

# Butters National Area—Building Wall to Wall Leaders

## Directors-In-Qualification

May 2014  
April Results



**Renee  
Blodgett**  
Sheets Unit



**Marcia  
Buttgen**  
Butters Unit



**Kokena  
Donnelly**  
Lawton Unit



**Paty  
Gonzalez**  
Caballero Unit



**Candace  
Holte**  
Butters Unit



**Miriam  
Orta**  
Garza Unit



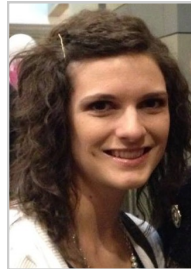
**FD Jean  
Vaughn**  
\$6,908  
Pearce Unit



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



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



**DIQ Kokena  
Donnelly**  
\$6,201  
Lawton Unit



**TL Gloria  
Gaddis**  
\$5,437  
Erling-Lingerfelt  
Unit



**TL Andrea  
Heywood**  
\$5,003  
Griffin Unit



**DIQ Renee  
Blodgett**  
\$4,094  
Sheets Unit



**DIQ Paty  
Gonzalez**  
\$4,005  
Caballero Unit



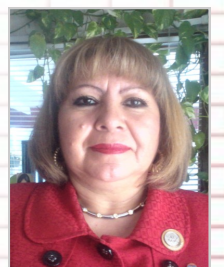
**TL DaNielle  
Spendlove**  
\$3,340  
Griffin Unit



**FD Julie  
Meyers**  
\$3,149  
Schultze Unit



**FD Lindsey  
Smith**  
2,467  
Griffin Unit



**FD Maria  
Gamboa**  
\$1,997  
James Unit



**DIQ Candace  
Holte**  
\$1,977  
Butters Unit



**FD Diana  
Bowlby**  
\$1,524  
Lyons Unit

### *Keep Your Eyes on the Prize!*

Every new Independent Sales Director who debuts as part of the Wall to Wall Leaders movement will receive an invitation to have her picture taken with Darrell Overcash, President, Mary Kay U.S., at the Prize Party at Seminar 2014.







**WOOHOO! Miriam Orta**  
**from the Garza 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***



**Kokena  
Donnelly**  
Aseanah Lawton



**Gloria  
Gaddis**  
Shannon Erling-Lingerfelt



**Irma  
Guajardo**  
Diana Caballero



**Andrea  
Heywood**  
Julie Griffin

**Seminar Registration**

Registration is open to all  
 Consultants & Directors for  
 \$195 until JUNE 16.

\$225 registration  
 June 17-July 1

**June 23 Deadline**

- Transfers
- Cancellations
- Spanish Headset &  
Interpretation requests
- Special Needs Requests

**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**



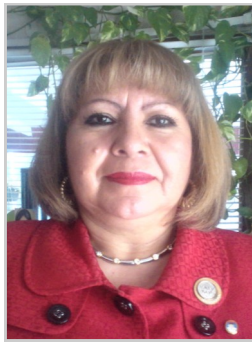


# Future Directors 8+ Active Recruits

Consultant  
Director Unit



**Diana Bowlby**  
Becky Lyons



**Maria Gamboa**  
Lourdes James



**Elizabeth Kalombo**  
Suzi Stellmaker



**Lori Marks**  
Shannon Erling-  
Lingerfelt



**Julie Myers**  
Lori Schultze



**Beatrice Pantoja**  
Priscilla Santoya



**Jana Rampton**  
Janet Harmon



**Lindsey Smith**  
Julie Griffin



**Jean Vaughn**  
Cheri Pearce



## ***Reaching a Dream Takes Courage***

**Courage** is admitting that you're afraid of facing fear directly. It's being strong enough to ask for help and humble enough to accept it.

**Courage** is standing up for what you believe without worrying about the opinions of others. It's following your heart, living your own life, and settling for nothing less than the best for yourself.

**Courage** is daring to take a first step, a big leap, or a different path. It's attempting to do something that no one has done before and all others thought impossible.

**Courage** is keeping heart in the face of disappointment and looking at defeat not as an end, but as a new beginning. It's believing that things will ultimately get better even as they get worse.

**Courage** is being responsible for your own mistakes without placing blame on others. It's relying not on others for your success, but on your own skills and efforts.

**Courage** is refusing to quit even when you're intimidated by impossibilities. It's choosing a goal, sticking with it, and finding solutions.

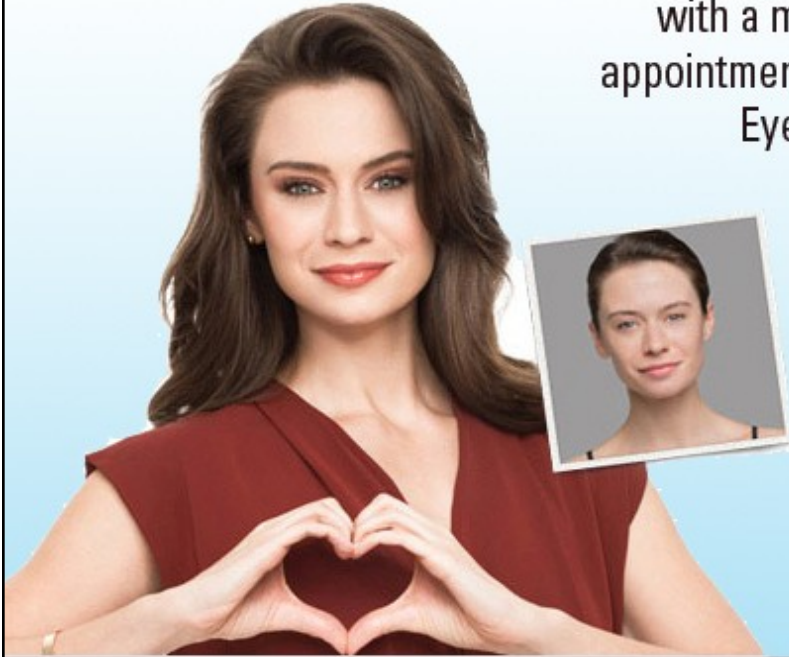
**Courage** is thinking BIG, aiming HIGH, and SHOOTING for the stars. It's taking a dream and doing anything, risking everything, and stopping at nothing to make it a reality!



**YOU HAVE COURAGE  
INSIDE OF YOU!!**

## Pamper Mom & her Daughter with a complimentary Mary Kay Makeover!

Hold 20 Mother & Daughter appointments  
with a minimum of \$100 sales per  
appointment and win a Wonder Woman  
Eye Glass Case & Cloth



### April "What's in Your Basket" Winners

Missy Tingen –Malsch Unit  
Miriam Orta –Garza Unit  
Judy Ludlow –Griffin Unit  
Director Debbie Muscutt

## Beauty that Counts

You can help make a difference

*Spritz on the Journey of Dreams™ fragrance,  
and feel good.... about doing good!*



APRIL QUALIFIERS



In the United States, from May 16, 2014, through Aug. 15, 2014, \$2.50 will be donated from each sale of the limited-edition† **Beauty That Counts Journey of Dreams™ Eau de Toilette fragrance**. Mary Kay is committed to bringing an end to domestic violence. Your purchase supports The Mary Kay FoundationSM grant program for women's shelters, helping survivors of abuse begin a journey of recovery.

Beauty Consultants who Started a Mary Kay business in April AND Beauty Consultants who added a new team member in the month of April can offer these same great incentives to potential new team members in May.



# Team Leaders 5+ Active Recruits

Consultant  
Director Unit



**Violeta Benavides**  
Mona Butters



**Melody Oertle**  
Kerri Bunker



**Gloria Gaddis**  
Shannon Erling-  
Lingerfelt



**Juanita Gonzales**  
Elia Flores



**Irma Guajardo**  
Diana Caballero



**Andrea Heywood**  
Julie Griffin



**Lillie Jorgensen**  
Kym Holman-Kirk



**Margaret Krob**  
Hillary Malsch



**Misty Nielson**  
Julie Griffin



**DaNielle Spendlove**  
Julie Griffin



**Suelyn Thomas**  
Julie Griffin

## 10 Reasons Why You Should Attend Seminar

**1. Celebrate** and receive well-deserved recognition for your accomplishments!

**2. It's a smart business decision.** Seminar is the perfect setting to think about the new goals you want to achieve for the new Seminar year!

**3. Learn from the "best of the best".** Independent National Sales Directors and top Independent Sales Directors from across the country come together to share their personal stories and secrets of success with you.

**4. Receive fabulous education** covering a wide range of topics, including what's new with Mary Kay® product to the solid business-building techniques that can help you take your business onward and upward.

**5. Be the first to try new Mary Kay® product** and receive a product giveaway only available as part of your Seminar registration.

**6. Share ideas with sister independent sales force members** who, just like you, are eager to learn and grow in their Mary Kay business.

**7. Spend quality time** with your Independent Sales Director and National Area.

**8. You're worth the investment!** Nowhere else can you receive the wide range of education, inspiration, recognition and motivation you'll receive at Seminar.

**9. Picture yourself driving the dream.** See Mary Kay Career Cars up close and find out how you can earn the use of your own car.

**10. The Seminar Expo** will teach you about upcoming product launches and tools designed to help you reach out to hostesses and customers.



"Seminar is the place where your dreams are given the power to move forward. You'll have more knowledge, information and inspiration to soar higher than you have ever before."

- Mary Kay Ash



# Star Team Builder

3+ Active Recruits

Consultant  
Director Unit



**Leticia Acevedo**  
Elia Flores



**Jill Albin**  
Kym Holman-Kirk



**Dianna Austill**  
Kym Holman-Kirk



**Annette Barnes**  
Kerri Bunker



**Sugey Blanco**  
Alejandrina Pina



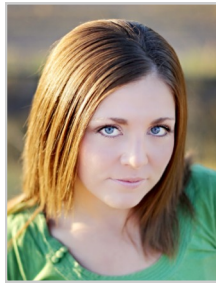
**Valerie Carter**  
Janet Harmon



**Shaunna Corcoran**  
Hillary Malsch



**Emily Davis**  
Lori Schultze



**Jesi Dewey**  
Julie Griffin



**Suzy Duwe**  
Suzi Stellmaker



**Beatriz Elizondo**  
Juanita Cuevas



**Shaunee Fitzgerald**  
Kerri Bunker



**Gayla Frowhwen**  
Becky Lyons



**Jennifer Gagner**  
Myrra Dunnick



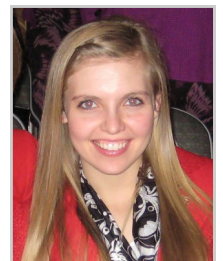
**Bertha Garcia**  
Angelica Virjan



**Connie Gray**  
Kerri Bunker



**Jenny Greve**  
Kerri Bunker



**Camille Griffin**  
Julie Griffin



**Angie Hacking**  
Janet Harmon



**Susan Halvorson**  
Kerri Bunker



**Denise Harlan**  
Mona Butters



**Fern Haskins**  
Karen Buehrer-Hill



**Katie Holman**  
Kym Holman-Kirk



**Betty Ishoy**  
Janet Harmon



**Rosalinda Juarez**  
Elia Flores



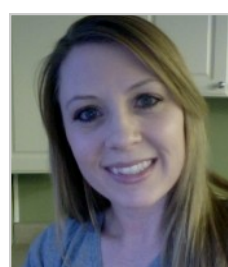
**Tabitha Kelly**  
Mona Butters



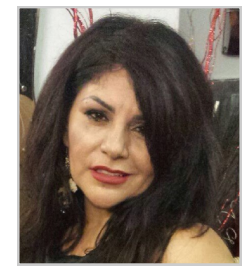
**Barb Koster**  
Mona Butters



**Audrey Lee**  
Janet Harmon



**Judy Ludlow**  
Julie Griffin



**Silvia Maldonado**  
Juanita Cuevas



# Star Team Builder <sup>3+ Active Recruits</sup>

Consultant  
Director Unit



**Daniel Manor**  
Kerri Bunker



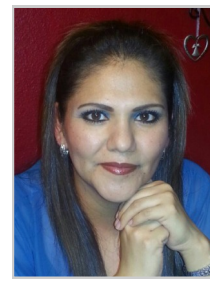
**Laura Martin**  
Kerri Bunker



**Lamar Mier-Martinez**  
Lourdes James



**Katherine Nunez**  
Asenath Lawton



**Antonia Olivarez**  
Juanita Cuevas



**Cindy Shearer**  
Suzi Stellmaker



**Ruth Shepherd**  
Mona Butters



**Chandra Smith**  
Julie Griffin



**Barbara Starkweather**  
Barbara Lindquist



**Tausha Stokes**  
Julie Griffin



**Conni Thoms**  
Mona Butters



**Melissa Tingen**  
Hillary Malsch



**Lindsay Twitchell**  
Janet Harmon



**Leigh Ann Van Epps**  
Myrra Dunnick



**Cyndi Wiggins**  
Deborah Muscutt



**Kathleen Yruegas**  
Myrra Dunnick

As you Move On Up the Career Path..be sure to send your photo to your Director or to Mona's Executive Assistant Elayna at [monasoffice@mchsi.com](mailto:monasoffice@mchsi.com)



## Happy Birthday Mary Kay—May 12th

Remember that when she began this Company, she did so with little money and a big dream. That dream was to help women become successful, confident and empowered. She worked tirelessly to educate women on the product, selling techniques and relationship skills. Mary Kay was abundantly rewarded for her efforts. Throughout her lifetime, she enjoyed financial security, wonderful relationships with family, friends and members of the independent sales force, but her greatest reward was seeing her dream of helping women come to fruition all over the world.

*I believe there has never been a more satisfying or rewarding career than that of a Mary Kay Sales Director. Helping other women to achieve their hearts' desires while you make your own dreams come true is the kind of job every woman wants to have. —Mary Kay Ash*



**Photo Flashback Keys to Success**

Mary Kay receives the keys to her 1974 pink Cadillac at a Dallas dealership. She's wearing the Independent Sales Director Suit for that year.



## Marketing Call Script By Krystal Crockett

Hello and thank you so much for taking the time to give me your opinion! Time is valuable and I appreciate you spending the next few minutes with me.

Mary Kay Ash began this wonderful business 50 years ago to empower women to reach their dreams! We are founded on the principles of God first, Family second and Career third!

As an Independent Beauty Consultant you create your own schedule-after all, it is your business! You can work 2 hours to 20 hours-it is totally up to you! We have no territories so, you can work anywhere you want and we have no glass ceiling so you can make as much as you are willing to work for!

We get to teach women about great skincare and color techniques! If you are like me, I didn't know much about either but that's ok! As long as you are coachable and trainable, you can have anything you want in this business!

You make 50% of everything you sell from the very first customer! That includes all of your own skincare and color products! What a way to shop-HALF PRICE!

If you decide you want to promote yourself by sharing this opportunity with your family and friends, the company will pay you 4-36% commission! That is in addition to the 50% profit you make from your sales.

You can also earn the use of a Mary Kay Career Car! If you decide you just love your car, you can take \$375 CASH every month!

You also get the great tax benefits of having your own business! So now you can write off a portion of your every day expenses like your mortgage, cell phone bill and utilities! You have to pay these anyway but know you get to write them off!

The best part of Mary Kay is the friends you will make. I have worked this business in every season of my life and it has been my MK friends that have helped me get through them. I am thankful God gave Mary Kay this vision and that someone shared it with me!

Getting started in Mary Kay is a \$100 decision. If you are like me, I can go to Target for toilet paper, spend \$100, forget the toilet paper and have nothing to show for it! This decision can be the shift your family needs to start making your dreams come true! You get over \$400 in products with your \$100 investment so you have nothing to lose.

Know that you have heard about the business opportunity, I need you to give me an A, B or C. A-I would absolutely love the opportunity to change my future. B-buy me a coffee. I have a few questions. C-I would love to remain a customer paying 100% for my products. (Repeat)

Please leave me your name, phone number and your A,B or C!

Thanks again for giving me your opinion! God bless you and I hope you have a fabulous day!





## We Value Your Opinion!

Which of the following benefits would you appreciate most out of a complexion correction cream?

- SPF Protection
- Minimizing Redness
- Brightening
- Concealer
- Correction of Imperfections
- Hydration
- Defense against free radicals
- Reduce Signs of Aging

Join us to celebrate **International Women's Day** on March 8, 2014 at our **MARY KAY Makeover Day**, with a solo pampering session or party with your friends. You will have the opportunity to experience our newest products and provide your honest feedback.

- Count me in, I love giving my two cents!
- I know someone who would love to join me!
- Not this time, I look fabulous already!

Name: \_\_\_\_\_

Best Phone: \_\_\_\_\_

Email: \_\_\_\_\_



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Name: \_\_\_\_\_

Best Phone: \_\_\_\_\_

Email: \_\_\_\_\_





# SEMINAR 2014

July 22-26 at The Adolphus Hotel

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

Price to be announced.

All **DIGs** as of July 1st are welcome to attend Directors meeting/reception



**Seminar Day 00, July 22nd, Tuesday**  
**7:30 PM, Century Room, Adolphus Hotel**  
**Plan flights accordingly**

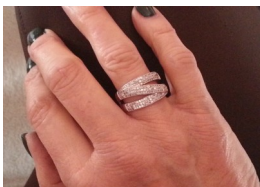
Wall -to-Wall Leaders and their Senior to an exclusive continental  
breakfast in Mona's suite with special guest, Tracy Giese.  
Day 0, July 23 at 10AM

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

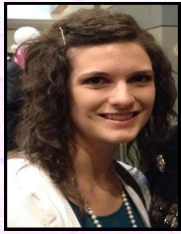


Top 10 will receive a diamond for their slide or the  
Unit Club Ring

Limo for Royalty Reception Directors & their spouses.



# We are Building Wall to Wall Leaders -DIQs



*Kokena Donnelly  
Lawton Unit*



*Renee Blodgett  
Sheets Unit*



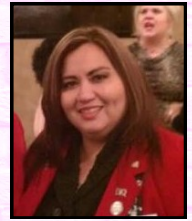
*Miriam Orta  
Garza Unit*



*Marcia Buttgen  
Butters Unit*



*Candace Holte  
Butters Unit*



*Paty Gonzalez  
Caballero 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



## New Grand Achiever Car Driver

**Miriam Orta**  
Garza Unit

## On-Target Grand Achievers

Jean Vaughn	Pearce Unit	\$6,908
Irma Guajardo	Caballero Unit	\$6,648
Kokena Donnelly	Lawton Unit	\$6,201
Gloria Gaddis	Erling Unit	\$5,437
Miriam Orta	Garza Unit	\$5,027
Andrea Heywood	Griffin Unit	\$5,003

#1	<b>Kylie Mabe</b>	<b>Caballero Unit</b>	<b>\$41,587</b>
#2	<b>Gloria Gaddis</b>	<b>Lingerfelt Unit</b>	<b>\$29,504</b>
#3	<b>Susan Monnin</b>	<b>Pearce Unit</b>	<b>\$27,992</b>
#4	<b>Bette Haeg</b>	<b>Kirk Unit</b>	<b>\$25,173</b>
#5	<b>Peggy Thomas</b>	<b>Butters Unit</b>	<b>\$24,237</b>
#6	<b>Nolvia Manriquez</b>	<b>James Unit</b>	<b>\$23,836</b>
#7	<b>Beth Kalombo</b>	<b>Stellmaker Unit</b>	<b>\$23,231</b>
#8	<b>Melissa Tingen</b>	<b>Malsch Unit</b>	<b>\$21,580</b>
#9	<b>Kathleen Erickson</b>	<b>Lawton Unit</b>	<b>\$19,122</b>
#10	<b>Marcia Buttgen</b>	<b>Butters Unit</b>	<b>\$18,241</b>
#11	Jean Vaughn	Pearce Unit	\$18,186
#12	Lori Marks	Lingerfelt Unit	\$17,462
#13	Susan Scheponick	Pearce Unit	\$17,183
#14	Shaunee Fitzgerald	Bunker Unit	\$16,618
#15	Irma Guajardo	Caballero Unit	\$15,842
#16	Suzanne Katin	Muscutt Unit	\$15,813
#17	Emily Davis	Schultze Unit	\$15,609
#18	Suelyn Thomas	Griffin Unit	\$15,029
#19	Judy Ludlow	Griffin Unit	\$14,998
#20	Cyndi Wiggins	Muscutt Unit	\$14,796

## NEW M.O.N.A Pin March Winners

First Qualified Team Member

Azeneth Jimenez  
Gladys Ramirez Unit

Kimberly Eddington  
Julie Griffin Unit

Annalee Woolf  
Kym Kirk Unit

Manuela Lopez-Morales  
Myrra Dunnick Unit

Andrea Heywood  
Julie Griffin Unit

Esmeralda Roth  
Jennifer Roa-Nava Unit



# Summer LOVE

MARY KAY 2014 SUMMER COLLECTION

\$35

Limited-Edition  
**HONEYDEW SATIN HANDS®  
 PAMPERING SET**

This Satin Hands® Pampering Set is an easy, three-step system that helps keep hands feeling renewed, soothed and pampered.

NEW Mary Kay® At Play  
**TRIPLE LAYER TINTED BALM**

Available in: Pink Again, In the Plum, Orange You Lovely, and Atomic Red.

NEW Mary Kay®  
**MINERAL EYE COLORS**

Mix and match five NEW neutral eye shades: Ballerina Pink, Rosegold, Driftwood, Stone and French Roast.

\$7  
each

\$10  
each

\$25

Limited-Edition

**JOURNEY OF DREAMS™**

Discover how you can help bring to life the dreams of women and children in need with this light, fresh floral scent.

NEW Mary Kay®

**TRUE DIMENSIONS™ LIPSTICK**

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.

\$18

10 NEW  
LIPSTICK  
SHADES!

NEW Mary Kay® At Play  
**BOLD FLUID EYELINER**

Available in: Blue My Mind, The Real Teal, Hello Violet, and Gold Metal

\$10  
each

\$20  
pack of 5

**GIFT WITH PURCHASE**

Offer your customers a FREE gift when they order \$40 (excluding tax) or more. This quarter, you can order the mini TimeWise Microdermabrasion Set and mini indulge Soothing Eye Gel, all packages in a cute mesh bag.

\$5

Rest Beautifully!

**PURCHASE - WITH - PURCHASE OFFER**

For a limited time, for each TW Repair Volufirm Set you purchase for \$199, you can also purchase this beautifully packaged satin pillow case for only \$5.

