



# Marilyn's **MIRACLE MAKERS**

★★★★★ Independent Sales Director Marilyn Cahill ★★★★★

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*“Throw out the words ‘if I can, I hope, and maybe,’ and replace them with ‘I can, I will, and I must.’”*

-Mary Kay Ash

## The Race Is On!



We are in the final stretch of the Seminar year and it's time for you to decide where you will finish the race? When we cross the finish line on June 30th, will you have met your goals? Do you think it's even possible to achieve them at this point in the year? I'm here to tell you that it absolutely IS possible!!! You would not believe how many amazing, unbelievable goals are achieved in our business in these last 3 months. Cars that have been earned in just 30 days, 1 month wonders achieving Directorship in only 30 days, units meeting & exceeding production goals that seemed to be far out of reach. YOU CAN ACHIEVE ANYTHING! Will it take your total commitment? YES!! Could it be tough at times? YES!! But I promise you that when you cross that Seminar stage this Summer, every bit of hard work will have been worth it. Commit to your goal today & be sure to let me know what you're working towards so that I can help you reach it! I'll be the one cheering the loudest for you as you cross the finish line!!

**DON'T FOCUS ON WHERE YOU ARE, FOCUS ON WHERE YOU'RE GOING!**

**Priority Seminar Registration is open NOW!!! Registration opens to all Consultants on May 1st. Visit MK InTouch today to register!!**



## Look Who's In The Spotlight!!

CONGRATULATIONS TO ALL THE MIRACLE MAKERS WHO ATTENDED CAREER CONFERENCE TOGETHER:  
**April Leher, Lois Stone, Nikki Rosch, Jenni Burns, Julia Uribe Hernandez, Jessi Bedilion, Ruth Moe!!!**



*The Future Cahill  
National Area has  
BEGUN!!!*

### Monthly Goals

**\$15,000 Production  
15 new team members**

### Seminar 2014 Goals

**100 New  
Unit Members**

# A Note From Your Director...



Can you feel it in the air? Spring has sprung! We are surrounded by newness and growth! We celebrated our first offspring unit at Career Conference! My daughter's twins came 6 weeks early, but they are healthy and growing bigger every day. Inara and Araya officially became my youngest customers when they needed a brush set and lip gloss for their first photography session!



Some of you were asking what we needed to become a Cadillac unit. We need 100 unit members averaging \$16,000 per month! I know it's kinda crazy, but if we PUSHED, we could make this happen by Seminar!!! We totally have the caliber of women on our team to accomplish this goal...SHALL WE GO FOR IT? The company's \$75 Starter Kit in April, and the "Selfies Contest" we are running through Monday Night Live are extra incentives!!!

*Believing in You,*

*Marilyn*

*We  
CELEBRATE  
You!*



## Happy May Birthday!

<u>Birthdays</u>	<u>Day</u>
Kay A. Magnus	17
Kim Fait	21
Amyjo Sikes	22
Judith Westwood	26
Diana R. Putignano	28
Erica L. Cahill	29



## Happy May MK Anniversary!

<u>Consultant</u>	<u>Years</u>
Amyjo Sikes	9
Barbara Hughes	2
Cathy L. Smitch	1
Jessica Bedilion	1

# Welcome New Consultants

CONGRATULATIONS on your decision to become an **INDEPENDENT BUSINESSWOMAN!**

Those who dared...

Patricia A. Harrison

From:

BUCKEYE, AZ

Those who cared...

L. Stone



Mary Kay  
**STARTER KIT**  
~~\$100~~ \$75  
Plus shipping, handling & tax

## SHARE WHAT YOU LOVE IN APRIL!

Who can you add to your team this month?

In April only, the starter kit is just \$75!! What a fabulous time to share what you love with your friends, family, customers & prospects!



(\$410 Value)

# 2014 Seminar Courts

These reports reflect results through 03/31/14

## Top 10 Court of Retail Sales

	Name	YTD Retail Sales Total
1	April G. Leher	\$18,355.50
2	Lois C. Stone	\$14,235.00
3	Nicole M. Rosch	\$7,200.00
4	Jennifer Burns	\$4,640.00
5	Judith Westwood	\$3,994.50
6	Kayla Wade	\$3,576.50
7	Jessica Bedilion	\$3,464.50
8	Stacey L. Allan	\$2,637.00
9	Ruth A. Moe	\$2,584.50
10	Linda Gomez	\$2,431.50

Set your sights on the 2014  
*National Courts*

## Queens Court of Personal Sales

\$36,000 Personal Estimated Retail

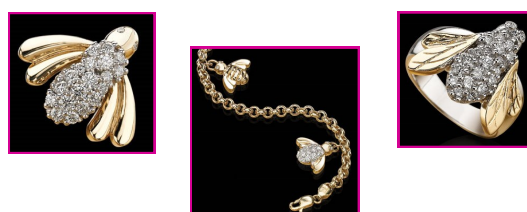


## Top Court of Sharing

	Name	SEM QUAL Recruits	Commission
1	April G. Leher	3	\$409.50
2	Lois C. Stone	1	\$110.38
3	Kayla Wade	1	\$38.92
4	Marilyn A. Cahill	3	\$234.71

## Queens Court of Sharing

24 Qualified (\$600+)  
New Personal Team Members







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# Who Wants To Move Up The Ladder?

## Your Sales Director

- 9% or 13 % Unit Commissions!
- 9% or 13% Personal Team Commissions!
- Unit Volume Bonus of \$500 or more!
- Personal Recruiting Bonus of \$100!
- Additional Bonuses, Special Gifts, Recognition & Travel!



Independent  
Sales Director  
**Marilyn Cahill**

## Offspring Sales Directors

- 9% or 13 % Unit Commissions!
- 9% or 13% Personal Team Commissions!
- Unit Volume Bonus of \$500 or more!
- Personal Recruiting Bonus doubles to \$100!
- Additional Bonuses, Special Gifts, Recognition & Travel!

NEW Independent  
Sales Director  
**Janna McGuire**



## Directors in Qualification / Future Directors

- 8+ ACTIVE TEAM MEMBERS**
- Chevy Cruz Or \$375 Cash Per Month For 2 YRS
  - 9% or 13% Personal Team Commissions!
  - Team Building Bonus!
  - Special Classes at Career Conference & Seminar!

Who will be  
our next DIQ?

## Grand Achievers

- CAR WINNERS**
- Chevy Cruz Or \$375 Cash Per Month For 2 YRS
  - 9 or 13% Personal Team Commission
  - \$50 Team Building Bonus W/Each New Team Member



Who's Ready  
To Drive Free?

## Team Leaders

- 5 ACTIVE TEAM MEMBERS**
- Can go On Target for Chevy Cruz!
  - 9% or 13% Personal Team Commissions!
  - \$50 Team Building Bonus!
  - Team Leader Pin!

**April Leher**



## Star Team Builders

- 3 OR 4 ACTIVE TEAM MEMBERS**
- 4% Personal Team Commissions!
  - Team Building Bonus!
  - Star Recruiter Pin!
  - Eligible to Wear Red Jacket!
  - \$50 Rebate on Jacket!



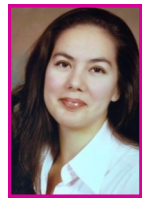
**Lois Stone**



## Senior Consultants

- 1-2 ACTIVE TEAM MEMBERS**
- 4% Commission on wholesale orders of personal team members!
  - Senior Consultant Pin!

**Kayla Wade**





# Focus on being a STAR Consultant!!



STAR CONSULTANTS EARN MORE PROFIT, FREE PRODUCT & WONDERFUL PRIZES!

## Look who's On-Target for their STAR...

MARCH 16TH-JUNE15TH

Contest updated through 4/15/14

Consultant Name	Current W/S Production	Sapphire	Ruby	Diamond	Emerald	Pearl
		----- Wholesale Production Needed -----				
DEBBIE BLANCHETTE	\$1,203.50	\$596.50	\$1,196.50	\$1,796.50	\$2,396.50	\$3,596.50
APRIL LEHER	\$901.75	\$898.25	\$1,498.25	\$2,098.25	\$2,698.75	\$3,898.25
STACEY ALLAN	\$529.50	\$1,270.50	\$1,870.50	\$2,470.50	\$3,070.50	\$4,270.50
KAY MAGNUS	\$421.50	\$1,378.50	\$1,978.50	\$2,578.50	\$3,178.50	\$4,378.50



Success is doing the best you can, in as many ways as you can. It is being just and honest and true - not in a few things, but in everything you do. Always look ahead and never look back, believe you can make all your dreams come true. Always believe in the best you can be and have faith in the things that you do. Forget about mistakes you made yesterday, the lessons you learn will prove valuable for today. Never give up and think that you're through... for there's always tomorrow and a chance to begin brand new. It is in dreaming the greatest dreams... and seeking the highest goals... that we build the brightest tomorrows. There is no limit to the goals you can attain, or the success you can achieve... Your possibilities are as endless as your dreams. Whatever it is that you seek in life, whatever your dreams and whatever you hope to achieve, whatever you try to reach-whatever you plan... can all be yours - if you only believe YOU can!

-By Larry S. Chengges



## March Wholesale



*"Thank you for providing excellent customer service, having fresh products on your shelf, and for contributing to our unit goals!"*

These Consultants invested \$200+ into their businesses in March...

Name	Amount
Lois C. Stone	\$1,154.00
April G. Leher	\$695.50
Stacey L. Allan	\$529.50
Kayla Wade	\$487.50
Jennifer Burns	\$424.00
Patricia A. Harrison	\$312.50
Anne E. Berger	\$297.50
Nicole M. Heim	\$245.50
Stephanie Snodgrass	\$230.50
Angie Celestino	\$229.00
Joanne M. Buchanan	\$228.00

Maureen A. Cahill	\$226.00
Judith Westwood	\$225.50
Nicole M. Rosch	\$225.50
Marilyn A. Cahill	\$607.00



# SHOULD I GO TO SEMINAR?

**It's time to make your decision to attend Seminar 2014 in Dallas, Texas!**  
**Priority registration is open now and general registration will open on May 1st! Register on-line at MK InTouch.**  
**Don't miss the opportunity of a lifetime! This is an investment in yourself, your dreams & can literally change your life!!!!**

## **Love this reflection from National Sales Director Emeritus Mary Pat Raynor**

Every consultant in Mary Kay land is asking this question right now. I remember so vividly, 20 years ago when my Director, Stacy James told me to plan on going to seminar. I had just quit my job to pursue MK full time. I was a brand new single mom. I had full responsibility for house payment and all expenses, including child care. I was emotionally devastated from the breakup of my marriage. I had no savings AND I had just submitted for DIQ (which meant that I would need to take an additional trip to Dallas the month following seminar...we went before DIQ in the former system.)

Now, honestly, what would you be thinking? I had only been with the company around 6 months at this point....wouldn't you question the soundness of that decision? Besides, I had been to soooo many conferences and seminars in my educational background and quite frankly, I didn't care for them. Did I intend for Mary Kay to be my life's work? I wanted it too. Yes! Was I nervous? Oh yes!!!! Did I go? YES! Think about this for a minute - your future lies in your thought process surrounding this - Your future will always be in the YES'S of this business, never in the NO'S.

You are probably waiting to hear how much stronger I felt once the decision was made. I didn't. In fact, I cried most of the way down to seminar, hiding my tears from my team members. I was in a very fragile state emotionally, yet I knew those two little girls were counting on me to find the strength, courage and way to go forward with our life. The thoughts would keep creeping into my mind about the bills to be paid less than 4 days upon my return -house payment, tuition payment, food! My faith wasn't even that strong at that time in my business. We had a yard sale to raise part of the money for my two trips. It was our dream. It was our future.

I share this because it is so easy to look at me and look at the other Directors and assume, assume that the road was easier than yours, assume that they couldn't possibly know what you are going through and how it feels to leave your children, to

raise the money when you are soooo in debt, to leave home in the middle of one of life's difficult passages.....are you with me? Why in the world would I want to dedicate an entire morning's motto to this one question? Because, when you decide to make a way - find a way - and join us at seminar - You will look at me with your eyes wide with amazement and voice inaudibly the words, "Thank you" and we will both know what you mean! You will be thankful because...You will have a new vision for what YOU will be able to do with your business.

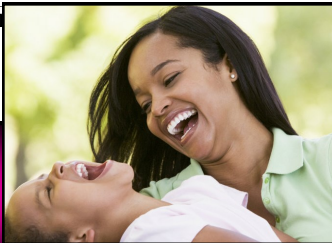
You will no longer question whether or not this business is for you. You will learn how to save time and manage time better. Your energy level will increase dramatically for your goals. Your income will double, if not quadruple with the training you receive. Your thinking will transcend from the "maybes" to the "will". You will meet women who will inspire you to new heights of thinking and acting. You will learn about your products and gain a new found confidence in sharing them. You will make very special friendships with women who will share the career path with you AND you will have more fun than you can possibly imagine! If your current boss told you that a business seminar would take place this summer and you would be expected to go, you would simply make the arrangements. This is exactly what I want you to do with Seminar. Please don't question what will be the most life changing few days in your career. Make the arrangements!! Your future is much too important to ignore this. I want you there with me. Remember Successful people are" find a way, make a way" women. They have complications, they have stresses, yet they base their decisions on the future and what it holds, not the present obstacles.

I can't wait to tell your story, full of obstacles, that will inspire the masses next year at this time....and it will all boil down to the fact that you simply made the arrangements and went to Seminar. Sending encouragement and Faith your way!!!!



### **Mary Kay Ash's View on Seminar...**

"Some Beauty Consultants rationalize that they're not doing "well enough" to afford to come to Seminar. I believe you can't afford not to come! I encourage you to consider the benefits and begin making plans to attend Seminar this year. Here's why: If you are a stock broker, manager, doctor or teacher, you've invested time and money on your education. If you are a trained hair stylist, technician or legal assistant you have paid in time and money to learn your skills. Whatever your vocation happens to be or has been, you first had to invest time and money to learn it. You didn't say, "I'll see how I do without it first, and if I do OK, I'll spend the money and go to school and learn how." We invest first in our education, don't we? Please consider the trip to Dallas a necessary business expense. You can earn enough money to pay for it, in the upcoming weeks before Seminar, and you will profit from the Education you'll take home after Seminar this year and in the years to follow. As a matter of fact, if I had not borrowed the money to go to my first Seminar, you would not be attending THIS ONE! Please consider this a personal invitation from me to you!"



*Looking Ahead...*

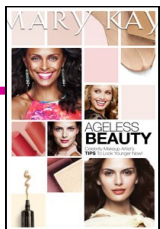
**May 2014**

SUNDAY MONDAY TUESDAY WEDNESDAY THURSDAY FRIDAY SATURDAY



**1** Online DIQ Commitment Form available beginning 12:01am CT. Postmark cutoff for Consultants to mail Commitment forms to begin DIQ 2014. Seminar Registration opens to everyone.  
**2**  
**3** Last day to submit online DIQ form. Available until midnight CT.

**4** **5** **6**  
**Enroll for the Month 2 PCP Mailer "Ageless Beauty" Before May 15, 2014**



**7** **8** **9** **10**



**11** Mother's Day! **12** Mary Kay's **13** Birthday!



**14** **15** **16** **17**



**18** **19** **20** **21** **22** **23** **24**



**25** **26** Memorial Day. All Company and branch offices closed. Postal holiday. **27** **28** **29** **30** **31**

**MAY ORDERING DEADLINES...**  
**May 29th** Last day of the month for Consultants to place phone orders.  
**May 31st** Last day of the month for Consultants to place online orders.

*Unit Highlights...*

- 5/1 CCC at Rio Vista, 6:30-8:30
- 5/3 Red Jacket Breakfast, 9-11, Corner Bakery
- 5/5 Cinco de Mayo at Marilyn's Home Studio, 6:30-8:30 (Mexican potluck)
- 5/12 MNL at Silver Wings Studio, 6:30-8:30
- 5/16 Glam Jam 10:00-12:00
- 5/19 MNL at Silver Wings Studio, 6:30-8:30
- 5/26 Memorial Day -- No meeting

**The excitement from Career Conference continues with a special bonus!**

Now through June 30, 2014, Career Conference 2014 attendees who place a Section 1 wholesale order of \$225 or more will receive the Mary Kay® Makeup Finishing Spray by Skindinavia (\$18 suggested retail) as a bonus!\*





*It's a Superstar Celebration!!!*



**REGISTRATION IS NOW OPEN FOR SEMINAR 2014!**  
 Priority Registration April 7-30  
 General Registration Begins May 1st

*The Seminar attendees of today are the success stories of tomorrow!!*

**MARILYN CAHILL**  
 Mary Kay Sales Director  
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☆☆ **Company News & Promotions!** ☆☆



**Earn your 2014 Consistency Club Prizes**

with monthly wholesale orders of \$300 and \$600!

*MARCH \$600 CONSISTENCY CLUB*

**Lois Stone, April Leher**

*MARCH \$300 CONSISTENCY CLUB*

**Stacey Allen, Kayla Wade, Jenni Burns, Julia Uribe Hernandez, Patricia Harrison**



**Gift Card Drawing!**

\$25 Gift Card went to Carolyn Lorent (Go-Getter Unit) for introducing the MK business opportunity to 5 women via guests and interviews with director follow-up!  
**Congrats Carolyn!!**

**Class of 2014 Offspring Challenge**

*Dates August 1, 2013- July 1, 2014*

Independent Sales Directors who debut Aug. 1, 2013 through July 1, 2014 and their Independent Senior Sales Director will receive: A fabulous black Badgley Mischka handbag (only one handbag per achiever), A Class of 2014 ring to match their 2013-2014 Sales Director suit. Once the handbag has been earned, Sales Directors will receive a coordinating Badgley Mischka wallet for when they debut an additional offspring Sales Director during the contest period. (A maximum of one wallet per achiever.)

Once the wallet is earned, those who debut an additional offspring Sales Director will receive a \$100 bonus for each additional offspring they debut during the contest period. Those who debut Feb. 1 through July 1, 2014, will receive a free registration to Seminar 2014. Sales Directors must still be active at the time rewards are distributed to be eligible for the prizes.

