

Butters National Area—Building Wall to Wall Leaders

Directors-In-Qualification

March 2014
February Results



Renee Blodgett
Sheets Unit



Marcia Buttgen
Butters Unit



Shaunee Fitzgerald
Bunker Unit



Danielle LoScalzo
Erling-Lingerfelt Unit



Miriam Orta
Garza Unit



Beatrice Pantoja
Santoya Unit



FD Jean Vaughn
\$87345
Pearce Unit



FD Lori Marks
\$6073
Erling-Lingerfelt Unit



DIQ Beatrice Pantoja
\$5386
Santoya Unit



DIQ Miriam Orta
\$5316
Garza Unit



TL Gloria Gaddis
\$5002
Erling-Lingerfelt Unit



DIQ Marcia Buttgen
\$4318
Butters Unit



DIQ Renee Blodgett
\$4094
Sheets Unit



DIQ Danielle LoScalzo
\$4027
Erling-Lingerfelt Unit



DIQ Shaunee Fitzgerald
\$4020
Bunker Unit



FD Elizabeth Kalombo
\$3851
Stellmaker Unit



FD Julie Myers
\$3463
Schultze Unit



FD Lindsey Smith
\$2982
Griffin Unit



TL Candace Holte
\$2645
Butters Unit



TL Cindy Shearer
\$2568
Stellmaker Unit



TL Judith Ludlow
\$1899
Griffin Unit



TL Margaret Krob
\$1869
Malsch Unit



TL Valerie Carter
\$1859 Harmon Unit



TL Paty Gonzalez
\$1855
Caballero Unit



TL Juanita Gonzalez
\$1719
Flores Unit



TL DaNielle Spendlove
\$1705
Griffin Unit



TL Melissa Tingen
\$1620
Malsch Unit

ON THE ROAD TO DRIVING FREE!!

On-Target Grand Achievers



**Lori
Marks**

Shannon Erling-Lingerfelt



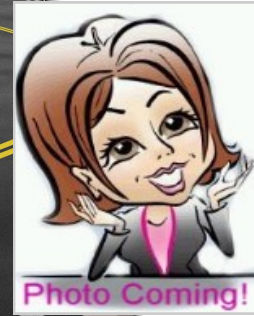
**Miriam
Orta**

Maria Garza



**Beatrice
Pantoja**

Pricilla Santov



**Gloria
Gaddis**

Shannon Erling-Lingerfelt

Team Member #1 (Senior Consultant)

Team Member #3 (Star Team Builder)

Team Member #5 (Team Leader)

Team Member #7

Team Member #9

Team Member #11

Team Member #13

Team Member #2

Team Member #4

Team Member #6

Team Member #8 (Future Director)

Team Member #10 (Submit DIQ)

Team Member #12

Team Member #14 **YOU DID IT!**

1st Month Wholesale

Personal _____

Team _____

2nd Month Wholesale

Personal _____

Team _____

3rd Month Wholesale

Personal _____

Team _____

4th Month Wholesale

Personal _____

Team _____

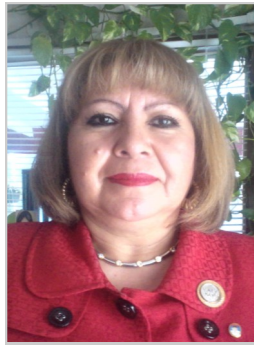
No greater opportunity for women exists than the one we have to offer. The Mary Kay family throughout the world is "on a roll!" In any given minute throughout the day somewhere around the world a skin care class is being held where women find new self-esteem in learning how to make the most of their 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



Melody Oertle
Kerri Bunker



Maria Gamboa
Lourdes James



Jana Rampton
Janet Harmon



Welcome to Your HELLO, SUNSHINE! Hub On Mary Kay Intouch

It's where you'll find everything you need to spring into action this quarter and help re-energize your Mary Kay business!

There's a fun new trend to share with your customers, new trend-inspired products, party ideas and tolls to help you get on the road to success!



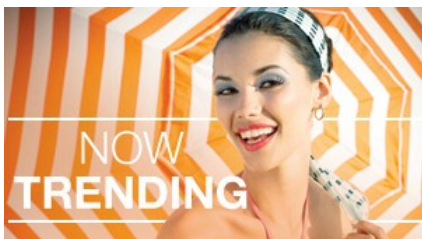
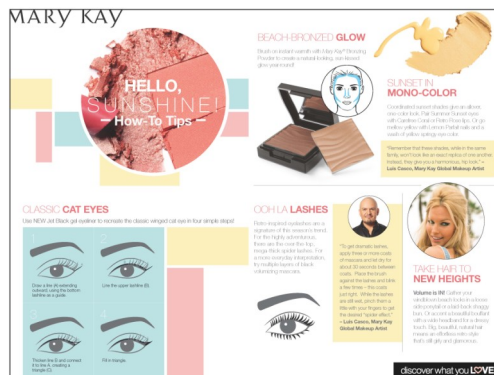
PARTY IDEAS

Help Your Customers Take a Vacation From the Ordinary.

- Throw a travel-themed party with Polaroid cameras or Instagram available so each of your customers can capture her unique *Mary Kay*® look with a retro filter.
- Plan your own road trip with your friends, and bring your favorite *Mary Kay* products for the perfect party in an exciting and wondrous new place.

BIZ TOOLS

Professionally designed and thoughtfully written to help you reach your customers at parties or through the mail. You'll want to put these *Mary Kay* business tools to work right away.



TRENDING NOW!

Play! Explore! Discover!

The trend this quarter is all about carefree days and reinventing the timeless beauty of 1960s Americana. The feeling is yesteryear, but the time is now!

– Take pictures of all of your and your friends' new experiences to post on Facebook and Twitter, and be sure to post which *Mary Kay*® products were used to get your fun new looks.

– Challenge yourself and your customers to try new looks for different activities that you do on your adventures.



AVAILABLE NOW!!!

Due to popular demand, the limited-edition *Mary Kay*® Sun Care After-Sun Replenishing Gel returns each spring/summer. We thought we'd launch it a bit earlier to give you a chance to stock up before your customers come looking for this summer favorite. It can also mean more sales for the spring and summer months!

Looking for winners in March so let's make it happen!

WONDER WOMAN

Can & Will Be
a Team Builder
in March



100 Area Career Chats/Conversations about Mary Kay Goal - 100 New Area Agreements

When the Area has completed 100 Career Chats/Conversations about Mary Kay AND reaches 100 New Area Agreements a drawing will be held from those entries. The Consultant or Director of the winning entry will receive a Tory Burch, three pocket, citrine wristlet (Tory is Mona's new favorite designer). The customer of the winning entry will receive the Spring Pedicure Set.

To participate, submit to Elayna page 1 of the 4 Key Questions Career Chat form found on this website under Education/Team Building. A photo or a scan of the form can be emailed to monasoffice@mchsi.com by April 3. Drawing will be held on April 5th.



Team Leaders 5+ Active Recruits

Consultant
Director Unit



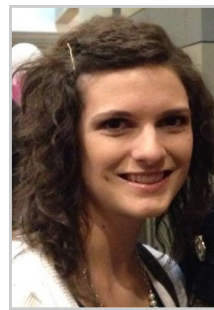
Jill Albin
Kym Holman-Kirk



Violeta Benavides
Mona Butters



Diana Bowlby
Becky Lyons



Kokena Donnelly
Asenath Lawton



Suzy Duwe
Suzi Stellmaker



Photo Coming!

Gayla Frohwein
Becky Lyons



Lillie Jorgensen
Kym Holman-Kirk



Misty Nielson
Julie Griffin



Suelyn Thomas
Julie Griffin



Are you **READY** to build **YOUR** future?

Debut as an Independent Sales Director between
Aug. 1, 2013 and July 1, 2014 and build your future!!

Wear The Suit: Runway Ready. The 2014-2015 apparel collection is edgy, electrifying, business savvy and ohhhh-so chic!

Class of 2014 Rewards: A beautiful **Class Ring**, a stunning **Badgley Mischka Handbag**, and **Free Registration to Seminar 2014** (debuts between Feb 1 and July 1, 2014) are yours when you debut as a New Independent Sales Director.

Your Name on the Wall: 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.

Wrap up Directorship in 2014: Independent Sales Directors who achieve the Building Wall to Wall Leaders Challenge will receive an **invitation to the ice cream social** at the Prize Party at Seminar 2014 where they will pick up their gorgeous royal blue **Crystal-studded bracelets**



Your Name



Star Team Builder

3+ Active Recruits

Consultant
Director Unit



Annette Barnes
Kerri Bunker



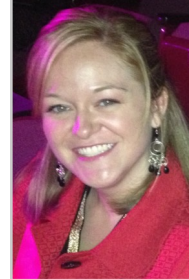
Colette Checketts
Julie Griffin



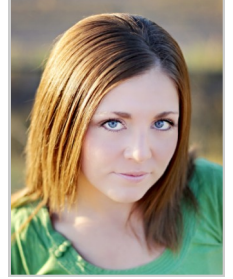
Liza Condon
Becky Lyons



Shaunna Corcoran
Hillary Malsch



Emily Davis
Lori Schultze



Jesi Dewey
Julie Griffin



Beatriz Elizondo
Juanita Cuevas



Kathleen Erickson
Asenath Lawton



Jennifer Gagner
Myrra Dunnick



Connie Gray
Kerri Bunker



Camille Griffin
Julie Griffin



Angie Hacking
Janet Harmon



Denise Harlan
Mona Butters



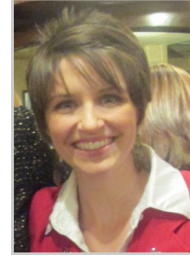
Fern Haskins
Karen Buehrer-Hill



Chelsie Haws
Julie Griffin



Suzanne Hazelbaker
Mona Butters



Katie Holman
Kym Holman-Kirk



Betty Ishoy
Janet Harmon



Tabitha Kelly
Mona Butters



Mary Korth
Barbara Lindquist



Barb Koster
Mona Butters



Thea Madden
Karen
Buehrer-Hill



Silvia Maldonado
Juanita Cuevas



Rita Menifee
Cheri Pearce



**Lamar
Mier-Martinez**
Lourdes James



Antonia Olivarez
Juanita Cuevas



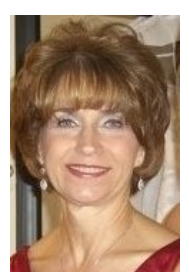
Abigail Quay
Cheri Pearce



Angela Singh
Kerri Bunker



Chandra Smith
Julie Griffin



**Barbara
Starkweather**
Barbara Lindquist

Star Team Builder ^{3+ Active Recruits}

Consultant
Director Unit



Alexis Thompson
Lori Schultze



Gaile Tolbert
Suzi Stellmaker



**Leigh Ann
Van Epps**
Myrra Dunnick



Jennifer Whitmore
Mona Butters



Cyndi Wiggins
Deborah Muscutt



Scheduling Appointments is an Attitude

Thanks to NSD Sue Kirkpatrick

Success in scheduling appointments begins with our attitude.

We have to believe that everyone deserves to have a makeover and everyone deserves to wear the product. It helps to believe that when a woman wears Mary Kay, she likes herself better. She may even yell at her kids less...she will make a better wife, mother, employee, etc.

That all may seem a little extreme, but it is meant to stress the importance of believing that **you are doing a SERVICE**. If you feel like people are having a facial or skincare class for you as a favor, it will come across as a lack of confidence. I know that there will be times when some people will schedule because you need their help in reaching a goal, etc. However, most of the time, it will be because of your enthusiasm for the product and how excited you are to share it with them or to get their opinion.

The question should never be, "Would you be interested.....?" If you don't know whether she would be interested or not, she will doubt her interest. Instead, **the question should be, "Has anyone treated you to a makeover recently?"** Do you currently have a consultant who is servicing you?" "No? Then I want to make you a priority in my schedule to treat you to one. In fact, you can be a model in our (current promotion) (Then tell her about that.) I can't wait to get your opinion of our new products!" If the objection is that she tried it before and it broke her out, find out how long ago it was, and then you might say, "Oh good, I have been looking for someone who had that problem. If I were

willing to do a makeover and work with you, would you be willing to be a model in our contest and give me your opinion of the new Mary Kay (or my facial)?"

If the objection is that she wears Brand X, you might say, "Oh good, I have been looking for someone who uses that brand to get their opinion of how the New Mary Kay compares. Even if you end up still preferring Brand X, I would enjoy the time with you and treating you to a new look.....and I sure would value your opinion. Which is best in your schedule, mornings or evenings.....Tuesdays or Thursdays, etc.?" NEVER run down another product.

BELIEVE that you have one of the best products available and that YOUR service is the best.



Be so busy that you are working people in on your schedule. People love to do business with successful people. And.....you ARE such a person! Have fun scheduling!!!



SEMINAR 2014

July 22-26

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

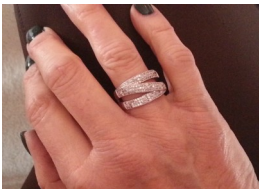
M.O.N.A. Awards Banquet
Recognition of Top 10 in all Courts
Miss Go-Give, Rookie of the Year, Most Improved
Man of the Year
Top 20 Units
Day 0, July 23 at 6:30PM

Hotel & Price to be announced

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!**

Priority Registration Dates:
April 7-30, 2014: E-mail notification
will be sent to Qualifiers.

Registration opens to ALL
independent sales force
members May 1, 2014.

We are Building Wall to Wall Leaders-DIQs



Shaunee Fitzgerald
Bunker Unit

Danielle LoScalzo
Lingerfelt Unit

Miriam Orta
Garza Unit

Beatrice Pantoja
Santoya Unit

Marcia Buttgen
Butters Unit

Renee Blodgett
Sheets 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	\$37,271
#2	Bette Haeg	Kirk Unit	\$24,278
#3	Susan Monnin	Pearce Unit	\$23,817
#4	Beth Kalombo	Stellmaker Unit	\$20,497
#5	Melissa Tingen	Malsch Unit	\$19,782
#6	Nolvia Manriquez	James Unit	\$18,235
#7	Gloria Gaddis	Lingerfelt Unit	\$17,155
#8	Susan Scheponick	Pearce Unit	\$16,946
#9	Shaunee Fitzgerald	Bunker Unit	\$16,363
#10	Kathleen Erickson	Lawton Unit	\$15,760
#11	Marcia Buttgen	Butters Unit	\$15,679
#12	Jean Vaughn	Pearce Unit	\$15,124
#13	Suelyn Thomas	Griffin Unit	\$14,050
#14	Cyndi Wiggins	Muscutt Unit	\$13,393
#15	Lori Marks	Lingerfelt Unit	\$13,111
#16	Judy Ludlow	Griffin Unit	\$12,990
#17	Suzanne Katin	Muscutt Unit	\$12,924
#18	Peigi Sakota	Murdock Unit	\$12,920
#19	Cindy Long	Pearce Unit	\$12,398
#20	Emily Davis	Schultze Unit	\$12,110

Consultants in the Court of Sharing have been merged in with the Directors.



On-Target Grand Achievers

Lori Marks	Lingerfelt Unit	\$6,073
Beatrice Pantoja	Santoya Unit	\$5,386
Miriam Orta	Garza Unit	\$5,316
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 February Winners

First Qualified Team Member

Beatrice Pantoja-Santoya Unit
Gloria Gaddis -Lingerfelt Unit
Lisa Mahlberg -Sheets Unit
Renee Blodgett - Sheets Unit
Audra Alsym -Bunker Unit
Susan Halvorson -Bunker Unit



Making Money the "Model Way"



THE PORTFOLIO IS THE WAY TO BUILD YOUR BUSINESS IN A GREAT WAY! THE BEFORE AND AFTER PICTURES SELLS YOUR CUSTOMERS & PUTS THEM IN A POSITION TO LISTEN TO THE MK OPPORTUNITY! SHOWING IT TO OTHERS AND INVITING THEM TO "BE YOUR MODEL" STARTS THE PROCESS ALL OVER AGAIN! GO FOR IT GANG ~ IT PAYS, AND IS FUN FOR ALL!!!

This is an idea that works when you work it! Read how below.

Here's How!

Every quarter Mary Kay's makeup artists create four NEW, ON-TREND COLOR LOOKS using our FAB MK PRODUCTS and features them in your seasonal LOOK magazine and on your personal MK website!

A Model Portfolio has historically been one of the best booking tools ever!

Here's how you can profit up to \$35,000 additional income this year!

13 Models per look X 4 looks = 52 models per quarter

52 Models X 4 quarters = 208 Models for the year

Average Customers spends \$350 a year!!!

208 Models X \$350 = \$72,800 in retail sales!!

(This breaks down to 18 faces a month goal, single, or 4 shows a month, or any combination that works.)

Everyone can build their own Model Portfolio! It's a wonderful way to show how great your MK products look on other women; and other women like to look at all the pictures.

Many Consultants carry their Portfolio everywhere to generate attention.



Thank you from Director Anna Litteral, Offspring Director of Director Esther Beeman