

Rock Solid

January 2014 Newsletter, December Results

Top Queens!



Queen of Wholesale

Dale C. Silva

Queen of Sharing

Siobhan J. Cleary

Ordering Deadlines for Jan

30: Last day for phone orders

31: Last day for online orders

Important Promo Deadlines

- **Quarter 3 Star Consultant quarterly contest** (Dec 16 - March 15, 2013)
- **Star Consistency Challenge** (June 16, 2013 through June 15, 2014)
- **Class of 2014** (through July 1, 2014)



2nd Quarter Stars!

Dale Silva
Siobhan Cleary
Daria Rocco



Congratulations!

RECRUITERS

and their team!

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

Future Directors

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

Star Recruiters

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

Senior Consultants

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

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

Recruiter :Stephanie Servello
Amy M. Brunner

WELCOME NEW CONSULTANTS!

DECEMBER!

Starting Something
Beautiful....

From

Sharing Dreams...

Nadia Minott
Gladys S. Pastrana
Zoila Rosa Penafiel

YONKERS, NY
PATERSON, NJ
LK PEEKSKILL, NY

S. Cleary
C. Carter
S. Cleary

Welcome to our Unit!

ACTIVE STATUS UPDATE \$200 to \$225

The minimum "active" status order amount has been increased from **\$200 to \$225** in wholesale Section 1 orders **effective March 1, 2014**. This allows Beauty Consultants to achieve and maintain "active" status, and qualify for the Earned Discount Privilege for the month in which the order is placed, and in the two calendar months that follow.

You can read more about it in the January 2014 issue of Applause® magazine.

December Orders!

Dale C. Silva
Siobhan J. Cleary
Carla Y. Carter
Gretchen Auer
Sharon Doyle
Sara Varrone
Ira F. Cohen
D. Di Carmine
Alma I. Roman Bailey
Z. Penafiel Guaman
M. Melendez-Hernande
Kimberly D. McCowen
Pauline Cleary
Irene Hansen
A. Pereira Caliar
Marie E. William
Citlili Falcon
Lindsay Carrington
Tina M. Salerno
Stephanie Servello
Norma J. Pettus

MY MK GOALS

...BECAUSE YOU HAVE TO HAVE A ROAD MAP TO GET TO YOUR DESTINATION

My Career Level Goals:

_____	by Jan 1 st	_____	by July 1 st
_____	by Feb 1 st	_____	by Aug 1 st
_____	by Mar 1 st	_____	by Sept 1 st
_____	by Apr 1 st	_____	by Oct 1 st
_____	by May 1 st	_____	by Nov 1 st
_____	by June 1 st	_____	by Dec 1 st

Monthly Goals:

_____	Wholesale
_____	Retail
_____	Selling Appts
_____	Interviews
_____	Medal Won
_____	Perfect Start
_____	Power Start
_____	Power Start Plus

QUALIFICATIONS

Medals:

Gold: 5+ new TMs in 1 month
Silver: 4 new TMS in 1 month
Bronze: 3 new TMS in 1 month

Other:

Perfect Start: 15 faces in 15 days
Power Start; 30 faces in 30 days
Power Start Plus: 30 faces in 30 days and 6 interviews

Star Consultant Goals:

_____	Quarter 1: June 16 – Sept. 15
_____	Quarter 2: Sept. 16 – Dec. 15
_____	Quarter 3: Dec. 16 – March 15
_____	Quarter 4: March 16 – June 15

STAR CONSULTANT LEVELS

SAPPHIRE STAR \$1800 WHOLESALE	EMERALD STAR \$3600 WHOLESALE
RUBY STAR \$2400 WHOLESALE	PEARL STAR \$4800 WHOLESALE
DIAMOND STAR \$3000 WHOLESALE	

BREAKING STAR DOWN

\$300 retail sales x 4 weeks =
\$1200 retail sales
(\$600 Wholesale / \$600 Your Profit)
x 3 months = Sapphire Star

\$400/Week Sales = Ruby Star
\$500/Week Sales = Diamond Star
\$600/Week Sales = Emerald Star
\$800/Week Sales = Pearl Star



Created by Court of Achievers

To the beautiful:

Daria Rocco
89 Ridgmont Drive
Hopewell Junction, NY 12533
845-226-4916
drocco@marykay.com



Bounce Back Into Business!

Former Independent Beauty Consultants can restart their businesses in January!



You can help others ring in the new year with a fresh start!

Former Independent Beauty Consultants who resubmit an Independent Beauty Consultant Agreement Jan. 1-31, 2014, can be eligible to receive:

Two FREE* TimeWise® Replenishing Serum+C® (\$112 suggested retail value) AND a \$50 credit* on your first product order of \$600 wholesale or more (excluding shipping, handling and tax).

Or

One FREE* TimeWise® Replenishing Serum+C® (\$56 suggested retail value) AND a \$25 credit* on your first product order of \$400-\$599 wholesale (excluding shipping, handling and tax).