



THE GIRLS ON FIRE NEWSLETTER

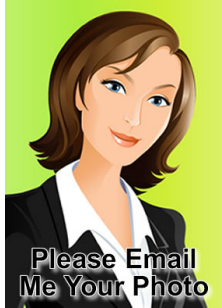
Building
WALL
to**WALL**
Leaders

December 2013 Recognition & Results

Go for the Gold!
Reach Your Dreams.
Congrats to OUR
Quarter 2 stars!



**Billie
Miller**
Queen of
Wholesale



Please Email
Me Your Photo

**This Could
Be You**
Queen of
Sharing



**Cyndi
Wiggins**
Top Love
Check

If you haven't taken the plunge, it's time to get your own Mary Kay website! Mary Kay offers us a very inexpensive way to stay up-to-date and meet our customers' needs, and they do all the work and updates!

Reasons to have your own personal MK site:

- **Instant Access:** Your customers can find you all the time, everywhere, on any wireless device.
- **Instant, Accurate Information:** You can depend on Mary Kay Corporate to market their products in the perfect way. Your customers can find specific product details and learn more about the products they are interested in.
- **Consistent Excellence:** You deliver excellence, all the time and everywhere, through your MK website. Customers will have access to the latest programs and perks and will be "in the know" since MK updates their website regularly.
- **Anywhere, Anytime Ordering:** Your customers buy on their terms, their way, all the time, anywhere!

~~Sapphire~~
Cyndi Wiggins
Suzanne Katin
Deborah Muscutt



**A MK Personal
Web Site comes
with fantastic
features! Get
yours today!**



Celebrating 50
years: Mary Kay
Ash taught us how—
go live your dream!
One Woman Can!

Happy New Year Girls on Fire,

I love the excitement, hope and dreams that each new year brings in a business like ours where everything is possible. Each day is filled with possibilities. Which prospect might turn out to be a new director? A star hostess that holds countless classes to earn hostess credit and is one of your biggest fans? Which warm chatter will turn out to be most excited about our new products? When you're making customer calls, which customer will decide to invest in our Timewise Repair to take better care of her skin in the new year? Each day is always full of potential- we just happen to see it better the first of each year.

I find January begins the battle for my mind. For example- worry is an abuse of our amazing, God-given imagination. Instead of using it to dream up beautiful futures filled with wonderful things, worry creates nightmares where we imagine the worst. Things don't work out, we daydream about things we don't want to happen, and worry can even kill our hopes, dreams and intuition. Our brain goes about trying to figure out a way for the worst case things to happen instead of using our intelligence and intuition to figure out ways to make our dreams come true.

Choose to manage your thoughts this month, instead of letting them flow spontaneously. Think of your conscious mind like running water. When left unattended, water naturally flows downhill- creating ruts, paths, and even potholes of worry, fear- even depression. Your thoughts will stay there and take the path of least resistance until you pump them back out to where you want them to go. Choose to begin this year with positive affirmations, and dare to dream BIG! Focus your thoughts on your goals and how to get to where you want to be. You won't regret a moment of focused work towards something you believe in! When you're feeling down, log in to Intouch and check out all the amazing support Mary Kay has to offer. We can make 2014 our best year ever, where all your dreams come true!

Love and Belief, Debbie

Are you ready to take your business to new heights this year?

Remember:

"Your imagination is your preview of life's coming attractions"

~Albert Einstein

Make sure to dream big this year!!!



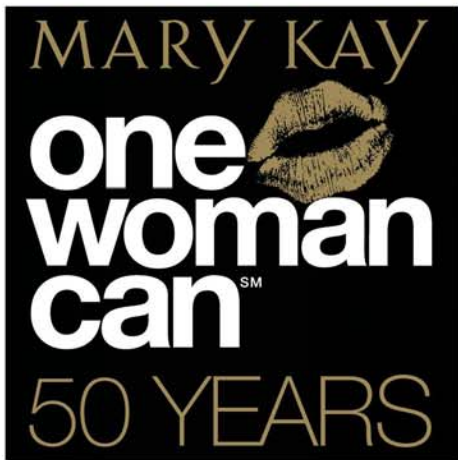
The Top 10 Time Eaters:

1. Crisis Management, Shifting priorities
2. Telephone Interruptions
3. Lack of objectives, priorities, planning
4. Attempting too much
5. Drop-in visitors
6. Ineffective delegation
7. Personal disorganization
8. Lack of Self-discipline
9. Inability to say no
10. Procrastination

Where does the time go? Management expert Alec MacKenzie, author of Time of Success, surveyed the time logs of thousands of executives to come up with this list of the biggest hour eaters.

One curious fact: Meetings didn't even make the top 10!





Focus on the basics this month!

**Book
Coach
Sell
Share**

They can take you anywhere you want to go!



Year To Date Court of Personal Sales

1 Suzanne Katin	\$10,054.00
2 Cyndi Wiggins	\$9,592.00
3 Brenda Murphy	\$3,358.00
4 Alishia Egenhoff	\$3,283.50
5 Kyllie Weinberg	\$2,999.00
6 Diana Herbeck	\$1,973.00
7 Teresa Parga	\$1,588.00
8 Barbara Kropf	\$1,550.00
9 Billie Miller	\$1,425.00
10 Alexandra S Thompson	\$1,413.00
11 Laura Lewis	\$1,183.50
12 Heather Williams	\$1,110.00
13 Micale Montgomery	\$825.00
14 Pitsachaporn Boyd	\$808.00
15 Lisa Werner	\$681.00
16 Berlita Masog	\$530.00
17 Wendy Immel	\$447.50
18 Amanda Shoemaker	\$422.00
19 S. Poffenbarger	\$420.00
20 Amber Graves	\$409.00



Thank You Consultants Who Invested in Their Business in December

Billie Miller
\$232.00

Micale Montgomery
\$203.50

Teresa Parga
\$113.00

Suzanne Katin
\$85.50

It's time to renew your commitment to skin care in the New Year! **Our Skinvigorate Cleansing Brush \$50** Get your true clean. Removes makeup 85% better than cleansing by hand. Set includes a Cleansing Brush, Two Replacement Brush Heads & Batteries.
Replacement Brush Heads, pk./2, \$15



It's easy to look at other people and see all of their great qualities. It's so much harder to look at ourselves and see the same greatness. Take time and look inside yourself right now. Take the risk to get quiet so you can listen to your heart and soul. Take time to find the gifts that belong in your spotlight.

Success Work:

- What are your best qualities?
- What risks have you taken in your life that you are proud of?
- What did you learn by taking those risks?
- Who do you know that is a great risk taker? What qualities do they have?
- Name three people you know who have a strong sense of who they are and show it daily. Did you put yourself on that list? If not, why not?
- What experience forced you out of your comfort zone? Can you see the lessons you learned from the experience?

AGE IMPRESSES ME IN ANY CREATURE. PART OF IT IS LUCK, BUT IT ALSO MEANS THAT ANIMAL IS WISE. WE PLACE SO MUCH EMPHASIS ON BOOK SMARTS THAT WE MISS EMOTIONAL WISDOM, WISDOM ABOUT THE SELF, THE ABILITY TO READ THE ENVIRONMENT. LONG-LIVED CREATURES HAVE FIGURED THESE THINGS OUT.
BY: RITA MAE BROWN



Recruiters and Their Teams

Star Team Builders

Cyndi Wiggins

Alishia Egenhoff

Barbara Kropf

Suzanne Katin

* Amanda Shoemaker

* Kyllie Weinberg

Senior Consultants

Billie Miller

Diana Herbeck

Heather Williams

Jamie Mckenzie



Imagine Building A Wall...

And with every brick you lay, a leader is born. Before long, you will have built a monumental force.

With that much leadership power, with that much experience, you can't help but change the world. That's what it means to build Wall-to-Wall Leaders. Women standing shoulder to shoulder, rallying others to follow their lead to greatness, building their futures brick by brick. It's more than a mission. It's a movement.

Will you join the movement to be one of our Wall-to-Wall Leaders?



Qualified Year to Date Sharing Court

Cyndi Wiggins

2 Qualified

\$316.16

Billie Miller

1 Qualified

\$29.90



Make plans now to be in the 2014 Court of Sharing! Just 24 qualified new team members for the year!



Love Checks: Sharing the Opportunity

4% Recruiter Commission

Cyndi Wiggins

\$3.42

February Birthdays

Lindsi Funk 17

Berlita Masog 20

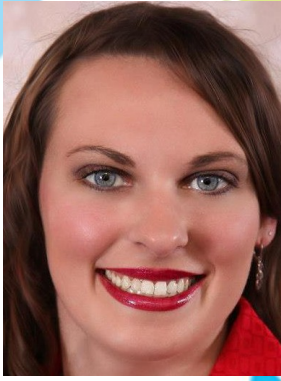
February Anniversaries

Deborah Muscutt 8

Kari Williams 3

"The only way to overcome darkness is to flood it with light. The only way to overcome your fears is step up with action. Action is the light to cure your fear."

(author unknown)



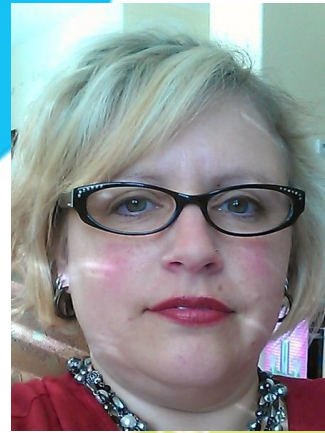
Sheila Cowart Sapphire Star



Cindy Ongers Sapphire Star



Patti Smith Emerald Star



Cyndi Wiggins Sapphire Star



Suzanne Katin Sapphire Star



Debbie Muscutt Sapphire Star



Charlene Wilkinson Sapphire Star

Girls on Fire Unit

made with sparklee.com

BE A POWER PLAYER IN YOUR CATEGORY OF CHOICE EACH MONTH

PLATINUM POWER

COMPLETE 5 OF THE 5

- 60 Faces/15 parties
- \$2,000 in retail sales
- \$1,200 personal W/S
- 25 personal interviews
- 2 Q. recruits or gold medal (5 recruits)

GOLD POWER

COMPLETE 5 OF THE 5

- 40 faces / minimum 10 parties
- \$1,400 in retail sales
- \$800 personal wholesale
- 15 interviews
- 1 new personal Q* or 2 new recruits

SILVER POWER

COMPLETE 4 OF THE 5

- *30 faces / Min. 5 "separate" parties
- \$1000 retail sales
- *\$600 personal wholesale
- *10 interviews
- 1 new pers. Q or 2 new recruits
(* these items must be completed)

BRONZE POWER

COMPLETE 3 OF THE 5

- 15 faces/ Min. 3 "separate" parties
- \$700 retail sales
- \$400 Personal Wholesale
- 5 interviews
- 1 new personal recruit

Rewards for your work!

Bronze - Silver - Gold - Platinum Consultant POWER PLAYERS:

Recognition on Girls on Fire Website. Invite to Power Player Mingle, Monthly Power Players Girls Night Out with other Power Players

Silver - Gold - Platinum POWER PLAYERS receive above and:

Picture on Girls on Fire Website

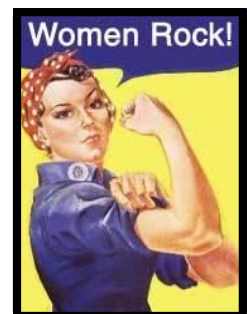
Platinum POWER PLAYERS receive above and:

A special gift

VIP Quarterly Event

Complete Platinum, Gold or Silver Power Player in October, November, and December.

There will be special recognition for all VIPs that achieve Platinum Power Player at least one of the three months (October, November, December).



This contest runs by calendar month. A party is considered 3 people and \$100 in sales.

Will you join the movement to be one of our Wall to Wall Leaders?

Until September 1, 2014, every Consultant who debuts as a Sales Director will earn her name on the Wall of Leaders at the MK world headquarters in Dallas.

And that's not all you'll earn! 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 an ice cream social at Seminar.

Building
**WALL
to WALL**
Leaders



Whatever your lot in life, build something on it! – Mary Kay Ash

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Want to become a member of the Class of 2014? Your path to success will be rewarded with fabulous perks and prizes befitting a Mary Kay Independent Sales Director. When you debut by July 1, 2014, you will receive several fantastic rewards:

- A beautiful **Class of 2014 ring** to match your 2013-2014 Sales Director suit
- A stunning **Badgley Mischka handbag**
- **Free registration to Seminar 2014** if you debut between Feb. 1 and July 1, 2014
- Receive an elegant **Badgley Mischka wallet** to complement the handbag when you debut one offspring Independent Sales Director during the contest period
- Receive a **\$100 bonus** for each additional offspring when you debut two or more offspring Directors during the contest period

Receive your awards at Seminar if you debut February 1- July 1! DIQ's as of January 2014 who have submitted their commitment cards, register and attend

Leadership Conference 2014 and then debut as a new Director between Feb. 1 – July 1, 2014, will earn a free Sales Director suit valued at \$300!

See Intouch for complete details.





"It's that time of year again when we become surrounded by hearts and cupid angels. Although Valentine's Day typically is a celebration of romance, I prefer to think of it as an extra special day to celebrate love. And while it's always wonderful to show our love for others, there's nothing wrong with showing yourself some love!"

These are words shared by Mary Kay's Chief Marketing Officer, Sheryl Adkins-Green about the importance of valuing yourself as we celebrate Valentine's Day!

sweet somethings for Valentine's Day

- **Mother/ Daughter Program**: Invite Mothers & Daughters to come together for special Valentine's Class. Have a hostess plan a Mother/Daughter Class, or invite a few of your favorite hostesses, with their daughters, for a great turn out & lots of fun! It's a great way to meet your daughter's friends too! Remind them to bring their camera for a Great Valentine's Day Portrait!
- **Web Site Sales**: For all of you who love the web and have a large e-mail connection, e-mail out a Valentine's Day Special for all day Saturday or Sunday. Try having them call certain hours for product specials, or just offer a special for ordering more (3 lipsticks for \$30, etc.)
- **Gift Program**: Did you miss out on those Corporate accounts for Christmas? Call them now for Valentine's Day! If they aren't planning on buying something for their employees for Valentines, ask to stop by with a basket full of Valentine's Options for them. Make sure to make it extra cute—remember for companies, Valentine's Day falls on a Friday! Remember: Doctors, Insurance, Real Estate Agents, and don't forget Husbands who hate to shop!
- **Bridal Program**: Start working with bridal shops, caterers, & bridal consultants. Look in the newspaper and get the list of brides getting married. Send a letter and you have a whole avenue of new people to work with. The Bride, Mother of the Bride, Bridesmaids, Grandmothers, the list goes on and on! Valentine's weekend is a great time to do a Bridal Workshop for a bunch of them. Cover glamour tips & have a "You Deserve It All" Bag put together marketed as "Everything you will need for beautiful Honeymoon Photos"
- **Glamour Photo Shoots**: Before and after, ask your clients to be your Model. They love before and after shoots!
- **Family Gifts**: Don't forget your family! Have you been looking for a way to introduce a family member or friend to your New Mary Kay business? Schedule a Valentine's Day Class with your family. If they are out of town, send them a goodie bag as a Valentine's Day gift!

DARE TO DREAM!



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Class of 2014

Building WALL to WALL Leaders

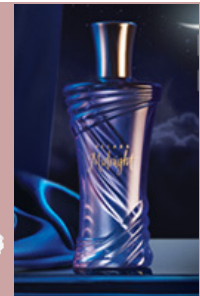


Choose your prize and map your plan today!



Mary Kay Dates to Remember:

- **February 1:** National Freedom Day
- **February 2:** Happy Groundhog Day.
- **February 3:** Career Conference Registration opens at 8:30 a.m. CST for NSD personal unit members
- **February 4:** Career Conference Registration opens at midnight for the first week (March 21-22 and March 23 – 24) of Career Conference 2014 cities
- **February 7: National Wear Red Day– will you be wearing your Red Jacket?!** (The first Friday of February has been designated by the awareness campaign, Heart Truth, as National Wear Red Day! On this day, men and women are encouraged to wear red as a symbol of their support of women's heart health.) Career Conference Registration opens at midnight for the second week (March 28-29 and March 30-31) of Career Conference 2014 cities
- **February 10:** PCP Early ordering privilege of the new Spring promotional items for consultants who enrolled in The Look for Spring 2014 through PCP.
- **February 14:** Happy Valentine's Day!
- **February 17:** President's Day. Postal Holiday. PCP Spring issue of The Look mails.
- **February 27:** Last day of the month for consultants to place telephone orders (until 10pm CST).
- **February 28: Registration Deadline for Career Conference 2014!** PCP Spring mailing of the Month 2 mailer begins. Last business day of the month. Last day of the month for consultants to place online orders (until 9pm CST). Agreements accepted online until midnight CST.



Look at this from About.com on the differences between men and women: "Baby boomer women are dreaming of retiring to Mars while baby boomer men hope to retire to Venus. Baby boomer men are looking forward to working less, relaxing more, and spending more time with their spouse.

Baby boomer women view the dual liberations of empty nesting and retirement as providing new opportunities for career development, community involvement and continued personal growth."

Who do you know that is looking for something more? Mary Kay can provide all three!!





DEBBIE MUSCUTT
INDEPENDENT SALES DIRECTOR OF
GIRLS ON FIRE

3274 Indian Wells Loop S
Salem, Or 97302
Phone: (541) 409-0151
deborah.muscutt@gmail.com
www.girlsonfireunit.com

Return Service Requested

**WHO WILL HELP US MEET OUR
SEMINAR 2014 UNIT GOALS?**

300,000 Unit Club

30 Stars

Cadillac Unit

2 Offspring Sales Directors

TO SUCCEED & MOVE UP: FOCUS ON INCOME-PRODUCING ACTIVITIES

Ask yourself . . . "Is what I'm doing at this moment putting money in my pocket or getting me one step closer to my goal?"

Income-Producing Activities

1. Holding a skin care class or facial
2. Booking a skin care class or facial
3. Calling for reorders
4. Networking for leads by telephone, warm chattering out-and-about or referrals
5. Training at an event/meeting with a guest for marketing plan or skin care class
6. Interviewing someone after a class
7. Interviewing someone at lunch
8. Confirming appointments
9. Pre-profiling class guests on the telephone
10. Follow-up activity from class or interview
11. Follow-up with team members
12. Follow-up with hostess
13. Coaching
14. Filling orders to mail that day
15. Calling customers on your Preferred Customer Mailing
16. Listening to tapes while cooking dinner or making up your face or driving, etc
17. Setting daily goals in order of importance for 5-10 minutes
18. Attending special company functions with a guest or your support system (husband, friend, etc.)
19. Doing a presentation of Mary Kay at a business debut
20. Having a booth at a show or event and handing out cards and brochures and collecting names and numbers

Necessary & Important for Productivity

1. Paperwork of any kind
2. Checking in/organizing product on shelf
3. Ordering product or business supplies
4. Setting goals
5. Filling out weekly accomplishment sheet and weekly plan sheet
6. Reading educational material for business
7. Packing recruiting, hostess, etc. packets
8. Packing "looks" from the Color Select System
9. Mailing hostess packets
10. Making copies
11. Cleaning office
12. Bookkeeping
13. Packing your showcase or tackle-box
14. Labeling product or brochures
15. Organizing and filing handouts
16. Reading your Consultant's Guide
17. Practicing in the mirror (dialogues, smiling, etc.)
18. Any and all kinds of "creative avoidance"
19. Organizing customers on Preferred Customer
20. Addressing birthday cards, brochures, etc.