

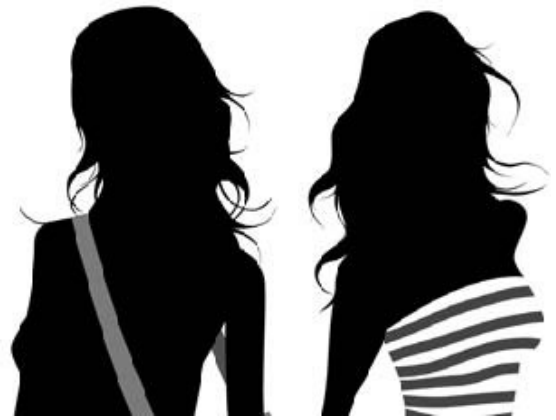
# Rock Solid

March 2013 Newsletter, February Results

## TOP QUEENS!

**Queen of Wholesale:**  
Roxanne Rich

**Queen of Sharing:**  
Marie E. William



## ON-TARGET STARS AND STAR CONSULTANTS

Third Quarter Ends March 15, 2013

Consultant Name	Total Contest Credit	Sapphire	Ruby	Diamond	Emerald	Pearl
Rich, Roxanne	4290	0	0	0	0	510
Pettus, Norma J.	3154	0	0	0	446	1646
Rocco, Daria A.	1813	0	587	1187	1787	2987
Cleary, Siobhan J.	1198	602	1202	1802	2402	3602
Alston, Kenneth	607	1193	1793	2393	2993	4193
Long, Andrea P.	604	1196	1796	2396	2996	4196
Romelus, Marie M.	602	1198	1798	2398	2998	4198
Carter, Carla Y.	601	1199	1799	2399	2999	4199

## Bold in Gold

Celebrating 50 Years of Rich Rewards



# RECRUITERS and their team!

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

## Team Leaders

Roxanne Rich  
Siobhan J. Cleary  
Marie E. William

## Star Team Builders

Kimberly McCowen

## Senior Consultants

Carla Y. Carter  
Beatrice Yeznaian  
Jennifer M. Surace  
Danielle Green

### DIQ

#### Requirements

- \$18,000 cumulative whls. unit production in one to four months.
- At least \$4,000 per month wholesale unit production. DIQ must have at least \$1,800 in personal cumulative wholesale production.
- 24 active unit members (includes the DIQ) at least 10 active unit members must have at least \$600 in cumulative whls. production during qualification.

#### Compensation

- Eligible to become Director
- Unit Commission and Unit bonuses
- Eligible to wear the Director Suit

### FUTURE DIRECTOR

#### Requirements

- 8+ active personal team mbrs
- You must be active

#### Compensation

- 9% or 13% personal team commis.
- Team-building bonus



# WELCOME NEW CONSULTANTS! IN FEBRUARY!

Kenneth Alston recruited by Marie E. William  
Stacyann L. Bailey recruited by Marie E. William  
Irene Hansen recruited by Daria A. Rocco  
Rachel Pennington recruited by Roxanne Rich  
Sean Hansen

Welcome!

## Thanks for your order!

February Orders

Roxanne Rich	Beatrice Yeznaian
Daria A. Rocco	Racheal Igharha
Norma J. Pettus	Paula B. Day
Kenneth Alston	Sylvanie Abraham
Dale C. Silva	Jennifer M. Surace
Sandy Fenton	Siobhan J. Cleary
Rachel Pennington	Ira F. Cohen
Miriame Albert	Millie Hernandez
Denise J. Daniels	Susan Thorp-Dillon
Carla Y. Carter	Vivian Marrero

## Keep it Simple!

Sharing information about the Career Opportunity? Here are two valuable TIPS!

**Tip 1: Keep it Simple!** Don't overcomplicate things. Two of the main things that your recruit wants to know before she gives a "YES" to the Mary Kay opportunity is:

- 1) What's in it for her? What need would Mary Kay fulfill for her?
- 2) How much money can I make? How much does it cost to get started?

**Tip 2: HAVE A MARKETING NOTEBOOK** and share with EVERY RECRUIT. Your marketing notebook should be easy to use and super simple to understand. It should be your GO TO tool when sharing the Mary Kay Career opportunity with your potential recruits.

# Power Class

Check out this month's Power Class at InTouch!





IT'S RAINING  
**RED**  
 CELEBRATE MARY KAY'S GOLDEN ANNIVERSARY IN STYLE.

# Earn your red jacket March 1 - June 30, 2013 in time for Mary Kay's 50th anniversary celebration!

During the contest period from March 1 - June 30, 2013, add three or more new qualified\* personal team members to earn your reward for FREE! Plus, attend exciting events at Seminar to get even more great prizes.

## Independent Beauty Consultants:



*Add 3 new qualified*

### Personal team members and receive:

- A free red jacket of your choice.
- An invitation to the *It's Raining Red* Mingle at Seminar 2013.
- A name badge ribbon.



*Add 4 new qualified*

### Personal team members and receive:

- All prizes from the previous category, plus
- The Tiger-Print Scarf from the Independent Sales Director Suit Collection!



*Add 5 new qualified*

### Personal team members and receive:

- All prizes from the previous two category, plus
- Black chandelier earrings!

## Independent Sales Directors

can also earn too!  
 Check out the prizes  
 and learn more at  
 InTouch!



## Which one will you wear at Seminar?



**The Classic** - Show your sophisticated style in this classic silhouette. Designed to flatter all body types, this two-button, single-breasted jacket features a herringbone-patterned fabric and is accented with two zipper pockets to add a dash of pizzazz.



**The Cropped** - Designed for the gal on the go, this fashion-forward cropped jacket has three-quarter-length sleeves and a three-button front that can be worn open or closed. The trendy box grid fabric pattern adds playful texture that says, "Look out world!"



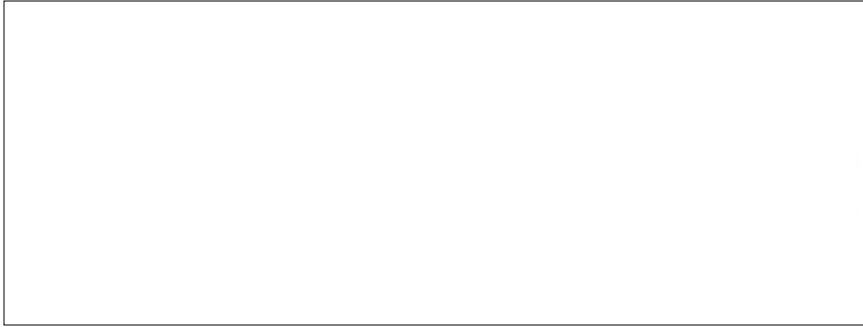
**The Trench** - Look effortlessly chic in this hip-length trench jacket. It's double breasted with angled pockets and a stylish belt for that glamorous touch. The chic box grid fabric texture says you're on your way to the top, and you want to look fabulous getting there!







Created by Court of Achievers



To the Woman who Can:

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



# SEMINAR 2013

**This year will be our biggest celebration yet!**

FIFTY YEARS OF FABULOUS!  
SEMINAR 2013



**Dates:**

- Diamond July 21 – 24
- Ruby July 24 – 27
- Sapphire July 28 – 31
- Emerald July 31 – Aug. 3
- Pearl Aug. 4 – 7



**Location:**

Dallas Convention Center  
650 S. Griffin St.  
Dallas, Texas 75202  
(214) 939-2700

Priority Registrations starts on April 8th and end April 30th. Registration for everyone open May 1st. Registration deadline is July 4, 2013

Check out this inspring video on InTouch!