



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

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

Pink Ladies Newsletter

October 2013 ~ September 2013 Results

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September 2013 Queens



Kathina Doyle
*Queen
of Sales*



*Keep talking to people about the MK
Opportunity and this could be you!!*

*Queen
of Sharing*



Laura Burks
YTD Ct of Sales



Laura Burks
YTD Ct of Sharing

Check out what Danielle has to say about our Sept. Royalty...

“ Every once in a while, due to business volume increases or anticipated future events and sales, we have to reinvest in our businesses and up our inventory on hand. That's exactly what Kathina Doyle chose to do as she knew she was low on product with several holiday events approaching. She made a commendable decision as she finished out the first Star Quarter and placed a Ruby star order in the month of September. Her order is proof that our #1 product sells!

“ The most important thing we can do in our Mary Kay businesses is to share about the company. Not only for team building purposes, but more importantly, for the ladies out there who are looking for something extra and quite possibly need a life changer! Whether MK is a full-time business for each of us or not, it may be exactly what our friends are looking for. I look forward to celebrating our Queen of Sharing next month as one woman earns the title for the amount of new team members she adds and women's lives she's inevitably impacting by sharing this incredible opportunity.”

November Celebrations

Birthdays

Lindsey Tester	4
Jessica Wells	4
Anita Thompson	7
Alicia McIver	15
Celesta Williams	17

Anniversaries

Ladonna Lile	1
Michelle Powell	1

Welcome to our NEW Team Members!!

New Team Member



Amanda Jones from Glasgow, KY

Recruited By



Danielle Isenberg

**As others see
the happiness in you,
share your M K business
so they can be happy too.**

VIP Invite to Our Formal Exclusive Event
To Celebrate our Star Consultants and Hostesses

November 1, 2013 6:30pm
Stellar House
106 N Race Street
Glasgow, KY 42141

Come and help us celebrate YOU.
I wouldn't be able to work my businesses if it wasn't for my wonderful hostesses.
Please RSVP by October 25, 2013.

*You are welcome to bring a guest along or to make this a date night.
Please know the price per person is \$22.00 (includes tax, tip, and dessert).

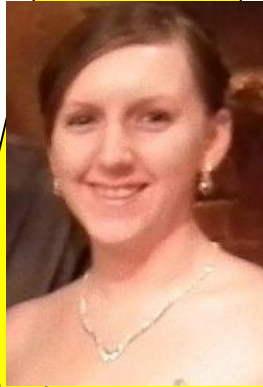
*Don't miss out on our COACH HANDBAG give away!! All guests in attendance will be entered into the drawing!!

Congrats to our 1st Quarter Stars!!



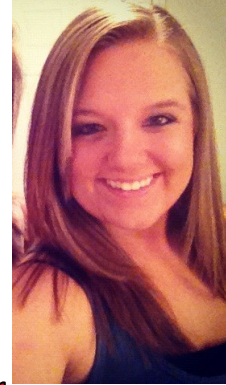
Laura Burks

Diamond



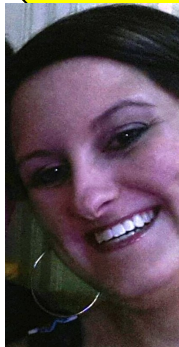
Ashley Arney

Sapphire



Kathina Doyle

Ruby



Sarah Smith

Sapphire



Sarah Phillips

Sapphire



Danielle Isenberg

Sapphire

These ladies are on-target for 4 Quarter Star!!!!!!

October Booking Blitz Challenge

Book and hold

3 TimeWise Repair Classes,
3 Mary Kay @ Play/Botanical/
ClearProof Classes, and
3 TimeWise Classes
By October 31st



How

- ⇒ Schedule 3 of each class above during October, which will give you 9 classes this month.
- ⇒ Send Danielle your class dates & hostess names.



Earn

- #1 - Pumpkin Spice Lattes from Starbucks when you have booked and held the above 9 classes.
- #2 - Lunch and training with your fabulous director when you have completed #1 and put 1/2 of your class earnings back into your business by purchasing product.
- #3 - Designer Wristlets. Complete #1 & 2 and have 1 **active** new team member you will earn ALL 3!



NO TRICKS

...JUST TREATS!!!

Type your name and position here
(555) 555-5555
www.marykay.com/yourname
www.yourunitwebsite.com



IT'S TIME TO TREAT YOUR SKIN TO A FALL FACIAL. YOUR SKIN CARE NEEDS CHANGE FROM TIME TO TIME AND I CAN HELP YOU MAKE SURE YOU ARE USING THE PERFECT PRODUCTS FOR YOUR SKIN.

SHARE YOUR APPOINTMENT WITH TWO FRIENDS AND RECEIVE A SPECIAL TREAT FROM ME.

Happy Halloween

CREATED BY QT OFFICE
SIMPLIFY YOUR BUSINESS!

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BONUS!!

Send Danielle your class dates and hostess names by Saturday, October 5th at noon and you will receive a bonus prize!!!!!!

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
Total	\$1950	Total	\$1350	Total	\$750



Women out growing their business & holding parties!

Year to Date Court of Personal Sales Top 20



Laura Burks

Laura Burks	\$5,710
Kathina Doyle	5,189
Sarah Phillips	4,584
Sarah Smith	4,231
Ashley Arney	4,053
Courtney Rushing	1,697
Penny Rutledge	1,377
Kasandra Dillard	1,322
Kimberly Cowan	1,128
Valorie Williams	1,095
Alicia McIver	951
Amanda Jones	876
Ashley Burton	687
Jennifer Wright	639
Denisha Bennett	514
Rebecca Wren	457
Kimberly Stockton	421
Cathi Kerr	417
Lisa King	416
Cynthia Gemmill	408
Danielle Isenberg	3,862



Top Year to Date Sharing Court



Laura Burks

Laura Burks	2	\$347
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Holiday Bundles Available Now!



TimeWise Repair Volu-Firm Set – Set includes: *TimeWise Repair Volu-Firm* Foaming Cleanser, Lifting Serum, Day Cream Sunscreen Broad Spectrum SPF 30, Night Treatment with Retinol, and Eye Renewal Cream

All Over Hydrations Set– Set includes: *Mary Kay 2-In-1 Body Wash & Shave*, *Mary Kay Hydrating Lotion*, *Satin Lips* Lip Balm, *Mint Bliss* Energizing Lotion for Feet & Legs, and Fragrance-Free *Satin Hands* Hand Cream

After Fiesta - Set includes: *TimeWise Targeted-Action* Eye Revitalizer, *Mary Kay Oil-Free Eye Makeup Remover*, and *Indulge* Soothing Eye Gel

Limited-Edition Purple Passion

(Also comes in Green Goddess)

Set includes: Limited- Edition Colored *Mary Kay Lash Love* Mascara in I ♥ plum, *Mary Kay At Play Baked Eye Trio* in On the Horizon, *Mary Kay At Play* Eye Crayon in Purple Smoke



Limited-Edition Thinking of You

Set includes: Thinking of You Moisture Rich Shower Crème, Perfume Pendant in a pretty blue pouch, and Eau de Parfum



Holiday Duets

Warm & Wonderful / Cool & Crisp

Set includes: Warm Amber Eau de Toilette and Café au Lait NouriShine Plus Lip Gloss OR Simply Cotton Eau de Toilette and Icicle NouriShine Plus Lip Gloss



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In November, the prices of the **Mary Kay® Sun Care Sunscreen Broad Spectrum SPF 30*** and **Mary Kay® Sun Care Sunscreen Broad Spectrum SPF 50*** will increase from \$14 to \$17 (suggested retail) beginning with the Nov. 16, 2013, Consultant order form.

Also, due to low sales, the following items will be phased out and moved to the Last Chance section beginning with the Nov. 16, 2013, Consultant order form. Items will be available while supplies last:

Section 1:

TimeWise® Trial Miracle Set in both normal/dry and combination/oily.
TimeWise Body™ Hand and Décolleté Cream Sunscreen Broad Spectrum SPF 15*.
All shades of the Mary Kay® Mineral Highlighting Powder.

Section 2:

TimeWise Body™ Hand and Décolleté Cream Sunscreen Broad Spectrum SPF 15* samplers.
TimeWise® Night Restore & Recover Complex samplers in both normal/dry and combination/oily.
All shades of Mary Kay® Eyeliner and Lip Liner samplers.

Finally, MK 50th Anniversary Special Edition Shopping bags are selling out, so you may want to stock up soon!

*Over-the-counter drug product.

As always, we encourage you to check the [Product Inventory Updates](#) page on Mary Kay InTouch® for the latest information about product phase-outs.