



**Premier Plus Unit or Bust June 2014**

**Top 5 In Wholesale**



Karen York



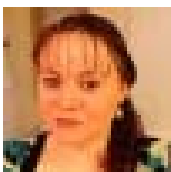
Elizabeth Smith



Shaun Mertz



Dorothy Galloway



Amber Key

**Top 5 in Sharing**



Elizabeth Doyle



VACANT



VACANT



VACANT



VACANT

**March Celebrations**

Birthdays	Day
Kayla D. Sloan	7
Shelby L. Herman	12
P. Burrow-Franklin	22
Amanda Lamberth	26
D. Williamson	26

Anniversaries	Years
Sharon Melman	3
Tammy R. Goode	1
Melinda E. Herman	1
Karen M. Crow	1
Christina Call	1
Lisa R. Manor	1

“The discipline you learn and character you build from setting and achieving a goal can be more valuable than the achievement of the goal itself.”  
 - Bo Bennett, Author

# Doyle's Ambassadors

ELIZABETH DOYLE, PROUD SALES DIRECTOR



## Welcome To Our Fabulous Unit

### Tamera Leach

*Introduced by Elizabeth Doyle*

### Shaun Merta

*Introduced by Elizabeth Doyle*

## Career Movers

### Senior Consultants



Donna L. Leathers



Denise L. Porter



Holley B. Scott



Melinda Herman



Debra Lee Williamson

## Business Investors

Karen York  
 Elizabeth Smith  
 Shaun M. Mertz  
 Dorothy E. Galloway  
 Amber Key  
 Sandy L. Hale  
 Meghan D. Primrose  
 Donna L. Leathers  
 Sharon Melman  
 Elizabeth Lomax  
 Christine M. Steen  
 Holley B. Scott  
 Melinda E. Herman  
 Leticia Martinez  
 Anne F. Fellows  
 Ricky J. Wilson  
 Sandra D. Glasgow  
 D. Williamson  
 Denise L. Porter  
 Elizabeth A. Doyle

"The credit belongs to the one who is actually in the arena, whose face is marred by dust and sweat and blood; who errs and comes short again and again, who knows the great enthusiasms, the great devotions, and spends oneself in a worthy cause; who at best, knows the triumph of high achievement, and who, at the worst, if she fails, at least fails while daring greatly, so that her place shall never be with those cold and timid souls who know neither victory or defeat."

-Theodore Roosevelt

## On Target Stars

Consultant Name	Current Wholesale Production	STAR	NEEDED FOR NEXT STAR
ELIZABETH DOYLE	\$1,204.75		\$595.25
LETICIA MARTINEZ	\$826.50		\$973.50
KAREN YORK	\$792.50		\$1,007.50
ELIZABETH SMITH	\$699.00		\$1,101.00
JUNE GREENE	\$610.50		\$1,189.50
SHAUN MERTZ	\$606.00		\$1,194.00
DOROTHY GALLOWAY	\$559.00		\$1,241.00
SHARON MELMAN	\$507.50		\$1,292.50
ELIZABETH LOMAX	\$480.00		\$1,320.00
AMBER KEY	\$436.75		\$1,363.25

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## National Court of Sales



	<u>Name</u>	<u>YTD Retail</u>	<u>Addnl Credit</u>	<u>YTD Total</u>
1	Sandra D. Glasgow	\$4,857.00	\$297.00	\$5,154.00
2	Cayla R. Harstine	\$4,133.00	\$0.00	\$4,133.00
3	Karen York	\$3,302.00	\$796.00	\$4,098.00
4	Dorothy E. Galloway	\$3,111.00	\$120.00	\$3,231.00
5	Donna L. Leathers	\$2,084.50	\$20.00	\$2,104.50
6	Ricky J. Wilson	\$1,939.00	\$118.00	\$2,057.00
7	Leticia Martinez	\$1,800.00	\$0.00	\$1,800.00
8	Elizabeth Smith	\$1,775.00	\$0.00	\$1,775.00
9	Melinda E. Herman	\$1,744.00	\$0.00	\$1,744.00
10	Holley B. Scott	\$1,569.50	\$115.00	\$1,684.50
11	Melinda J. Haney	\$1,597.50	\$75.00	\$1,672.50
12	Charlene Strickland	\$1,266.00	\$385.00	\$1,651.00
13	D. Williamson	\$1,581.00	\$40.00	\$1,621.00
14	Sharon Melman	\$1,420.00	\$187.00	\$1,607.00
15	June Greene	\$1,598.00	\$0.00	\$1,598.00
16	Shaun M. Mertz	\$1,477.00	\$0.00	\$1,477.00
17	Denise L. Porter	\$1,440.00	\$0.00	\$1,440.00
18	Pamela M. Wiggins	\$1,277.00	\$130.00	\$1,407.00
19	Shelby L. Herman	\$1,367.00	\$0.00	\$1,367.00
20	Amber Key	\$1,310.50	\$40.00	\$1,350.50

## Court of Sharing

	<u>Name</u>	<u>Qualified Recruits</u>	<u>Commission Earned</u>
1	Mindy S. Waid	1	\$74.00
2	Denise L. Porter	1	\$38.78
3	Melinda E. Herman	1	\$27.34
4	Elizabeth A. Doyle	4	\$307.59
5			





# OUR RACE IS ON....

Qualifying for our 3rd Unit CAR...only this time stepping up to the Limited Edition Premier Plus Unit!



March 1 thru March 31st!

Orders may be cumulative for the month & current RED Jackets must add at least 1 New

## Add 1 New Recruit Place \$300w/s order 3 Active Recruits



From the Directors Collection The Mary Kay Checkbook Cover



From the Directors Collection The Hot Pink Money Bag C



From the directors collection...true blue business note



3rd Quarter Star Consultants will LOVE this!!  
The Discover What You Love Stationary Kit

# Doyle's Ambassadors

ELIZABETH DOYLE, PROUD SALES DIRECTOR



## 7 Habits to Make You a Highly Effective Director

(from NSD Marlys Skillings)

### 1) MAKE THE FIRST PHONE CALL EVERY MORNING A RECRUITING CALL.

This business requires and rewards focus. The way you start your day is critical to the whole day's focus. By scheduling an interview or following up on one, you start your day with THE most important task and set the tone for the day.

### 2) DO AN INTERVIEW A DAY.

It can be for yourself or for a unit member; it can be a power lunch (or breakfast), it can be a part of a facial or class; it can be part of making a delivery to a good customer. Make a habit of selling the opportunity EVERYDAY. (Not just idle chatter - CLOSE! Just as you sell the product and ask for the check, finish the interview by asking for the check. Expect it just as YOU assume the sale with the cosmetics.)



### 3) USE THE WEEKLY PLAN SHEET AND 6 MOST IMPORTANT THINGS LIST.

These simple tools are the key to being organized (defined as getting the important things done on time). Mary Kay's flexibility is a blessing, but it often gets "flexed" out of the way in favor of other "stuff" that grabs our attention. Once we're distracted, the day can get away from us. And the week ... and the month! Decide on Sunday when exactly during the next week you intend to work at your desk, when you intend to have your appointments, and when you can be available for your consultants. Then book appointments into the proper time slots. And each day, religiously, use the "6 MOST IMPORTANT THINGS LIST," Doing tasks in order of priority keeps you focused and efficient. Take charge of your time...you'll get so much more done! And won't be so frazzled.

### 4) FINISH WHATEVER YOU START.

Don't try to do several things at once, you'll just find yourself with a bunch of half-done projects. If you're interrupted; go right back to the task at hand (if you're following the "6 MOST" list, it'll automatically be the top priority item).

### 5) RESERVE SPECIFIC TIME SLOTS DURING WHICH YOU ALWAYS ANSWER THE PHONE.

Voice mail helps protect you from interruption, but to those who are calling, nothing is quite so aggravating as knowing they'll ALWAYS get it and never YOU.

### 6) HAVE A PRODUCTION AND RECRUITING GOAL EACH MONTH and check-points weekly.

Don't get a "surprise" check. And don't be surprised that the end of the month happens so fast! Plan ahead and start at the beginning of the month. Remember back how you stayed on top of it when you were a DIQ - - It's just as important now!

### 7) GENERATE NOT LESS THAN \$4000 IN NEW RECRUIT PRODUCTION EACH MONTH.

This ensures that your unit grows, that you cover the minimum requirement, and that you aren't alienating your people by "pulling production". This will greatly reduce stress!!!

# Doyle's Ambassadors

ELIZABETH DOYLE, PROUD SALES DIRECTOR



## 10 Practical Steps To Achieve Your Red Jacket

- 1. ATTEND ALL MARY KAY FUNCTIONS** - Weekly Unit Meetings are a MUST! By attending, you show support for your Director & your Sister Consultants. Plus, a guest is bound to be more impressed when she is greeted by a room full of positive people!! Where possible, commit to Company Run Functions like Career Conference & Seminar.
- 2. HAVE A DAILY, WEEKLY, MONTHLY & YEARLY GOAL** - This is important in *all* aspects of your life, including health, family, business, spiritual & social. Where do you want your business to be in one month (on target for Star Consultant Status, 3 new business associates or 5 weekly appoints?) Goals should SMART—Specific, Measurable, Attainable, Realistic & Timely
- 3. SAY DAILY AFFIRMATIONS** - "I am a booking machine, my diary is always full" "I am a team building magnet" "I am healthy" "I am enthusiastic" "Everyone I meet is a prospect for my products & service or our opportunity"
- 4. HAVE GOAL POSTERS IN YOUR CAR, OFFICE, MIRRORS, CUPBOARD, FRIDGE** - Goal posters keep your dreams in front of you—they are a great source of motivation when you can constantly see what you are working towards. A Family goal poster is also a great motivation if you are working for your partner or children—women will often work for a child's goal before a personal goal—use them as your inspiration.
- 5. EVALUATE YOUR APPEARANCE** - Which area's would you like to improve? Start walking or doing some form of exercise. Get a new hairstyle, try a new hair color. Start paying attention to your wardrobe. Dress professionally more often, and let your makeup reflect your career. When you feel that you look good on the outside, you will feel good on the inside, and that confidence is always attractive to other people!
- 6. ORGANIZE YOUR FAMILY** - Show them you are serious about your Mary Kay business. You can do this by *disciplining* yourself. Be willing to give up a TV Show to service your customers. Talk with them about your goals for the family like vacations paid for by the money you've earned from Mary Kay.
- 7. COMPLETE WEEKLY PLAN SHEETS & WEEKLY SUMMARY SHEETS** - Write your goals in pencil and when you achieve them, rewrite them in pen. Determine how much you need to make from your Parties/Facials & Reorders. Watch the figures improve. Comment on difficulties you are having so your Director can help you grow through them.
- 8. READ YOUR ADVANCE CAREER PATH BROCHURE** - Study each career level and decide NOW where you can see yourself in 3 months time. Then re-read it, and stretch yourself to where you'd like to see yourself in 6 months time. If you don't know where you are heading, you have no plan, and as Mary Kay Ash said "We don't PLAN to fail, we FAIL to plan" The career path is set out to give you the track to run on—your plan is already there—you just have to work towards it, in small, consistent steps.
- 9. ORGANIZE YOUR OFFICE** - It is simple, you don't need a large space, just an organized space. Shoeboxes are great for profile cards. One or two shelves for your product. One book per financial year for your training notes (separate them into Unit Meetings/ Seminars or Bookings/Coaching/Selling/Sharing. Keep your diary as a financial diary. Have an envelope per month of the year with all receipts/order forms/invoices in it for a simple tax system. Have an answering machine with a short, professional message.
- 10. GO TO WORK!** -Talk to the people you see in your daily activities & let them know you are a Mary Kay Consultant. Practice, Practice, Practice! Keep It Simple! Hand out your business & get names in return. Put cards in bills, give them to cashiers at the grocers, restaurants, hair dressers, anyone within arms reach of you. Hand out the Look Book with samples. Be sure your name & number is on everything that goes out. Follow up all leads effectively. Your business is 10% Knowledge, 90% Attitude—so work with Passion & Purpose—you can do all the things right with the wrong attitude and fail, or all things wrong with the right attitude and succeed—it's simply a CHOICE TO KEEP GOING!

*"When you put everything you've got, into everything you do, a spirit of excellence will define you"*  
SRNSD Pamela Shaw

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ELIZABETH DOYLE, PROUD SALES DIRECTOR



*Teamwork gives you the best opportunity  
to turn vision into reality.*

John Maxwell.

Start to build your own Team and develop security in your Mary Kay career. All you have to do is Ask. Start with one Team Member and it grows from there. One step at a time!

Introducing new Beauty Consultants rewards you at the time they join and for the rest of their time in Mary Kay.....years and years and years!

**It is a bonus that pays you today and for all of your tomorrows.**

And as your team grows it gets easier. It is the ideal way for busy women to **earn extra** money with no real extra **time** outlay, (more money for less time away from your family).....For example ..... To earn a **\$500** Team Building commission means about an **hour of "extra" work**. You meet your Team Members at the Success Meeting each week as normal, so it might just be some extra phone calls to your Team.

To earn an extra **\$500** through commission in **sales** is over \$1000 in orders which amounts to 4-5 classes or **8-10 hours of MK work**. Team Building adds very valuable dollars to your income and the rewards don't stop there. Team Building commissions increase with the size of your Team and you also see the emotional benefits of a Mary Kay career in your Team Members. It is a wonderful part of our career.

You also add Be A Star and the benefits go on and on!

**Will you step up and become one of my Red Jacket Consultants?**

## The Three Bridges to Success

**Bridge 1:** This bridge goes from CAN to WILL. How many things CAN you do to bring yourself success, but you're NOT WILLING to do? Everybody CAN cross this bridge... Few WILL.

**Bridge 2:** This bridge goes from KNOWING to DOING. Just because you KNOW what to do doesn't necessarily mean you'll DO what you know. Everyone KNOWS where the bridge is..... Few actually cross it.

**Bridge 3:** The last bridge goes from DISCIPLINE to DESIRE. Those who HAVE TO cross this bridge never seem happy or as successful as those who WANT to.

**Here is your roadmap to success.....If you go from CAN to WILL and from KNOWING to DOING and from DISCIPLINE to DESIRE YOU will end up in the place called SUCCESS!**

## 5 Questions for Team Building

If you don't become a consultant, where do you see yourself a year from now?  
If you were to become a consultant today, what will be improved a year from now?

What qualities do you have that would make you shine as a consultant?

What are the two most important reasons for you to become a consultant today?

It does sound like you'd be an excellent consultant. Why don't you give it a try?

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## 4 Month Plan From Zero to Directorship!

WOULD YOU LIKE TO TRIPLE YOUR SALARY? LEAD OTHERWOMEN TO DISCOVER THEIR GOD-GIVEN ABILITIES? THEN DIRECTORSHIP IS FOR YOU!

HERE IS A GREAT 4 MONTH PLAN TO DIRECTORSHIP:

**Do a new Goal Poster for the next 4 months. Your goals should be as follows:**

- Hold 3 to 5 classes each week.
- Hold 5 interviews a week for 5 new recruits each month
- Team production each month of a minimum of \$6,000
- Personal sales goal of \$2,400 retail (\$600 weeks)
- 13% commissions checks of \$650 (not including \$50 bonuses) from \$5,000 team production.

**Month One Assignment: Results-On Target with 5 Active**

1. Make the decision to do it!
2. Make a list of 20-30 hostesses.
3. Make a list of 15-20 recruiting prospects.
4. Call the list ASAP and book 10 classes (or faces) to be held in the next 2 weeks. Do not stop until you have 10 booked! (Plan to book 1 or 2 appointments from each class).
5. Call recruiting list and book 5 interviews, tape drop offs, or invite them to success meetings for next week.
6. When the list lacks names, get more from classes, referrals and warm chatter.
7. Call your director with interview dates, sales totals, and to share or email daily with the information.
8. Deliver Hostess packets and coach classes like a Master.
9. Get at least 25 recruiting packets ready. Things to order from MK:

**100 agreements, Something More Brochures and tapes or choices tapes, the Look Books or TimeWise brochures to put in folder.**

**Month 2 Assignment: Results-On Target 2nd Month & Future Director with a minimum of 8 active**

1. Do 2 thru 9 on the side. Listen to tapes every day (Note: Income should be the same or more.)

**Month 3 Assignments: results-earned car and finished 1st month DIQ!**

1. Do 2 thru 9 on the side. Team and DIQ production should be \$8,000.

**Month 4 Assignments-Results-Finished Directorship with 30 Unit members.**

1. Do 2 thru 9 on the side. Production \$8,000-total needed for \$16,000.

**If You need an extra month, then take it, but fast is best! You can do it!**

