



DAWN'S DIAMOND DIVAS NEWS

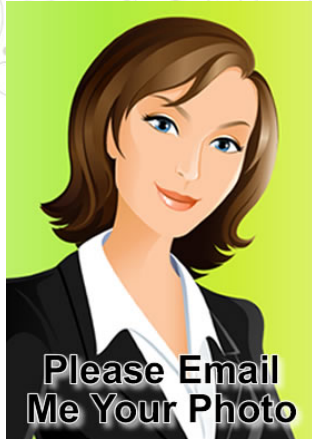
OUR THEME: THE YEAR OF THE DREAM
MAKE YOUR DREAM COME TRUE THIS YEAR!



June 2013 Recognition & Results



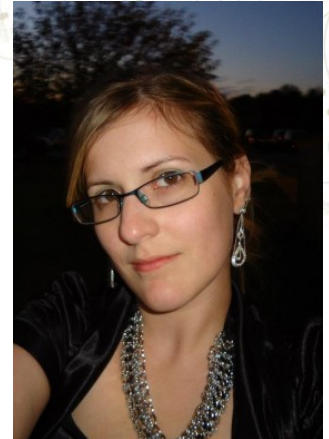
Top Love Check
Erica
Kent



Sharing Queen
This Could
Be You

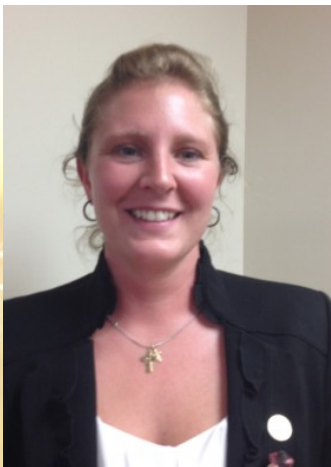


YTD Sharing Queen
Erica
Kent



YTD Retail Queen
Alicia
Healey

Congratulations to Our Star Consultants!



Tiffany Linstad
Emerald



Dawn Durocher
Emerald

Oh, Yes! One Woman Can Do Amazing Things!!

As Mary Kay prepares for its 50th anniversary, we're inviting every woman to celebrate her accomplishments and be inspired to pursue amazing new goals. Whatever has been working for you, keep it up. And if there's anything that's not working well for you – change it up! Every day is a new beginning and a perfect time to convert your dreams into action.

Happy New Year Fabulous Divas,

I'm so excited to jump into a new seminar year this month! Every dream you have can come true in 2014! Sean Key recently did a webchat on figuring out your why for your goals. The reason you'd like to achieve that particular goal is more important than the how or even what the goal is. It also helps others get behind your goal and support you. If your goal for holding 3 classes a week is to put your children through private school, for example, your hostesses will line up to help you achieve that goal. Maybe you've decided to move on up and become a director because you've been passed over in the corporate world and don't want others to go through the same heartache you've experienced. I encourage you to take some time this week and write down the reasons behind your goals. Find some great photos that personify your goals, and bring those with you to classes, interviews, etc to share with others. These things can also encourage you to get back out the door on the tough days.

I'm very excited to announce our Unit website is up please check it out at www.dawnsdiamonds.com and let me know what you think!!

One of our biggest goals this seminar year is to increase our unit size to 100 Team Members. I hope you'll join me in sharing the opportunity with other quality women this year. Have your prospect listen to Vicki's Inspiring story at (605) 475-4099 Access code 213518# then hit #again. It is a 15 minute recorded call...then follow up with the survey questions. If you've been holding interviews consistently, thank you! If the idea of sharing the opportunity intimidates you a little, call me and we'll walk through some great ideas together. There are also some great video courses on Intouch that can help, including overcoming objections and the Feel, Felt, Found technique. A proper interview should focus on your prospect- listening to her concerns and what things she wants more of in her life. Nine times out of ten, Mary Kay can fit that need in some way. By focusing on her, you can share the ways in which a Mary Kay career can truly meet her needs, leaving her with the choice of whether she's interested or not. We never push or manipulate- the golden rule of treating people the way we want to be treated is paramount in our business for a reason. At the end of the day- your prospect should feel honored you believe she'd make a great consultant- regardless of whether she decides to become one or not.

This will be an incredible sales month! The price increases begin August 16th, so make sure to contact each and every one of your customers this month. If possible, drop their orders off at their work or some other place where you can get in touch with new prospective clients. Work smart and you can achieve anything you desire this year. The choice is yours- choose to dream big this year and then work a little each day to achieve your dreams!

Love and Belief, Dawn

The Attitude, Why Is It Important?

By: John C. Maxwell

1. Our attitude determines our approach to life.
2. Our attitude determines our relationships with people.
3. Often our attitude is the only difference between success and failure.
4. Our attitude at the beginning of a task will affect its outcome more than anything else.
5. Our attitude can turn our problems into blessings.
6. Our attitude can give us an uncommonly positive perspective.



Want to Move On Up
This Year? It's time to set
some SMART goals!
Become a Red Jacket
Hold 3 Classes a week
Be an All Star by being a Star
Each Quarter
Hold 5 interviews a week
Book 5 classes a week
**You can achieve
anything you set
your mind to
this year.**

Specific
Measurable
Attainable
Realistic
Timely
GOALS!

Happy 50th Anniversary Mary Kay! Our Top 5 Wholesale for June



Tiffany
Linstad

Alicia
Healey

Luann
Hill

Erica
Kent

Leslie
Wood

Top 5 Consultants Who Invested in Their Business in June

Tiffany Linstad
\$739.50

Alicia Healey
\$405.50

Luann Hill
\$400.25

Erica Kent
\$230.75

Leslie Wood
\$15.00



*Dream It,
Do It,
Become It:
Expecting
Success*

"You have to expect great things of yourselves before you can do them." Considering this quote by Michael Jordan, do you agree with his statement? If you truly expect success, would you put more effort into your actions? For example, if your expectation is to have a \$1,000 day in product sales, wouldn't you put forth extra effort to meet those expectations?

Perhaps your expectation is to earn a place in the Queen's Court of Sharing. If so, wouldn't you book more skin care classes in order to meet more people, thereby having more people with whom to share the opportunity? Setting high expectations is key to success. In fact, according to Wal-Mart founder Sam Walton, "High expectations are the key to everything."



Featured Product of the Month: **Our New Lash Love Lengthening Mascara, \$15**
Long, strong, seriously separated lashes. What's not to love?



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

With the first few months of this Seminar year under way, now is the time to set high expectations for yourself. Face each day with great expectations, believe in your dream, and truly expect success — just like we believe in you and expect to see you at the top!



Recruiters and Their Teams

Senior Consultants

Erica Kent

Alicia Healey

Leslie Wood

* Ashley Burke

* Christina Butler

* Luisa Baez

* Shayna L deRochemont

Jaquel Mapp

Xenia Mapp

Luann Hill

Heidi Thayer

* Carrie Morin

* Caryn Leighton

* Denise Snyder



"Hustle"

Taken from a note written by DALENE WHITE, the world's first MK Consultant, first Director, first Pink Caddie winner and now a retired SNSD!

WHAT IS HUSTLE?

Hustle is doing something that everyone is absolutely certain can't be done.

Hustle is getting the order because you got there first, or stayed with it after everyone else gave up.

Hustle is shoe leather and elbow grease and sweat and missing lunch.

Hustle is getting prospects to say 'yes' after they've said 'no' twenty times.

Hustle is doing more for a customer than the other person is doing for her.

Hustle is believing in yourself and the business you're in.

Hustle is the sheer joy of achieving.

(A TRUE CONSISTENT PERFORMER)



Top Love Checks



Erica Kent
\$16.82



Earn Your Own Love Check

**1-4 Active Team Members:
4% Commission**

**5+ Active Team Members:
9% Commission**

**5+ Active Team Members +
your personal \$600 order:
13% Commission**



Positive change often comes in giant leaps. You may have to leave many doubts and doubters behind when you take risks, but the rewards are very often the greatest of your lifetime. Accept change as part of your life, make wise decisions, and take risks when they occur to improve the quality of your life. By: Keith Harrell

"Getters don't get happiness; givers get it. You simply give to others a bit of yourself- a thoughtful act, a helpful idea, a word of appreciation, a lift over a rough spot, a sense of understanding, a timely suggestion.

You take something out of your mind, garnished in kindness out of your heart, and put it into the other fellow's mind and heart."

By: Charles H. Burr

Congrats
to
Our
Seminar
Year To
Date Top
10 in
Personal
Retail
Sales
According
to MK
Orders



Alicia
Healey



Tiffany
Linstad



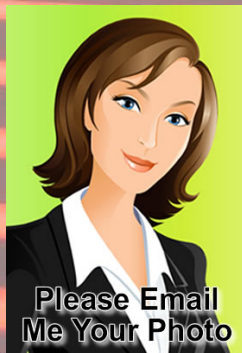
Luann
Hill



Erica
Kent



Mary
LaRoche



Please Email
Me Your Photo

This Could Be
You



Please Email
Me Your Photo

This Could Be
You



Please Email
Me Your Photo

This Could Be
You



Please Email
Me Your Photo

This Could Be
You



Please Email
Me Your Photo

This Could Be
You

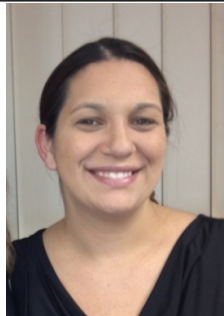


Year to Date Retail Court

1 Alicia Healey	\$11,248.50
2 Tiffany Linstad	\$8,268.50
3 Luann Hill	\$8,140.50
4 Erica Kent	\$5,669.50
5 Mary LaRoche	\$3,897.00



Year to Date Sharing Court



Erica
Kent
2 Qualified
\$235.98

Make plans to be On Stage at Seminar 2014!!

Make our 50th Anniversary your best year ever!
Each time you share our fabulous career opportunity, you reach past your own comfort zone to help someone else.

If our career isn't for them, nothing has changed. However, you may be offering them the opportunity of a lifetime— exactly what they need to SHINE!



If you really believe you can do something, obstacles can never make you give up. But if you believe you cannot do it, you will give up at the first sign of trouble. Dare to believe that you can achieve God's best and highest in your life.

Take the test below from Million Dollar NSD Bett Vernon to see if you are on your way up, or if you have slowed yourself down by changing the rules:

_____ I refuse to allow others to take control of my destiny. When others doubt me or are negative, it fuels my desire to succeed if for no other reason than to prove them wrong.

_____ I refuse to be average, normal or mediocre. The easiest path is the one traveled by the masses and as the old saying goes, I chose the path less traveled and it has made all the difference.

_____ "I go to the barn and milk the cow everyday". I refuse to stop my life and have a crisis. Self-discipline is a learned skill. I will suit up and show up at my success meetings, area functions, Career Conference, Seminar, etc. These are not choices - they are part of what keeps my mind and heart open so that I will remain coachable, teachable, trainable and positive.

_____ I am a person of integrity. My word is my honor. I operate my business as if my reputation were at stake. I have integrity in all areas of my business. Goal Setting: when I set a goal, that means I move heaven and earth until the job is finished. Money Management: I run my business on a 60/40 basis. I have an inventory at a profit taking level. I use money from one source and I can tell you at a moment's notice what my profit was last week. Business Management: my summary sheet is turned in weekly without exception. I plan my week with my family on a weekly plan sheet. I use Six Most Important Things To Do list each day so I don't get side tracked.

_____ I treat others as I want to be, fully knowing that what I give out will come back ten fold.

_____ I run my business by the guidelines set down by Mary Kay in booking 8 classes to hold 5, coaching 3 times, pre-profiling my guests, etc.

_____ I remain open to change not only to technique, but how I look at situations - realizing that the business remains the same - I am the one who must change.

_____ **I AM COACHABLE, TEACHABLE, TRAINABLE & POSITIVE**

August Birthdays

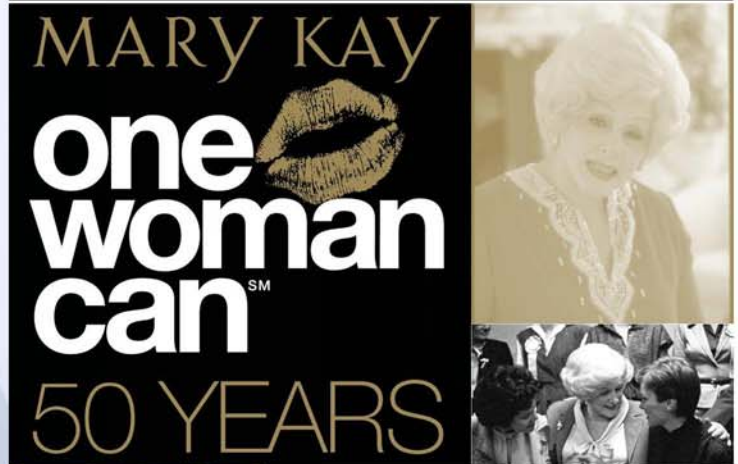
Sara Maliszewski	4
Heidi Thayer	24
Jenny Acosta	26

August Anniversaries

Jessica Hartmann	1
Luisa Baez	1
Megan Chapman	1
Melissa Tower	1
Michelle Radloff	1
Shayna L deRochemont	1

Since it doesn't cost a dime to dream, you'll never short change yourself when you stretch your imagination.

By: Robert Schuller



Back in 1963, I had no idea that choosing the color pink for Mary Kay product packaging had anything to do with being a good marketer. I just knew that practically every home in the United States at the time had a white bathroom, and that the merchandise sold in drugstores and groceries came in bold, bright colors that ruined the way a bathroom looked. This led me to think that we should package our products in attractive containers, nice enough for a woman to display on the countertop.



The Year of The Dream!!

Say Aloha To Your Dreams

2013-2014 Seminar Year Long Promotions

Different Ways You Can Earn Prizes From your Director!

1. New Consultants— Follow Your First Steps to Getting Started and earn your first prizes from your Director! We can't wait to celebrate you!

2. Pearls of Sharing!- Earn Your Mary Kay Pearls while getting your training before your New Starter Kit even arrives! Earrings, Bracelet & Necklace! Who will break the record for completing their Pearls the fastest?

3. Super Star \$600 Wholesale Contest— Track your STAR by completing your \$600 Wholesale each month and win prizes from your Director. Each monthly promotional prize will be announced & included in Unit Newsletter.

4. ** Quarterly Interview Contest....CASHHHH Drawing! Each Interview Blitz will contain details. Jumpstarting 2013 Seminar Year is 100 Interview Blitz. Consultants only will be entered into drawing. Must reach 100 Interviews for drawing. July 1-September 15th 2013.

5. Say Aloha To Your Dreams!- Track it ALL in one place! No matter your goal...STAR Consultant , Red Jacket, go On Target for your Car, DIQ to Directorship. Track all your faces, retail sales, Career Chats/Interviews , new team members and your wholesale ordering on one tracking sheet with a jumpstart to each month with a Book 10 by the 10th! Turn it in by month end with a minimum of 30 faces and earn a monthly prize! Must turn in regardless of total faces for Perfect Start, PowerStart and PowerStart Plus monthly Charms.

6. Say Aloha To Your Dreams Quarterly Event!- Following each quarter we will have a Hawaiiin Event! All STARS to attend...prizes, fun, girl time and Unit celebration for all STARS.....

7. Unit Queen Of Sales— Consultant who has the highest Retail Sales from July 2013 to June 2014. Top 5 Consultants will also receive runner up prizes.

8. Unit Queen of Recruiting— Consultant with the most Seminar Qualified team members from July 2013 to June 2014. Top 5 Consultants will also receive runner up prizes.

9. Join our Family Fleet of FREE Car Driving Women!- Take your place on our Wall of our Family Fleet! Pick up the Keys to your Mary Kay Career Car and have a photo Op in your Car surrounded by your Team. Your Portrait will be added to my office wall of our Family Tree as a FREE Car Driving Mary Kay Leader! Our first stop is 5 Car driving women by September 30th, 2013!

10. Claim Your Frame!... Debut as a Sales Director and earn your spot Leading the Way!- Each *W.O.W.* Sales Director's 8X10 Portrait will be added in debuting order to the top of my office wall defining our Family Tree.

I can't wait to see our unit grow!!! This is going to be an exciting year to help and see all of your dreams come true no matter what size!! We are going to set NH on FIRE!!!

IT'S TIME!

July Contest!

Wearing one of these FABULOUS Watches will keep you on time for all your Mary Kay Appointments!
WIN the watch of your choice in the month of July with an \$600 Accumulative Order.

\$600 Wholesale!

As soon as you win, email or text me, the watch you would like, so you can start wearing it ASAP!



NEW! 2013-2014 Brights and Stripes Collection: Watch With True Blue

Time is on your side with this elegant rectangle-shaped timepiece. The sleek design features a snow white dial with rich gold-tone Roman numerals and detailing. The ultrabright true blue wristband adds the perfect twist to this delightful arm candy.



**"Shining Star"
Jel Watch - Black**



**Breast Cancer Awareness Silicone
Jel-Watch. Can Light Up!**

These are HOT, HOT, HOT!



White "MK Bling" Jel-Watch.

Brand your business with your VERY OWN White "MK Bling" Jel-Watch!

All Accumulative Orders over \$1000 Wholesale will receive BOTH Prizes!



Wholesale Orders from \$300-\$599 Accumulative

Mary Kay is taking steps to educate people on how to recognize the signs of an abusive relationship and what they can do about it. This compact mirror conceals an important message about a "text for help" program that Mary Kay supports. Don't Look Away from abuse. Send the text "loveis" to 77054 for help. For more information about this program, visit marykay.com/dontlookaway. Winning this compact mirror is a great way to support this initiative as well as spread the message that true love is all about respect .

THE YEAR OF THE DREAM

*This, my good friends, is The Year Of The Dream
So reach into your mind to whatever may seem
Impossible – unreachable to others – but you
You know you will do what you set out to do.*

*Don't stop to consider those numerous times
When you set up the rhythm, then Life changed the rhymes.
And you can achieve, while others may seem
To dabble and dawdle with no personal dream
Yes, this, my good friends, is The Year Of The Dream.*

*Now remember to reach deep within mind and heart
For you must know the heading before you can start
Then tell all around you and make them a part
A part of The Year Of The Dream!*

*Conditions are perfect to climb up the Ladder
And if there's a stumble, well what does that matter
You know where you're going, with purpose you steam
For this, absolutely is The Year Of The Dream.*

*The timing is right to take the next step
As you see in your eyes such a gleam
With God's help from above
And our circle of Love
You are blessed in The Year Of The Dream.*

By Linda Britt-Rowsey



Consultant versus Director Commission Comparison

Commission for an Independent Beauty Consultant's \$10,000 team

\$ 1,000	Existing Team
\$ 3,000	Team Member #1
\$ 2,400	Team Member #2
\$ 1,800	Team Member #3
\$ 600	Team Member #4
\$ 600	Team Member #5
\$ 600	Personal Wholesale
\$10,000	Team Production

Commission Calculation

\$1,222 = 13% commission on \$9,400 team wholesale
 (\$10,000 - your \$600 order = \$9,400 x .13 = \$1,222)

\$ 250 = Team Building Bonus* for 5 qualified team members

\$1,472 = Total Commission paid for Team Building as a Consultant

\$1,600 = Profit from Sales @ \$1,000 weekly sales
 (assumes a 60/40 split of \$2,400 reinvested/ \$1,600 profit)

\$3,072 = Get Excited Consultant!!!

* A \$50 team-building bonus will be paid to Star Team Builders, Team Leaders, Future Directors and DIQs for each qualified personal team member beginning with the fourth personal team member.



Commission for Independent Sales Director - \$10,000 team

\$1,300 13% Unit Commission \$10,000 x .13 = \$1,300.
As a Director, you are paid on your own order.

+ \$1,222 13% Personal Team Commission
 (\$10,000 - your \$600 order = \$9,400 x .13 = \$1,222)

+ \$1,000 Unit Volume Bonus
 \$100 for every \$1,000 beginning at the \$5,000 production level

+ \$ 500 Unit Development Bonus on 5 Unit Qualified Team Members*

+ \$ 500 Personal Team Building Bonus on 5 Personal New Q. Team Members**
 (Team Building Bonus doubles to \$100 for directors)

\$4,522 Total Commission paid for Team Building as a Sales Director
Don't forget directors also receive profits from weekly sales!

\$4,522 vs \$1,472 Consultant Commission on same \$10,000 team production

* A Director is entitled to a Unit Development Bonus of \$300 for each month three or four qualified* new unit members are added to her Sales Unit OR a Sales Director Unit Development Bonus of \$500 for each month five or more qualified* new unit members are added to her Sales Unit.

**A Sales Director is entitled to a \$100 Sales Director Personal Team-Building Bonus for each qualified new personal team member added to her Sales Unit.

This example assumes a Director adds 5 qualified personal team members within the month and that \$10,000 wholesale comes from her personal order and personal team.

Directors also receive many other bonuses, trips and other incentives at various production & career levels.



Don't forget your FREE CAREER CAR (or Cash Compensation, but "A trophy on wheels has no price!")

DARE TO DREAM!



Choose your seminar prize and map your plan today!



Mary Kay Dates to Remember:

- **August 1:** Online DIQ forms available beginning 12:01am CST until midnight on the 3rd.
- **August 4:** Pearl Seminar Begins. International Friendship Day
- **August 10:** PCP Early ordering privilege of new Fall 2013 items begins for all Consultants who enrolled in *The Look* for Fall 2013.
- **August 15:** PCP Last day of online enrollment for the Month 2 Mailer.
- **August 16:** Beaut-e-News begins emailing to customers.
- **August 20:** PCP Fall issue of *The Look* mails.
- **August 21:** National Senior Citizens Day! National Senior Citizens Day recognizes contributions senior citizens make in communities across the United States.
- **August 29:** Last day of the month for consultants to place telephone orders (until 10pm CST)
- **August 30:** Last business day of the month. Orders and Agreements submitted by mail or dropped off at the branches must be received by 7pm local time to count toward this month's production.
- **August 31:** Last day of the month for consultants to place online orders (until 9pm CST). Online agreements accepted until midnight CST.



Acts of bravery don't always take place on battlefields. They can take place in your heart, when you have the courage to honor your character, your intellect, your inclinations, and, yes, your soul by listening to its clean, clear voice of direction instead of following the muddled messages of a timid world. So carry your courage in an easily accessible place, the way you do your cell phone or your wallet. You may still falter or fail, but you will always know that you pushed hard and aimed high. Take a leap of faith. Fear not. Courage is the ultimate career move.

~**Anna Quindlen** Bestselling Author and Pulitzer Prize-Winning Journalist





DAWN DUROCHER
INDEPENDENT SALES DIRECTOR OF
DAWN'S DIAMOND DIVAS

15 Second St
Rochester, NH 03867
Phone: (603) 817-0388
ddurocher@marykay.com

Return Service Requested



**Words of Wisdom
From Mary Kay Ash**

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.

QUESTIONS TO PLAN A PERSONAL BEST YEAR

1. How are you feeling about your business right now?
2. What would you need to achieve in the new seminar year to feel really good about yourself?
3. Why is this particular goal meaningful for you now?
4. What are you determined to hold weekly in personal selling and recruiting business to support this goal?
5. What potential obstacles do you foresee?
6. What will you do when that happens?
7. What role do you want me to play in support of you as your director? (Build confidence, personal accountability)
8. What system do you have in place to keep you focused on this goal?
9. Specifically how many selling and team-building appointments are needed to stay on your datebook at all times, regardless of life circumstances and how you are personally feeling?
10. What do you have now for the next 7-10 days in personal business?
11. What is your next correct step?
12. How do you plan to hold yourself accountable?



*If there were ever an important time to be communicating with me, it's now!!! Let's start this seminar year off right! For most people, when they get overwhelmed they just shut down! The quickest way to get back out the door is to **TALK WITH ME!** I acknowledge there will be challenges in life, but we can brainstorm together on how to overcome them bit by bit! Together, our experience can help bridge that gap for you and new clients or team members! Here are a few questions to get you started!*