



THE GIRLS ON FIRE NEWSLETTER



November 2013 Recognition & Results

Congratulations On-Target Stars:

Here's how much you need to finish your next star by 12/15/13

Star Achieved	Name	Current Wholesale	WS Needed for Next Star
Sapphire	Cyndi Wiggins	\$2,128	\$272
	Suzanne Katin	\$1,719	\$81
	Kyllie Weinberg	\$1,294	\$506
	Diana Herbeck	\$748	\$1,052
	Alishia Egenhoff	\$523	\$1,277
	Teresa Parga	\$402	\$1,398
	Brenda Murphy	\$277	\$1,523
	Barbara Kropf	\$246	\$1,554
	Billie Miller	\$232	\$1,568
	Laura Lewis	\$213	\$1,587
	Pitsachaporn Boyd	\$210	\$1,590
	Renee Hildebrand	\$205	\$1,595
	Micale Montgomery	\$204	\$1,596
	Heather Williams	\$180	\$1,620



Suzanne Katin
Queen of Wholesale



Laura Lewis
Queen of Sharing



Cyndi Wiggins
Top Love Check

Welcome New Consultants

Cassie Shreve

Sponsored By:

Laura Lewis

Kathy Nash

Sponsored By:

Deborah Muscutt



Building WALL to WALL Leaders



Great rewards are in store for those who want to become a director! When you become a DIQ January 1st- attend Leadership Conference 2014 and then debut as a new Director between February 1- July 1, you

will earn a free* director suit!!!! (valued at \$300)! There's more - not only will you get to see the new suit up close and personal at Leadership, you will also be invited to try on all three new 2014 jacket styles! Get your cameras ready, and we will see you in New Orleans!

* A \$300 check will be mailed to the new Director during the month in which she debuts to use toward the purchase of a Director jacket, skirt and blouse.



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

Happy Holidays Girls on Fire,

I am so grateful for my Mary Kay business this time of year. With all the talk of brown Thursday, black Friday fiascos, and so many people out there working so hard this season, I always take a moment to stop and think- that could be me. I'm grateful our business is based on the Golden Rule, where we try to treat everyone the way we'd want to be treated. That kind of focus extends well past my personal business into my life every day. Giving a free sample with a smile to the frustrated clerk who just got yelled at by the customer in front of me isn't just about building my business. It's about making her day a little brighter and maybe even offering a better career opportunity after she's held a class and seen how much fun it can be. I know how much fun I have holding classes, calling my customers who've become my friends, and working with amazing unit members like you! This is truly my dream job- and I hope it is yours too!

I can't believe we've already reached the last month of the year! Where has it gone? If you're like me- you wish you had a little more time and that you had worked a little harder in 2013. Most people set their New Year's Resolutions to begin January 1st. Most experts say it takes 21 days to form a habit. Why not start working now towards what you want to begin in January? It will give you a great jump start to the new year, and if you're anything like me, it will keep you from feeling bad about the work you haven't done that you "should" have been doing before. Each day is a new chance to begin again. We can't do anything about the past- but we can change our future by starting small today. Learn to ask yourself, "What's the next step to get what I want?" All you have to do is figure that little part out- now how to arrive, but what the next thing would be. If you want to be a director- start by booking interviews. If you want Queen's Court of Sales, start by calling ___# of customers every day and asking to book appointments. Take the overwhelming elephant size away from the goal by focusing on the small part you can do right now. It's amazing how much progress you can make by just beginning.

With all this talk of work, I don't want you to think I'm encouraging you not to spend time with your family and friends this month. Of course not. Our company is based on God first, Family second, and your Career third. But sometimes I lose sight of the fact that holidays actually last a few days, and I can make the time around them count for my family by working my business too. A few hours of phone calls to mail orders won't be missed by my kids while they're watching a movie, but they could help me pay for the perfect gift I've been looking at. I've also learned to combine the two- check out Christmas lights on the way to dropping off an order, going out to dinner, or asking my friends if they need any last-minute gifts on the way to the party we're attending together. I know you're a smart and capable business woman that can make this month count if you choose. If you want to wait and begin again in January, that's okay too. However you choose to work your business, I'm here to help and support you in any way I can. We'll make this a great month and start the new year off right!

Love and Belief, Debbie

How to Think Like a Retailer in December



- **MEN!** Now is the time to close men for the holidays! Be willing to work the week before Christmas and you will double your sales! Take gifts with you wherever you go! Approach men at the garage while getting your oil changed, at the grocery store, wherever you go! Wear your pin! If you have gifts there with you, you **WILL SELL THEM!** The key is having product gifts made up and on hand!
- Take stocking stuffers and last-minute gifts with you everywhere. Take a list of "Who have you forgotten?" with you to classes and appointments. Have gifts available that fill those needs!

Holiday Recruiting in Dec:

- Why not play in makeup while spending time with family? Each hostess is looking for another great idea to entertain her family while they are in town. MK facials are a great solution! Not only do facials offer a great time, but they give her a chance to have each family member try our great new products in person! It's a great chance to take orders and get a jump-start on her career!
- There is still time to purchase gifts at cost! She might want to start her new career as a Christmas gift to herself and her family. Think of all the doors it opens!
- There are also great end-of-the-year tax benefits! Also remind her that she will be starting the new year off right!



Our Top 5 Wholesale Orders For November

MARY KAY
one woman canSM
 50 YEARS



Suzanne Katin

Cyndi Wiggins

Diana Herbeck

Alishia Egenhoff

Barbara Kropf

Year To Date Court of Personal Sales

1	Suzanne Katin	\$9,883.00
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	Barbara Kropf	\$1,550.00
8	Alexandra S Thompson	\$1,413.00
9	Teresa Parga	\$1,362.00
10	Laura Lewis	\$1,183.50
11	Heather Williams	\$1,110.00
12	Billie Miller	\$961.00
13	Pitsachaporn Boyd	\$808.00
14	Lisa Werner	\$681.00
15	Berlita Masog	\$530.00
16	Wendy Immel	\$447.50
17	Amanda Shoemaker	\$422.00
18	S. Poffenbarger	\$420.00
19	Renee Hildebrand	\$409.00
20	Amber Graves	\$409.00



Thank You Consultants Who Invested in Their Business in November

Suzanne Katin	\$1,310.50
Cyndi Wiggins	\$872.00
Diana Herbeck	\$502.00
Alishia Egenhoff	\$313.00
Barbara Kropf	\$246.00
Laura Lewis	\$212.50
Pitsachaporn Boyd	\$209.50
Brenda Murphy	\$48.00
Kyllie Weinberg	\$31.00



Let the Moment Unfold. The Belara Midnight woman embodies a harmonious blend of mystery and anticipation. Limited-Edition Simply Alluring Body Crème & Shower Crème, \$18 each

PCP Participants:

Cyndi Wiggins
 Laura Lewis
 Barbara Kropf
 Renee Hildebrand
 Deborah Muscutt



THE MOST IMPORTANT SINGLE INGREDIENT IN THE FORMULA OF SUCCESS IS KNOWING HOW TO

GET ALONG WITH PEOPLE.
 ~THEODORE ROOSEVELT



Recruiters and Their Teams

Star Team Builders

Cyndi Wiggins

Alishia Egenhoff

Barbara Kropf

Kyllie Weinberg

Suzanne Katin

* Amanda Shoemaker

Senior Consultants

Billie Miller

Diana Herbeck

Heather Williams

Jamie Mckenzie



Time management is even more important as the holiday season quickly approaches. Begin each day with your Six Most Important Things list. Mary Kay taught us to push a little harder and do six quality things each day rather than stopping at five. She also taught us to tackle the hardest thing first each day, and the rest of the day would follow and feel so rewarding! I encourage you to make sure to schedule sharing, bookings, classes and PCP follow up as part of your Six Most Important Things list this month! You'll achieve holiday success and a great jump start for the New Year- including many personal/ financial rewards!



Qualified Year to Date Sharing Court

Cyndi Wiggins

2 Qualified

\$312.74

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

\$76.02

January Birthdays

Heather Williams	5
Renee Hildebrand	5
Kathy Nash	7
Jenny Hand	11
Billie Miller	28

January Anniversaries

Renee Hildebrand	3
Amanda Leopard	1

"Happiness does not depend on outward things, but on the way we see them."

~Leo Tolstoy



CONSULTANT CHALLENGE

HAVE A MERRY MARY KAY CHRISTMAS!
Contest Dates ~ Dec. 1 ~ 31

Sell a total of **31** Christmas items in December and you'll earn a BEAUTIFUL piece from Mona's Jewelry Stash!

Be Aware! These are the only items that count toward this challenge:

- Belara Midnight products
- Skinvigorator Brush
- Holiday Limited-Edition Vanilla Sugar Satin Hands Set
- Holiday Limited-Edition Mary Kay @ Play Eye Shadow or Lip Gloss sets



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.





Success is "In the Box"

Contest Dates: December 1-31, 2013

**Do the Activity ~ Color in the Box
= Win Prizes!!**

10 Boxes = 1 Prize 15 Boxes = 2 Prizes 20 Boxes = 3 Prizes

25 Boxes = EARNED MYSTERY NIGHT

(w/prizes of course!) Track on back please :-)

Name: _____

 <p>Sell 10 items Dec 1-7</p>	 <p>Hold 5 Interviews (Get 1-10 & Follow Up w/Dir)</p>	 <p>Post this on your fridge</p>	 <p>Attend 3 Success Meetings</p>	 <p>Add 1 new qualified team member</p>	<p>Have a \$1,000 week!</p> 	 <p>Have a Holiday Open House</p>
<p>Sell 10 items Dec 8-14</p> 	 <p>Hold a Double Facial</p>	 <p>Go to client's office for an appt</p>	 <p>Do a 3-way Interview w/Sales Director</p>	 <p>Hold 5 "on the go" Holiday Stops</p>	 <p>Place \$400 Whsl Order by 12/15</p>	 <p>Finish your Star!</p>
 <p>Sell 10 items Dec 15-21</p>	<p>Sell a Clearproof Set</p> 	 <p>Sell a Repair Set</p>	 <p>Pass out 5 samples and follow up with them</p>	 <p>Sell 5 Satin Hands Sets Great Gifts!</p>	 <p>Find Stacy James check in Jan Applause magazine</p>	 <p>Wear your MK Pin a FULL week</p>
 <p>Sell 10 items Dec 22-28</p>	 <p>Move up to a new level on the Career Path</p>	<p>Post something MK positive on our unit FB Page</p> 	<p><i>Merry Christmas</i></p> <p>Kiss your loved ones & Hug at least 5 people on</p> 	 <p>Have a \$300 Day</p>	 <p>Hold A Party (3 women \$200+ Sales)</p>	 <p>Place a 400 Whsl Order from 12/16 -12/31</p>
<p>Sell 5 items Dec 29-31</p> 	 <p>Report ALL \$100 Days</p>	 <p>Hand out business cards to 5 women</p>	 <p>Call M\$M 10 times 641-715-3900 44336#</p>	 <p>COUNT INVENTORY</p>	 <p>COUNT INVENTORY (YES! 2 squares!)</p>	 <p>Have a \$200 Day</p> 



Success is "In the Box"

Contest Dates: December 1-31, 2013




Track Below ~ Color Other side

10 Boxes = 1 Prize 15 Boxes = 2 Prizes 20 Boxes = 3 Prizes

25 Boxes = EARNED MYSTERY NIGHT

(w/prizes of course!)

Name: _____

1. _____ 2. _____ 3. _____ 4. _____ 5. _____ 6. _____ 7. _____ 8. _____ 9. _____ 10. _____	 1. _____ Result: _____ 2. _____ Result: _____ 3. _____ Result: _____ 4. _____ Result: _____ 5. _____ Result: _____	 Post this on your fridge Done: _____	 Mtg Dates: _____	 Add 1 new qualified Name: _____	Have a \$1,000 week! Week of: _____ _____	Have a Holiday Open House Date: _____ Sales: _____
1. _____ 2. _____ 3. _____ 4. _____ 5. _____ 6. _____ 7. _____ 8. _____ 9. _____ 10. _____	 Dbl Facial Name: _____ Name: _____ Sales: _____	 Office appt Who: _____ Sales: _____	3-way Int Name: _____ Result: _____ Next Step: _____	5"on the go" Stops 1. _____ Result: _____ 2. _____ Result: _____ 3. _____ Result: _____ 4. _____ Result: _____ 5. _____ Result: _____	 Place \$400 Whsl Order by 12/15 Done: _____	 Star Level: _____
1. _____ 2. _____ 3. _____ 4. _____ 5. _____ 6. _____ 7. _____ 8. _____ 9. _____ 10. _____	Sell a Clearproof Set Name: _____ _____	 Repair Set Sold Name: _____	1. _____ Result: _____ 2. _____ Result: _____ 3. _____ Result: _____ 4. _____ Result: _____ 5. _____ Result: _____	Sell 5 Satin Hands Sets 1. _____ 2. _____ 3. _____ 4. _____ 5. _____	 Stacy James check _____	Wear your MK Pin a FULL week Done: _____
1. _____ 2. _____ 3. _____ 4. _____ 5. _____ 6. _____ 7. _____ 8. _____ 9. _____ 10. _____	Move up to a new level on the Career Path New Level: _____	Post something MK positive on our unit FB Page What: _____ _____	 Gave love Done: _____ 	Have a \$300 Day When: _____ What: _____	Party Women: _____ Sales: _____ Bookings: _____	 400 Whsl Order from 12/16-12/31 Done: _____
1. _____ 2. _____ 3. _____ 4. _____ 5. _____	ALL \$100 Days Reported Days: _____ _____ _____	business cards to 5 women 1. _____ Result: _____ 2. _____ Result: _____ 3. _____ Result: _____ 4. _____ Result: _____ 5. _____ Result: _____	1. _____ 2. _____ 3. _____ 4. _____ 5. _____ 6. _____ 7. _____ 8. _____ 9. _____ 10. _____	 COUNT INVENTORY Done: _____	 COUNT INVENTORY Done: _____	\$200 Day When: _____ 

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

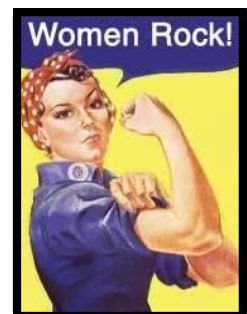
Platinum POWER PLAYERS receive above and:

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.

The New Year Can Bring A Whole New You!



DARE TO BELIEVE IN YOU!

December is the perfect time to begin your Mary Kay Career! Not only can you purchase all your last minute Christmas gifts at an amazing discount, you can practice holding classes, learn scripts or set up your new office over the holiday season. You'll touch base with friends and family this time of year and can share your wonderful new career as a Beauty Consultant.

They say it takes 21 days to form a new habit. By practicing in December, you're on your way to an incredible start for the New Year. The New Year is wide open and full of possibilities. What kind of year will you choose to make it?



As a Brand New Mary Kay Independent Beauty Consultant (signed in Nov or Dec 2013), this exclusive keepsake ceramic hinged box commemorating the Mary Kay 50th Anniversary year could be yours when you place a single \$400+ wholesale order during the month of December!

For 50 years, Mary Kay Consultants around the globe have been *enriching women's lives* in countless ways. This globe honors the difference *one woman can* make and celebrates Mary Kay's phenomenal success and heritage.

Exercise FOCUS Through Christmas

What is focus? What are the adversaries of focus?

This time of the year in particular we have many distractions that can keep us off-course from our goal. Many of those are good and wonderful distractions which makes it even harder to accomplish our goals. There is so much pressure these days combined with the holiday season; it becomes a full time job in and of itself if we let it. We want to enjoy and get the most out of the holidays, but we don't want to lose focus and see our goals slip through our fingers in the process. How can we accomplish both? I'm going to give you my list of how to's that have helped keep me focused during stressful times, difficult times, or holiday times.

1. Organize: *Unhappiness is not knowing what we want and killing ourselves to get it.*

- Treat this business as you would any job during the holiday season.
- Have set times to do your business.
- Discipline your mind... "How can I" never "I can't"
- Don't travel mentally - when you are with your family... really be with your family.
- When you're doing Mary Kay... FOCUS!
- Simplify: The holidays – Your Mary Kay - Your home life
- Enjoy the quiet moments and small things.
- LEARN TO SAY NO! Refuse to buy GUILT!

2. Prioritize: *Don't equate activity with efficiency: The art of being wise is the art of knowing what to overlook.*

- Know your exact goal each day.
- Determine what is really most important to do in your business.
- Contacting every customer should be #1.
- Do your six most important things and do the things you least want to first.
- Resist the temptation to embezzle.

3. Utilize: *The person who knows how will always have a job – The person who knows why will always be the boss! Success seems to be largely a matter of hanging on after others have let go.*

- Truly help people with their Christmas shopping.
- Utilize wish lists and husband's names on profile cards.
- Combine Christmas parties with shopping boutiques and sell multi-tasking.
- Realize people will be buying gifts on December 24th at midnight.
- Turn every no into a booking for January.
- Recruit people for extra money during the holidays, tax benefits, etc.
- Utilize the teleconference marketing opportunity.
- 12 days of Christmas for customers and the kids.
- Utilize help, and trade product as Christmas gifts for the help you need.
- Get in the spirit of giving with your customers by giving them a gift.



DARE TO DREAM!



Class of 2014

Building
WALL
to**WALL**
Leaders



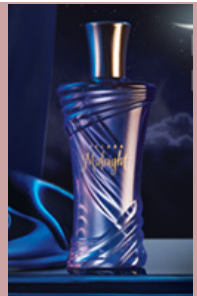
Choose your prize and map your plan today!

me **watch!**
grow!
July 1- Dec. 31, 2013



Mary Kay Dates to Remember:

- **January 1:** New Year's Day. Company Holiday. All Company and branch offices closed. Postal holiday. Online DIQ Commitment form available beginning 12:01 am CST until midnight on the 4th.
- **January 12:** Leadership Conference 2014 for Diamond, Emerald, and Pearl begins.
- **January 15:** Leadership Conference 2014 for Ruby, Sapphire and Canada begins.
- **January 20:** Martin Luther King, Jr. Day. Postal Holiday.
- **January 30:** Last day of the month for consultants to place telephone orders (until 10pm CST)
- **January 31:** Last business day of the month. Last day of the month for consultants to place online orders until 9pm CST. Orders submitted by mail or dropped off at branches must be received by 7pm local time to count toward this month's production. Online agreements accepted until midnight CST.



I meet so many people in my travels that are frustrated because things are not happening in their lives as fast as they think they should. It's part of our "I want it now" culture. It's hard for us to be patient and pay our dues. Because of our impatience, I know we miss so many treasures in our lives by not living today as we are working toward tomorrow. Living in the present moment is the only way to prepare for the future. It is the journey that teaches us, molds us, and inspires us to be all that we are created to be. These small, solo steps teach us, but many times we miss the lesson because we are complaining that our lives are not progressing fast enough.



By: Dale Smith Thomas



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INDEPENDENT SALES DIRECTOR OF
GIRLS ON FIRE

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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

Maybe She Needs Me

Arlene Lenarz, NSD

It had been a long day! I was finishing a task; And as I hurried past her, A little voice said, "Ask!" "Oh, not today!" I told myself; I'm tired and it shows. Besides, I might look foolish... And she'd likely just say, "No!" While drifting off to sleep that night, I saw her face again. I wondered what her life was like... her needs, her dreams, her pain. What if she'd been wishing for a friendly word and smile, A chance to know somebody, who would go the "extra mile?" What if she'd been waiting for a break, an open door? Was this the opportunity that she'd been praying for? I saw the cars she might not drive, the rings she might not wear, because I would not risk myself to stop... to ask...to care. So what if what I offer her is not her cup of tea? That's a choice for her to make... how selfish can I be? When all my dreams are realized I don't want to regret the lives I wouldn't touch and change... the "no's" I didn't get. Oh, let me live a true "go-give", and let my mission be not to think, "Do I need her?" But maybe she needs me!



*Who might
you be
standing
beside?*

**Take Advantage
of the
Holiday
Lines!**

During this holiday season it's easy to get swept away by all the hustle and bustle and hurry that's going on. Rather than stress out- take advantage of it! Plan to leave 10-20 minutes earlier, and go to each shopping situation prepared to go "people shopping" yourself. Maybe you'll end up getting in the longest line to talk to a really sharp woman in front of you. Maybe you'll take a moment to offer the woman behind the counter a free hand cream sample, etc. as a thanks for making your holiday experience even better. The options for reaching out are endless this time of year. There are lines everywhere... and it's easy to talk with total strangers since so many people are looking for second opinions on gifts this time of year. Start the conversation and see where it leads. If you never end up mentioning your business because it doesn't feel right, you had an enjoyable conversation with another person and probably made her day. You never know what kind of an impact taking the extra time to talk with someone this time of year might have. She might be the person who steps on up to leadership and helps you finish directorship in 2014. She may be a great cheerleader. Or, maybe she needs you!

