MARY KAY  
**LEADERSHIP**  
2014



# GOLD POWER PLAYER ASHLEY LANGER Schuette Unit



## SILVER POWER PLAYERS



Carolyn Frederick  
Buckmaster Unit



Kristine Zellmer  
Roach Unit



Stephanie Harris  
Moore Unit



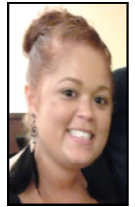
Rebecca Grundhofer  
Schuette Unit



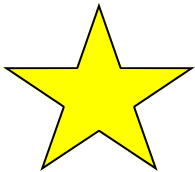
Rebecca Kanugh  
Styer Unit



Peggy Ludlow  
Showers Unit



Breann Woodward  
Duguay Unit



Lark Engen  
Showers Unit



Kristi Garfield  
Styer Unit



Kiyosha Watts  
Cerenzia Unit



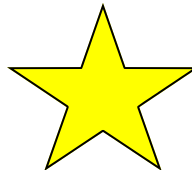
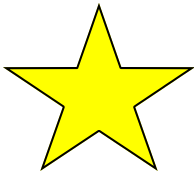
Donna Niven  
Cole Unit



Michelle Mulholland  
Chehade Unit



Melissa Robinson  
Buckmaster Unit



Kasey Cacciottolo  
Czaja Unit



Victoria Mindel  
Kasten Unit



Anne White  
Madson Unit



Crystal Reddel  
Seleski Unit



Billie Lahr  
Buckmaster Unit



Vicky Molter  
Kenealy Unit

W10VQ-D 1030D 0N301D

CONSULTANT	DIRECTOR	CONSULTANT	DIRECTOR
Natalie Rayback	Simone Fallgren	Leigh Ann Van Epps	Myrra Dunnick
Kate Emberley	LaChelle Seleski	Kate Sommers	Emily Schuette
Anna Gruener	Lea Chehade	Rhonda Trueblood	Sheryl Peterson
Carrie Ferneau	Shannon Duguay	Maggie Eckert	Lindsey Hertzfeldt
Amy Ramirez	Jamie Wille	Kathy Fauver	Julie Monroe-Falk
Kimber Lee Cameron	Marla M Jones	Amy Ward	Alice Rothbauer
Kelly Egloff	Shannon Duguay	Morgan Meyer	Judy Berget
Jelane Stone	Tina Kocourek	Sarah Roussos	Shannon Buckmaster
Sally Maxwell	LaChelle Seleski	Amanda Wiley	Jessica Francis
Meredith Polhemus	Simone Fallgren	Michelle LaMedica-Lake	Livia Genova Pagano
Terri Beranek	Heather Julson	Kami Lubinski	Alice Rothbauer
Kimberly Scott	Becky Rogers	Angela Gilmore	Kari Johnson
Donna Matthews	Clarece Nelson	Erika Slager	Stephanie Petska
Cindy Ossewaarde	Abby Czaja	Amy Rykal	Alice Rothbauer
Alexander Ocasio	Jody Grizzel-West	Homa Ahmed	Jennifer Emanuel
Diane Leonard	Sue Pankow	Elizabeth Kulick	Shannon Buckmaster
Krissy Bilbrey	Stephanie Showers		

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.

# Are YOU taking advantage of the DOUBLE CREDIT PROMOTION this month?!

love  
your skin for life  
with Mary Kay® skin care.

Easy, expert skin care  
for your every unique need,  
no matter your age or skin type

*All Skin* Double Credit Promotion

Now through Nov. 30, when you purchase any Mary Kay® skin care product, you'll **RECEIVE DOUBLE CREDIT**

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



Consultant	Unit	Y-T-D	
		Retail	Seminar
Gina Toth-Becker	Pat Nuzzi Unit	\$16,088.00	\$7,705.00
Rebecca Grundhofer	Emily Schuette Unit	\$13,448.00	\$6,599.00
Kathy Fauver	Julie Monroe-Falk Unit	\$12,335.50	\$5,948.75
Kim Lucarelli	Denise Engebretson Unit	\$10,769.00	\$4,855.50
Kayla Knutson	Sheryl Peterson Unit	\$10,558.50	\$5,040.25
Megan Isaacs	Chrystal Steele Unit	\$10,557.50	\$4,996.25
Colleen Hollimon	Lisa Moore Unit	\$10,500.00	\$4,759.50
Kelly Egloff	Shannon Duguay Unit	\$10,377.00	\$4,749.00
Vasilya Verstunina	Kamila Lentz Unit	\$10,279.00	\$4,994.50
Andrea Martin	Cynthia Torrez Unit	\$10,247.00	\$4,864.50
Jean Reimann	Lisa Madson Unit	\$10,217.00	\$4,834.50
Peggy Baumgartner	Brenda Haag Unit	\$9,503.00	\$4,487.50
Callie Sloop	Wendy Taylor Unit	\$9,355.00	\$4,410.00
Katherine Roussos	Shannon Buckmaster Unit	\$9,207.00	\$4,473.50
Laura Field	Wendy Haas Unit	\$9,196.50	\$4,105.25
Julie Keyes	Lisa Madson Unit	\$8,826.50	\$4,154.25
Tara Back	Amy Zanto Unit	\$8,733.50	\$4,146.75
Jody Garner	Stephanie Gentz Unit	\$8,683.00	\$4,029.00
Carmyn Frasch	Cassandra Chitwood Unit	\$8,546.00	\$4,178.00
Cassandra Schmidt	Jessica Francis Unit	\$8,485.50	\$3,754.25

## 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
Idil Duran	NEW DIRECTOR	20	\$6,899.00
Kayla Knutson	Sheryl Peterson Unit	10	\$6,089.00
Sally Maxwell	LaChelle Seleski Unit	10	\$5,958.50
Debra Lange	LaChelle Seleski Unit	11	\$5,703.50
Kellie Hawker	Simone Fallgren Unit	10	\$5,011.00



# POWER PLAYER MONTHLY RECOGNITION

INTERVIEWS 10+	
Michelle Mulholland	16
Ashley Langer	15
Billie Lahr	14
Lark Engen	13
Melissa Robinson	12
Victoria Mindel	12
Rebecca Kanugh	11
Donna Niven	11
Kasey Cacciottolo	11
Crystal Reddel	11
Rebecca Grundhofer	11
Carolyn Frederick	10
Kristi Garfield	10
Stephanie Harris	10
Anne White	10
Kristine Zellmer	10
Kiyosha Watts	10
Peggy Ludlow	10
Vicky Molter	10

FACES/ SELLING APPTS 30+	
Kristi Garfield	80
Donna Niven	74
Ashley Langer	60
Billie Lahr	53
Victoria Mindel	50
Melissa Robinson	48
Kasey Cacciottolo	41
Crystal Reddel	38
Kiyosha Watts	38
Vicky Molter	34
Michelle Mulholland	32
Carolyn Frederick	32
Kristine Zellmer	31
Lark Engen	30
Rebecca Kanugh	30
Peggy Ludlow	30

RETAIL SALES	
Ashley Langer	\$3192.50
Kristi Garfield	\$2450.00
Rebecca Grundhofer	\$2449.00
Kiyosha Watts	\$2347.00
Billie Lahr	\$2297.00
Victoria Mindel	\$1739.00
Crystal Reddel	\$1612.00
Kristine Zellmer	\$1538.00
Melissa Robinson	\$1412.50
Kasey Cacciottolo	\$1395.00
Michelle Mulholland	\$1288.00
Donna Niven	\$1249.00
Anne White	\$1195.15
Vicky Molter	\$1126.12
Carolyn Frederick	\$1118.00
Stephanie Harris	\$1107.50
Rebecca Kanugh	\$1000.00
Peggy Ludlow	\$500.00
Lark Engen	\$350.00



## MADSON Perfect TEN Contest!

TOTAL RECRUITS	
Carolyn Frederick	3
Ashley Langer	2
Anne White	2
Stephanie Harris	2
Lark Engen	2
Rebecca Grundhofer	1
Billie Lahr	1
Crystal Reddel	1
Kasey Cacciottolo	1
Donna Niven	1
Vicky Molter	1
Peggy Ludlow	1

**Contest Dates - November 1 - 30th**

*HOLD TEN PARTIES AND TEN INTERVIEWS  
OR DIRECTORS THAT DO \$20,000 WHOLESALE CAN HAVE  
DINNER WITH  
NSD LISA MADSON & NSD CHERYL FULCHER  
ON MONDAY, DECEMBER 9TH  
AT THE CROWNE PLAZA*

### Hold Ten Parties

A party is considered 3 people including the hostess and \$100 in sales.  
(This is minimum go for maximum)  
Must list your hostess and phone numbers on the Google link to count.

### Hold Ten Interviews

You must have the potential recruit fill  
out an agreement and/or training interview sheet - to be handed  
in to your Director to qualify.  
Must list your hostess and phone numbers on the Google link to count.  
Google link can be found on Lisa's website.  
[www.nsdlistamadson.com](http://www.nsdlistamadson.com) password is madson



# Big News

First, New Independent Sales Directors who debut December 1, 2013 or January 1, 2014 and register and attend Leadership Conference 2014 will earn a free Sales Director suit valued at \$300!

Second, Independent Sales Directors-in-Qualification, as of January 2014, who have submitted their commitment cards, register and attend Leadership Conference 2014 and then debut as a new Sales Director between Feb. 1 – July 1, 2014, will also earn a free Sales Director suit valued at \$300!



## The Great Wall of Mary Kay

Inspired by visits to the Great Wall of China during the Top Director trip, the Company will build a “Great Wall of Mary Kay” that bears the names of Directors who qualify for an ambitious challenge that runs until Sept. 13, 2014. Our goal is to double the number of Directors in the United States and Canada before Sept. 13, 2014. A stretch? Definitely. Impossible? Not at all! It's an exciting time to set new goals, make a plan to develop others, and take Mary Kay's dream into the next 50 years! Will you be a part of it?



## Join Us For Leadership 2014 and Lead The Way

Online Registration will open Monday, October 14, at midnight CST for all DIQ's and Future Directors, and continues through December 31. Do you have what it takes to join us at the top and Lead the way? Any dream can come true in 2014 if you're willing to work consistently! The Registration Fee is just \$165, so plan to join us!

If you're not sure where to start—check out all the great team building strategies and tips available on Mary Kay Intouch this month. You can also find more details for all of these great contests!





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 a 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</b> (included in the cost of workshop)		
<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>Cash Giveaway Customer Entry</u> <b>Monday, Dec. 9, 2013</b>  Name _____  Consultant _____  Director _____	<u>Cash Giveaway Customer Entry</u> <b>Monday, Dec. 9, 2013</b>  Name _____  Consultant _____  Director _____	<u>Cash Giveaway Customer Entry</u> <b>Monday, Dec. 9, 2013</b>  Name _____  Consultant _____  Director _____
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<p style="text-align: center;"><b>Cash Giveaway Monday, Dec. 9, 2013</b></p> <p style="text-align: center;"><b>CONSULTANT ENTRY</b></p> <p>Consultant _____</p> <p>Director _____</p>	<p style="text-align: center;"><b>Cash Giveaway Monday, Dec. 9, 2013</b></p> <p style="text-align: center;"><b>CONSULTANT ENTRY</b></p> <p>Consultant _____</p> <p>Director _____</p>	<p style="text-align: center;"><b>Cash Giveaway Monday, Dec. 9, 2013</b></p> <p style="text-align: center;"><b>CONSULTANT ENTRY</b></p> <p>Consultant _____</p> <p>Director _____</p>
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