

# Dazzling Diamonds

May 2013 Newsletter, April Results

## TOP QUEEN!



**Queen of Wholesale:**  
Teresa A. Dobrovich-Kelly

**Queen of Sharing:**  
Teresa A. Dobrovich-Kelly

### Ordering Deadlines for May

- 30: Last day for phone orders
- 31: Last day for orders

### Important Promo Deadlines

- Quarter 4 Star Consultant quarterly contest (March 16 - June 15, 2012)
- Star Consistency Challenge (June 16, 2012, through June 15, 2013)

## ON-TARGET STARS AND STAR CONSULTANTS

Top Orders for the Quarter! Fourth Quarter Ends June 15, 2013

	Total	Sapphire	Ruby	Diamond	Emerald	Pearl
TERESA DOBROVICH-KELLY	\$856.25	\$943.75	\$1,543.75	\$2,143.75	\$2,743.75	\$3,943.75
INGY GUERGUES	\$713.75	\$1,086.25	\$1,686.25	\$2,286.25	\$2,886.25	\$4,086.25
ELLEN DAVIDSON	\$630.00	\$1,170.00	\$1,770.00	\$2,370.00	\$2,970.00	\$4,170.00
DANIELLE MCCORMICK	\$538.50	\$1,261.50	\$1,861.50	\$2,461.50	\$3,061.50	\$4,261.50
TINA PIAQUADIO	\$479.25	\$1,320.75	\$1,920.75	\$2,520.75	\$3,120.75	\$4,320.75
NICOLE LARKINS	\$423.00	\$1,377.00	\$1,977.00	\$2,577.00	\$3,177.00	\$4,377.00

Who will be our next star?



# RECRUITERS and their team!

\* You are currently inactive. It only takes a \$200 wholesale order to get back on track!

## Star Team Builders

Recruiter :Teresa A. Dobrovich-Kelly  
Ellen Davidson  
Laura L. DiMarino  
Ingy Guergues  
Erika L. Travan  
\* Sari Smolarz  
\* Bayla M. Zeilingold  
# Maria R. Rinaldi  
# Ollie Wigfall

## Senior Consultants

Recruiter :Lorie V. Dimaggio  
Vashti W. Ramphal

Recruiter :Cheryl Holm  
Vittoria Lenzi  
# Kathi Hoffman

Recruiter :Debra A. Isaacs  
Celeste M. Cummings

## DIQ

### Requirements

- \$18,000 cumulative whls. unit production in one to four months.
- At least \$4,000 per month wholesale unit production. DIQ must have at least \$1,800 in personal cumulative wholesale production.
- 24 active unit members (includes the DIQ) at least 10 active unit members must have at least \$600 in cumulative whls. production during qualification.

### Compensation

- Eligible to become Director
- Unit Commission and Unit bonuses
- Eligible to wear the Director Suit



## FUTURE DIRECTOR

### Requirements

- 8+ active personal team mbrs
- You must be active

### Compensation

- 9% or 13% personal team commis.
- Team-building bonus



# WELCOME NEW CONSULTANTS!



# APRIL

Starting Something  
Beautiful....

From

Sharing Dreams...

Ellen Davidson  
Wilene Joseph  
Maryna Alona Shendry  
Sari Smolarz  
Jaclyn Telesco  
Bayla M. Zeilingold

NEW CITY, NY  
SPRING VALLEY, NY  
MONTEBELLO, NY  
POMONA, NY  
POMONA, NY  
SPRING VALLEY, NY

T. Dobrovich-Kelly  
N. Larkins  
K. Diaz-Harris  
T. Dobrovich-Kelly  
K. Diaz-Harris  
T. Dobrovich-Kelly

# Welcome to our Unit!

## JUNE 2013 BUSINESS BRIEFING

- 10: Last day to submit online DIQ form
- 16: Father's Day, Quarter 1 Star Consultant contest begins
- 27: Last day of month for consultants to place phone orders
- 28: Last business day of month
- 30: It's raining Red Team Building challenge ends, Seminar 2013 contest period ends, last day of month for agreements

### On Going in June

- \* Quarter 4 Star Consultant Contest (March 16 - June 15)
- \* Quarter 1 Star Consultant Contest (June 16 - September 15, 2013)
- \* All-Star Star Consultant Consistency Challenge (through June 15, 2013)
- \* Class of 2013 (through July 1, 2013)

## Congrats for your Order!

Name	Amount
T. Dobrovich-Kelly	\$655.25
Ellen Davidson	\$630.00
Ingy Guergues	\$552.75
Celeste M. Cummings	\$359.50
Yvette Hitchman	\$322.50
Lillian Robles	\$312.50
Vashti W. Ramphal	\$278.00
April Hall	\$246.50
Nicole M. Larkins	\$235.50
Sylvia Deliz	\$235.25
Laura L. DiMarino	\$220.00
Vittoria Lenzi	\$209.00
Julia Rosa	\$203.00
Maria Rego	\$203.00
Debra A. Isaacs	\$195.00
Danielle B McCormick	\$194.50
Ada Flores	\$106.00
Erika L. Travan	\$29.00

# Ten Team Building Tips

by NSD Robin Rowland

1. If you want to recruit, you must ask without fear! What do you have to lose ...really? Get out of yourself and into others!
2. Always facial your prospective recruit before you give her career information. You can't recruit her if she isn't sold on the product.
3. Have you pre-qualified your prospective recruit in your mind before approaching her?  
Pre-qualifying means:
  - a. She likes the product
  - b. She has a need
  - c. Has \$100.00
4. When you approach someone about our career, she will immediately give you an objection. Expect one, if not several! Whatever you do, don't try to overcome the objection on the spot. Your prospect will feel pushed if you do. Remember...your job at this point is to sell her on getting the information, not to recruit her on the spot.
5. Only give career information when you are in a position to give her ALL of the facts because you must "close" the interview or there is no point in holding it. You would never give someone a facial without giving them a chance to try the product, would you?
6. Don't give her too much information. You can overwhelm her by giving and telling too much. What to give her to read or listen to?
  - a. The Career Option brochure or The Choices Tape.Never Give The Agreement Until She Is Ready To Sign It
7. When interviewing your prospective recruit, ask her to pretend that you only have 5 minutes to talk. What would be the most important things she would need to know? Address her needs and concerns, not yours! What you needed to know isn't necessarily what she needs to know. Remember, don't tell her too much!
8. Ask a lot of questions in order to find out what her needs are and if Mary Kay could be right for her. Be open to the possibility that it may not be right for her. Asking questions will enable you to determine the needs she has as well as her potential.
9. CLOSE the interview. Memorize the following words:  
"Susan, by this point you probably know whether Mary Kay is something that interests you or not. I would be totally remiss if I did not give you a chance to say YES! Right now, however, I am not asking you for your decision because you may need to go home and think about it. So, let me tell you how to make your decision... when we leave each other, if you don't think another thing about Mary Kay, it probably isn't for you right now; however, when we do leave each other, if you can't get this off your mind and it continues to be on your mind tomorrow, you wake up thinking about it, then you should do it! You see, I believe the best decision is a "heart" decision and a "heart" decision is made within 24 hours...when your decision goes beyond 24 hours it becomes a "head" decision and "head decisions are made out of FEAR. So, I want your "heart" decision! So, may I have permission to call you tomorrow to get your "heart" decision?"
10. Follow up the next day! Please don't wait two days or more...you will lose her because you will get her head or fear decision!! Don't be afraid to hear her say no! Mary Kay is not for everyone (aren't you glad it was for you?) You learn to recruit by learning to handle objections and getting a "no" is getting an objection!





Created by Court of Achievers



To the beautiful:

Kivian Diaz-Harris  
16 Fleetwood Avenue  
Chestnut Ridge, NY 10977



Earn your red jacket  
in time for Mary Kay's 50th anniversary celebration!

March 1 - June 30, 2013

Which one will you choose?

During the contest period from March 1 - June 30, 2013, add three or more new qualified personal team members to earn your **Red Jacket for FREE plus other great prizes!**

3 Qualified



4 Qualified



5 Qualified

