

Butters National Area—Building Wall to Wall Leaders

Directors-In-Qualification

April 2014
March Results



**Renee
Blodgett**
Sheets Unit



**Marcia
Buttgen**
Butters Unit



**Kokena
Donnelly**
Lawton Unit



**Danielle
LoScalzo**
Erling-Lingerfelt Unit



**Miriam
Orta**
Garza Unit



**Beatrice
Pantoja**
Santoya Unit



**Paty
Gonzalez**
Caballero Unit



**DIQ Kokena
Donnelly**
\$7,045
Lawton Unit



**DIQ Miriam
Orta**
\$6,830
Garza Unit



**FD Lori
Marks**
\$6533
Erling-Lingerfelt
Unit



**DIQ Beatrice
Pantoja**
\$5,142
Santoya Unit



**TL Gloria
Gaddis**
\$5,002
Erling-Lingerfelt
Unit



**FD Jean
Vaughn**
\$4,050
Pearce Unit



**DIQ Renee
Blodgett**
\$4,004
Sheets Unit



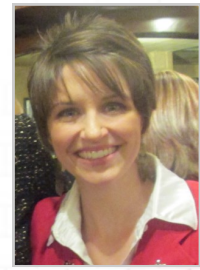
**DIQ Danielle
LoScalzo**
\$4,002
Erling-Lingerfelt
Unit



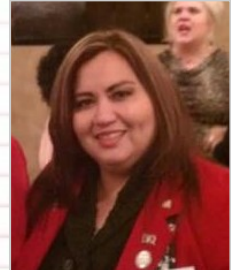
**FD Lindsey
Smith**
\$2,860
Griffin Unit



**DIQ Marcia
Buttgen**
\$2,826
Butters Unit



**TL Katie
Holman**
\$2,769
Holman-Kirk Unit



**DIQ Paty
Gonzalez**
\$2,649
Caballero Unit



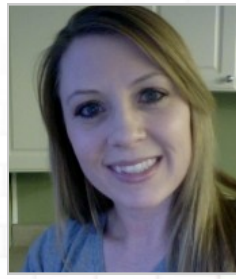
**TL Melissa
Tingen**
\$2,270
Malsch Unit



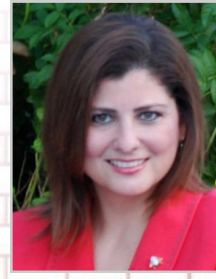
**FD Elizabeth
Kalombo**
\$2,228
Stellmaker Unit



**TL Angie
Hacking**
\$2,162
Harmon Unit



**TL Judith
Ludlow**
\$1,816
Griffin Unit



**TL Violeta
Benavides**
\$1,700
Butters Unit



**TL Gayla
Frohwein**
\$1,538
Lyons Unit

Career Conference Highlights!!



Career Conference Highlights!!





WOOHOO! Lori Marks
 from the Lingerfelt Unit completed
CAR production and will be **DRIVING FREE**
 this spring in her **NEW Chevy Cruze!!**



ON THE ROAD TO DRIVING FREE!!

*On-Target
 Grand Achievers*



Miriam Orta
 Maria Garza



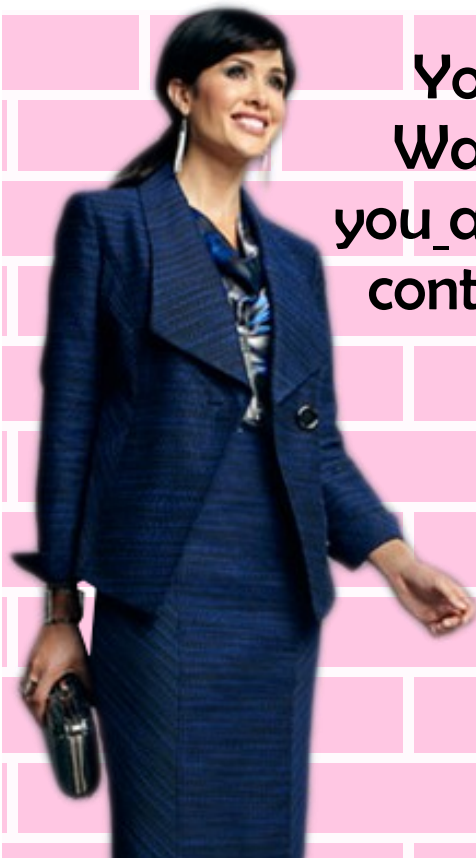
Beatrice Pantoja
 Pricilla Santoya



Kokena Donnelly
 Asenath Lawton



Gloria Gaddis
 Shannon Erling-Lingerfelt



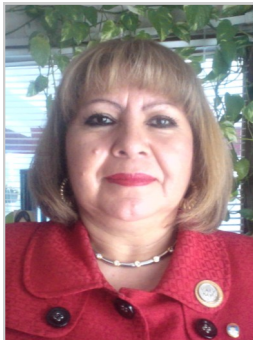
You are going to want to debut as a
 Wall -to-Wall Leader at Seminar so that
 you and your Senior can attend an exclusive
 continental breakfast in NSD Mona's suite
 with special guest, Tracy Giese.

**Day 0, July 23
 at 10AM**



Future Directors 8+ Active Recruits

Consultant
Director Unit



Maria Gamboa
Lourdes James



Elizabeth Kalombo
Suzi Stellmaker



Lori Marks
Shannon Erling-
Lingerfelt



Julie Myers
Lori Schultze



Jana Rampton
Janet Harmon



Lindsey Smith
Julie Griffin



Jean Vaughn
Cheri Pearce

The excitement from Career Conference continues with a special bonus!

NOW through June 30, 2014, Career Conference 2014 attendees who place a Section 1 wholesale order of \$225 or more will receive the Mary Kay Makeup Finishing Spray by Skindinavia as a bonus! It's the perfect product to help prevent warm weather makeup meltdowns, and, of course, it's always fun to get an unexpected perk, right? See all the details on InTouch



IMPORTANT INVENTORY NOTES: Beginning May 16 several Mary Kay® products are phasing out due to low sales or to make room for exciting new products and will move to the "Last Chance" section of the May 16, 2014, Consultant order form. The anticipation of phase-outs sometimes causes an upturn in orders, and the current inventory may be depleted sooner than anticipated, so you may want to stock up while supplies last.

NOTE: *Mary Kay® Creme Lipsticks* in Midnight Red and Merlot have already begun to run out at the branches.

Section 1:

- **Mary Kay® Mineral Eye Colors:** Silky Caramel, Black Pearl, White Lily, Sienna, Cinnabar, Almond and Golden Vanilla
- **Mary Kay® Mineral Eye Color Bundles:** Beautiful Brown, Brilliant Blue, Gorgeous Green and Hypnotic Hazel
- **Mary Kay® Creme Lipsticks:** Sunny Citrus, Blaze, Sunlit Sand, Hot Mocha, Nutmeg, Amber Glow, Boysenberry, Midnight Red, Fuchsia, Icy Peach, Whisper, Copper Star, Bronzed and Merlot
- **Mary Kay® Medium-Coverage Foundations:** Ivory 105, Ivory 202, Beige 305 and Bronze 808 due to low sales. (Please refer to Product Central the Foundation Comparison Chart for recommended replacement shades.)
- **Mary Kay® Brow Tools**
- **Mary Kay® Brow Pencils:** Soft Black and Soft Auburn

Section 2:

- **Mary Kay® Mineral Cheek Color Samplers** (sheet of 18): Bold Berry, Cherry Blossom, Cinnamon Stick, Citrus Bloom, Dark Cherry, Golden Copper, Shy Blush, Sparkling Cider, Strawberry Cream and Sunny Spice, due to low sales of the samplers. (Section 1 Mary Kay® Mineral Cheek Color will remain part of the regular line.)
- **Mary Kay® Color Cards (pk./5):** Neutrals and Chocolates due to Mary Kay® Mineral Eye Color shades contained in these looks being discontinued this quarter. Be assured that we will continue to offer Mary Kay® Color Cards (pk./5) in Berries. (Color shade charts will be updated May 16 with Mineral Eye Color combinations and application instructions to help you create your own sampling bundles.)
- **Velocity® Eau de Parfum and Velocity® for Him Sampler Towelettes**
- **Thinking of You® Eau de Parfum Sampler Towelettes**, due to repackaging in vials scheduled to launch Aug. 16.

For the latest inventory updates, please check the "Out of Stock" page on Product Inventory Updates site.

M.O.N.A

MOST • OUTRAGEOUS • NATIONAL • AREA



"What's in Your Basket?"

Sell 30 Individual Color Items
and earn a
Wonder Woman "Easter" Bag



Team Leaders 5+ Active Recruits

Consultant
Director Unit



Jill Albin
Kym Holman-Kirk



Violeta Benavides
Mona Butters



Diana Bowlby
Becky Lyons



Valerie Carter
Janet Harmon



Melody Oertle
Kerri Bunker



Suzy Duwe
Suzi Stellmaker



Shaunee Fitzgerald
Kerri Bunker



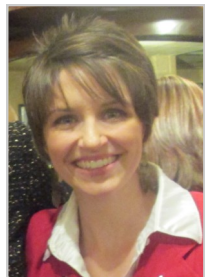
Gayla Frohwein
Becky Lyons



Gloria Gaddis
Shannon Erling-
Lingerfelt



Angie Hacking
Janet Harmon



Katie Holman
Kym Holman-Kirk



Candace Holte
Mona Butters



Lillie Jorgensen
Kym Holman-Kirk



Barb Koster
Mona Butters



Margaret Krob
Hillary Malsch



Judy Ludlow
Julie Griffin



Misty Nielson
Julie Griffin



Cindy Shearer
Suzi Stellmaker



DaNielle Spendlove
Julie Griffin



Suelyn Thomas
Julie Griffin



Melissa Tingen
Hillary Malsch

Little things that everyone in business appreciates include being on time for appointments and returning telephone calls promptly. When you fail to follow through on a seemingly insignificant detail, you send the message, "You're not important enough for me to care about you." -Mary Kay

Star Team Builder

3+ Active Recruits

Consultant
Director Unit



Liza Condon
Becky Lyons



Shaunna Corcoran
Hillary Malsch



Emily Davis
Lori Schultze



Jesi Dewey
Julie Griffin



Beatriz Elizondo
Juanita Cuevas



Kathleen Erickson
Asenath Lawton



Jennifer Gagner
Myrra Dunnick



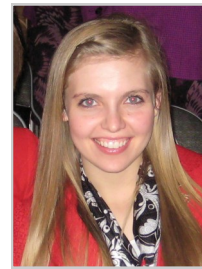
Bertha Garcia
Angelica Virjan



Connie Gray
Kerri Bunker



Jenny Greve
Kerri Bunker



Camille Griffin
Julie Griffin



Susan Halvorson
Kerri Bunker



Denise Harlan
Mona Butters



Fern Haskins
Karen Buehrer-Hill



Chelsie Haws
Julie Griffin



Betty Ishoy
Janet Harmon



Rosalinda Juarez
Elia Flores



Tabitha Kelly
Mona Butters



Mary Korth
Barbara Lindquist



Silvia Maldonado
Juanita Cuevas



Laura Martin
Kerri Bunker



Patricia McKnight
Karen Buehrer-Hill



Lamar Mier-Martinez
Lourdes James



Katherine Nunez
Asenath Lawton



Antonia Olivarez
Juanita Cuevas



Abigail Quaye
Cheri Pearce



Ruth Shepherd
Mona Butters



Chandra Smith
Julie Griffin



Barbara Starkweather
Barbara Lindquist



Tausha Stokes
Julie Griffin

Star Team Builder 3+ Active Recruits

Consultant
Director Unit



Conni Thoms
Mona Butters



Gaile Tolbert
Suzi Stellmaker



Lindsay Twitchell
Janet Harmon



Leigh Ann
Van Epps
Myrra Dunnick



Cyndi Wiggins
Deborah Muscutt



Jo Ann Yanez
Elia Flores



Enrollment is **NOW OPEN** for the mailing of the **SUMMER Look** through April 15th
ONLY .70 per name | Mails May 16th

Grab your "Passport to Fun" and take a fabulous beauty trip in the latest issue of The Look! Your customers will discover travel-ready products for everything from beach vacations to weekend road trips. Plus, they'll find new lip and eye colors perfect for summer looks that go from surf-side casual to wedding bliss. Enroll your customers to receive The Look through the Preferred Customer ProgramSM, and they'll receive our NEW seal sampler of limited-edition Journey of DreamsTM Eau de Toilette – the new fragrance that gives back.

WHY PREFERRED CUSTOMER PROGRAM: By Sales Director Sondra Weaver

PCP is the best bang for your buck anywhere. Did you know that to mail out a Look Book it cost \$1.25.... and to have MK send it out though the PCP program is cost you 70 cents per name.

- + If you have a big customer base or a medium size base this is the most effective way to keep in contact with them.
- + If you have a very small customer base it is important to treat them just as special as you would if they were part of a huge customer base.
- + If you only sell to family and friends they deserve to be treated as special as if they were part of a larger based business.
- + PCP makes you look more professional and serious about your business.
- + PCP gives you a reason to call them after they get the book
- + They know about the Free Gift with Purchase when they are getting the PCP mailing.
- + There is always a free sample included in the PCP Look Book...we love samples
- + You always get the Look with the sample mailed to you at the same time it is mailed to your customers for free.

HOW TO GET STARTED: if you have not used PCP before you just simply go to My Customers and enter your customers information. They will be automatically transferred to the PCP list where you can check who you want to send it to.

WHAT IS MONTH 2 MAILER? Month 2 mailer is a smaller brochure with a focus on certain products such as lips, body care, eye & cheek color etc. **THE COST FOR THIS MAILER IS ONLY .45 cents!!!**

You are the president of your company. large company, med size or small company it does not matter.. give your clients the treatment they deserve.

SEMINAR 2014

July 22-26

The Adolphus Hotel

Our last Seminar Director Meeting—more fun than a meeting!
Day 00 July 22 at 7:30PM

Price to be announced.

Wall -to-Wall Leaders and their Senior to an exclusive continental
breakfast in Mona's suite with special guest, Tracy Giese.

Day 0, July 23 at 10AM

M.O.N.A. Awards Banquet

Recognition of Top 10 in all Courts

Miss Go-Give, Rookie of the Year, Most Improved

Man of the Year

Top 20 Units

Day 0, July 23 at 6:30PM

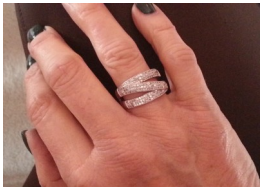
Awards Dinner \$59, check or propay transfer

The Adolphus Hotel

Prizes

Princess Court Winners Sales is \$20,000 Retail and/or
Court of Sharing is 12 Q Team Members.

\$200,000 Unit Club



Top 10 will receive a diamond for their slide or the
Unit Club Ring

Limo for Royalty Reception Directors & their spouses.

See you in **DALLAS!**

We are Building Wall to Wall Leaders -DIQs



Paty Gonzalez
Caballero Unit



Miriam Orta
Garza Unit



Marcia Buttgen
Butters Unit



Renee Blodgett
Sheets Unit



Danielle LoScalzo
Lingerfelt Unit



Beatrice Pantoja
Santoya Unit



Kokena Donnelly
Lawton Unit



Kylie Mabe
Caballero Unit

Consultant Court of Sales

\$36,00 Retail Sales National Court

\$20,000 Retail Sales
M.O.N.A. Princess Court

#1	Kylie Mabe	Caballero Unit	\$37,734
#2	Susan Monnin	Pearce Unit	\$25,704
#3	Bette Haeg	Kirk Unit	\$25,083
#4	Gloria Gaddis	Lingerfelt Unit	\$24,332
#5	Beth Kalombo	Stellmaker Unit	\$22,250
#6	Nolvia Manriquez	James Unit	\$21,750
#7	Melissa Tingen	Malsch Unit	\$20,243
#8	Kathleen Erickson	Lawton Unit	\$19,032
#9	Marcia Buttgen	Butters Unit	\$17,723
#10	Susan Scheponick	Pearce Unit	\$16,946
#11	Jean Vaughn	Pearce Unit	\$16,639
#12	Shaunee Fitzgerald	Bunker Unit	\$16,528
#13	Lori Marks	Lingerfelt Unit	\$15,974
#14	Judy Ludlow	Griffin Unit	\$14,898
#15	Suelyn Thomas	Griffin Unit	\$14,233
#16	Peigi Sakota	Murdock Unit	\$14,151
#17	Emily Davis	Schultze Unit	\$13,781
#18	Suzanne Katin	Muscutt Unit	\$13,760
#19	Carly Kelley	Malsch Unit	\$13,514
#20	Cyndi Wiggins	Muscutt Unit	\$13,413



**New Grand Achiever
Car Driver
Lori Marks
Lingerfelt Unit**

On-Target Grand Achievers

Kokena Donnelly	Lawton Unit	\$7,045
Beatrice Pantoja	Santoya Unit	\$5,142
Miriam Orta	Garza Unit	\$5,006
Gloria Gaddis	Lingerfelt Unit	\$5,002

All Consultants who add 2 NEW ACTIVE TEAM MEMBERS EACH MONTH from January thru June with a total of 12 will earn a FREE MONA Awards Banquet Ticket.

On-Target Winners

Gloria Gaddis –Lingerfelt Unit
Beatrice Pantoja –Santoya Unit
Lori Marks –Lingerfelt Unit

NEW M.O.N.A Pin March Winners

First Qualified Team Member

Carlos Quintanilla
Garza Unit

Kathleen Yruegas
Dunnick Unit

My \$100 Story

It has been an honor and a blessing to receive from God the gift of embracing Mary Kay into my life.

This April Marks my 8th year anniversary in Mary Kay and I could say how great of a journey this has been for me however.

Words alone cannot express what Mary Kay has meant to me. Having been raised in Mexico, I saw 1st hand opportunities were narrow for prosperity. It was not until my family moved to the United States when I was 17 years old that I realized how blessed we are to live in a different world full of challenges but mostly blessings and that the USA is truly a place where opportunities exist at a every step of the way and every corner. I couldn't imagine having all the great blessings that I have now.

The Freedom, I value the most, the security and abundance and being able to seek the Lord at any time.

I have never, even in my wildest dreams, imagined myself being a teacher, coach and mentor with Mary Kay. I teach skin and color cosmetics and I coach women to success and I mentor aspiring directors.....WOW, what a title!! I remember 8 years ago, I was lost, insecure, not satisfied, full of resentment and I would ask myself, why should I feel this way? I am in the best country in the world with the best opportunities, with an amazing husband and 3 kids , and I am only 27. One thing for sure that was missing big time—GOD. He was always seeking for me and he invited me into a career where I been learning how amazing it is to take him 1st in you life, in your faith, in your every small and big details. Now I realized how selfish of a person I was. He use Mary Kay to change me and renew me. I am so blessed everyday to have a reason to make things happen and not to give up. I have learned to be strong, to persevere, to find ways to make it happen and to always find the solution instead of looking at the obstacle. My family keeps me excited and ignited! They are my best trophy and I thank God for trusting me with an awesome husband and 4 amazing children to care and enjoy, thank you my Lord! I recall one time being very frustrated and saying...grrrr I can't do this! ..and my daughter Aileen said to me: "Gladys Ramirez, what is wrong with you? Bring back my mother! My mother only says, 'I can do it!'"

We truly not only empower women with our business, but we also do much in our home with our family.

What Mary Kay has done in my life, is amazing. Not only do I feel secure of who I am and where I am going, but I know God empowers me to enrich women with this amazing career opportunity. It brings me so much joy to see women like Alejandrina Pina that once was shy and afraid of even speaking and was afraid to embrace her dreams and possibilities and now I find her three years later full of energy, blessed with the power of god, and taking her business with so much passion! That for me is priceless and favor from God.

I am so thankful to have amazing friends in my Mary Kay family that always pour believe in me that even at my lowest they can tell me You are awesome and amazing I believe in you! That is true blessing from the Lord. There have been times that I had question my future in Mary Kay. My mentor Mona Butters was loving and caring to take me aside and empower me with words of wisdom and trust and grounded me firmly back on my feet following my DREAM. The way she cares for people the way she does, for me, is blessing from the Lord!

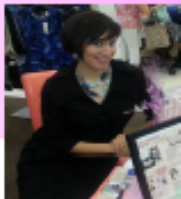
I know that I have many great things waiting for me to accomplish, my train keeps going. At times I wonder What if I would have spent the \$100 to buy my kids outfits which I was originally planning on buying at Target the day I was offered the MK opportunity by two amazing women, Luz Maria Cruz and Karen Humaran. But this is what \$100 did in my life ...it took \$100 to meet Diana Caballero who push me to go to Seminar, so I could start something beautiful, it took \$100 to meet the best mentor I will always cherish, Mona Butters. It took \$100 to enlarge my vision when I saw 1st hand at seminar how wonderful Mary kay is all about. It took \$100 to have the best relationship with my mother, it took \$100 to renew my marriage, and to have the opportunity to be with my children without relying on Day care, It took \$100 to enjoy the blessing of awesome friendship, it took \$100 to earn 3 cars, it took \$100 to travel because all I knew was Texas and Oklahoma! it took \$100 to earn my 1st beautiful professional suit, it took \$100 to be onstage for my 1st Diamond bee. It took \$100 to have new dreams and goals that the Lord trusted me with and it took \$100 to know the Lord and build a beautiful relationship with him. Do I believe \$100 was well spent?

ABSOLUTELY!

I know in my heart that once you have a purpose, there is always a new path to embrace, we all have seeds of greatness and much more love to give to others, God said, take care of my people and I will take care of yours!. My life has truly been blessed with much vision, with a courageous heart and for sure I believe the best is yet to come! :)

Thank you Lord, thank you Mary Kay thank you to the women reading this, because you truly empower me with your stories, love and ideas. I pray so we can continue have to have faith in the Lord, in our dreams and to empower more women :)

With much Love and Respect! *Sr Sales Director Gladys Ramirez*





SHARING THE *Love* MARY KAY OPPORTUNITY PROMOTION!

Mary Kay Ash created her Company, Mary Kay Cosmetics, with the mission of Enriching Women's Lives®, and now women around the world LOVE MARY KAY because of the rewarding opportunity that they have discovered. This April, I would like to invite **YOU to discover your potential, too!** And with this special Share the Love promotion, the opportunity is even sweeter!

**NOW! You can start your Mary Kay
business for only ~~\$180~~ \$75!**

*Let's Get
Started!*



For April only, \$75 gets you the Starter Kit! The starter kit contains everything that you need to start your business, including full retail-sized products (for classes or yourself!), training tools, videos, samples, books AND MORE!!!

