



THE GIRLS ON FIRE NEWSLETTER



October 2013 Recognition & Results

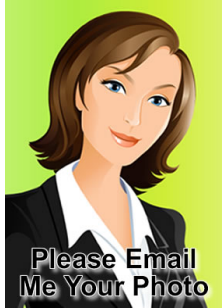
Congratulations On-Target Stars:

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	\$305	\$1,495
	Teresa Parga	\$289	\$1,511
	Barbara Kropf	\$246	\$1,554
	Brenda Murphy	\$229	\$1,571
	Pitsachaporn Boyd	\$210	\$1,590
	Renee Hildebrand	\$205	\$1,595
	Heather Williams	\$180	\$1,620



Cyndi Wiggins
Queen of Wholesale



Please Email Me Your Photo

This Could Be You
Queen of Sharing



Cyndi Wiggins
Top Love Check

WHY YOU WANT TO BE A STAR CONSULTANT!

Thank you Candace Johnson for sharing!

- **Success...** Success attracts success. Star Consultants are recognized for their efforts, which will inspire you to "keep on keepin' on." You will become assured and confident in your career and earn respect and loyalty from your customers!
- **Inventory...** You open the doors to success for your business by having all the products to ensure the greatest service to your customers, and this investment will encourage you to treat your business as a business!
- **Added Confidence...** You are a professional businesswoman by having products for your customers to take home. This is an added selling edge that gives you confidence!
- **Rewards and Recognition...** A Star Consultant is a celebrity in Mary Kay and in your Unit! Your Star Pin with your Sapphire, Ruby, Diamond, or Emerald stars is your report card in Mary Kay...wear it, and your sister consultants and customers know that you are special and a REAL STAR!!!!



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

Happy Holidays Girls on Fire,

I hope you are looking forward to a wonderful Thanksgiving with your family! Approaching this great holiday, I am reminded of the many reasons I am so thankful for my Mary Kay career. I am so thankful that I have the opportunity to spend as much time with my family as I desire for the holidays. I am thankful that I determine my work schedule, that I determine how much extra holiday cash I have to spend, and that I can determine the position I desire in Mary Kay and make it happen! So can you!

It's the most wonderful time of the year! Just think of the many blessings we have to celebrate each day! We can bring joy to our customers by helping them look their best, find the perfect gifts, and even earn free Christmas presents (hostess gifts) for having some fun with friends at a party! We can bring joy to our team members by being involved in our fabulous Mary Kay environment! Where else can you find so much love, support and encouragement?

I feel so blessed to be a part of Mary Kay! I hope you feel the same way. Your excitement will show to your prospects, customers, and their husbands when following up on wish lists! They'll feel good about purchasing products you're excited about. It's so easy to sell this time of year- just **be prepared!** Bring extra gift-wrapped stocking stuffers and fragrances (especially our new Belara Midnight) with you to appointments and drop-offs. Ask if you can drop her order off at work! We have the perfect, 100% satisfaction guaranteed gifts! That should make you feel good about offering the perfect gift- chosen by you- her Mary Kay Beauty Consultant.

It's important to pass the Christmas spirit along to your customers. Don't forget when you call your customers to thank them for their business and for being a special part of your life. Call or email our fellow unit members and share how special they are to you. Offer encouragement to strangers and make those at your classes feel like a million bucks- even if they just buy a lipstick. We're lucky enough to be in a really positive Mary Kay work environment- pass it on! Give a little extra. Be joyful and encouraging everywhere you go. It can make all the difference in someone's day! I want to thank you for being a very special part of my life. I am so grateful for you! You make each day a joy for me, and I am so happy to get to be a part of your life. Thanks!

Love and Belief, Debbie



A Time for Thanks Giving By Mary Kay Ash

Thanksgiving should be a day of reflection for all of us. A chance to think back on the past year and the many things for which we are thankful, to reflect on the holidays and what they mean, and to look ahead to the new year and the opportunities it holds.

I am so thankful for what God has done for our Company. When I look at the success of Mary Kay Inc., I know that man alone could not have built such a special organization without God's blessings. He has drawn to us so many caring and capable Independent Beauty Consultants whose desire, like mine, is to serve Him and acknowledge the work He is doing in our lives and in our Company.

Richard C. Cabot wrote these beautiful words: "When you say to me 'thank you,' remember I could not have done for you what I did had it not been for what hundreds of other people have done for me. Neither could they have done for me what they did had it not been for what thousands of other people had done for them. And so the thing goes on in infinite time and space. Therefore, when you say, 'thank you,' you really meant to say 'thank you, God.'"

Thank you, God, for our wonderful Company, our fine sales force, our capable staff, and the many personal blessings you give to each one of us daily.

HOLIDAY WISH LISTS!



Normally we use the holiday wish lists to follow up with husbands or significant others. Why not add something new this year? Encourage your customers to not only fill out a wish list of their own, but also ask

each person they take outside orders from to jot down what their wish product (or two) would be. This will provide your hostess with some great gift ideas, and she can even earn them as hostess credit at the class!

The Extra Mile: *Wouldn't you love to know that you could earn a gift for a friend that she really wanted for FREE? Encourage each person at your class to list several people to offer her wish list to. This way you can contact her friend or family member and offer her the chance to take outside orders or hostess her own class and earn that special gift for free. It's a win/win and also shows this prospective customer that you are a Beauty Consultant who offers not only to meet her cosmetic needs, but you also go the extra service mile!*

Our Top 5 Wholesale Orders For October

MARY KAY
one woman canSM
 50 YEARS



Cyndi Wiggins



Suzanne Katin



Teresa Parga



Diana Herbeck



Renee Hildebrand

Year To Date Court of Personal Sales

1	Cyndi Wiggins	\$6,812.00
2	Suzanne Katin	\$5,873.00
3	Brenda Murphy	\$3,262.00
4	Kyllie Weinberg	\$2,937.00
5	Alishia Egenhoff	\$2,439.50
6	Alexandra S Thompson	\$1,413.00
7	Teresa Parga	\$1,362.00
8	Barbara Kropf	\$1,246.00
9	Heather Williams	\$1,110.00
10	Billie Miller	\$961.00
11	Lisa Werner	\$681.00
12	Laura Lewis	\$564.50
13	Berlita Masog	\$530.00
14	Diana Herbeck	\$491.00
15	Wendy Immel	\$447.50
16	Amanda Shoemaker	\$422.00
17	S. Poffenbarger	\$420.00
18	Amber Graves	\$409.00
19	Renee Hildebrand	\$409.00
20	Juanita Rodriguez	\$407.50



Thank You Consultants Who Invested in Their Business in October

Cyndi Wiggins	\$610.00
Suzanne Katin	\$408.50
Teresa Parga	\$289.00
Diana Herbeck	\$245.50
Renee Hildebrand	\$204.50
Brenda Murphy	\$201.50
Heather Williams	\$42.00

PCP Participants:

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



marykayatplay™

Holiday Sets

Turn up the volume on color with these upbeat stocking stuffers!!
 Limited-Edition Mary Kay at Play
 Just for Eyes Eye Shadow &
 Just for Lips Lip Gloss, \$10



Get Ready for the Biggest Holiday Shopping Weekend in November!

This year, Cyber Monday — in fact, the entire holiday weekend — is expected to be the biggest online shopping event ever!

Are you ready to take advantage of it?

You have some great tools to connect with your customers this holiday! Check out the 2013 Holiday Hub, your one-stop-shop, with a click of the mouse! You can find details on holiday bundles, fun holiday party ideas and month-by-month tips to help you have a great holiday selling season!



Recruiters and Their Teams

Team Leaders

Cyndi Wiggins

- Alishia Egenhoff
- Amanda Shoemaker
- Barbara Kropf
- Kyllie Weinberg
- Suzanne Katin

Senior Consultants

Billie Miller

- Diana Herbeck

Heather Williams

- Jamie Mckenzie

**November is a
Critical Month for
Time Management!
Consider This:
Lost time is never
found again...**

30 minutes extra per
day =

3 1/2 hours per week

3 1/2 hours per week

for 1 year =

175 hours per year

175 hours per year

= 1 extra month

**Would you like to
have a 13-month
year?**

As women, we wear many hats; however, we are only one person.

Through the course of my career, I realized that in order to put my family first... I sometimes had to put my business first for a short period of time!

There were times that my credo was... *I will eat when I'm old and sleep when I'm dead!* I learned... Take care of today — let the calendar take care of the years.

**Nothing is worth
more than this day!
Make it count!**



Qualified Year to Date Sharing Court

Cyndi Wiggins

2 Qualified

\$259.08



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

9% Recruiter Commission

Cyndi Wiggins

\$36.77

4% Recruiter Commission

Billie Miller

\$9.82

Heather Williams

\$2.00

December Birthdays

Diana Herbeck

12

Teresa Parga

15

Kyllie Weinberg

18

December Anniversaries

Heather Williams

3

Don't waste your life in doubts and fears: spend yourself on the work before you, well assured that the right performance of this hour's duties will be the best preparation for the hours or ages that follow it.

~Ralph Waldo Emerson



A November Wonder Woman Will put Mary Kay on 30 FACES with sales totaling \$1200!

- *To be the November Wonder Woman you may need to book 20 Parties to reach 30 Faces.*



Fill out & submit the tracking sheet.



*"How about this for a fun Wonder Woman prize!"
- Mona*

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

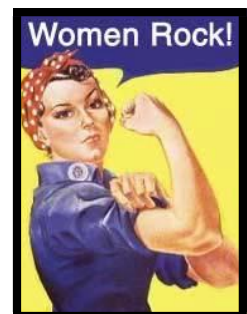
Platinum POWER PLAYERS receive above and:

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.

Mary Kay Skinvigorate Cleansing Brush, \$50

Get your true clean. Removes makeup 85% better than cleansing by hand. Provides deep cleansing, gentle exfoliation and massaging in one easy step. Includes: One Cleansing Brush & Two Replacement Brush Heads
Additional Replacement Brush Heads, 2/ \$15

Here's what women of all ages — from 13 to 70 — said about the Skinvigorate Cleansing Brush in an independent consumer study*:

- Maximizes my skin care benefits: 97%
- Transforms dull skin into a radiant complexion: 94%
- Provides a more even-looking skin tone: 96%
- Reveals youthful-looking skin: 93%
- Skin feels softer, smoother and healthier: 95%

*Results reflect the percentage of women who agreed with the statements in a three-week independent consumer study.



marykayatplay™

Holiday Sets

Turn up the volume on color with these upbeat stocking stuffers.

**Limited-Edition
Mary Kay at Play
Just for Eyes
Eye Shadow, \$10
Just for Lips
Lip Gloss, \$10**



Mary Kay Mineral Eye Color in Four Sparkle Shades \$7 each

Add drama and sparkle to your eye look with Sparkling White, Shimmering Lilac, Glistening Gold and Brilliant Black.



Belara Midnight Eau de Parfum, \$38

Let the Moment Unfold. The Belara Midnight woman embodies a harmonious blend of mystery and anticipation.

Also available:
**Limited-Edition
Belara Midnight
Simply Alluring
Body Crème (\$18) &
Shower Crème
(\$18)**



TimeWise Even Complexion Dark Spot Reducer, \$40

Diminishes the look of dark spots! That's what eight out of ten women said after using it in an independent consumer study*. Here's what else they said:

- Softens the visible intensity of dark spots — 89%
- Helps fade the look of lingering acne spots — 84%
- Corrects the look of skin imperfections — 81%
- Visibly reduces the appearance of age spots — 79%

*Results reflect the percentage of panelists who agreed with the statements during a six-week independent consumer study.



Give the gift of a soft touch with this wonderful-for-winter set.

**Limited-Edition†
Vanilla Sugar
Satin Hands Set
(\$34)/ Hand
Cream (\$10)**

Holiday Glamour Tips

Holiday makeup is the time to add drama and extra glamour to your usual look. Because parties are usually nighttime affairs, the lights are darker and you can choose more dramatic colors than you usually wear. This is a fun time to experiment with new products!!

1. Either the eyes OR the lips need to be the focus of your nighttime look – if the eyes are dramatic, then choose a more subdued lip color, and vice versa. If the eyes are the dramatic feature, then choose a lighter color for your lips....but don't forget the lip gloss. The gloss gives them a sparkle and shine that's GREAT for pictures!
2. On eye makeup, the bigger the contrast between the highlight shade and the contour shade, the more dramatic the effect. SO, when you want subtle, choose colors in the same family..... when you want drama, pick a bigger contrast.
3. Sparkly eye shadows can be a lot of fun in the holiday season, but be sure to keep that shine only on the eyes. Sparkly eyes next to frosted lips or a sparkly face powder will be too much! Frosted shadows do not photograph well and should NEVER be worn by mature eyes.... they accentuate any fine lines and wrinkles. A little shimmer can be a GREAT touch for the holiday looks, but use them as the highlight and then pick a matte color for your contour color.
4. Mascara is KEY to holiday makeup. Apply a few extra layers (waiting to let each coat dry completely between layers) to see your eyes pop!!
5. Darken your look with extra liner – apply it all around the eyes, then use a sponge tip to smudge it for a smoky effect.
6. If you're not into eye makeup, then intensify your lip color. Use a matching or slightly darker lip liner over the entire lip area, and try a sparkling gloss. You'll LOVE the look!



DARE TO DREAM!



Class of 2014



Your Independent Senior Sales Director will not only be proud, she'll be styling!



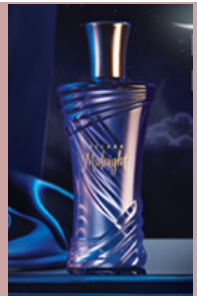
Choose your prize and map your plan today!

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



Mary Kay Dates to Remember:

- **December 1:** Online DIQ Commitment Form available beginning 12:01 am CST until midnight on the 3rd.
- **December 2:** Postmark cutoff for Consultants to mail Commitment Forms to begin DIQ this month.
- **December 15:** Postmark deadline for Quarter 2 Star Consultant quarterly contest.
- **December 16:** Quarter 3 Star Consultant contest begins. Spring 2014 PCP online enrollment for The Look, including samplers and Month 2 mailer begins.
- **December 20:** Online prize selection available for Quarter 2 Star Consultant quarterly contest.
- **December 21:** Winter Solstice
- **December 24:** Company holiday. All Company and branch offices closed.
- **December 25:** Christmas Day. All Company and branch offices closed. Postal holiday.
- **December 30:** Last day of the month for Consultants to place telephone orders (until 10 p.m. CST).
- **December 31:** Last day of the month for Consultants to place online orders (until 9 p.m. CST). Last business day of the month. Orders and Agreements submitted by mail or dropped off at the branches must be received by 7 p.m. local time to count toward this month's production. Online Agreements accepted until midnight CST.



There are so many stories of people who have been knocked down to only get up again and achieve incredible success. Did you know that Michael Jordan was cut from his jr. high basketball team? What did Michael do? Did he complain and whine about what had happened to him? Maybe he did, but he also took action. He started practicing his shots more than he had ever practiced before. He dedicated himself to becoming better at his craft! What was the result? He will be remembered as one of the greatest basketball players of all time. I found this quote by Michael Jordan that I really love--"I have missed more than 9,000 shots in my career. I have lost almost 300 games. On 16 occasions I have been entrusted to take the game winning shot ... and missed. I have failed over and over again in my life. And that is why I succeed."

By: Dale Smith Thomas





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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

2 Offspring Sales Directors

WORK YOUR BUSINESS FOR THE HOLIDAYS TODAY!

Many of us make our New Year's Resolutions only to have them dwindle from our dreams. Do you want a better future? More Money? More Time?

More Fun? Set a New Year's Resolution for yourself now...to make more money in less time next year! How??? Retailers do 50% of their total year's business during the Holiday Selling Season. We are Retail. Our new Belara

Midnight fragrance is the perfect blend of mystery and anticipation. Our Skinvigorate Cleansing Brush removes makeup 85% better than cleansing by hand. Seize this fabulous holiday opportunity! Make it your goal to work this wonderful business with vigor. The best part of all...our customers are for life!!!

PLUS! Now through November 30, when you purchase any skin care product, you'll receive double credit towards the Queen's Court of Personal Sales! See intouch for details.

