

Butters National Area—Building Wall to Wall Leaders

Directors-In-Qualification

January 2014
December Results



Shaunee
Fitzgerald
\$1,785
Bunker Unit



Danielle
LoScalzo
\$7,593
Erling-Lingerfelt Unit

TEAMS WITH \$1500+ MONTHLY PRODUCTION



FD Jean Vaughn
\$8064
Pearce Unit



TL Lori Marks
\$6,929
Erling-Lingerfelt Unit



FD Lindsey Smith
\$3,447
Griffin Unit



FD Marcia Buttgen
\$2,388
Butters Unit



TL Jill Albin
\$2,155
Holman-Kirk Unit



SR Thea Madden
\$2,066
Hill Unit



TL Renee Blodgett
\$1,822
Sheets Unit



FD Margaret Krob
\$1,769
Malsch Unit



TL Melody Oertle
\$1,646
Bunker Unit



SR Suzy Duwe
\$1,534
Stellmaker Unit

#1 A gorgeous *Class of 2014 Ring*

#2 A stunning *Badgley Mischka Handbag*



#3 From Sept. 1, 2013, to Sept. 1, 2014, every Mary Kay Independent Beauty Consultant who debuts as an Independent Sales Director will earn her *name on the Wall of Leaders* at the Mary Kay world headquarters in Dallas!

Plus those who debut Feb 1—July 1, 2014 will receive FREE registration to Seminar 2014!!



Bravo! Red



Director Lori Schultze & Emily Davis
Bravo! Red Event in Des Moines



Top 5 Team Production at Bravo! Red Event

Bravo! Red



Director Becky Lyons & Diana Bowlby

Bravo! Red Event in Des Moines



Director Suzi Stellmaker & Suzy Duwe



NSD Mona & Marcia Buttgen

Welcome Back BONUS(es)



Former Independent Beauty Consultants who sign an Independent Beauty Consultant Agreement from Jan. 1 – 31, and purchase a \$25 Second Chance Starter Kit or \$100 Starter Kit, are eligible to receive:

- **ONE FREE TimeWise® Replenishing Serum +C @product** and a **\$25 credit on their first product order** of \$400 - 599 wholesale (excluding shipping, handling and tax) placed in the month of January or February. *The free product and credit will not apply to subsequent orders.*

- **TWO FREE TimeWise® Replenishing Serum +C® products** and a **\$50 credit on their first product order** of \$600 or more (excluding shipping, handling and tax) placed in the month of January or February.

The free product and credit will not apply to subsequent orders.

No greater opportunity for women exists than the one we have to offer. The Mary Kay family throughout the world is "on a roll!" In any given minute throughout the day somewhere around the world a skin care class is being held where women find new self-esteem in learning how to make the most of their faces and thus to feel better about themselves. In many cases they become so excited they join our Mary Kay family, and their lives take on new meaning. - Mary Kay

Future Directors

8+ Active Recruits

Consultant
Director Unit



Diana Bowlby
Becky Lyons



Valerie Carter
Janet Harmon



Stacie Falk
Laurie Johnson



Jennifer Gagner
Myrra Dunnick



Julie Myers
Lori Schultze



Lindsey Smith
Julie Griffin



Suelyn Thomas
Julie Griffin

Important Company News. Raising the minimum "Active" order size

Beginning March 1, 2014 Independent Beauty Consultants must place a min.\$225 wholesale Section 1 order to achieve "active" status and \$450 retail to qualify for the Earned Discount Privilege. This is an increase from the current \$200 wholesale requirement.

HOW TO PREPARE: Talk to your Sales Director to learn how this change can benefit you. Consider asking her advice on products you can add to your inventory based on your customers, how to grow your customer base and how to meet more needs of your existing customers with additional Mary Kay® products!

Team Leaders

5+ Active Recruits

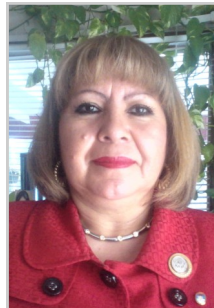
Consultant
Director Unit



Violeta Benavides
Mona Butters



Gayla Frohwein
Becky Lyons



Maria Gamboa
Lourdes James



Paty Gonzalez
Diana Cabellero



Misty Nielson
Julie Griffin



Cindy Shearer
Suzi Stellmaker



DaNielle Spendlove
Julie Griffin



Melissa Tingen
Hillary Malsch

Never quit.

If you fall...get right back up.
It doesn't matter what happened yesterday.

Today's a new day.

It's up to you to get back on track.
It's up to you to move closer to your goals & dreams.

You can do it.

Wonder Woman

Can & Will Be
a Team Builder



CONSULTANT CHALLENGE

*Wonder Woman Can &
Will Be a Team Builder
2 New Active Team Members
in January*



DIRECTOR CHALLENGE

CELEBRATE STRONG AT CAREER CONFERENCE!

**"TIME" to Share Challenge
Contest Dates ~ Dec. 1 through Feb. 28**

**All Directors who add at least 6 new
qualified personal team members will
earn this beautiful, one-of-a-kind
Mary Kay watch.**



Star Team Builder

3+ Active Recruits

Consultant
Director Unit



Annette Barnes
Kerri Bunker



Sugey Blanco
Alejandrina Pina



Colette Checketts
Julie Griffin



Jen Christy
Lori Whitnell



Shaunna Corcoran
Hillary Malsch



Emily Davis
Lori Schultze



Emily Davis
Lori Schultze



Jesi Dewey
Julie Griffin



Gina Echols
Mona Butters



Laura Escobedo
Elia Flores



Ramona Garcia
Diana Caballero



Connie Gray
Kerri Bunker



Camille Griffin
Julie Griffin



Angie Hacking
Janet Harmon



Denise Harlan
Mona Butters



Fern Haskins
Karen Buehrer-Hill



Chelsie Haws
Camille Griffin



Suzanne Hazelbaker
Lori Schultze



Andrea Heywood
Julie Griffin



Katie Holman
Kym Holman-Kirk



Tabitha Kelly
Mona Butters



Kelly Korpusik
Cheri Pearce



Mary Korth
Barbara Lindquist



Barb Koster
Mona Butters



Audrey Lee
Jana Rampton



Judy Ludlow
Julie Griffin



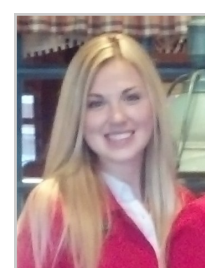
Patricia McKnight
Karen Buehrer-Hill



Rita Menifee
Cheri Pearce



Antonia Olivarez
Juanita Cuevas



Sara Reed
Kym Holman-Kirk

2014-2015 Suit Collection

RUNWAY-READY



Create the Look



that suits YOU!

Director Only Services



Online ordering begins
Jan. 9, 2014



Orders placed through Feb. 10, 2014, will receive a discount of 20 percent. This discount will only be applied to orders placed Jan. 9 – Feb. 10, 2014. The discount is offered to encourage early ordering. Orders placed in this time frame are considered "guaranteed delivery by Seminar."

Star Team Builder

3+ Active Recruits

Consultant
Director Unit



Sherilyn Shelley
Mona Butters



Gaile Tolbert
Suzi Stellmaker



Leigh Ann
Van Epps
Myrra Dunnick



Jennifer Whitmore
Mona Butters



Cyndi Wiggina
Deborah Muscutt



CHOOSE YOUR SUCCESS!

CHOICE GIVES YOU POWER.

And you get to choose everything about your future.

Too many people will never take that step – never acknowledge that they are the architects of their life and their business. It's too easy to blame someone or something else for their apparent inability to become a success.

Successful people aren't that way by accident. They didn't just happen to fall into it. They chose it. Strategically.

The only thing standing between you and that audacious dream of yours was your willingness to choose, so you can stop all the complaining and sobbing and hanging on to your story about why it's all just so difficult. Get on with the business of being successful.

Successful people are not the ones telling you how hard it is, are they?

The ones telling you it can't be done are those who aren't doing it. They are attached to their identity as a person who struggles, who carries on in the face of insurmountable odds, who take on too much and crumple under the pressure because they are addicted to the attention they get for the struggle.

Choose today, right now, to let all that go.

Choose to stop seeking credit for all you've been through and start seeking the personal satisfaction that only comes with accomplishment.

Choose to stop wallowing in your need to be validated for your suffering.

Choose to release your white-knuckled grip on your need for sympathy and validation from other people and start doing the things successful people do.

They choose a goal (how much, by when).
They determine what it will take to reach that goal.
Then they go do that.

They do not wait for permission.

They do not look for affirmation from others.
They don't waste their time allowing drama to infect their life.
And they do not seek credit for trying.

You can be enormously, abundantly successful or you can be a martyr. You can't be both.

Dream
BIG

CAREER CONFERENCE|14



Career Conference Dates:

Week 1: March 21-22 and March 23-24, 2014

Week 2: March 28-29 and March 30-31, 2014

Earn Special Recognition at Career Conference!



Movin' on Up Challenge!

Independent Beauty Consultants who from Nov. 30, 2013—Feb. 28, 2014, achieve and maintain a new step on the career path of **Star Team Builder, Team Leader, Future Sales Director or Director-in-Qualification** will receive a name badge ribbon and onstage recognition.



Class of 2014

Independent Sales Directors who debut from Aug. 1, 2013, through March 1, 2014, will receive a name badge ribbon and onstage recognition.

Celebrating the First Year in My Mary Kay Business

Independent Beauty Consultants who submit their Independent Beauty Consultant Agreements from March 1, 2013, through Feb. 28, 2014, will receive a name badge ribbon and standing recognition.



I'm a Star!

Independent Beauty Consultants who achieve Star Consultant status from Dec. 16, 2013, to Feb. 28, 2014, will receive a name badge ribbon.

On-Target All-Star Consistency Challenge

Independent Beauty Consultants and Independent Sales Directors who achieve three quarters of consistent Star Consultant status from June 16, 2013, through Feb. 28, 2014, will receive a name badge ribbon and standing recognition.



On-Target Seminar 2014 Courts & Double Star Achievement

Independent Beauty Consultants who achieve at least one of the following:

- At least \$24,000 in estimated personal retail production from July 1, 2013, through Feb. 28, 2014, will receive a name badge ribbon and onstage recognition.
- At least 16 new personal team members from July 1, 2013, through Feb. 28, 2014, will receive a name badge ribbon and onstage recognition. *New team members need not be qualified at this time.*



Independent Beauty Consultants who achieve on-target status for the Queens' Courts of Personal Sales and Sharing from July 1, 2013, through Feb. 28, 2014, will receive a name badge ribbon, onstage recognition and a special gift.

Career Conference Special Luncheon

- Independent Beauty Consultants who from Dec. 1, 2013, through Feb. 28, 2014, **add two qualified* new personal team members** will be invited to this special luncheon held in their honor.
- Qualified* new Independent Beauty Consultants who **add one new qualified* team member** from Dec. 1, 2013, through Feb. 28, 2014, also will be invited to attend the luncheon.



Lets get excited!



Career Conference 2014

will be here before you know it and now is the time to start focusing on moving up the career ladder. Plus, when you do, there is recognition in store for you at Career Conference 2014!

What's in store for you?

- Great education
- Fun, bonding time
- Valuable idea sharing
- Sneak peeks at upcoming products
- Dazzling celebrations
- Terrific recognition
- Plus, a surprise or two!



Consultant Court of Sales

\$36,00 Retail Sales National Court

Kylie Mabe
Caballero
Unit

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



Consultant Court of Sharing

24 Qualified Recruits National Court

Jean Vaughn
Pearce
Unit

12 Qualified Recruits
M.O.N.A. Princess Court

#1	Kylie Mabe	Caballero Unit	\$30,041
#2	Susan Monnin	Pearce Unit	\$20,254
#3	Bette Haeg	Kirk Unit	\$19,039
#4	Susan Scheponick	Pearce Unit	\$16,531
#5	Melissa Tingen	Malsch Unit	\$16,156
#6	Nolvia Manriquez	James Unit	\$13,886
#7	Suelyn Thomas	Griffin Unit	\$13,438
#8	Darla West	Malsch Unit	\$12,740
#9	Jean Vaughn	Pearce Unit	\$11,613
#10	Cindy Long	Pearce Unit	\$11,479

#1	Jean Vaughn	Pearce Unit	\$473	6
#2	Missy Tingen	Malsch Unit	\$978	5
#3	Suelyn Thomas	Griffin Unit	\$300	5
#4	Jennifer Gagner	Dunnick Unit	\$230	4
#5	Cyndi Wiggins	Muscutt Unit	\$316	3
#6	Valerie Carter	Harmon Unit	\$225	3
#7	Katie Holman	Kirk Unit	\$150	3
#8	Lori Marks	Lingerfelt Unit	\$339	2
#9	Sara Reed	Kirk Unit	\$325	2
#10	DaNielle Spendlove	Griffin Unit	\$144	2

DIQs

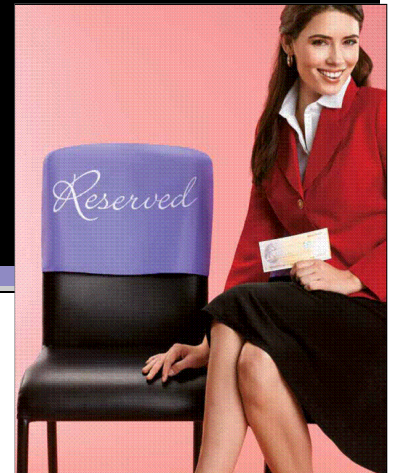
Danielle LoScalzo –Lingerfelt Unit
Shaunee Fitzgerald –Bunker Unit

On-Target Grand Achievers

Danielle LoScalzo - Lingerfelt Unit \$7,593
Lori Marks -Lingerfelt Unit \$6,929

Be VIP ready for Seminar 2014 with Priority Seminar Registration and seating. Choose your path to Priority Seminar Registration:

SEMINAR 2014



- ☞ **Achieve Sapphire Star Consultant** status with at least \$1,800 or more in personal wholesale Section 1 orders Dec. 16, 2013, thru March 15, 2014
- ☞ **Be on-target for the Queen’s Court of Personal Sales:** \$24,000 in estimated personal retail production from July 1, 2013, through Feb. 28, 2014.
- ☞ **Be on-target for the Queen’s Court of Sharing:** 16 total new personal team members from July 1, 2013, through Feb. 28, 2014. (New team members do not need to be qualified at that time.)
- ☞ **Be an Independent Sales Director** (including March 1, 2014, debuts). Independent Sales Directors who debut in April, May, June or July are qualified to attend Seminar on a first-come, first-served basis.

Plus those who debut Feb 1—July 1, 2014 will receive FREE registration to Seminar 2014!!