

# Rock Solid

June 2013 Newsletter, May Results



## Top Queens!



**Queen of Wholesale:**  
Debora Morales

**Queen of Sharing:**  
Roxanne Rich

### Ordering Deadlines for June

- 28: Last business day
- 30: Last day of Seminar 2013 year

### Important Promo Deadlines

- Quarter 4 Star Consultant quarterly contest (March 16 - June 15, 2013)
- Star Consistency Challenge (June 16, 2012, through June 15, 2013)

## ON-TARGET STARS AND STAR CONSULTANTS

Top Orders for the Quarter! Fourth Quarter Ends June 15, 2013

	Total	Sapphire	Ruby	Diamond	Emerald	Pearl
ROXANNE RICH	\$3,732.75	****	****	****	STAR	\$1,067.25
DAWN KEELER	\$2,107.25	STAR	\$292.75	\$892.75	\$1,492.75	\$2,692.75
DARIA ROCCO	\$2,034.00	STAR	\$366.00	\$966.00	\$1,566.00	\$2,766.00
DEBORA MORALES	\$1,566.75	\$233.25	\$833.25	\$1,433.25	\$2,033.25	\$3,233.25
NORMA PETTUS	\$1,446.75	\$353.25	\$953.25	\$1,553.25	\$2,153.25	\$3,353.25
SIOBHAN CLEARY	\$1,201.00	\$599.00	\$1,199.00	\$1,799.00	\$2,399.00	\$3,599.00
JUDY CASSIA-KOCH	\$869.50	\$930.50	\$1,530.50	\$2,130.50	\$2,730.50	\$3,930.50
NICOLE HAIGHT	\$864.75	\$935.25	\$1,535.25	\$2,135.25	\$2,735.25	\$3,935.25
DANIELLE GREEN	\$776.25	\$1,023.75	\$1,623.75	\$2,223.75	\$2,823.75	\$4,023.75
MARISA SCHIAVONE	\$737.75	\$1,062.25	\$1,662.25	\$2,262.25	\$2,862.25	\$4,062.25
JENNIFER PERALTA	\$698.25	\$1,101.75	\$1,701.75	\$2,301.75	\$2,901.75	\$4,101.75



## 50TH ANNIVERSARY NECKLACE!

This beautiful keepsake necklace commemorates the Mary Kay 50th Anniversary and is yours when you place a **single \$400 or more Section 1 wholesale order** during the month of June 2013!

*Let's all get this!*



# Recruiters and their team!

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

#T Status

DIQS

Recruiter :S. Cleary  
Sundaymar K. Benn  
Pauline Cleary  
Cynthia Dimiyo  
Heremela G. Eshetu  
Citlili Falcon  
Michele Flores  
Racheal Igharha  
Olivia Meneses  
Aldema Pereira Calia  
Chemere Wells  
Marie E. William  
Esther Asibuo  
Sandra J. Quezada

Future Directors

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

Star Team Builders

Recruiter :Marie E. William  
Sylvanie Abraham  
Marie M. Romelus  
Deborah William  
\* Miriame Albert  
\* Kenneth Alston  
\* Stacyann L. Bailey  
\* M. Therassin-Sylla

# WELCOME NEW CONSULTANTS! MAY



Starting Something  
Beautiful....

From

Sharing Dreams...

Carly Augustis-Kokon  
Toni A. Gruden  
Rose M. Mullen  
Olga E. Phelan

HOPEWELL JCT, NY  
POUGHKEEPSIE, NY  
PLEASANT VALLEY, NY  
BRONX, NY

D. Rocco  
R. Rich  
R. Rich  
R. Rich

## Welcome to our Unit!

Senior Consultants

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

Recruiter :Melissa Hunt  
Jacquelyn Green  
# Lucy J. Williams

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

Recruiter :Beatrice Yeznaian  
Roxanne Rich

## Congrats for your May order!

Debora Morales  
Roxanne Rich  
Siobhan J. Cleary  
Marisa M. Schiavone  
Toni A. Gruden  
Valerie A. White  
Olga E. Phelan  
Rose M. Mullen  
Dale C. Silva  
Marie M. Romelus  
Norma J. Pettus  
Danielle Green  
Beth A. Bodemann  
Michele Flores  
Racheal Igharha  
Jennifer M. Surace  
Robyn J. Howard  
Jerrilyn M. Heiman  
Nicole A. Haight  
Andrea P. Long  
Tina M. Salerno  
Judy V. Cassia-Koch  
Lindsay Carrington  
Christina L. Mason  
Chemere Wells  
Daria A. Rocco

# 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.

# MAY WINNERS!

## \$300 W/S

- Dale Silva - C
- Marie Romelus - C
- Norma Pettus -C

## \$600 W/S

- Debora Morales - B
- Roxanne Rich - C
- Siobhan Cleary - C
- Marisa Schiavone - B
- Toni Gruden - B
- Valerie White - B
- Olga Phelan - B
- Rose Mullen - B

## Qualified Recruit

Roxanne Rich



## Star Consultants

You could be here!



or



or

## NEXT MONTHS CHARMS!

Lets add more bling to your bracelet with these cotton candy color rhinestone charms!

Large Rhinestone Charm = \$600 w/s

Smaller Rhinestone Charm = \$300 w/s



# BUILDING YOUR BUSINESS WITH A MODEL PORTFOLIO

by Melinda Mercedes Baling, ESD

One of the easiest ways to meet and book people when you're "out and about" (warm chatter booking) is to ask them to be your "face model". It is so flattering to her and fun for both of you. If you haven't put together your portfolio yet, you'll just need a 3 ring notebook and plastic sheet dividers. You might want to also purchase dividers and break up in categories, for example: Fall/Holiday Looks (current Look Book). Set a goal to have several models per book...for example: *A red head, model "over 40", brunette, bronze skin tone, etc.*

**Following is suggested dialogue you can use while you are out shopping, running errands, etc.**

"Excuse me, but I couldn't help but notice (what pretty skin you have, how great your make-up looks, how wonderful that color looks on you, etc... " Whatever you notice about her so you can pay a sincere compliment). "Are you by any chance wearing Mary Kay?" (Note: this lets you know right away if she already has a beauty consultant). If she says "yes", say "Great! I'm an independent Mary Kay Beauty Consultant, who is your consultant?" This lets you know if she has a consultant who is currently servicing her. Sometimes you will run into people who have "lost their consultant". If she says "No", you can say, "I'd love to introduce myself" ...AS YOU ARE HANDING HER YOUR CARD, "My name is \_\_\_\_\_. I teach skin care and make-up artistry for Mary Kay and I am involved in an exciting Company project. "

**I am looking for attractive women** who might enjoy being a face model. I would love to feature you as a face model in my portfolio." When appropriate you can add, "I need a beautiful Red head, or your eye shape is perfect for modeling our new eye looks, " etc. May I give you the details"? If she is receptive, continue with, "I would give you a complimentary facial, we would take a before picture, do a color makeover, and then take the after picture. Does that sound like fun? Great!" If possible, schedule her on the spot (prevents "telephone tag"). After getting her commitment, you will want to say, "\_\_\_\_\_, I almost forgot to mention that you are welcome to bring a friend. Sometimes it's fun to bring a girlfriend along. I'll be happy to give her a complimentary facial and makeover as well, but I want YOU in my portfolio."

Give her the current Look Book, **point out the 4 models**. Ask her to take the Look Book with her and select the Look she likes best. Make sure your business card is attached to the front (double stick tape works great). Look her in the eye, smile and say "\_\_\_\_\_ I will reserve this time just for you. You can count on me. I'll call you to find out which Look you selected before we get together on \_\_\_\_\_. If something should change on your end, please let me know as soon as possible so I can schedule in another model and we can reschedule you. I look forward to seeing you on \_\_\_\_\_. We're going to have a great time."

**If you have an opportunity to schedule** models in at your weekly Success Meeting, you could have a qualified class each week just by inviting women you meet while you're "out and about". For example, why not set a goal to have 6 models confirmed each week? You are then likely to have at least 3 show up. That's an extra class each week! Great way to use your time! Have fun creating your portfolio and building your business with this fun approach! Set a personal goal for each week for new faces!



Created by Court of Achievers



# To the beautiful:

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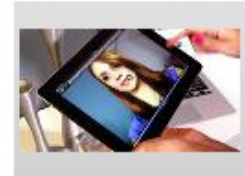


## Power Class of the Month

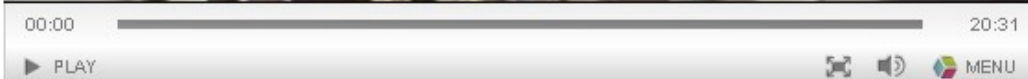
“ Our Mary Kay career has opened the door to rich and fulfilling lives for thousands of women. You can help pass our special way of life on to others; and in doing so, your own dreams will come true, too! ”  
-Mary Kay Ash



Lots of  
fun videos!



### June 2013



Check out June's video that will give you that extra push before Seminar!  
Recharge this month as ENSD Karen Piro teaches how to get past no!