



Marilyn's **MIRACLE MAKERS**

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

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SEMINAR IS FOR YOU!

REGISTER NOW & PLAN TO BE THERE!!!

Seminar is Mary Kay's grandest celebration – the place to savor your achievements and kick-start your dreams. This four-day event has been called an Academy Awards, Miss America Pageant and Broadway opening all rolled into one. Seminar has dazzling awards, drama and entertainment. Bask in over-the-top recognition, acquire fresh new business tips, be first to hear the latest-and-greatest product and Company news, enjoy top-notch entertainment and awards night – the culmination of the Independent Sales Force members' year as they are awarded prizes and recognition for their achievements. Best of all, you get a chance to break away from life's daily demands with girlfriends who only want the best for you. No matter where in the Mary Kay World you are, Seminar is the most important event of the sales year and you should be there because it will inspire & motivate you to achieve all of your dreams! If you're not already registered, visit InTouch to register today!!



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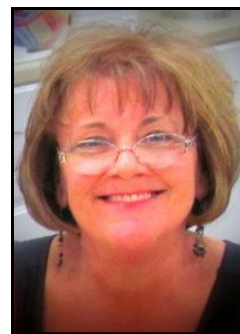
"The dream I have for you soars on silver wings. Seminar is the place where your dreams are given the power to move forward. You'll have more knowledge, information and inspiration to soar higher than you have ever before!"

-Mary Kay Ash

Look Who's In The Spotlight!!



Congratulations to **Debbie Blanchette** for coming in as a qualified consultant!!



Congratulations to the super smart consultants who earned the right to offer the \$75 Starter Kit to THEIR new team members in May:

Marilyn Cahill, Nikki Rosch, Lois Stone, Julia Uribe Hernandez, April Leher, Michelle Wallace, Debbie Blanchette, Corinne Chase-Crow, Tania Rosas & Georgette McCullough.

Monthly Goals

\$10,000 Production
10 new team members

Seminar 2014 Goals

75 team members
5 Red Jackets, 2 Future Directors

A Note From Your Director...



Can you believe we are fewer than 60 days away from the completion of our biggest and best Seminar Year EVER? This is the time of year when character is revealed, perseverance and resiliency are tested, victories are won and queens are crowned. This is what Sean Key from Mary Kay Corporate Office calls Championship Season!

During Championship season, the called, the committed and the convicted will take their energy and efforts to new heights. Belief barriers will be raised, and those who are contributing to the miracles that are happening at this very moment will be forever changed!

I can totally see our unit finishing BMW by Seminar, and Cadillac by September. Will you be a part of bringing that Cadillac into reality? I want to help more of YOU move into your Red Jackets. If you are already IN a Red Jacket, how fun would it be to attend Seminar Leadership Classes designed for Future Directors & DIQ's?

With our Michael Kors' contest, the company's \$1000 cash drawings and the ability for 10 of our unit members to offer the \$75 starter kit for another month, LET'S TAKE MASSIVE ACTION IN MAY!

Love & Belief in You, Marilyn

"You Can DO This!"

Love this from Success Coach Ann Vertel

You have just over a month left in this seminar year. If you had to, you could stand on your head for the rest of the year – fortunately, it will be much easier than that! All you have to do is take action. This doesn't mean Think about taking action. Plan on taking action. Learn more about what type of action to take. Talk to other people about the action they are taking. Look for other things to try when you do take action. It means... ACT! Pick up the phone and dial. Walk out of your house and talk to someone new. Drive somewhere and get out of your car. Talk to anyone and everyone. All the time.



Let's face it – this is the last mile of a very long marathon year. This is where you either get real and get serious or you spend the next year consoling yourself and justifying why you "couldn't" make it happen. And I know you don't want to live with that kind of regret. To get it done, you need to focus on only two things: selling product & recruiting consultants. When you focus on a specific thing, it means you do not focus on anything else. You table, postpone, decline, or delegate anything that isn't directly involved with selling product and recruiting consultants. For the rest of the year, any time you are not talking to a woman you don't already know, you are letting something else decide your destiny. Be absolutely, down-right UN-reasonable about winning in a big way. This is the time to play full-out. Your attitude is a choice. Your behavior is a choice. If just for this next month, choose that full-force, give me more, can't touch this, "you so need to meet me" attitude that you've always wanted to have. This last month may mean the difference between winning a car or not, between going on the trip or not, or between finally becoming a National...or not. You can DO this! Don't let ANYTHING get in the way. There will be days when you don't know if you can do it, but there will be a lifetime of knowing that you did! You want it. You can see it. You can taste it. For the next month, your future hangs on your choices. Will you choose what you want now or what you want most? Now is your time. No more waiting. No more excuses. Action, action, action. There is no better time to make it happen than RIGHT NOW. Now go have a POWERFUL day!

We
CELEBRATE
You!



Happy June Birthday!

<u>Birthdays</u>	<u>Day</u>
Marilyn A. Cahill	1
Constance P. Sotelo	6
Jo A. Shaffer	7
Nicole M. Rosch	9
Barbara Hughes	14
J. Uribe hernandez	19



Happy June MK Anniversary!

<u>Consultant</u>	<u>Years</u>
Judith Westwood	11
Maureen A. Cahill	11
Mandi S. Lanning	2
Vickie C. Mechsner	1
Kathy N. Rowland	1

Welcome New Consultants

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

Those who dared...

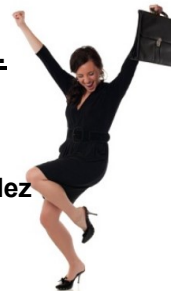
Debbie A. Blanchette
 Corinne Chase-Crow
 Georgette McCullough
 Tania Rosas
 Michelle R. Wallace

From:

SURPRISE, AZ
 PHOENIX, AZ
 GLENDALE, AZ
 PHOENIX, AZ
 PEORIA, AZ

Those who cared...

M. Cahill
 L. Stone
 A. Leher
 J. Uribe hernandez
 N. Rosch



BUILD YOUR TEAM! ACHIEVE YOUR DREAMS!

Who have you spoken with lately whose job is in jeopardy?
 Who have you spoken with lately who doesn't like their job?
 Who have you spoken with lately who needs to extra income?
 Who have you spoken with lately who wants more friends?
 Who have you spoken with lately who loves Make-up?
 Who have you spoken with lately that is self motivated?
 Who have you spoke with lately that needs to get out of the house?
 Who is your #1 MK customer? Who is your favorite MK Hostess?



Who have you possibly prejudged that would love this career ... and she just doesn't know it yet? How many team members could you add this month if you made a list of these women and started contacting them. Call me if you would like for me to share some information with these ladies on a phone call!

2014 Seminar Courts

These reports reflect results through 04/30/14

Top 10 Court of Retail Sales

	Name	YTD Retail Sales Total
1	April G. Leher	\$20,736.50
2	Lois C. Stone	\$15,010.00
3	Nicole M. Rosch	\$7,290.00
4	Jennifer Burns	\$5,147.00
5	Kayla Wade	\$4,198.50
6	Jessica Bedilion	\$4,077.00
7	Judith Westwood	\$3,994.50
8	Ruth A. Moe	\$3,155.50
9	Debbie A. Blanchette	\$2,826.00
10	Stacey L. Allan	\$2,693.00

Set your sights on the 2014 National Courts

Queens Court of Personal Sales

\$36,000 Personal Estimated Retail

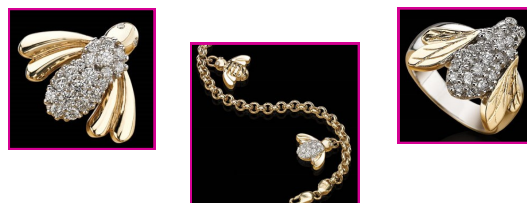


Top Court of Sharing

	Name	SEM QUAL Recruits	Commission
1	April G. Leher	4	\$478.23
2	Lois C. Stone	1	\$118.72
3	Kayla Wade	1	\$47.92
4	Marilyn A. Cahill	4	\$391.16

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 5/13/14

Consultant Name	Current W/S Production	Sapphire	Ruby	Diamond	Emerald	Pearl
		----- Wholesale Production Needed -----				
APRIL LEHER	\$1,812.25	STAR	\$587.75	\$1,187.75	\$1,787.75	\$2,987.75
MARILYN CAHILL	\$1,519.00	\$281.00	\$881.00	\$1,481.00	\$2,081.00	\$3,281.00
DEBBIE BLANCHETTE	\$1,449.00	\$351.00	\$951.00	\$1,551.00	\$2,151.00	\$3,351.00
STACEY ALLAN	\$611.00	\$1,189.00	\$1,789.00	\$2,389.00	\$2,989.00	\$4,189.00
NICOLE ROSCH	\$483.00	\$1,317.00	\$1,917.00	\$2,517.00	\$3,117.00	\$4,317.00
KAYLA WADE	\$467.00	\$1,333.00	\$1,933.00	\$2,533.00	\$3,133.00	\$4,333.00
KAY MAGNUS	\$421.50	\$1,378.50	\$1,978.50	\$2,578.50	\$3,178.50	\$4,378.50

MAKE IT HAPPEN!

Earn your Star
by June 15th!

- ◆ Hold a New Product Preview & ask everyone you know to invite their friends!
- ◆ Contact Preferred Customers and set up 10 personal service appointments.
- ◆ Contact customers for a seasonal update & sun care needs.
- ◆ Call 10 customers who have not had a recheck facial - hold 3.
- ◆ Offer gift buying ideas for Brides & Graduates.



April 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 April...

Name	Amount
Debbie A. Blanchette	\$1,203.50
April G. Leher	\$1,118.75
Kay A. Magnus	\$421.50
Lois C. Stone	\$300.50
Jessica Bedillion	\$261.25
Kayla Wade	\$259.50
Stacie R. Williams	\$232.50
Ruth A. Moe	\$231.50
Jo A. Shaffer	\$225.50
J. Uribe hernandez	\$225.00

Jennifer Phillips	\$225.00
Jennifer Burns	\$208.50
Stacey L. Allan	\$28.00
Marilyn A. Cahill	\$1,139.50

ON A MISSION FOR GRAND WEEKS!

You can win \$1,000 from Mary Kay this month by joining the "Let's have a Grand Week" Challenge. Go to "Let's Talk" on Intouch and enter your idea for how to have a \$1,000 week & you'll be entered to win. Here are a few ideas to get you started on the right path!!



\$1000 Profit in 5 Days!!

Read every word, this is about your money!!! This is so sound. It will work, if you do! How Exciting! \$1000 is \$500 profit for you!! Who is it that can do this? Everyone! Even the newest consultant can do this because it is so easy!! What do you tell customers? You tell them that you've been selected to participate in a game called reorder mania! You have 5 days to sell 200 ten dollar items! How do you do that? You get out your brochures and sales tickets, start a tracking sheet with a piece of notebook paper numbered to 200 and fill it out. Use the following words to get your co-workers, neighbors, friends, and family on your team!

"Hi _____ I am so excited about a contest I'm in. I have been selected by my unit to participate in the Mary Kay's Reorder Mania Game (or...you might say "I am in a game called reorder mania!) I am working on selling 200 \$10 items in five days! I can't do it alone so I am selecting 10 friends to help me out! And if you help me, you get FREE product! All you do is take my brochures for 4 days or share my website with your friends. Tell everyone you are helping me out in a contest to sell as many items as possible! Let them know that your goal is either 10, 20 or 30 items and that each \$10 in retail counts as an individual item. I'll give you \$10 worth of free product for selling 10 items, \$20 free for selling 20 items, \$30 free for selling 30 items etc. The sky is the limit and remember every \$10 of retail counts as an item so you don't need to find 10 people, just 5 women spending \$20. I will pick up your orders on _____ and then you can tell me what you want for your FREE products. So _____, can I stop by today to bring over the brochures?"

Consultants this is so HOT! So EASY! Look what this will do for you: Give you \$1000 toward your STAR! Build Inventory! Be a part of our Unit's big year end finish! Give you LOTS of names with numbers to build bookings and color appointments! This would give you interviews too! Anybody who buys Mary Kay deserve to know the facts about this business and these ladies will have already seen how easy it is to sell the product.

Get your business on the up swing in a fun and comfortable way. Show your significant other that you REALLY CAN MAKE MONEY! There are so many reasons to run with this contest, it only makes sense to do it!! Who is going to RUN with this? You will be VERY, VERY, VERY, VERY, happy that you did!

Call 10 women to schedule a Spring/almost Summer update facial!!

Tell her that if she shares her appointment with 2 girlfriends... She will get \$25 in Free Products... & give her additional incentive for bringing more friends!
Schedule a week full of parties...
5-7 small parties @ \$200 each = \$1,000 - \$1,400 (\$500-\$700 profit for you)

Need more names? Here is fabulous approach to get names fast!

Thank you to Sarah Eley!

Use this booking approach to increase you business & then run with those bookings to increase your cash flow this month.

This is what I did: Materials: Take a vinyl bag with a look book, big stack of business cards with attachment, 2 pens, and make a sign and tape to inside of your vinyl bag that says "Win \$100 of Free Mary Kay" I went to every business and did not discriminate on what kind of business it was. I kept my eyes open for sharp women. (I live in South Beach Miami and there are lots of tourists here, this is why I focused on local businesses to get this done fast!)

This is what I said: "Hi! May I ask you a question? (yes) I am new to the area, am building/growing my business, may I offer you my card? (yes) (wait to see if they say something, and chat if they do) Do you like to win free things? (yes, or what do I have to do?) May I tell you what I am doing? Today I have challenged myself to meet 100 people, because I don't know anyone here and am building my business. I am offering \$100 of free Mary Kay product to one person who enters today! (what do I have to do?) Just enter your name here and fill out whether you would like a facial, have interest in hearing more about the company, and what products you are interested in sampling."

After they enter if they seem open I ask the following: "Would you like another chance to win? (yes) Who do you know that would like to win \$100 of free product? Just enter their name and phone number so I can call them when they win and make sure to put your name as a referral and I will give YOU \$50 free product if your friend wins! Thank you and good luck, I hope you win, and anyway I will be calling you to book your free facial! (if they checked the box)."

THATS IT FOLKS! NOT ROCKET SCIENCE! I focused on getting many yes's with my dialogue..... and then asked for the name/entry. People were very friendly, wanted to help, did give referrals and I received 48 names in one day!!!! Plus, an interview, a booking at a retail store for the following weekend to have a table and two restaurants to put facial boxes in! YOU CAN DO IT TOO! Be yourself, change the script so it feels super comfortable for you, and have fun! Lots of Love and belief in this amazing company!



Looking Ahead...

June 2014

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
1 Online DIQ Commitment Form available beginning 12:01am CT.	2 Postmark cutoff for Consultants to mail Commitment forms to begin DIQ this month.	3 Last day to submit online DIQ form. Available until midnight CT.	4	5	6	7
8	9	10 Summer 2014 Preferred Customer Program mailing of month 2 mailer begins	11	12	13	14
15 Fathers Day! Postmark deadline for Q4 Star. Contest. Deadline to make Q3 prize selections.	16 Quarter 1 Star Consultant quarterly contest begins. Fall 2014 PCP online enrollment (monthly & quarterly) begins.	17	18	19	20 Online Prize selection for Q4 Star Consultant quarterly contest.	21
22	23	24	25	26	27	28
29	30					

JUNE ORDERING DEADLINES...

June 27th Last day of the month for Consultants to place phone orders.
June 30th Last day of the month for Consultants to place online orders.

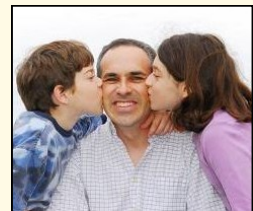
Unit Highlights...

- 6/2** Miracle Makers Meeting at Marilyn's Home Studio, 6:30-8:30
- 6/7** Red Jacket Breakfast, 9-11, Corner Bakery
- 6/9** MNL at Silver Wings Studio, 6:30-8:30
- 6/16** MNL at Silver Wings Studio, 6:30-8:30
- 6/21** Glam Jam 10:00-12:00
- 6/23** MNL at Silver Wings Studio, 6:30-8:30
- 6/30** MNL at Silver Wings Studio, 6:30-8:30



FATHER'S DAY IS JUNE 15TH!!

Our Men's line of products will be great gifts for Husbands, Fathers, Grandfathers, Uncles. Take a basket of the products with you to share at every appointment you hold over the next few weeks and watch your sales add up.



It's a Superstar Comment!!!!



What do you plan to accomplish between now and June 30th? Let me know your goals so that I can support you on your race to the finish line!!!

**WE'RE
IN THE FINAL
TWO MONTHS OF
THE YEAR!!!**

MARILYN CAHILL
Mary Kay Sales Director
23638 N. 40th Lane
Glendale, AZ 85310
Phone: 623-330-9062
E-mail: macahill@marykay.com



☆☆ **Company News & Promotions!** ☆☆



Earn your 2014 Consistency Club Prizes

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

March \$600 Consistency Club Winners:

**Debbie Blanchette
April Leher**

March \$300 Consistency Club Winners:

**Kay Magnus
Lois Stone**

Gift Card Drawing!

\$25 Gift Card went to April Leher for sharing the MK business opportunity with 5 women (guests and interviews with director follow-up).



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.

