



Sales Director  
Danielle  
Isenberg

**2013-2014  
GOALS:**  
Pink Cadillac

5 Offspring Directors

\$650,000 in wholesale  
production to attend  
Top Director Trip

1 Consultant on  
Court of Sharing

1 Consultant on  
Court of Sales

**PERSONAL  
GOALS:**  
Court of Sharing  
Court of Sales

**SEPTEMBER  
GOALS:**  
\$13,000 wholesale  
4 new team members

# *Pink Ladies Newsletter*

September 2013 ~ August 2013 Results

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## *August 2013 Queens*



*Ashley Arney*  
*Queen*  
*of Sales*



*Laura Burks*  
*Queen*  
*of Sharing*



*Sarah Smith*  
*YTD Ct of Sales*



*Laura Burks*  
*YTD Ct of Sharing*

# Check out what Danielle has to say about our August Royalty...

I am so excited to be celebrating Laura Burks as this month's Queen of Sharing! She shows that repetition is the key to this business in the sense that you book models, teach them how to take care of their skin and share the opportunity, and the business isn't more complicated than that, we just do it over and over each month. For Laura, it's paying off tremendously and not only did she add new team members, she worked hard and believed in herself and her team up through midnight on the last night of the month and she went on target for her first FREE CAR!! My favorite thing about this business is seeing people accomplish their goals and go after their big, deep rooted dreams and watching them prove to themselves that they, too, can accomplish great things in this company! This couldn't be happening to a more determined person or harder worker!

Way to go, Laura!!

Ashley Arney drives a hard bargain!! I love it! I expect that we'll be seeing a lot more of her in newsletters to come! No, she is not a BRAND NEW consultant in the sense that this is the month she signed, but she did not give up on her goal of starting her business with inventory and not starting until she had it. She became a consultant in June but due to circumstances, couldn't start her business when or how she wanted to. The beauty of Mary Kay, as a career, is it offers us the flexibility to have life happen (which will inevitably happen at one point to everyone) and to put things on hold and pick it back up when it's right. And that, picking it up, is exactly what she did and it earned her the spot as our monthly Queen of Wholesale!! Great determination, Ashley, will do great things! I can't wait to see what else is in store for you as you run with this opportunity.

## CAMP HOLIDAY

*It's the most wonderful time of the year!*

Come and learn how to maximize your holiday selling and team building efforts from NSD Linda Toupin, her Directors and Adoptees!

**\$28.95 per Consultant & Director**

**Automatically enters you into the drawing for the \$1000 Giveaway to be held at January Jumpstart, January 4<sup>th</sup>, 2014**



**September 28th, 2013**

**Galt House Hotel  
140 North Fourth Street  
Louisville, Ky. 40202**

**Register at [www.lindatoupin.com](http://www.lindatoupin.com)  
username lindatoupin password choices**

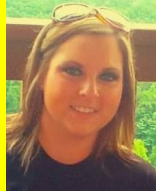
**Check-in 9:00-9:30AM  
MK Holiday Expo on Display 9:00-10:00 AM  
Program 10:00 AM -2:00 PM  
(We are not taking a lunch break, Bring Snacks)**

# Welcome to our NEW Team Members!!

New Team Member



Sarah Phillips from Lexington, KY



Kera Roemer from Glasgow, KY



Kimberly Roemer from Bowling Green, KY



Sarah Smith from Bowling Green, KY



Anita Thompson from Glasgow, KY

Recruited By



Laura Burks



Danielle Isenberg



Danielle Isenberg



Laura Burks



Kathina Doyle

## October Celebrations

**Birthdays**

Kimberly Roemer	3
Jamie Kenyon	6
Penny Rutledge	8
Courtney Rushing	20
Patricia Lawson	24
Jamie McClard	28

**Anniversaries**

Lisa King	2
Carrie Adams	1
Sherry Lundy	1
Kimberly Stockton	1

# New Year Consistency Club

## Living Lockets by Origami Owl

Tell your I-story as you earn your living locket by working your business consistently during the 2013/2014 Mary Kay year.



When you complete your first quarter of \$250 or higher Consistency Club, you will earn this Ball Station Chain that is beautifully plated in 925 sterling silver. It is an 18" necklace created in a classic curb pattern, and accented with small ball links spaced evenly throughout to make a beautiful statement when paired with your Living Locket!



When you complete your second quarter of \$250 or higher Consistency Club, you will earn this Large Silver Living Locket. It holds 7-12 charms and is composed of solid jewelry-grade stainless steel. You will also earn your first charm!!!



For each quarter after, you will earn these artisan designed charms that allow you to showcase your Mary Kay journey.

\*Orders must be \$250 minimum wholesale during a month.  
A total of \$750 or more must be ordered during a 3 month consecutive period.

### Examples on how to earn:

\$650—3 charms		\$450—2 charms		\$250—1 charm	
July	\$1300	July	\$800	July	\$250
August	250	August	250	August	250
September	400	September	300	September	250
<b>Total</b>	<b>\$1950</b>	<b>Total</b>	<b>\$1350</b>	<b>Total</b>	<b>\$750</b>





# The Mary Kay<sup>®</sup> World Is **Yours!**

Sept. 1-30, 2013

MARY KAY  
**one woman can**  
50 YEARS

Celebrate 50 with the  
commemorative *One Woman Can*<sup>™</sup> globe!  
Sept. 1-30, 2013



This exclusive keepsake ceramic hinged box commemorating the Mary Kay 50th Anniversary year can be yours when you **place a single \$400 or more Section 1 wholesale order during the month of September 2013!**\*

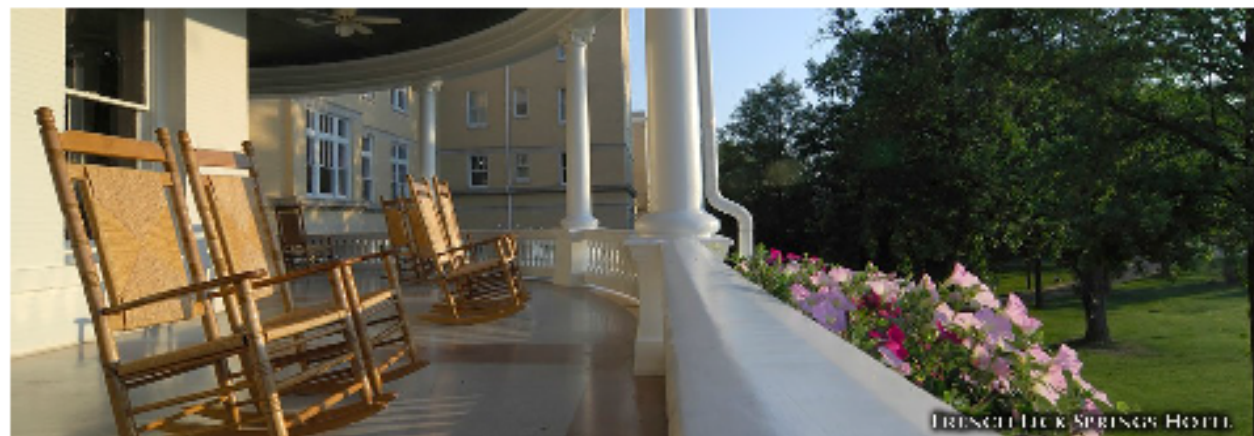
For 50 years, Mary Kay Independent Beauty Consultants around the globe have been *enriching women's lives*<sup>®</sup> in countless ways. This globe honors the difference *one woman can*<sup>™</sup> make and celebrates Mary Kay's phenomenal success and heritage. The globe features a crystal front closure and measures 2½" in diameter. When you qualify, the globe will be shipped with your order. Please note that the globe only is **available while supplies last**. Be sure to get yours now so you don't miss out!

Remember, Sept. 13, 2013, marks the day that launched an empire that has enriched women's lives for 50 years! You can make it even more meaningful by earning this beautiful box.

***One woman can*<sup>™</sup> be YOU!**

\*Limit one globe per Independent Beauty Consultant while supplies last

**2013 Toupin National Area Fall Retreat**  
**French Lick Springs Resort/French Lick, Indiana**  
**November 7-9, 2013**



Director Fall Retreat Experience begins **Thursday 11/7 at 1 PM** & ends Saturday 11/9 at 1 PM.

**\*\* Director Registration fee \$45**

Consultant Fall Retreat Experience begins **Friday 11/8 at 1 PM** & ends Saturday 11/9 at 1 PM.

**\*\* Consultant Registration fee \$40**

Register at [www.lindatoupin.com](http://www.lindatoupin.com) Linda's website login: lindatoupin, password: choices (no caps)

**Meals:** will be the responsibility of each attendee.

**Dress:** Friday 1 PM General Assembly –professional Mary Kay Attire (director suits, red jackets, no slacks please)

Thursday Director Day, Friday night and Saturday morning are all Dressy Casual. (nice slacks, fall skirts, etc.) Note the resort has a fabulous pool, hot tub and spa.

**Hotel Reservations:** should be made directly through French Lick Springs Resort. Only 1 person in each room should give their Credit Card number to hold the room. Individual payments can be made at time of check-in.

Reservations phone: 1-888-936-9360 or on line.

Reservation Code for special rate: **1013Tou**

Deadline: **October 5th**

**Rate:** (tentative)  
\$109 Wednesday  
\$129 Thursday  
\$159 Friday/Saturday

**Recognition:** July 1st– October 31st:

- Retail orders from the company Minimum \$10,000 retail.
- New recruit agreements Minimum 8 agreements. Ties broken by commissions earned on just those recruits.
- Unit Production YTD Retail Minimum \$80,000 retail.
- Star Team Builders, Team Leaders and DIOs
- On-Target Cars and all Car Winners/Car Winners

**RED CARPET TREATMENT— 2 NEW Qualified Recruits**

**September 1-October 31st**

**Directions:**

<http://www.frenchlick.com>

French Lick Resort

8670 West State Road 56

French Lick, Indiana 47432

Phone Numbers: 888.936.9360 or 812.936.9300

**Special Note from Linda:** Because of the sheer beauty and magnificence of both **French Lick Resort** and **West Baden Resort** (1 mile from French Lick) may I suggest taking an extra night to enjoy this gorgeous venue. Come a day early or stay over on Saturday night. The historic tours are AMAZING, the spas are LUXURIOUS and the Restaurants 5 STAR! West Baden was at one time considered to be one of the 8th Wonders of the World! This town contains 2 of America's most unique resorts.

Linda's website login: lindatoupin, password: choices.

**Women out growing their business & holding parties!**

**Year to Date Court of Personal Sales Top 20**



**Sarah  
Smith**

<b>Sarah Smith</b>	<b>\$4,179</b>
Sarah Phillips	4,162
Laura Burks	3,894
Ashley Arney	3,841
Kasandra Dillard	1,322
Penny Rutledge	874
Courtney Rushing	828
Kimberly Cowan	713
Valorie Williams	674
Ashley Burton	601
Rebecca Wren	457
Jennifer Wright	422
Kimberly Stockton	421
Cathi Kerr	417
Jamie Kenyon	400
Anita Thompson	400
Becki Barger	400
Kathina Doyle	348
Stephanie Usalis	117
Alicia McIver	101
Danielle Isenberg	1,296



**Top Year to Date Sharing Court**



**Laura  
Burks**

<b>Laura Burks</b>	<b>2</b>	<b>\$326</b>
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