

Rock Solid

August 2013 Newsletter, July Results

Top Queens!

Queen of Wholesale:

Stephanie Servello

Queen of Sharing:

Tina M. Salerno
Roxanne Rich



Ordering Deadlines for Aug

30: Last for phone orders
31: Last day for all orders

Important Promo Deadlines

- **Quarter 1 Star Consultant quarterly contest** (June 16 - September 15, 2013)
- **Star Consistency Challenge** (June 16, 2013, through June 15, 2014)
- **Class of 2014** (through July 1, 2014)

On Target Stars and Stars



First Quarter Ends September 15, 2013

	Total	Sapphire	Ruby	Diamond	Emerald	Pearl
STEPHANIE SERVELLO	\$1,831.50	STAR	\$568.50	\$1,168.50	\$1,768.50	\$2,968.50
MILLIE MORRIS	\$1,800.75	STAR	\$599.25	\$1,199.25	\$1,799.25	\$2,999.25
ROXANNE RICH	\$1,613.75	\$186.25	\$786.25	\$1,386.25	\$1,986.25	\$3,186.25
DARIA ROCCO	\$982.75	\$817.25	\$1,417.25	\$2,017.25	\$2,617.25	\$3,817.25
ANNETTE TROTTA-FLYNN	\$601.50	\$1,198.50	\$1,798.50	\$2,398.50	\$2,998.50	\$4,198.50
DALE SILVA	\$565.00	\$1,235.00	\$1,835.00	\$2,435.00	\$3,035.00	\$4,235.00
MARISA SCHIAVONE	\$448.75	\$1,351.25	\$1,951.25	\$2,551.25	\$3,151.25	\$4,351.25
NICOLE DISALVATORE	\$435.50	\$1,364.50	\$1,964.50	\$2,564.50	\$3,164.50	\$4,364.50
DIANA BAKER	\$404.00	\$1,396.00	\$1,996.00	\$2,596.00	\$3,196.00	\$4,396.00
ROSEANNE ROONEY	\$401.75	\$1,398.25	\$1,998.25	\$2,598.25	\$3,198.25	\$4,398.25

Here's how to be a star * you can totally do it!

Here is a break down of the qualifications in order to achieve Star Consultant Status in one quarter.

SAPPHIRE STAR
\$1800 WHOLESAL

RUBY STAR
\$2400 WHOLESAL

DIAMOND STAR
\$3000 WHOLESAL

EMERALD STAR
\$3600 WHOLESAL

PEARL STAR
\$4800 WHOLESAL



Recruiters and their team!

* You are currently inactive. It only takes a \$200 wholesale order to get back on track!

#T Status

DIQS

Recruiter :R. Rich
Nicole Disalvatore
Toni A. Gruden
Nicole A. Haight
Rose M. Mullen
Norma J. Pettus
Olga E. Phelan
Noemi Roman
Marisa M. Schiavone
Valerie A. White
Doreen Cardinale
Judy V. Cassia-Koch
Kellilynn Forrester
Connie Fusco
Andrea P. Long
Rachel Pennington

Team Leaders

Recruiter :Siobhan J. Cleary
Michele Flores
Racheal Igharha
Roseanne Rooney
A. Trotta-Flynn
Marie E. William
* Sundaymar K. Benn
* Pauline Cleary
* Cynthia Dimiyo
* Heremela G. Eshetu
* Citlili Falcon
* Olivia Meneses
* A. Pereira Caliar
* Chemere Wells
Esther Asibuo
Sandra J. Quezada

Star Recruiters

Recruiter :Kimberly D. McCowen
Sharon Doyle
Melissa Hunt
Sara Varrone
Doris McCowen
Susan Thorp-Dillon

Senior Consultants

Recruiter :Carla Y. Carter
Latoya S. Cox
Christina L. Mason
* Kenya Atkinson

WELCOME NEW CONSULTANTS! JULY



Starting Something
Beautiful....

From

Sharing Dreams...

Amanda C. Anderson
Amy M. Brunner
Kellilynn Forrester
Connie Fusco
Millie M. Morris
Stephanie Servello
Melissa E. Vargas

BRONX, NY
WEST HARRISON, NY
HOPEWELL, NY
HOPEWELL JUNCTI, NY
PORTSMOUTH, VA
HAWTHORNE, NY
BRONX, NY

D. Rocco
S. Servello
R. Rich
R. Rich
D. Silva
T. Salerno
T. Salerno

Welcome to our Unit!

Congrats

for your July order!

Recruiter :Tina M. Salerno
Stephanie Servello
Melissa E. Vargas

Recruiter :Dale C. Silva
Millie M. Morris

Recruiter :Marie E. William
Marie M. Romelus
Deborah William
* Sylvania Abraham
* Miriam Albert
* M. Therassin-Sylla
Stacyann L. Bailey

Recruiter :Beatrice Yeznaian
Roxanne Rich

Stephanie Servello
Millie M. Morris
A. Trotta-Flynn
Dale C. Silva
Nicole K Disalvatore
Sharon Doyle
M. Grace Cantwell
Sara Varrone
Marisa M. Schiavone
Kimberly D. McCowen
Laurie Cleary
Beth A. Bodemann
Ira F. Cohen
Nicole A. Haight
Lindsay Carrington
Alma I. Roman Bailey
Tina M. Salerno
Melissa Hunt



Charm Couture

OUR MONTHLY CHARM PROMOTION

Yahoo! I'm so proud of you! Keep it up and you will have your Charm Couture Bracelet full of charms!

Love, Daria Rocco



START EARNING!

Earn Charms by achieving :

\$300 wholesale order

\$600 wholesale order

Sponsoring a New Qualified Recruit Earning Star Consultant Status!

Earn your Charmed Couture Bracelet with your 1st \$300 or \$600 w/s.

JULY WINNERS!

\$300 W/S

Dale C. Silva - C

Nicole K. Disalvatore - C

\$600 W/S

Stephanie Servello - B

Millie M. Morris - B

Annette Trotta-Flynn - B

Qualified Recruit

Dale C. Silva

Tina M. Salerno



Star Consultants
Let's fill
this area up!



or



or



NEXT MONTHS CHARMS!

You can never have too many purses! Get ready to add this fun pink bag to your bracelet!

Pink Jewel Charm = \$600 w/s
Heart Lockett Charm = \$300 w/s



Seminar 2013!



MARY KAY

at

play

Baked Eye Trio

Earth Bound

Tuxedo

\$10



Ocean View

On the Horizon

Eye Crayons

Purple Smoke

Green Tea

In the Navy

\$10



Gold Mine

Lip Crayon

Toasted

Candied Apple

Violet Love

\$10



Perfect Pink

Jelly Lip Gloss

Hot Tamale

Berry me

\$10



Crushed Plum

Teddy Bare



Introduce yourself as a Mary Kay Sales Director - it has a nice ring to it!



Want to become a member of the Class of 2014? Your path to success will be rewarded with fabulous perks and prizes befitting a Mary Kay Independent Sales Director. When you debut as an Independent Sales Director from Aug. 1, 2013, through July 1, 2014, you will receive several fantastic rewards:

- A beautiful Class of 2014 ring* to match your 2013-2014 Sales Director suit
- A stunning Badgley Mischka handbag
- Free registration to Leadership Conference 2014 if you debut between Aug. 1, 2013, and Jan. 1, 2014
- Free registration to Seminar 2014 if you debut between Feb. 1 and July 1, 2014

And there's more!

- Receive an elegant Badgley Mischka wallet to complement the handbag when you debut one offspring Independent Sales Director during the contest period
- Receive a \$100 bonus for each additional offspring when you debut two or more offspring Independent Sales Directors during the contest period

Receive your awards at Leadership Conference if you debut Aug. 1, 2013 – Jan. 1, 2014, or at Seminar if you debut Feb. 1, 2014 – July 1, 2014.



Your Senior Sales Director Can Be Stylin' Too!

Empowering women to find the leader in themselves deserves some great rewards as well! An Independent Senior Sales Director who debuts one offspring Independent Sales Director during the contest period will receive these glamorous prizes:

- A gorgeous Class of 2014 ring to match her 2013-2014 Sales Director suit
- A striking Badgley Mischka handbag



An Independent Senior Sales Director will receive a stylish Badgley Mischka wallet to complement the handbag when they debut a second offspring Independent Sales Director during the contest period.

Plus, Independent Senior Sales Directors who debut three or more offspring Independent Sales Directors will receive a \$100 bonus for each additional offspring Independent Sales Director who debuts during the contest period.



MARY KAY®

See Clearer Skin in Just 7 Days

*Based on a 12-week independent clinical study

\$45.00 (4pc set)



ClearProof™
Clarifying Cleansing Gel
\$16.00



ClearProof™
Blemish Control Toner
\$15.00



ClearProof™
Oil-Free Moisturizer
for Acne-Prone skin
\$18.00



ClearProof™
Acne Treatment Gel
\$10.00



Customers Might Also Like

ClearProof™
Pore Purifying Serum‡
\$17.00

In an independent consumer study†, 8 out of 10 people said that the Clear Proof™ Acne System clears up pimples fast!

Here's what else they had to say‡:

- My complexion looks clearer – 84%
- Helps clear up pimples better than what I've been using – 77%
- Reduces the severity of acne blemishes – 82%
- Fades the look of lingering acne spots – 80%
- Minimizes the appearance of pores – 85%

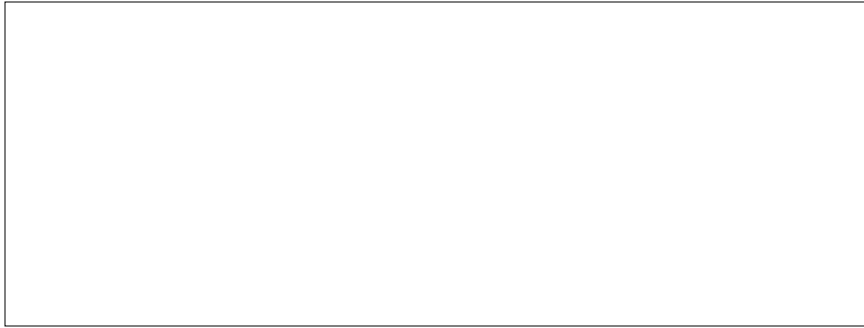
†Results reflect the percentage of panelists who agreed with the statements during a three-week independent consumer study.

‡Over-the-counter drug product.

ClearProof™



Created by Court of Achievers



To the beautiful:

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PCP ENROLLMENT!

The Preferred Customer ProgramSM helps you share on-trend products, make a lasting impression and personalize your services with your customers. Save on mailing costs and order promotional products six days early. Plus, enroll your customers, and they'll receive exclusive notices for samplers, new products and more! The benefits are endless for you and your customers!

Month 2 Mailer

The latest Month 2 Mailer features a winter wonderland of holiday gift sets and stocking stuffers. Every gift idea shown will be perfect for your customers to gift wrap and share this holiday season. Mary Kay can be their one-stop shop for everything they need this holiday season. They will find a little something for everyone on their lists.

Enroll now and follow up with your customers after the mail date so you can fulfill all their holiday gift needs.

- Enroll June 16 – Aug. 15
- Mails Sept. 15
- Only 45¢ per name

