

# Rock Solid

January 2013 Newsletter, December Results

## Top Queens!

Queen of Wholesale:

Roxanne Rich

Queen of Sharing:

Roxanne Rich



## ON-TARGET STARS AND STAR CONSULTANTS

Third Quarter Ends March 15, 2013



Name	W/S Total	Total Contest Credit	Sapphire	Ruby	Diamond	Emerald	Pearl
Rich, Roxanne	\$400.00	400	1400	2000	2600	3200	4400
Flores, Michele	\$345.75	346	1454	2054	2654	3254	4454
Baker, Joyce M.	\$231.00	231	1569	2169	2769	3369	4569
Auer, Gretchen	\$218.75	219	1581	2181	2781	3381	4581
Green, Danielle	\$215.00	215	1585	2185	2785	3385	4585
Cohen, Ira F.	\$201.00	201	1599	2199	2799	3399	4599
Falcon, Citlili	\$200.25	200	1600	2200	2800	3400	4600
Varrone, Sara	\$149.75	150	1650	2250	2850	3450	4650
Porcelli, Kimberly	\$141.50	142	1658	2258	2858	3458	4658
Beringer, Melissa A.	\$101.00	101	1699	2299	2899	3499	4699
McCowen, Kimberly D.	\$83.75	84	1716	2316	2916	3516	4716
Cleary, Siobhan J.	\$81.50	82	1718	2318	2918	3518	4718
Rocco, Daria A.	\$14.00	14	1786	2386	2986	3586	4786

# Charm Couture

## OUR MONTHLY CHARM PROMOTION



**Congratulations!** I'm so proud of you!  
 Keep it up and you will have your  
 Charm Couture Bracelet full of charms!  
 Love, Daria

### 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.

## DECEMBER WINNERS!

### \$300 W/S

Kimberly D. McCowen  
 Dale C. Silva  
 Emily D. Givler  
 Carla Y. Carter  
 Sara Varrone  
 Alma I. Roman Bailey  
 Lisa J. Alliegro  
 Kimberly Porcelli



### \$600 W/S

Roxanne Rich  
 Siobhan J. Cleary

*Way to go!*



### Qualified Recruit



### Star Consultants

Siobhan Cleary  
 Sapphire  
 Roxanne Rich  
 Diamond



**WOW!**  
**12 Winners**  
**this month!**

### NEXT MONTHS CHARMS!

These Purse Charms are Adorable! They  
 are full of shimmer, sparkle and shine!

Silver Purse with pearl = \$600 w/s  
 Silver Purse = \$300 w/s



# Recruiters and their teams!

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



# WELCOME NEW CONSULTANTS! IN DECEMBER!

Starting Something  
Beautiful....

From

Sharing Dreams...

Lisa J. Alliegro  
Emily D. Givler

WESTTOWN, NY  
STORMVILLE, NY

R. Rich  
R. Rich

## Star Team Builders

Recruiter :Siobhan J. Cleary

Esther Asibuo

Michele Flores

Marie E. William

\* Heremela G. Eshetu

\* Olivia Meneses

\* Chemere Wells

\* Marion Antwi

\* Sundaymar K. Benn

\* Noel Cleary

\* Pauline M. Cleary

\* Citlili Falcon

\* Amanda J. Hernandez

\* Racheal Igharha

\* A. Pereira Caliri

\* Eva Pereira

\* Sandra J. Quezada

Recruiter :Kimberly D. McCowen

Sharon Doyle

Doris McCowen

Sara Varrone

\* Melissa Hunt

\* Susan Thorp-Dillon

## Senior Consultants

Recruiter :Nora Asfour

Carla Y. Carter

Recruiter :Melissa Hunt

Jacquelyn Green

Lucy J. Williams

Recruiter :Roxanne Rich

Lisa J. Alliegro

Emily D. Givler

Recruiter :Jennifer M. Surace

Kimberly Porcelli

\* Lenke M. Ganz

\* Jacqueline B. Muller

\* Christina B. Roberge

Recruiter :Marie E. William

Miriame Albert

\* Sylvanie Abraham

\* Deborah William

Recruiter :Beatrice Yeznaian

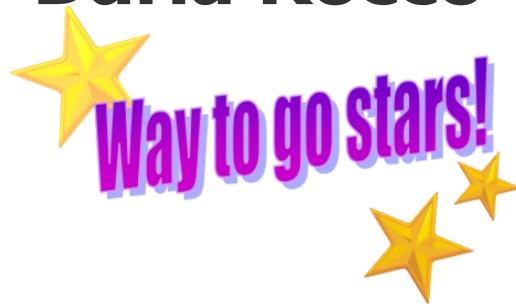
Roxanne Rich

## Quarter 2 Stars!

## Siobhan Cleary

## Roxanne Rich

## Daria Rocco



## thanks for your order!

December Orders

Roxanne Rich  
Siobhan J. Cleary  
Kimberly D. McCowen  
Dale C. Silva  
Emily D. Givler  
Carla Y. Carter  
Sara Varrone  
Alma I. Roman Bailey  
Lisa J. Alliegro  
Kimberly Porcelli  
Sharon Doyle  
Beatrice Yeznaian  
Jennifer M. Surace  
Lindsay Carrington  
Joyce M. Baker  
Gretchen Auer  
Danielle Green  
M. Melendez-Hernande  
Michele Flores  
Rosina Lim

## GLITTER & Gold luncheon

The Glitter and Gold Luncheon is happening at Career Conference 2013. Here is how you can attend this exciting event:

- Independent Beauty Consultants and Sales Directors who from Dec. 1, 2012, to Feb. 28, 2013, add two qualified\* new personal team members will be invited to this special luncheon held in their honor.
- Qualified new Beauty Consultants who add one new qualified\* team member from Dec. 1, 2012, to Feb. 28, 2013, will also be invited to attend the luncheon.



# Charm Couture

OUR NEW MONTHLY CHARM PROMOTION

## HOW DOES IT WORK?

**It's easy!** Each month you order \$300 or \$600 in wholesale, sponsor a new qualified recruit or earn Star Consultant status you win! Earn your Crown Couture Starter Bracelet with your first achievement and then start earning charms!

Get ready to be  
*Charmed!*



### \$300 W/S

Earn your Crown Couture Starter Bracelet first and then start earning your Charms!

### \$600 W/S

Earn your Crown Couture Starter Bracelet first and then start earning your Charms!

### Be a Star!

Earn your Star Charm by becoming a Star Consultant!



### Qualified Recruit

Earn your Bumble Bee Charm with every New Qualified Recruit!



### START EARNING!

Earn Bracelet/Charms by achieving:

\$300 wholesale order

\$600 wholesale order

Sponsoring a New Qualified Recruit  
Earning Star Consultant Status!

EXAMPLE CHARMS!  
\$300 W/S      \$600 W/S



*Earn your Crown Couture Bracelet with your 1st achievement!*

# Seminar 2013 Mary Kay Goals!



I will be a . . .

## CAREER LEVEL

\_\_\_\_\_ by Feb. 1st  
 \_\_\_\_\_ by Mar. 1st  
 \_\_\_\_\_ by Apr. 1st  
 \_\_\_\_\_ by May. 1st  
 \_\_\_\_\_ by Jun. 1st  
 \_\_\_\_\_ by Jul. 30th

### Career Level      Active Team Members

Senior Consultant	1
Star Team Builder	3
Team Leader	5
Future Sales Director	8
DIQ	10 by 1st of month
On-Target Car	5+ \$5000 Team w/s
Grand Achiever	14 Active + \$20,000 Team Wholesale Production in 1-4 months

- Team Member is ACTIVE in the month a \$200+ Wholesale order goes in and 2 months following the order

50th Anniversary Seminar-Dallas, TX-July/Aug

## OTHER GOALS:

Monthly Retail Goal: \$ \_\_\_\_\_  
 Number of Monthly Selling Appt. \_\_\_\_\_  
 Monthly Wholesale goal: # \_\_\_\_\_

### Quarterly Wholesale goals:

Dec 15 - Mar 15 \_\_\_\_\_  
 Mar 16 - June 15 \_\_\_\_\_

Monthly Team Building Appointments: \_\_\_\_\_  
 Number of New Team Members per month: \_\_\_\_\_

Queen's Court of Personal Sales - \$36,000 RETAIL production July 1, 2012- June 30, 2013

Queen's Court of Sharing -Minimum 24 new qualified\* personal team members July 1, 2012 - June 30, 2013 (Agreement & total \$600+ wholesale orders must be received 7/1/2012 - 6/30/2013)

Other Goals \_\_\_\_\_

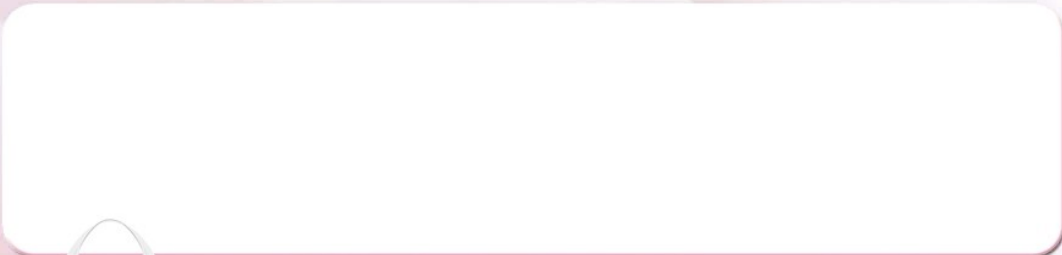


Sapphire	\$1800
Ruby	\$2400
Diamond	\$3000
Emerald	\$3600
PEARL	\$4800



# MK Valentine's Day

CONTACT ME TO ORDER:   Gift Sets



**Satiny-Satin Set**  
for Satiny-Smooth Hands and Kissable Lips, includes Satin Hands Pampering Set and Pampering Lip Set, \$52



**Her Date Night Set**  
Bat your Eyes, Pout Your Lips and Smell Like Heaven! It's the Date Night Set, includes Thinking Of You Eau de Parfum, Mary Kay Lash Love Mascara and Nourishine Plus Lip Gloss, \$59



**His Date Night Set**  
Let him step out feeling great, includes True Original Cologne Spray, MKMen Face Bar, MKMen Shave Foam, \$60



**"Eye" Love You Set**  
"Eye" Love You Set includes TimeWise Firming Eye Cream, Mary Kay Eyeliner, Oil-Free Eye Makeup Remover, \$57



**So Fresh & So Clean**  
Freshen up your look with professional color application and Keep it lookin' great with the Brush Cleaner, set includes Brush Cleaner and Mary Kay Brush Collection, \$65



**Flawless Skin Set**  
Flawless Skin that will Leave You Red Carpet Ready, includes Foaming Cleanser, Lifting Serum, Day Cream Sunscreen Broad Spectrum SPF 30, Night Treatment With Retinol & Eye Renewal Cream, \$199

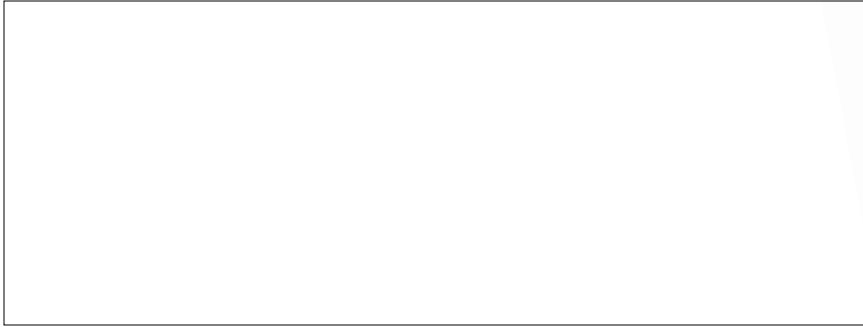


**Fountain of Youthful Skin**  
Reveal Your Fountain of Youthful Skin, includes Mary Kay Foundation Primer Sunscreen Broad Spectrum SPF 15, TimeWise Liquid Foundation, Concealer, Facial Highlighting Pen, \$64

 VALENTINE SPECIAL 



Created by Court of Achievers



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

To the Woman who Can:



# 2013 Goals!



## set your new year's goals

With 2012 closing and the start of 2013, it is now time to start thinking about what you would like out of the New Year and the types of goals that you need to set. Write your **TOP THREE BUSINESS GOALS BELOW**. Think about the steps that you need to take in order to meet these goals and think about milestones that you will set along the way. Also consider the deadlines that you have in meeting your goals.

THIS YEAR MY GOALS ARE:



1.

2.

3.