

Rock Solid

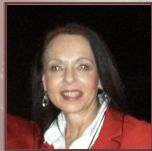
Daria Rocco | Independent Senior Sales Director



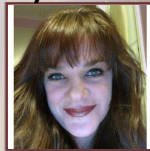
Newsletter for June 2014
April Results



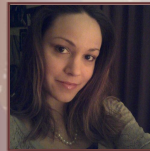
Queen of Wholesale
Adrienne Zeigler
runners up



Queen of Retail Sales
Siobhan Cleary
runners up



Queen of Sharing
Siobhan Cleary
runners up



Court of Sales!



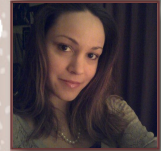
\$36,000 Personal Estimated Retail Production
Year to date results as of 5/15/2014



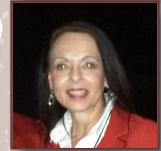
Siobhan Cleary
\$9,979



Dale Silva
\$7,647



Dominique Di Carmine
\$5,429



Roxanne Rich
\$4,069

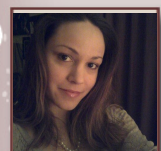


Carla Carter
\$3,702

Court of Sharing!



24 New Qualified Personal Team Members
Year to date results as of 5/15/2014



Dominique Di Carmine
2



Dale Silva
1

Consultant Name	Wholesale
1 Adrienne Zeigler	\$658
2 Roxanne Rich	\$265
3 Sara Varrone	\$264
4 Amanda Anderson	\$260
5 Dale Silva	\$248

Consultant Name	Sales
1 Siobhan Cleary	\$1,652
2 Carla Carter	\$263
3 Kimberly McCowen	\$200

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

EXCITING THINGS ARE GOING ON!!! We have a little more than 45 days to finish our 2014 Seminar Year. You can make a goal that works for you and your business goal.

I'd love to feature you in our newsletter and our weekly e-news. Please make sure you love the picture I have or you can upload your own favorite picture.

All of us are gearing up for the 2015 Seminar year which begins July 1st. Let the next 45 days be your springboard to success in the upcoming year. Have you attended our M. K. U.? Are you out there sharing your services for weddings, Employee Appreciation Day(s), Father's Day, Woman of Valore, Summer Bronzing kits and so much more?

The new Summer line is here for you to order. It is HOT!!!!!!! Taking the new products with you for an 'On the Go' experience helps your customers and potential customers see it, touch it, feel it, and smell it, which leads to you selling it! Let's get rocking and rolling to help as many women to look and feel their very best with our fabulous buffet of top of the line skincare.

We are BACK in our Hopewell Pink Studio with guests galore. Come on over with a few friends and let me share all that is new with you and your favorite few. Call me for times that I have available for you.

Sshhh! Want to know a secret? We are looking at a fabulous training studio near the Carmel/Brewster/Connecticut borderline...Stay tuned for more details!

I have also started offering "Birthday Beauty Bashes" to my preferred customers. They are AWESOME!!! Celebrating life with a few favorite friends can really add to the Mary Kay experience for your customers.

You are invited to join me in Dallas July 29 - August 2 to make one of the single best investments in your business. Register TODAY on your Mary Kay intouch website and then let me know you are registered. The minute I attended my very first Seminar I set out to earn--and DID earn--my very first free car within 3 Months! That was 10 free cars ago. I have never missed a Seminar since...

We are going National. I would love for you to be part of our Rock Solid Charter Directors that will be featured on stage when we debut.

With Your Success In Mind,Daria

BRUSH up on the Mary Kay® collection



Whether you're new to color or have been playing with color for years, this collection is what any makeup lover needs to apply makeup with precision for a polished, finished look.



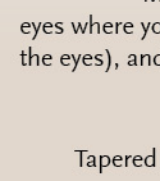
Mary Kay® Cheek Brush

Domed, natural bristles are ideal for sweeping color along cheekbones. Swirl cheek color in a circular motion along the cheekbones, starting at the apples of the cheeks.



Mary Kay® Powder Brush

The Mary Kay® Powder Brush provides an even application of loose or pressed powders to help "set" foundation. Apply powder starting in the T-zone and dust outward to the edge of the face. Apply bronzer across the bridge of the nose, temples, cheekbones and shoulders to create a healthy-looking glow.



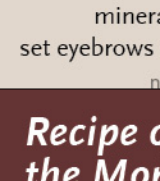
Mary Kay® Eye Color Brush

Natural bristles help allow even application and beautiful blending of Mary Kay® Mineral Eye Color. Apply color first to the areas of the eyes where you want to see the most color (lashlines or outer corners of the eyes), and then blend into the larger eyelid areas.



Mary Kay® Eye Crease Brush

Tapered bristles help provide a precise application for depth along the eye creases. Begin by placing the brush at the outer creases of the eyes and sweeping color inward. Use the tip of the brush to add brightening highlights to the inner corners of the eyes.



Mary Kay® Eyeliner/Eyebrow Brush

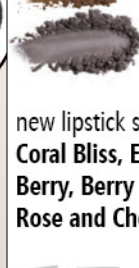
Firm, angled bristles of the eyeliner brush allow controlled definition of lashlines or brows and help to create a softened eyeliner application with mineral eye color. On the opposite end, stiff bristles on the eyebrow brush help set eyebrows in place. The mini comb helps to remove mascara clumps from the lashes.

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Summer 2014 Promotion New Limited Edition & Regular Line Products! May 16, 2014 – August 15, 2014



< **New shades! Mary Kay® Mineral Eye Color \$7 (regular line)**
Mix and match five new neutral eye shades: **Ballerina Pink, Rosegold, Driftwood, Stone and French Roast.**



New shades! Mary Kay® True Dimensions™ Lipstick \$18 (regular line) >

Glide on confidence with 10 new lipstick shades: **Tangerine Pop, Citrus Flirt, Coral Bliss, Exotic Mango, Sassy Fuchsia, Lava Berry, Berry a la Mode, First Blush, Tuscan Rose and Chocolate.**



< **Mary Kay At Play™ New Products (regular line)**
Create statement eyes and lavish lips.

Bold Fluid Eyeliner, \$10
Blue My Mind, The Real Teal, Hello Violet, Gold Metal

Triple Layer Tinted Balm, \$10
Pink Again, In the Plum, Orange You Lovely, Atomic Red

Mary Kay® Honeydew Satin Hands® Pampering Set \$35 (limited edition) >
Delight in sweet summer scents.



< **Beauty That Counts® Journey of Dreams™ Eau de Toilette \$25 (limited edition)**
Discover how you can help bring to life the dreams of women and children in need with this light, fresh floral scent. From May 16, - Aug. 15, 2014, \$2.50 will be donated from each sale of the fragrance to the Mary Kay Foundation.



Purchase-With-Purchase Offer \$5 >
Your customers can get this delightful satin pillowcase and matching branded drawstring bag for only \$5 (while supplies last) with the purchase of a TimeWise Repair® Volu-Firm® Set.



Recipe of the Month!

TERIYAKI EGG ROLLS

Ingredients:

- 3 ½ cups coleslaw
- 1 Tbsp canola oil
- 3 Tbsp teriyaki sauce
- 4 egg roll wrappers
- oil for deep frying
- sweet-and-sour sauce

Directions:

1. In a large skillet, sauté coleslaw mix in oil until crisp-tender.
2. Stir in teriyaki sauce and remove from heat.
3. Position one egg roll wrapper with a corner facing you (keep remaining wrappers covered with a damp paper towel).
4. Using a slotted spoon, scoop about 1/3 cup of the coleslaw mixture onto the bottom third of the wrapper.
5. Fold the bottom corner over the filling and then fold the remaining sides toward the center.
6. Moisten the top corner with water and roll up tightly to seal. Repeat with remaining wrappers and filling.
7. In an electric skillet, heat 1 inch of oil to 375 degrees.
8. Fry egg rolls for 1-2 minutes per side or until golden brown.
9. Drain on paper towels and serve with sweet and sour sauce.

Focus on the Finish!



The end of the Seminar Year is June 30th! You still have time to achieve your goals and these exciting challenges. Keep focused on building your business!

Class of 2014

08/01/2013-07/01/2014

Become a member of the Class of 2014 by building your team and debuting as a Director August 1, 2013 - July 1, 2014. Receive an exclusive **Class of 2014 ring**, a stunning **Mischka handbag** and **FREE registration to Seminar 2014** if you debut between Feb.1 and July 1, 2014!



Star Quarterly Contest

03/16/2014—06/15/2014

To participate in the **Star Consultant Quarterly Contest**, you must place a minimum of \$1,800 in wholesale Section 1 orders postmarked from March 16, 2014 through June 15, 2014.



Have a GRAND Week

05/01/2014-05/31/2014

When you generate a minimum of \$1,000 in suggested retail sales any (or each) week during the month of May and share your success story on the "Let's Talk" blog post you will be entered to **win \$1,000 in American Express gift cards!** There will be three winners each week, and the winners' posts will be featured on the Company's "Let's Talk" blog.



Wall to Wall Leaders

09/01/2013—09/01/2014

Debut as a Director and earn your name on the **Wall of Leaders** at Mary Kay Headquarters in Dallas! As a **Wall to Wall Leader**, you'll also earn all the fantastic rewards bestowed on the **Class of 2014**. Plus, you'll receive an invitation to the ice cream social and a picture with Darrell Overcash at the Prize Party at Seminar 2014 where you'll pick up one or more of these **gorgeous crystal-studded pyramid bracelets!**



All-Star Consistency

06/16/2013-06/15/2014

Being a Star Consultant every quarter definitely has its perks! **ALL** four-quarter Star Consultants who attend Seminar 2014 will **win a fifth prize exclusively** for four-quarter Star Consultants.



Seminar Awards

07/01/2013—06/30/2014

Queen's Court of Personal Sales... Court members must have a total of \$36,000 or more in personal estimated retail production received during the contest period.



Queen's Court of Sharing... Court members in the Queen's Court of Sharing must achieve 24 or more qualified new team members during the contest period.



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Court of Sales!

Name	Amount
1 Siobhan Cleary	\$9,979
2 Dale Silva	\$7,647
3 Dominique Di Carmine	\$5,429
4 Roxanne Rich	\$4,069
5 Carla Carter	\$3,702
6 Lindsay Carrington	\$3,101
7 Tina Salerno	\$2,768
8 Alma Roman Bailey	\$2,525
9 Ira Cohen	\$2,344
10 Kimberly McCowen	\$2,326
11 Millie Melendez-Hernandez	\$2,292
12 Marie William	\$2,201
13 Nona Brown-Amoruso	\$1,853
14 Marlena Di Carmine	\$1,695
15 Nicole Yost	\$1,672

\$36,000 Personal Estimated Retail Production
Year to date results as of 5/15/2014



Court of Sharing!

Name	Recruits
1 Dominique Di Carmine	2
2 Dale Silva	1
3 Tina Salerno	1
4 Carla Carter	1

24 New Qualified Personal Team Members
Year to date results as of 5/15/2014





STAR
consultant
program

GO for
the
GOLD

03.16.14
through
06.15.14





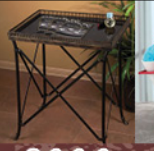


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Get your star on!

contest ends: 6/15/2014

1800 2400 3000 3600 4800

results date: 5/15/2014

Consultant Name	Credits	Current Star Level	Credits to Next Level
Daria Rocco	\$1,746		\$54
Adrienne Zeigler	\$658		\$1,142
Jeaneth Guzman	\$626		\$1,174
Marlena Di Carmine	\$348		\$1,452
Sandra Quezada	\$327		\$1,473
Andrea Long	\$318		\$1,482
Kimberly McCowen	\$299		\$1,501
Jennifer Surace	\$268		\$1,532
Sara Varrone	\$264		\$1,536
Roxanne Rich	\$264		\$1,536
Gretchen Auer	\$260		\$1,540
Amanda Anderson	\$260		\$1,540
Dale Silva	\$248		\$1,552
Marie William	\$245		\$1,555
Heremela Eshetu	\$232		\$1,568
Racheal Igharha	\$228		\$1,572
Pauline Cleary	\$228		\$1,572
Aldema Pereira Caliar	\$226		\$1,574
Alma Roman Bailey	\$226		\$1,574
Nicole Yost	\$226		\$1,574
Alicia Alfred	\$226		\$1,574

GIFT IDEAS
FOR EVERY KIND OF GUY



This Father's Day, you can help dads everywhere get the powerful protection or signature scent they deserve. After all, what family member wouldn't appreciate an amazing gift that's sure to put a smile on his face? Let your customers know you've got great grooming solutions for men from age-fighting moisturizer to fragrances!

Make sure to check out the **Mary Kay® Men's eCatalog** on InTouch for all the fabulous gift giving ideas!



April Weekly Accomplishment Sheets!

NAME	SALES	HOURS	WAGE
Carla Carter 4/27-5/3	\$263	2	\$53
Siobhan Cleary 4/2-4/8	\$468		
4/5-4/11	\$468		
4/8-4/14	\$468		
4/10-4/16	\$248		
Kimberly McCowen 3/30-4/5	\$200		
Daria Rocco 4/1-4/7	\$1,242		

Weekly Summaries
enter them online

I want to celebrate your success!

Click to www.marykayintouch.com >

Business Tools > Weekly
Accomplishments
> Enter Weekly
Accomplishments



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DIQs

Siobhan Cleary

Pauline Cleary
Heremela Eshetu
Citlili Falcon
Silvia Falcon
Michele Flores
Racheal Igharha
Aldema Pereira Caliar
Sandra Quezada
Joy Shields
Marie William
Zoila Rosa Penafiel Guaman*
Mr Bennett Aparico*
Stefanna Helena*
Yvette Small*
Esther Asibuo*
Olivia Meneses*
Nadia Minott*
Roseanne Rooney*
Annette Trotta-Flynn*

SENIOR CONSULTANTS

Nona Brown-Amoruso

Edith Tunstull

Dominique Di Carmine

Marlena Di Carmine
Ameris Poquette*
Jeaneth Guzman*

Kimberly McCowen

Sara Varrone
Sharon Doyle*
Melissa Hunt*
Susan Thorp-Dillon*

Marie William

Deborah William*
Marie Romelus*

PREMIER PLUS Rewards

Accelerate Your Success
**January through
December 2014**



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.



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!

Dana Fisher

Nyack, NY
rec... Daria Rocco

Jeaneth Guzman

Dover Plains, NY
rec... Dominique Di Carmine

Stefanna Helena

Bronx, NY
rec... Siobhan Cleary

Yvette Small

New York, NY
rec... Siobhan Cleary

Adrienne Zeigler

Fishkill, NY
rec... Daria Rocco

pink doing green

Be a part of our latest effort to make a difference. Mary Kay Inc. will plant one tree in the United States, in partnership with the Arbor Day Foundation and the U.S. Forest Service, for every 10 flip-top caps and/or color refill cases received by Mary Kay Inc.!

Items may be sent to:
Mary Kay Inc., Caps & Cases Program
Attn: Carlos Troncoso
1330 Regal Row
Dallas, TX 75247

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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.



June Birthdays

Name	Day
Mr Bennett Aparico	2
Beth Bodemann	3
Melissa Hunt	4
Toni Gruden	7
Olga Phelan	7
Beatrice Yeznaian	7
Olivia Meneses	10
Nora Asfour	20
Valerie White	21
Connie Fusco	25

June Anniversaries

Name	Years
Diana Baker	11
Sharon Doyle	7
Racheal Igharha	3
Charley Rogers	1
Roseanne Rooney	1
Annette Trotta-Flynn	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



The Mary Kay®
Sun Care Collection

Protect and replenish skin with these **sun-sational** products!

Mary Kay® Sun Care After-Sun
Replenishing Gel *(Limited Edition)*

This quick-absorbing gel replenishes moisture to skin with soothing botanical extracts rich in antioxidants.

Mary Kay® Sun Care Sunscreen
Broad Spectrum SPF 50

A lightweight, oil-free sunscreen for face or body that's enriched with antioxidant vitamins and free-radical scavengers.

Mary Kay® Sun Care Lip
Protector Sunscreen SPF 15

This helps keep lips protected and guarded from the drying effects of sun and wind.

Way to Go...

BRAND NEW DIQ in the House Siobhan Cleary
Whoop whoop!!! Brand new on track RED
JACKET Dominique Di Carmine!

Way to Go Ladies!!!

JOIN our closed group on Facebook for up to
the minute ideas, recognition and tips from the
top.



June 2014

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
1	2 Book A Thon see ourpinkstudio.com dial 641 715 3840 code 802180 # 7 pm	3	4 Marketing call dial 641 715 3840 code 802180 # 9 pm	5	6	7
8 Call to Excellence NSD Vivian Diaz 6417153840 code802180 # 9:30 pm	9 Book A Thon see ourpinkstudio.com dial 641 715 3840 code 802180 # 7 pm	10 Pizza and Possibilities location TBD 7 pm	11 Marketing call dial 641 715 3840 code 802180 # 9pm	12 SHOW ME THE MONEY with Million \$ NSD Best Western, Nyack 6:30 pm	13	14 Flag Day!!TACO DAY (totally awesome career opportunity) 3 pm
15 End of Quarter; Father's Day NSD Call 9:30 pm 9:30 pm	16 Book A Thon see ourpinkstudio.com dial 641 715 3840 code 802180 # 7pm	17	18 Marketing call dial 641 715 3840 code 802180 # 9pm	19 Pizza and possibilities 7 pm	20	21 First Day of Summer
22 Call to Excellence NSD Vivian Diaz 6417153840 code802180 # 9:30 pm	23 Book A Thon see ourpinkstudio.com dial 641 715 3840 code 802180 # 7pm	24	25 Marketing call dial 641 715 3840 code 802180 # 9pm	26 Cheesecake and Choices 7pm	27 Last Day to Place Telephone Orders	28 Muffins and Makeovers 11 am
29 Call to Excellence NSD Vivian Diaz 6417153840 code802180#	30 Last Day to Place Online Orders; Last Day of Seminar Year					



Oh, the places they'll go! With eager graduates looking for income, now is the perfect time to share the **Mary Kay opportunity!** Out of school and into summer fun and sun, graduates will love the freedom of setting their own schedules and sharing the things they love. Show her all the rewards of starting a Mary Kay business with the **Make Over Your Life eCatalog** today!



Look who invested in their business during April!

Name	Amount	Name	Amount
1 Adrienne Zeigler	\$658	12 Joy Shields	\$226
2 Roxanne Rich	\$265	13 Kimberly McCowen	\$225
3 Sara Varrone	\$264	14 Sandra Quezada	\$98
4 Amanda Anderson	\$260	15 Marlena Di Carmine	\$93
5 Dale Silva	\$248	16 Marisa Schiavone	\$76
6 Marie William	\$245	17 Dominique Di Carmine	\$55
7 Heremela Eshetu	\$233	18 Jennifer Surace	\$42
8 Pauline Cleary	\$228	19 Millie Melendez-Hernandez	\$37
9 Citlili Falcon	\$227	20 Siobhan Cleary	\$30
10 Silvia Falcon	\$227	21 Ameris Poquette	\$29
11 Nicole Yost	\$227		

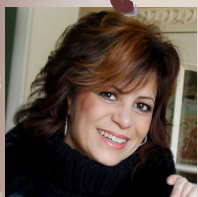
STOCK UP for summer

Summer is almost here... make sure your customers have everything they need to stay pampered and protected. Stock your shelves now with the Mary Kay® Sun Care Collection!



Win a Grand

Rock Solid



DARIA ROCCO
Independent Senior Sales Director

89 Ridgemont Drive
Hopewell Junction, New York 12533

ph 845.226.4916

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

Join the *Have a GRAND Week* sales challenge and enter to win **\$1,000!** Log onto InTouch today for all the details.

May 1 - 31, 2014

Unit Goals!

Our Unit goal is to become a PINK CADILLAC UNIT. I want to promote 10 BMW Winning Directors by September 30, 2014.

My personal goal:
To finish our National Area!!!

to the beautiful

What's Inside

Focus on the Finish...

This Seminar Year is coming to an end! Keep your eye on the prize and you can complete these challenges!

Brush up on your Brushes...

Check out this quick how to guide for our amazing brush collection!

Summer 2014 Promotion...

Check out summer's hottest new products.

April 2014 Results

Limited Edition[†] Beauty that Counts[®]
Journey of Dreams™ Eau de Toilette



help dreams take flight

[†]Available while supplies last.

the gift that gives back

Here comes the Bride

celebrate

Bridal Elegance and enchantment

Summer marks the beginning of a very special season in beauty...

bridal beauty! As you pull out your brushes in preparation for her special day, don't forget to **share the fun!** Invite the bride and all of her bridesmaids to a pre-wedding pamper session.

Call your customers to start booking "Bridal Bliss" parties today!

