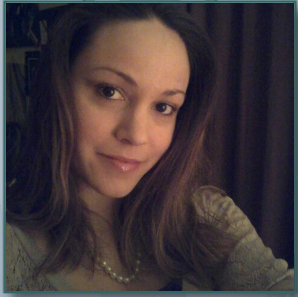


Rock Solid

Daria Rocco | Independent Senior Sales Director



Newsletter for March 2014
January Results



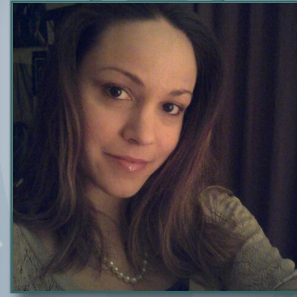
Queen of Wholesale

Dominique Di Carmine
runners up



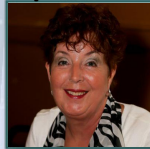
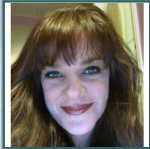
Queen of Retail Sales

Danielle Green
runners up



Queen of Sharing

Dominique Di Carmine
runners up



Consultant Name	Wholesale
1 Dominique Di Carmine	\$594
2 Roxanne Rich	\$330
3 Kimberly McCowen	\$303
4 Vivian Marrero	\$280
5 Sandy Fenton	\$246

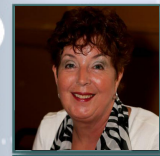
Consultant Name	Sales
1 Danielle Green	\$1,003
2 Nona Brown-Amoruso	\$500
3 Siobhan Cleary	\$300
4 Carla Carter	\$170

Consultant Name	Recruits
1 Dominique Di Carmine	2
2 Siobhan Cleary	1

Court of Sales!



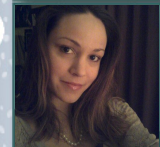
\$36,000 Personal Estimated Retail Production
Year to date results as of 2/18/2014



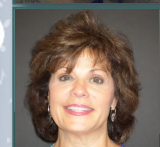
Siobhan Cleary
\$6,665



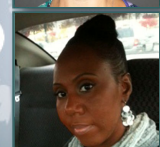
Dale Silva
\$6,515



Dominique Di Carmine
\$4,823



Norma Pettus
\$3,667



Carla Carter
\$2,948

Hello Fabulous!

I am so excited to share our brand new newsletter with you! This is the year of a giant leap for our unit and I have made some great changes. Did you upload your favorite picture yet? Please do so at <http://photos.mydirectorswebsite.com>. It is so inspiring to me look at all the beautiful faces of our Mary Kay unit. I plan on helping you reach the spotlight of our unit.

There are so many places to win big! Did you see that sporty BMW you can earn? I have a power plan to help you earn yours in ninety days if you were willing to focus only on your MK business.

I can teach you today how to earn 50% on every dollar you sell. No matter what point you're currently at in your life, I am sure extra cash will be very useful to you and your family, or at least your favorite church or charity.

Is it time to re-invent yourself through your Mary Kay business? Let me show you how simple it really is. Building a solid customer base is the key to everything you desire in Mary Kay.

My personal mission is to create the wealthiest consultants in all of Mary Kay. Let's get together for 15 minutes to discuss what you desire most from your business.

To quote NFL World Champion Russell Wilson, "Why not you? Never let anyone tell you what you can't do!" At 5'11", he was told repeatedly that he was too short to be an NFL quarterback. I am sure he is thrilled that he did not listen to the people who were simply trying to protect him.

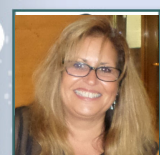
Dream big and work together with me to create your very own Mary Kay masterpiece.

With Belief,
Daria
Your Sales Director

Court of Sharing!



24 New Qualified Personal Team Members
Year to date results as of 2/18/2014



Dale Silva
1



Tina Salerno
1

CAREER CONFERENCE 2014

50 YEARS



Register before it sells out!



Spring 2014 Promotion
New Limited Edition & Regular Line Products!
February 16, 2014



< **Mary Kay® CC Cream Sunscreen Broad Spectrum SPF 15 \$20 (regular line)**
"Complexion Corrector," acts like makeup to instantly correct complexion imperfections while formulated like skin care to help nurture skin's beauty tomorrow.



Mary Kay® Bronzing Powder \$18 (regular line)>
Sweep on a sun-kissed glow! Available in Light-Medium and Medium-Dark.



< **Mary Kay® Gel Eyeliner with Expandable Brush Applicator, Jet Black \$18 (regular line)**
Pencil precise.
Liquid intense.
Gel smooth.



Lemon Parfait Pedicure Collection \$28 (limited edition) >
Includes Lemon Parfait Foot Gel, Foot Fizzies, Toe Separators, Pumice Stone, and Emery Board and a gift bag.



< **Mary Kay At Play™ NEW Shades**
We all play in our own way.™ You decide your color mood – keep it simple, go bold or reinvent – it's your call.

Eye Crayon, \$10
Teal Me More, Over the Taupe
Baked Eye Trio, \$10
Electric Spring, Sunset Beach
Lip Crayon, \$10
Purple Punch, Coral Me Crazy
Jelly Lip Gloss, \$10
Violet Vixen, Poppy Love

Hello, Sunshine Collection (limited edition)>

It's time to play. Explore. Discover.
Springy Eye Duo, \$16 each, 2 shades
Creamy Lip Color, \$16 each, 2 shades
Lip Gel, \$16, 1 shade
Nail Lacquer, \$9.50 each, 2 shades



Purchase-With-Purchase Offer

Your customers can get the Mary Kay® Hello, Sunshine Wristlet for only \$5 with the purchase of at least \$40 suggested retail of any Mary Kay® Hello, Sunshine Collection items.

Get ready to bring out your **inner star!** Get ready to **shine!** From the recognition you deserve to the education you need to share products, grow profits and build your team successfully – **Career Conference 2014 is the place to be!**

For details about registration, airline and hotel reservations, click on events at www.marykayintouch.com You will also find information about the schedule of events and conference locations.

This is a must do for the success of your business! Start planning to attend today!

March 21-22

Des Moines, IA
Galveston, TX †
Louisville, KY
Madison, WI
Mobile, AL
Novi, MI
Ontario, CA I*
Orlando, FL
Pittsburgh, PA
Richmond, VA
Riverside, CA
Schaumburg, IL †
St. Charles, MO
Tacoma, WA †

March 23-24

Ontario, CA II

*Spoken only in Spanish
†Spanish interpretation

March 28-29

Atlantic City, NJ I
Boise, ID
Charlotte, NC I
Dallas, TX †
Denver, CO †
Duluth, GA
Glendale, AZ †
Indianapolis, IN
Lancaster, PA
Miami, FL I
Minneapolis, MN
Oakland, CA †
Palm Springs, CA
Providence, RI †
Rochester, NY
San Antonio, TX †

March 30-31

Atlantic City, NJ II*
Charlotte, NC II †
Miami, FL II*

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Recipe of the Month!

CHICKEN NOODLE CASSEROLE

Ingredients:

- 3 Tbsp butter
- 1 cup celery, diced
- 1 small onion, diced
- ½ pound mushrooms, sliced
- 1 package (10-12 ounces) frozen peas
- 1 cup chicken broth
- 1 can condensed cream of chicken soup
- 4 half chicken breasts, cooked & cut into bite size pieces
- 8 ounces noodles, cooked el dente and drained

Topping:

- 2 cups bread crumbs
- 1 cup toasted sliced almonds
- 2 Tbsp butter

Directions:

1. Sauté the onion and celery in the butter
2. Add mushrooms and cook until tender
3. Add soup and broth, mix well
4. Remove from heat
5. Combine chicken, peas, noodles and sautéed vegetables, stir gently
6. Place into a greased 3 quart casserole dish
7. Combine topping ingredients and sprinkle over casserole
8. Bake at 350 degrees for 40-50 minutes or until bubbly all over

Serves 4-6

Note: Two cans of white tuna can be substituted for the chicken

how to get 100 LEADS

in a week!



love your skin for life
with Mary Kay® skin care.

Easy, expert skin care for your every unique need



SKIN CARE SURVEY

Name _____
 Address _____
 City, State, Zip _____
 Phone _____
 Email _____

I am currently using a skin care line
 YES NO

Have you ever tried Mary Kay before?
 YES NO
 If so, when? _____

Do you have a Mary Kay consultant who currently services you?
 YES NO

If I were to offer you a free facial, would you be willing to try our products and give me your opinion?
 YES NO

Which is better?
 AM AFTERNOON PM

Would you prefer to have your facial...
 ALONE WITH A FEW FRIENDS

Would you be interested in hearing about what Mary Kay has to offer today's women in part-time or full-time career opportunities?
 YES NO

Thank you for completing this survey. I appreciate your help.

Is your business traveling at top speed? How would you like a list of 100 potential customers to add to your travels? It's as easy as 1-2-3 and can be done in a week! Here's how:

1 Gather the gear. You will need to make ten goodie bags. Each bag should contain a current Look Book, ten Skin Care Surveys, a Pen and several Mary Kay business cards.

2 Call the cavalry. Make a list of the top ten "socialites" in your circle. These are women who know a lot of women or work in a bustling office and like to talk, talk, talk! Pick up the phone and let them know that you have a new challenge and could use their help!

Example script: "Hi _____, I need your help! I've been challenged to get 100 skin care surveys filled out this week but I don't know 100 women. However, I do know ten women who know ten women! Would you take ten of these surveys to (work/book club/school) and ask nine other women to fill one out? For helping me out, you can select any item you want from my catalog at half price (or offer a gift of your choosing)!"

When they say "Yes!" deliver the goodie bags asap and set a specific time to pick them back up (within 48 to 72 hours).

3 Collect your winnings. Pick up your prize list of leads and follow up with those who would like to be facialed.

Example script: "Hi _____! My name is _____ and last week you filled out a skin care survey for _____ at work/school/book club. I was calling to thank you for filling it out [pause for comments/questions]. I see that you'd like to have a makeover and so I was calling to schedule the appointment. Which is better for you, this week or next?"

If she marked that would like to add friends you can continue with, "I also see that you marked that you'd like to have a few friends join you. Let me tell you about my hostess credit" [explain the hostess program and book a party].

It's that easy! Take a look at your calendar and choose which week you would like to bring your business up to full speed!

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Court of Sales!

\$36,000 Personal Estimated Retail Production
 Year to date results as of 2/18/2014

Name	Amount
1 Siobhan Cleary	\$6,665
2 Dale Silva	\$6,515
3 Dominique Di Carmine	\$4,823
4 Norma Pettus	\$3,667
5 Carla Carter	\$2,948
6 Roxanne Rich	\$2,718
7 Lindsay Carrington	\$2,480
8 Tina Salerno	\$1,902
9 Ira Cohen	\$1,862
10 Kimberly McCowen	\$1,688
11 Nona Brown-Amoruso	\$1,658
12 Beth Bodemann	\$1,628
13 Alma Roman Bailey	\$1,622
14 Danielle Green	\$1,518
15 Nicole Lucio	\$1,465

Court of Sharing!

24 New Qualified Personal Team Members
 Year to date results as of 2/18/2014

Name	Recruits
1 Dale Silva	1
2 Tina Salerno	1
3 Carla Carter	1



December 16 -
March 15



5 WAYS TO FINISH your star

The end of the Star Quarter will be here before you know it! Here are five quick ways to shoot for the stars!

- ★ Demo the Even Complexion Dark Spot Reducer on 10 customers
- ★ Follow up with 10 customers
- ★ Book 8 to Hold 5 Kiss Me Quick Appointments
- ★ Sell \$24 to 24 customers in 24 hrs
- ★ Call Husbands to fill their Valentine's Wish Lists

Get your star on!

contest ends: 3/15/2014 results date: 2/18/2014

1800
2400
3000
3600
4800

Consultant Name	Credits	Current Star Level	Credits to Next Level
Daria Rocco	\$1,362		\$438
Dominique Di Carmine	\$913		\$887
Kimberly McCowen	\$510		\$1,290
Nona Brown-Amoruso	\$459		\$1,341
Siobhan Cleary	\$342		\$1,458
Roxanne Rich	\$330		\$1,470
Gretchen Auer	\$327		\$1,473
Zoila Rosa Penafiel Guaman	\$326		\$1,474
Sharon Doyle	\$319		\$1,481
Millie Melendez-Hernandez	\$318		\$1,482
Sara Varrone	\$300		\$1,500
Vivian Marrero	\$280		\$1,520
Lindsay Carrington	\$278		\$1,522
Sandy Fenton	\$246		\$1,554
Marisa Schiavone	\$246		\$1,554
Danielle Green	\$234		\$1,566
Dale Silva	\$232		\$1,568
Marlena Di Carmine	\$207		\$1,593
Susan Thorp-Dillon	\$207		\$1,593
Pauline Cleary	\$205		\$1,595
Ameris Poquette	\$203		\$1,597

January Weekly Accomplishment Sheets!

Name	Sales	Hours	Wage
Nona Brown-Amoruso			
1/19-1/25	\$500	2	\$100
Carla Carter			
1/12-1/18	\$126	1.5	\$34
1/19-1/25	\$44	1	\$18
Siobhan Cleary			
1/26-2/1	\$300	2	\$60
Danielle Green			
12/28-1/3	\$1,003		

Weekly Summaries

enter them online

I want to celebrate your success!
Click to www.marykayintouch.com >

Business Tools > Weekly Accomplishments > Enter Weekly Accomplishments



TEAM LEADERS

Siobhan Cleary

Pauline Cleary
Citlili Falcon
Zoila Rosa Penafiel Guaman
Aldema Pereira Caliar
Marie William
Esther Asibuo*
Michele Flores*
Olivia Meneses*
Joy Shields*
Silvia Falcon*
Nadia Minott*
Sundaymar Benn*
Cynthia Dimiyo*
Heremela Eshetu*
Racheal Igharha*
Roseanne Rooney*
Annette Trotta-Flynn*
Chemere Wells*

SENIOR CONSULTANTS

Roxanne Rich

Marisa Schiavone
Andrea Long*
Rose Mullen*
Norma Pettus*
Doreen Cardinale*
Judy Cassia-Koch*
Nicole Disalvatore*
Kellilynn Forrester*
Connie Fusco*
Toni Gruden*
Nicole Haight*
Rachel Pennington*
Olga Phelan*
Noemi Roman*
Valerie White*

Beatrice Yeznaian

Roxanne Rich

Building WALL to WALL Leaders

it's more than a mission...it's a movement.

Log onto InTouch today!

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Join Now!

SENIOR CONSULTANT

Requirements

- 1 - 2 active personal team members.
- You must be active.

Compensation

- 4% personal team commission.

STAR TEAM BUILDER

Requirements

- 3 - 4 active personal team members.
- You must be active.

Compensation

- 4% personal team commission.
- Eligible to begin earning \$50 team-building bonus.



STAR TEAM BUILDERS

Kimberly McCowen

Sharon Doyle
Susan Thorp-Dillon
Sara Varrone
Melissa Hunt*

TEAM LEADER

Requirements

- 5 - 7 active personal team members.
- You must be active.

Compensation

- 9% or 13% personal team commission.
- \$50 team-building bonus.

Welcome New Business Owners!

Marlena Di Carmine

Pawling, NY
rec... Dominique Di Carmine

Silvia Falcon

New Rochelle, NY
rec... Siobhan Cleary

Ameris Poquette

Brooklyn, NY
rec... Dominique Di Carmine



class of 2014

Aug. 1, 2013 - July 1, 2014

the suit.
the purse.
the ring.

it's going to look good on you!



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CAREER CAR

Requirements

- 14+ active personal team members.
- \$5,000 monthly personal team production.
- You must be active.

Compensation

- 9% or 13% personal team commission.
- \$50 team-building bonus.
- Career Car or \$375 per month.



FUTURE DIRECTOR

Requirements

- 8+ active personal team members.
- You must be active.

Compensation

- 9% or 13% personal team commission.
- \$50 team-building bonus.

March Birthdays

Name	Day
Danielle Green	13
Nicole Yost	15
Michele Flores	27

March Anniversaries

Name	Years
Gretchen Auer	11
M. Grace Cantwell	9
Marie William	7
Danielle Green	2
Dawn Keeler	1

Consistency
Club Card

\$200 Week!

1 2 3 4 5 6 7 8 9 10

Consistency
Club Card

\$400 Week!

1 2 3 4 5 6 7 8 9 10

Consistency
Club Card

\$600 Week!

1 2 3 4 5 6 7 8 9 10

Consistency
Club Card

\$800 Week!

1 2 3 4 5 6 7 8 9 10

Join our unit's
Consistency Club!

What is your
Weekly Sales Goal?

\$200...\$400...\$600...\$800?

Pick the punch card that depicts your weekly sales goal. Cut it out and keep it in your appointment book. Let me know what your goal is so I can keep a duplicate card for you. Then as you achieve your weekly sales goal, let me know and you will receive a punch on your punch card!

Earn double or triple punches!

When you achieve your goal or add a new member to your team you will receive one punch. Adding a new qualified team member gets you a total of three punches on your punch card!

Fill your punch card!

Let me know when your punch card is full and you will receive a fabulous prize from our prize table!

Hint...the larger the goal, the larger the prize!

Out of town Consultants will have the opportunity to view pictures of the prizes available at the time of winning.

Seminar Awards
2014



QUEEN'S COURT OF PERSONAL SALES
\$36,000 Personal Estimated Retail Production



QUEEN'S COURT OF SHARING
24 Qualified New Team Members

product
corner



"CC" Cream
Sunscreen Broad
Spectrum SPF 15

"Complexion Corrector," acts like makeup to instantly correct complexion imperfections while formulated like skin care to help nurture skin's beauty tomorrow.

Benefits & Claims

- **Protects:** with SPF15*.
- **Brightens:** Instantly amplifies skin and brightens the complexion.
- **Corrects:** Mineral-based pigments help correct the look of imperfections
- **Minimizes Redness:** Provides visible relief and minimizes the appearance of skin redness.
- **Conceals:** Instantly conceals the appearance of blemishes and dark circles/shadows. Calms troubled skin.
- **Hydrates:** For 10 hours.
- **Reduces Visible Signs of Aging:** Fine lines and pores appear less noticeable.
- **Defends:** Against free radicals.

Way to Go...

Full Circle Business Consultants

CONGRATULATIONS! To the following
ROCK STARS;

Dominique Di Carmine, Nona Brown
Amoruso and Siobhan Cleary!!!



March 2014

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
23	24	25 NC Training by phone see website for details	26	27 Last Day to Place Telephone Orders	28 Last Day to Place Online Orders Career Conference Registration Ends	1 Hopewell Junction 1 pm Model makeovers and training, guests welcome
2	3	4 NC Training by phone see website for details	5 Panera Bread 7 pm Scarsdale Meeting and makeovers Ash Wednesday	6 NYC The Network Studios 242 West 36th Street Global Makeovers 6pm - 9pm	7	8 Mary Kay Global Makeover Day Location tbd
9 Daylight Savings Time Begins	10	11 NC Training by phone see website for details	12 Panera Bread 7 pm Scarsdale Meeting and makeovers	13	14	15 End of Quarter - Bee a Star! Hopewell Junction 1 pm Model makeovers
16 Quarter 4 Star Consultant Quarterly Contest Begins	17 St. Patrick's Day	18 NC Training by phone see website for details	19	20 First Day of Spring	21 Week 1 of Career Conference 2014 Begins	22 Hopewell Junction 1 pm Model makeovers and training, guests welcome
23	24	25 NC Training by phone see website for details	26 Panera Bread 7 pm Scarsdale Meeting and makeovers	27	28 ProvidenceCareer Conference 2014 Begins; Last Day to Place Telephone Orders	29 No Hopewell Meeting we are at Career Conference
30	31 Last Day to Place Online Orders					



Look who invested in their business during January!

Name

- 1 Dominique Di Carmine
- 2 Roxanne Rich
- 3 Kimberly McCowen
- 4 Vivian Marrero
- 5 Sandy Fenton
- 6 Danielle Green
- 7 Dale Silva
- 8 Siobhan Cleary
- 9 Nona Brown-Amoruso
- 10 Lindsay Carrington
- 11 Susan Thorp-Dillon
- 12 Marisa Schiavone
- 13 Beth Bodemann

Amount

- \$594
- \$330
- \$303
- \$280
- \$246
- \$234
- \$232
- \$230
- \$221
- \$210
- \$207
- \$201
- \$130

PREMIER PLUS Rewards

Accelerate Your Success

January through **December 2014**





IT'S TIME TO be a star

Being a Star Consultant definitely has its perks! From prizes & company referrals to cash from your sales! You will want to shoot for the stars every quarter!



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Unit Goals!

10 BMW driving Brand
New
Sales Directors by June 30,
2014
Circle of Excellence

Rock Solid



DARIA ROCCO
Independent Senior Sales Director

89 Ridgmont Drive
Hopewell Junction, New York 12533

ph 845.226.4916

email dariarocco@gmail.com
web www.ourpinkstudio.com

to the beautiful

What's Inside

100 Leads in 1 Week...

Check out this amazing idea that will launch your business into the stratosphere!

Career Conference 2014...

Dallas is coming to a city near you! Are you going to be there?

Spring 2014 Promotion...

Check out the fun products MK has created for us this quarter!

January 2014 Results

Career Conference

Local · Social · Motivational

Dallas is coming to a city near you:

- March 21-22
- March 23-24
- March 28-29
- March 30-31

Don't Delay...

The Deadline for Registration is **February 28th!**



50 YEARS

Be your own hostess!

product preview!

Spring 2014



Be your own hostess! Call your customers to invite them to your exclusive **"Hello Sunshine"** product preview party! It's the perfect way to follow up on **The Look** and make new sales! Let each customer know that if she brings a guest you will have a gift for her. You can also use this time to book a personal appointment with your customer! The options for sales are endless! Start planning your **"Hello Sunshine"** event today!

