

# Doyle's Ambassadors

ELIZABETH DOYLE, PROUD SALES DIRECTOR



## Premier Plus Unit or Bust June 2014

### Top 5 In Wholesale



Pamela Wiggins



Shaun Mertz



Brittany Johnson



Mindy Waid

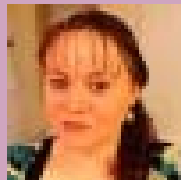


Jennifer Curtis

### Top 5 in Sharing



Leticia Martinez



Amber Key



VACANT



VACANT



VACANT

### May Celebrations

Birthdays	Day
Holley Scott	14
Tamra Leach	16
Marisela Sanchez	30

### Welcome To Our Fabulous Unit

#### Marisela Sanchez

*Introduced by Leticia Martinez*

#### Emily Turner

*Introduced by Amber Key*

“The more you seek security, the less of it you have. But the more you seek opportunity, the more likely it is that you will achieve the security that you desire.”  
- Brian Tracy, Motivational Speaker

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## Career Movers

### Senior Consultants



Donna L. Leathers



Denise L. Porter



Holley B. Scott



Melinda Herman



Debra Lee Williamson



Leticia Martinez

## Business Investors

Pamela Wiggins  
Shaun Mertz  
Brittany Johnson  
Mindy Waid  
Jennifer Curtis  
Melinda Haney  
Marisela Sanchez  
Sandra Glasgow  
Ricky Wilson  
Donna Leathers  
Elizabeth Smith  
Sharon Melman  
Dorothy Galloway  
Denise Porter  
Amber Key  
Elizabeth A. Doyle

Some wise person once said that a man is what he thinks about all day, so I want you to be thinking every single day that God did not have time to make a nobody, only a somebody, and that you are great. You are going places, and you are going to do great things. Believe in yourself and know that you can do anything in this world that you want to do if you want to do it badly enough and you are willing to pay the price. Whatever you vividly imagine, ardently desire, sincerely believe and enthusiastically act upon must inevitably come to pass. ~Mary Kay Ash 1979

## Cancellations Driving You Nuts?

*Exec. Sr. Sales Director Irvine Foster, consistently holds three classes a week using this plan:*

1. Book two classes for every one you want to hold.
2. Always have a hostess gift she can't live without.
3. Never book more than two weeks out. If you do, put "T.N.T" next to it because it will probably explode off your books.
4. Go with your gut. If your instincts tell you a hostess is not sincere, double book that night. Dovetailing is always an option.
5. Give a hostess packet with samples and a thank-you note to your hostess as soon as the class is booked. Tell her you will call soon for a guest list.
6. Once you get the guest list, call each guest to confirm and pre-profile.
7. If the class is more than a week away, send a reminder postcard to your hostess. Don't forget to mention that the hostess gift she can't live without has her name on it and that you can't wait to present it to her.
8. Call your hostess one hour before the class to ask for directions so you can make sure she is at home.

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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	\$5,189.00	\$297.00	\$5,486.00
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	\$3,201.00	\$120.00	\$3,321.00
5	Donna L. Leathers	\$2,284.00	\$20.00	\$2,304.00
6	Ricky J. Wilson	\$2,155.00	\$118.00	\$2,273.00
7	Shaun M. Mertz	\$2,152.00	\$0.00	\$2,152.00
8	Pamela M. Wiggins	\$1,999.00	\$130.00	\$2,129.00
9	Melinda J. Haney	\$2,050.50	\$75.00	\$2,125.50
10	Elizabeth Smith	\$1,949.00	\$0.00	\$1,949.00
11	Leticia Martinez	\$1,800.00	\$0.00	\$1,800.00
12	Melinda E. Herman	\$1,744.00	\$0.00	\$1,744.00
13	Sharon Melman	\$1,519.00	\$187.00	\$1,706.00
14	Holley B. Scott	\$1,569.50	\$115.00	\$1,684.50
15	Charlene Strickland	\$1,266.00	\$385.00	\$1,651.00
16	D. Williamson	\$1,581.00	\$40.00	\$1,621.00
17	June Greene	\$1,598.00	\$0.00	\$1,598.00
18	Mindy S. Waid	\$1,538.00	\$0.00	\$1,538.00
19	Denise L. Porter	\$1,530.00	\$0.00	\$1,530.00
20	Amber Key	\$1,340.50	\$60.00	\$1,400.50

## 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	\$43.10
3	Melinda E. Herman	1	\$27.34
4	Elizabeth A. Doyle	4	\$345.79
5			



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April is perfect month to add a new team member  
with the \$75 Starter Kit!



## OUR RACE IS ON....

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



Final 3 months

April 1– April 30

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

### Add 1 New Recruit



The Dare to Dream Pin!

Place \$600 w/a order  
or  
add 1 Qualified Recruit

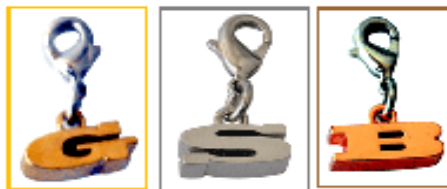


The absolute cutest  
Mary Kay Duffle!

### 3 Active Recruits



Stepping up to RED



Build your Power Bracelet

Gold Medal Charm 5 New Team Members  
Silver Medal Charm 4 New Team Members  
Bronze Medal Charm 3 New Team Members

Step up in April....show off this fabulous Steppin' on Up pin which you can wear everywhere!

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## Money, Money, Money

We have some money to invest and I was thinking about the story one NSD told. While she and her husband were lolling around the pool he said, "Honey, I meant to tell you; I invested \$10,000 in (whatever) and we will make 7% interest in 7 years." She said, "Oh, really?" He said, "What's wrong?" She said, "Nothing." He said, "I know something is wrong; what is it?" She said, "I know you think of yourself as a great business man." He said, "so tell me what's wrong." She said, "Well, I was thinking that if you had invested the \$10,000 in Mary Kay products, I would have received 13% (her Unit Commission) on \$10,000 immediately - that would be \$1,300, plus, some gorgeous prize, probably a TOP TRIP with Mary Kay and 50% - \$10,000, when I sold it! And it wouldn't take me 7 years to sell it! That would be \$11,300 we would make on our \$10,000. A consultant with 5 recruits would make the same commission as the NSD!

Do you look at your MK inventory as an investment, or something you hope you can sell. What are you making on your Money Market Account? 4%, 5%? How about your savings account, 2 1/2%, and CD's, 5%? If you're doing GREAT in the Stock Market you may make 15%, (and no one is doing great in Stock Market right now), or you may lose it all! We have looked into different plans such as an annuity which makes 7% if we invested \$15,000 and leave it there for 10 years. Bonds could make 4% or 5%, if interest rates are high, but they're low so that won't work.

I have money in a IRA. That's good. However, I am past the age where I can add to it and if I take it out I am taxed on the full amount THIS YEAR. Everyone is telling you to plan for your retirement. I do believe that you need to start some kind of retirement RIGHT NOW! Oh, you aren't making enough money to save any? Work your MK (along with your regular job) and put your profit into a retirement account. You say you don't have time to do anymore than you are doing now? Sure you do. You better, if you want any money when you're 65 or older.

The best interest you can get on your money RIGHT NOW is to invest in your Mary Kay Inventory and learn to be the best Mary Kay Consultant in the business. Listen to motivational tapes in your car daily. Other consultants are doing it. Find out how. Do you get tax benefits at your other job? What if you can't sell it? Oh, well, the only reason you wouldn't be able to sell it is if you never told anyone that you were a Consultant. What if you have to send it back to Mary Kay. So what! You had to have sold some of it at 50%. You can't lose any money.

What about the interest on the loan? What about it? When you are working a profitable business, making a lot of money you need tax benefits. It is important to get your TAXABLE INCOME down to as close to zero as possible. Say you are making \$40,000 at your job, then want enough tax shelters to get it down to as close to zero as you can. You probably don't have ANY tax shelters working for someone else. With Mary Kay you do! Maybe you do want to quit your job but you say, "The Company pays for my insurance", not true, the Company doesn't pay for your insurance, you do! They just don't pay you what you are worth because they are using the money they should pay you to pay your insurance. DO YOU KNOW YOU CAN PAY FOR YOUR OWN HEALTH INSURANCE? THINK ABOUT IT!

*(Thank you Director Mildred Tift for sharing this great story and "money lesson".)*

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## Cast your eyes up to the skies!

### Are you seein' stars?

Well, Mary Kay Ash was! That is why she created the original Star Consultant program in 1975. She believed that by consistently focusing on achieving Star Consultant status each quarter that you would have what it takes to earn a career car, wear a director's suit or stand on stage as a member of the Queen's Courts at Seminar!

More than 30 years have gone by, but the idea has not changed. What the star contest offers you is a vehicle to your dreams! A vehicle that is conveniently broken down into small, "quarter-sized" building blocks. Each quarter you achieve star consultant status, you are building on previous quarters...you are adding another step to reaching your aspirations. Remember, consistency wins the race!

### What do you get?

There are many advantages to being a Star Consultant. Here are just a few...

1. Earn incredible prizes from the company
2. Wear the very prestigious "Ladder of Success" pin
3. Receive potential customer referrals from the company website
4. Move up the career path, earn the use of a Career Car or become a Sales Director faster
5. Build a strong reorder business.
6. Meet new potential team members with every class you hold
7. Jump up the star ladder with each new Qualified team member
8. Most of all...earn CASH! \$1,440 profit each quarter to be exact!
9. What would you do with an extra \$1,440 profit each quarter?  
And that is just at the Sapphire Star level! Imagine if you reached for Diamond or Pearl!!

### What does it take?

#### Let's break it down.

##### Classes...

How many classes do you need to hold each week to achieve Sapphire Star Status? Sapphire requires \$1,800 whls which equals \$3,600 retail. If each class you hold has two guests and \$200 in retail sales...it would take 18 classes per quarter. 18 classes per quarter breaks down to 6 classes per month or less than 2 classes per week!

##### Reorders...

Don't underestimate your reorder business! Each class you hold generates an immediate profit of 40% after business reinvestments but it also gives you a future income stream. It is like making an investment in your financial future. Each skin care customer will spend an average of \$40 per month. So how many skin care customers do you need to achieve Sapphire Star Status each quarter? If each skin care customer spends \$40 retail per month...it would only require 30 customers!

How many classes do you need to hold to find 30 skin care customers? Well, if you are meeting two new people at each skin care class and one of them decides to become a skin care customer, you could have a Star Status reorder business after only 30 classes! This is a very conservative estimate...think about when you have more than 2 new guests at each class!

#### Skin Care Classes are the key!

Classes give you immediate profits which can boost you to star status at the same time that they are building your customer base and reorder business which will keep you walking among the stars in the future!

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## Goal Setting

### A Formula That Works

This is a formula to help with time management in your business. Take time to decide how many hours per week you want to devote to your Mary Kay business.

Then according to the formula below, decide how much time per week should be spent on each activity.

The table below shows how much time should be spent on each 5 and 10 hours you plan to work in a week.

Activity	% of your work week	Hours planning to work	
		5 hours	10 hours
Selling Appointments	50%	2.5 hours	5 hour
Personal Power Hour on the Phone	20%	1 hour	2 hours
Personal Business	19%	50 minutes	1 hour 40 minutes
Follow-Up with Guests	5%	15 minutes	1 hour 40 minutes
Office and Paperwork	5%	15 minutes	30 minutes
Planning Your Next Week	1%	10 minutes	20 minutes
	100%		

## Twelve Responses from the Heart



You are at the end of your interview. You've given her the facts and said the magic phrase: "Is there any reason why you wouldn't want to submit your agreement for approval?" She has objections, you overcome them, and she is still hesitating! One of these phrases may help move her over the line.

1. You'll never know if you never try.
2. Think how many times in life we hear people say, 'Oh, how I wish I had.' Instead, why not be able to say 'Oh, I'm so glad I did!'
3. If I taught you everything I know, do you think you could learn? (No one likes to admit that she isn't teachable.)
4. Look your prospect right in the eyes. Touch her arm. Have a SINCERE look on your face (and FEEL that sincerity in your heart!) and say with conviction... You'd be great doing what I do.... I look for people of your caliber every day and I'd love to work with you!
5. What do you like about the job you currently have? What would you like to change? (These questions will help you direct your approach.)
6. If you knew you could not fail, would you try Mary Kay? We have never had anyone we could not teach.
7. We do not want sales people, just trained Beauty Consultants.
8. If something happened to your husband, could you take care of yourself and your family in the style you are accustomed to?
9. How soon do you want to start making money? How long can you afford NOT to make money?
10. Do you feel like you need a change in your life? I believe Mary Kay comes into our lives when we need it the most.
11. One hundred dollars won't change your standard of living, but it COULD change your life.
12. And... when faced with any objection, the magic words are, "That is exactly why you need Mary Kay. "

# CELEBRATE THIS MOTHER'S DAY



Lemon Parfait  
Pedicure Collection  
\$28



Thinking of You  
Eau de Parfum  
\$30

Makeup Finishing  
Spray  
\$18



TimeWise Miracle Set  
\$10



TimeWise Repair  
Volu-Firm Set  
\$99



Even Complexion  
Essence  
\$37



Skinvigate Cleansing  
Brush  
\$50



Belara Midnight  
Eau de Parfum  
\$38

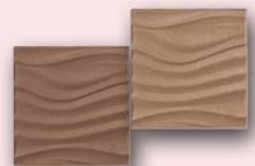


Journey  
Eau de Parfum  
\$40



Gel Eyeliner with  
Expandable Brush  
\$18

Bronzing Powder  
2 colors  
\$18 Each



Compact Mini  
\$16

