



THE GIRLS ON FIRE NEWSLETTER



May 2014 Recognition & Results

Congratulations On-Target Stars:

Here's how much you need to finish your next star by 6/15/14

Star Achieved	Name	Current Wholesale	WS Needed for Next Star
	Cyndi Wiggins	\$1,290	\$510
	Suzanne Katin	\$1,156	\$644
	Allison Rooks-Armstrong	\$484	\$1,316
	Heather Williams	\$416	\$1,384
	Wendy Immel	\$367	\$1,433
	Billie Miller	\$341	\$1,459
	Diana Herbeck	\$306	\$1,494
	Elyse McDonald	\$289	\$1,511
	Laura Lewis	\$273	\$1,527
	Lori Stearns	\$245	\$1,555
	Arlene Barber	\$239	\$1,561
	Zahra Attarzadeh	\$229	\$1,571
	Amber Graves	\$229	\$1,571
	Barbara Kropf	\$136	\$1,664
	Alishia Egenhoff	\$44	\$1,756



Cyndi Wiggins
Queen of Wholesale



Elyse McDonald
Queen of Sharing



Cyndi Wiggins
Top Love Check

Welcome New Consultants

Name:

Crystal Cunningham
Natasha Westmark
Summer Cadwell

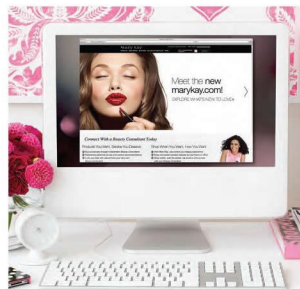
Sponsored By:

Elyse McDonald
Deborah Muscutt
Deborah Muscutt

Make sure to get your Mary Kay Personal Website THIS MONTH!!

Beginning July 1, subscriptions for all consultants will increase from \$50 to \$60. (The cost for first-year, first-time MK site subscribers will increase from \$25 to \$30.) If you renew this month, you can renew your current subscription for another year at the \$50 rate.

(Example: If your Personal Web Site subscription expires March 1, 2015, you can renew by June 30 and extend your \$50 subscription through March 1, 2016.)



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

Dear Girls on Fire,

June is an amazing month for us. It's time to hit the gas and work hard to finish up our extraordinary goals. I can't believe the end of the year is almost here and I'm so excited to be in the position to encourage you all towards your own successes. Remember we're in business for ourselves, but never by ourselves. Mary Kay wants to show us they are behind us by rewarding us with a Follow Your Heart pendant necklace with any \$400+ order. Isn't that awesome? No matter how close or far you are from your goal, you'll be one step closer each call you make! It's time to jump into action!

If you aren't quite where you'd like to be this last year of the seminar year, don't despair. No one ever gained anything by sitting around feeling sorry for herself and beating herself up. Believe me, I've tried that strategy in the past. If you're not finishing up your goals the way you'd like, I challenge you to take one day and regroup. Rather than focus on what you haven't done, focus on where you'd like to be this time next year. Really take the time to map out your plan. Break it down into daily, weekly, monthly and quarterly goals. Then begin the activity today. You'll have most of this month to get your systems in place, book appointments, call each and every customer, place your order to have products on your shelf, etc. This is not only a great way to kick off the new year, it's an easy way to fall back in love with your Mary Kay business when you call all the awesome women you get paid to work with!

We are fully into summer now, and everyone is thinking about tans, great summer looks, gift ideas and sun care. It's a great time to check back in with your customers and ask how you can meet their needs. It may just be a quick drop off at their work, but many women will be interested in fun color classes with their friends, which with our Color Confident class has never been easier! Summer classes lead to wonderful summer prospects, especially moms that need some girlfriend time in between all those games and summer activities. Whatever your focus, make sure you take the time to ask. Each new potential hostess, prospect, and basic new customer could be a vitally important person to your business, and you may be changing her life. Think of her and her needs, and you'll never go wrong. Let's finish this seminar year strong with gusto that Mary Kay Ash would be proud of!

Love and Belief, Debbie



Are you one of those people who works better under a deadline? Well, if you haven't earned your Advanced Color Consultant designation yet, we've got a deadline for you – and if you meet it, you'll earn a little extra recognition!

Pass the four brief quizzes that make up the Color Confident program by June 30, and you'll receive this Advanced Color Consultant ribbon to add to your Seminar attire!

The Advanced Color Consultant designation is a fantastic draw for potential customers searching for an Independent Beauty Consultant through the Consultant Locator. This special designation shows that you've put in the extra effort to increase your knowledge of color products and can help your customers choose the shades that make them look absolutely stunning! (Oh – and did we mention the education is free?)



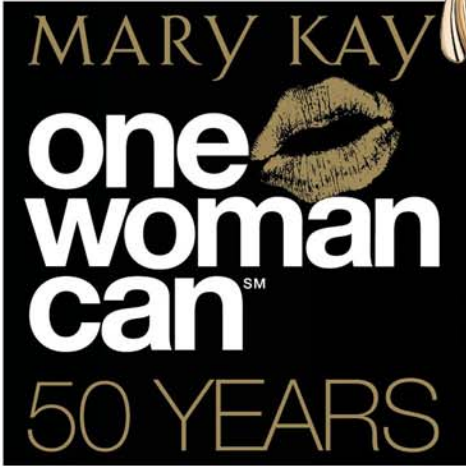
June 30 will be here before you know it, so get Color Confident today!



Confidence comes by doing – not thinking. I guess this business has gone from my brain where I thought it would work, to my heart where I know it will work! Confidence isn't knowing everything there is to know, but knowing that you can get an answer to what you want to know. And confidence isn't something you just get all at once. It is something that starts as a seed within you and just starts growing and growing as you nurture and feed it by doing and doing.

By Kathy Drobish

Our Top 5 Wholesale Orders For May



Cyndi Wiggins Wendy Immel Billie Miller Diana Herbeck Suzanne Katin

Year To Date Court of Personal Sales

1	Suzanne Katin	\$16,279.00
2	Cyndi Wiggins	\$16,180.00
3	Alishia Egenhoff	\$4,505.50
4	Diana Herbeck	\$4,078.00
5	Brenda Murphy	\$3,963.00
6	Billie Miller	\$3,070.00
7	Barbara Kropf	\$2,756.00
8	Heather Williams	\$2,237.00
9	Laura Lewis	\$2,196.00
10	A. Rooks-Armstrong	\$1,631.50
11	Wendy Immel	\$1,181.50
12	Renee Hildebrand	\$1,161.00
13	Arlene Barber	\$883.00
14	Amber Graves	\$867.00
15	Zahra Attarzadeh	\$864.00
16	Micale Montgomery	\$825.00
17	Elyse McDonald	\$577.00
18	Lori Stearns	\$489.00

Thank You Consultants Who Invested in Their Business in May

Cyndi Wiggins	\$667.00
Wendy Immel	\$367.00
Billie Miller	\$341.00
Diana Herbeck	\$261.50
Suzanne Katin	\$233.00
Heather Williams	\$176.00
Elyse McDonald	\$43.00

Featured Product of the Month:
Limited-Edition Honeydew Satin Hands Pampering Set
 Delight in sweet summer scents. Like an at-home spa treatment, this hand-softening trio comes in a popular summer honeydew melon scent you are sure to love!



Pampering Set (Set includes fragrance-free hand softener, honeydew-scented hand scrub and honeydew-scented hand cream in a giftable bag.) All for \$35!

PCP Participants:

- Cyndi Wiggins
- Barbara Kropf
- Renee Hildebrand
- Deborah Muscutt



Welcome Back Consultants

Wendy Immel

Recruiters and Their Teams

Qualified Year to Date Sharing Court

Star Team Builders

Cyndi Wiggins

Elyse McDonald

Lori Stearns

Suzanne Katin

* Alishia Egenhoff

* Amanda Shoemaker

* Barbara Kropf

* Kyllie Weinberg

Reasons or Results

Peter McWilliams said, "In life, we have either reasons or results—excuses or experiences, stories or successes. We either have what we want, or we have iron-clad, airtight, impenetrable reasons why it was not even marginally possible to get it. We use one of the most powerful tools at our disposal—the mind—for our disposal. Rather than dispose of the barriers to our dreams, the mind disposes of the dreams. In the amount of time it takes for the mind to invent a good excuse, the mind could have created an alternate way of achieving the result-rendering excuse-making unnecessary."

As we bring an end to this seminar year, you can still make your dreams a reality. The point is to begin today. Choose results over reasons or excuses and watch your business soar this year!



Cyndi Wiggins

3 Qualified

\$434.40

Billie Miller

1 Qualified

\$67.70



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

\$11.04

Billie Miller

\$10.46

Senior Consultants

Billie Miller

Diana Herbeck

Heather Williams

Jamie Mckenzie



July Birthdays

Brenda Murphy	2
Amanda Shoemaker	4

July Anniversaries

Micale Montgomery	2
Alexandra S Thompson	1
Brenda Murphy	1
S. Poffenbarger	1

Never let the spirit of the girl in you disappear. Make sure she has fun, to really believe there is always something new to discover.

~ NORMA KAMAL

JUNE

Squares Contest

June 1 - 30, 2014

DO THE ACTIVITY ~ COLOR IN THE SQUARE ~ WIN PRIZES!!!

7 squares = 1 prize
 14 squares = 2 prizes
 21 squares = 3 prizes
 28 squares = 4 prizes



NAME _____

SQUARES COMPLETED _____

Return results to your director by July 2nd

DATED SQUARES = sell 3-5 or 6+ items - get credit for only 1 in a week, not both.

 FLAG DAY SELL 3 – 5 items June 1-7	 SELL 6 + items June 1-7	 Hold 5 Interviews	 Place a \$600 order	 Add 1 qualified team member	 Have a \$1000 week	 Attend all Success meetings
 FLAG DAY SELL 3 - 5 items June 8-14	 SELL 6 + items June 8-14	 Have a \$300 day	 Hold 3 Summer FUN Parties	 Order the new summer Products	 Sell a Clear Proof Set	 Find Mary Diem's check in the Applause
 FLAG DAY SELL 3 - 5 items June 15-21	 SELL 6 + items June 15-21	 Hold a Double Facial	 Hold 5 "on the go" appointments	 Do 3-way interview with director	 BE A STAR	 Wear your MK pin a full week
 FLAG DAY SELL 3 - 5 items June 22-30	 SELL 6 + items June 22-30	 Turn in WAS each week	 3 Guest to your MK Success Meeting	 Hold 3 Pedicure classes	 Be on Unit Conference Call	 Move up the Career Path
 FLAG DAY Have a Flag Day Party	 Hand out business cards to 5 women	 Read an NSD story on InTouch	 Post this on your fridge	 Hold a MK @ Play party	 Have a \$200 day	 Complete your goal for the year

If you started Mary Kay to make some money and work your business like a business, would you consider **investing in some inventory** to have on hand to build your store? Maybe it's time to take your business to the next level by having product on hand so you can provide the best service for your customers! Remember, the **Follow Your Heart** pendant necklace serves as a token of appreciation from our heart to yours for being a fearless role model and leader. It can be yours when you place a single \$400 or more Section 1 wholesale order in June 2014.

Take advantage of your **50% discount** to stock up on products for you and your family. Do you use Mary Kay from head to toe? If not, why not?! You're crazy to miss out on our fabulous products, especially when you get them at a discount! If you haven't ordered our new products yet, check them out now on Intouch!

**If every woman in our unit placed a \$225 wholesale order just to get products for personal use, that would make a huge contribution to our goal!*



Be Santa Claus this Summer! With the season of weddings, graduations, Father's Day, baby showers

and bridal showers – giving MK products as gifts is a great way for you to save money this summer! If you're getting married, consider giving your bridal party Mary Kay gift sets!

Have you called your customers lately? Consider calling friends, family & customers to let them know about NEW products and to take reorders. This is a time when a lot of women are looking for a new look!

Have a **\$1000 Day**. Make it your goal to sell \$1,000 in 24 hours by contacting your customers, prospective & former hostesses, family members, and personal use reorders!

Do you know people who work with a lot of women or even men? Consider asking them to be an **Outside Hostess** for you! Offer them \$25 free for every \$100 in orders they collect!

Be a **Star Consultant This Quarter!** Our Unit is going to be **ABUNDANT with Stars!** When you are a STAR, you earn a fabulous star prize and TONS of recognition!

**We're Racing to The Finish Line...
Great Ways YOU Can Help Our Unit!**

DARE TO DREAM!

Mary Kay Dates to Remember:



Building
WALL
to**WALL**
Leaders



- **July 1:** Online DIQ commitment form available beginning 12:01 am CST until midnight on the 3rd. Seminar 2015 contest period begins. Class of 2014 offspring challenge ends. Seminar 2014 registration deadline.
- **July 4:** Happy Independence Day! All company and branch offices closed. Postal holiday.
- **July 15:** PCP last day to enroll online for fall mailing of The Look.
- **July 16:** Ruby Seminar begins.
- **July 20:** Sapphire Seminar begins.
- **July 23:** Emerald Seminar begins.
- **July 27:** Pearl Seminar begins.
- **July 30:** Diamond Seminar begins. Last day of the month for consultants to place telephone orders (until 10pm CST).
- **July 31:** Last day of the month for consultants to place online orders (until 9pm CST). Last business day of the month. Orders and agreements submitted by mail or dropped off at the branches must be received by 7pm local time to count towards this month's production. Online agreements accepted until midnight CST.



TO CREATE THE LIFE YOU DESERVE, YOU HAVE TO GO AFTER IT. THE UNIVERSE YOU INHABIT FLOWS FROM YOU, YOU DON'T FLOW FROM IT. WHATEVER STEPS YOU NEED TO TAKE TO CREATE THE UNIVERSE OF YOUR CHOICE, YOU WILL HAVE TO PUSH PAST PREDICTABLE FEELINGS OF SHYNESS AND FEAR TO TAKE THEM. DON'T LET EMBARRASSMENT PREVENT YOU FROM GOING AFTER WHAT YOU WANT. IT'S ABSOLUTELY SELF-DEFEATING. THE WORST THAT CAN HAPPEN IS THAT YOU GET REJECTED BY ONE PERSON-SO WHAT? YOU HAVE OTHER FRONTIERS, OTHER TERRITORIES TO CONQUER. KEEP THE BIG PICTURE IN MIND. THAT'S ALL THAT REALLY COUNTS. –GeorBette Mosbacher





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Return Service Requested

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

300,000 Unit Club

30 Stars

Cadillac Unit

1 Offspring Sales Director

The Follow Your Heart pendant necklace serves as a token of appreciation from our heart to yours for being a fearless role model and leader. It can be yours when you place a single \$400+ wholesale order this month!



This stunning platinum-tone necklace, which hangs on a delicate 17-inch chain, features a unique, heart-shaped pendant adorned with five scintillating stones as well as the Mary Kay logo. Shop now and earn your necklace today (ships with your qualifying order)!

WE LOVE women who follow their hearts.

discover what you
LOVE

Social Publisher: Have you heard about Mary Kay Social Publisher? It's an exciting way you can have access to a new world of professionally written, branded and preapproved content for your Facebook page.

MARY KAY
Social Publisher



Mary Kay Video Lounge Launches This Month! The Video Lounge will be your convenient, "one-stop" location for all Mary Kay-produced videos. The Video Lounge tab will be in the top navigation bar on the InTouch homepage and the second to last button on the homepage of *Mobile InTouch*. Videos are categorized by Education, Products, How-Tos and Company. You can check out featured videos of the week and share product videos with area members.

On Display: Mary Kay is introducing a new social media channel, a fashion commerce site where users assemble clothing and beauty products. You can build collages and showcase new Mary Kay products or create looks for a special occasion to share on Facebook & Twitter. Check out www.marykayus.polyvore.com.

Want More Videos? Visit The Pink Link on Intouch! Get education and inspiration on products such as Journey of Dreams, Sun Care and Mary Kay At Play! Vacation is the perfect time to try out bold color looks using Mary Kay At Play fun shades. For fun, snap a selfie with a hot summer look and post it on Instagram #mkatplay. Get ready to share the new Mary Kay At Play eCatalog. Your followers will want to know about these products!