

Brenda's

Beelievers

July 2013 Newsletter, June Results

Top Queens!



Queen of Sale
Heleena W. DiMare

Queen of Recruiting
You could be here

Ordering Deadlines for July

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

Important Promo Deadlines

- **Quarter 1 Star Consultant quarterly contest** (June 16 - September 15, 2013)
- **Star Consistency Challenge** (June 16, 2013, through June 15, 2014)
- **Class of 2014** (through July 1, 2014)

watch
me **grow!**
July 1 – Dec. 31, 2013

The 13% Challenge!

Let's grow our unit and earn great rewards plus extra recognition at Leadership 2014. Current and NEW Independent Sales Directors will be rewarded at **Leadership 2014** for increasing the size of their units by **thirteen percent** each month during the challenge period. A minimum of 24 unit members will be required to achieve the **Watch Me Grow** goal.

You can earn too! **NEW Independent Sales Directors** who debut during the contest period, their first month's goals will be based on their debuting units' size. It's the perfect time to become a Director!



Future 2014 Event Dates

Leadership Conference 2014—New Orleans, LA

- January 12-15 – Emerald, Pearl and Diamond Seminars
- January 15-18 – Ruby, Sapphire, and Canadian Seminars

Career Conference 2014

- WEEK ONE: March 21 - 22, 2014 OR March 23 - 24 for 2 Conference Locations
- WEEK TWO: March 28 - 29 OR March 30 - 31 for 2 Conference Locations

Seminar 2014

- Ruby 7/16-19
- Sapphire 7/20-23
- Emerald 7/23-26
- Pearl 7/27-30
- Diamond 7/30-8/2



Our Stars!

Congratulations!

Check out our 4th Quarter Stars!



*Stacy Dee
Crystal Dewalt
Jessica McCarthy*

Here's how to be a star! You can do it!

Here is a break down of the qualifications in order to achieve Star Consultant Status in one quarter.

SAPPHIRE STAR
\$1800 WHOLESALE

RUBY STAR
\$2400 WHOLESALE

DIAMOND STAR
\$3000 WHOLESALE

EMERALD STAR
\$3600 WHOLESALE

PEARL STAR
\$4800 WHOLESALE



Recruiters and their team!

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

Star Recruiters

Recruiter :Crystal W. Dewalt
Christine W. DiMare
Heleena W. DiMare
Loretta M. Sardinha
Katie A. Slater
* Sabrina L Harrington
* Abigail M. Parker

Senior Consultants

Recruiter :Melissa K. Brinsley
Stacy J. Dee
Ashley Grant

Recruiter :Alisha E. Sharb
Cheyenna Billington

WELCOME NEW CONSULTANTS! JUNE



Starting Something
Beautiful....

From

Sharing Dreams...

Karliz E. Bravo
Lisa M. Reddick

FORT CARSON, CO
COLORADO SPRING, CO

B. Moran
B. Moran

Let's fill this up!

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



Life
isn't about
waiting
for the storm
to pass,
it's about
learning
to dance
in the rain.

Become a Director!

The NEW Director Suit is fabulous and the opportunity it personifies is very exhilarating! Move up the career path and shine as one of Mary Kay's newest leaders! THIS YEAR IS YOUR YEAR!! Be in the Class of 2014! July can be your first starting month!!!

Completing the following activity will help you move up to FUTURE DIRECTOR & DIQ!

- 1) Introduce Yourself to 5 New People a Day
- 2) Book 2 New Appointments a Day
- 3) Hold at least 3-5 Classes a Week
- 4) Have Guests at each Class Complete a Career Survey
- 5) Share a Marketing CD/DVD with your hostesses and follow up with an interview
- 6) Attend EVERY Function & Bring Guests!!



Congrats for your June order!

Heleena W. DiMare	\$623.00
Christine W. DiMare	\$404.50
Jessica E. McCarthy	\$401.00
Crystal W. Dewalt	\$200.50
Tonya J. Pellett	\$34.50
Katie A. Slater	\$31.00
Melissa K. Brinsley	\$24.00
Stacy J. Dee	\$18.00

Beauty that counts Update!

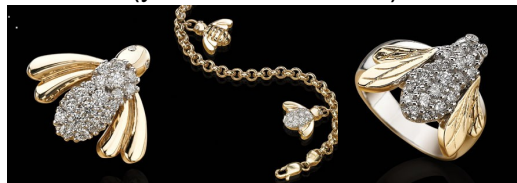


Seminar 2014 Awards



The Seminar 2014 are more amazing than ever! Check out these **DIAMONDS!**
I can't wait to see you on the Seminar stage!

Queen's Court of Sharing (your choice of one)



Queen's Court of Sales (your choice of one)



In honor of Mary Kay's 50th Anniversary, you can join Mary Kay and change the lives of **women and children** worldwide.

In the United States, from May 16 through Nov. 15, 2013, or while supplies last, \$1 will be donated from each sale of the two stunning selections: Mary Kay® Cream & Sugar Nourishine Plus® Lip Gloss or Pink Parfait Nourishine Plus® Lip Gloss.



TOP COURT OF SALES



7/1/2012 - 6/30/2013

1	Abigail M. Parker	\$8,532.50	\$145.00	\$8,677.50
2	Crystal W. Dewalt	\$7,501.00	\$280.00	\$7,781.00
3	Stacy J. Dee	\$7,214.50	\$80.00	\$7,294.50
4	Jessica E. McCarthy	\$5,058.50	\$0.00	\$5,058.50
5	Tonya J. Pellett	\$4,095.00	\$0.00	\$4,095.00
6	Melissa K. Brinsley	\$3,306.50	\$85.00	\$3,391.50
7	Katie A. Slater	\$3,195.50	\$0.00	\$3,195.50
8	Alisha E. Sharb	\$2,795.00	\$20.00	\$2,815.00
9	Ashley Grant	\$2,808.50	\$0.00	\$2,808.50
10	Christine W. DiMare	\$2,496.50	\$0.00	\$2,496.50
11	Heleena W. DiMare	\$1,391.00	\$0.00	\$1,391.00



TOP COURT OF SHARING

7/1/2012 - 6/30/2013



1	Melissa K. Brinsley	\$177.78
2	Crystal W. Dewalt	\$106.65
3	Tonya J. Pellett	\$24.05

CONSULTANT LOVE CHECKS

4% Recruiter Commission Level

Crystal W. Dewalt
Alisha E. Sharb
Melissa K. Brinsley

\$42.34
\$25.57
\$0.72



August 2013 Business Briefing

- 4: Pearl Seminar begins
- 16: Beaut-e-News e-newsletter begins e-mailing to customers
- 29: Last day for phone orders
- 30: Last business day of month
- 31: Last day for online orders

On-Going in August

- *Class of 2014 (through July 1, 2014)
- *All-Star Star Consultant Consistency Challenge (through June 15, 2014)
- *Quarter 1 Star Consultant Quarter Contest (June 16 - September 15)

Fish Bowl MANIA!!!

To find new potentials customers and to introduce these **customers to our product line**, it is time to set out fish bowls; pick 5 places to place fish bowls. For your fish bowl, create a banner that says, **“Register to win a free Mary Kay gift basket.”** Then place entry slips by the fish bowl. Come back to your salon within a week and gather up the entries. Draw one lucky customer to win the gift basket and then tell the other women that they have won a **free glamour session** with you and the opportunity to appear in your Model Portfolio. Schedule personal appointments or classes with these women and focus on selling your product. **The more customers you meet, the more product you will sell.** As you work your business, you will be naturally reordering product, which will help you to advance towards finishing your Star!

August Celebrations!

Birthdays	Day	Anniversaries	Years
Melissa K. Brinsley	13	Jasmine Ervin	2
Deborah A. Wyman	16		
Wendi C. Bryant	17		
Tonya J. Pellett	30		



give yourself permission to succeed this year

..and make it your best year ever!

Remember when you were a child? Everything you got to do had to come with permission from someone else – your parents, your coach, the hall monitor, the baby-sitter or any other grown up in charge of your behavior. If your environment was healthy, you learned to ask for permission and got it when you had proved you could be trusted. If it was unhealthy, you eventually learned to stop asking because the answer was always, “no.” So now you’re an adult. A grown up. A woman with other people in your life you may “answer to” – a husband, children, a boss, maybe even still your parents. You are responsible to them for the role you have chosen to play in their life. But don’t confuse that with needing their permission.

Your destiny for your life is entirely up to you. They will not give you the authority to be a success – you don’t need it and...you already possess it anyway. If you feel like you’re waiting for a knock on the door, for someone to tell you “Ready, set, go!” you are waiting for a fantasy. It’s not coming. In fact it already came a long time ago when you first started your business. Did you miss it? The other people in your life would be perfectly happy if you don’t change. But only changing will help you become the woman you’ve always wanted to be. Only changing will get you the lifestyle you know you deserve. Only changing will allow you to build a legacy, a dynasty, a foundation so rich and so abundant that you can shower others with encouragement to do the same.

You need to change; big change happens by taking daily small steps, and you don’t need permission. So get to it!

What is one daily habit you will start to day?

If you called one extra person each day, what would your books look like in a month?

What is one food you will stop eating beginning right this minute?

What is your new bedtime, no matter what?

If you spoke to a potential client who intimidated you every single day, how long would it take before it came naturally? (less time than you think!)

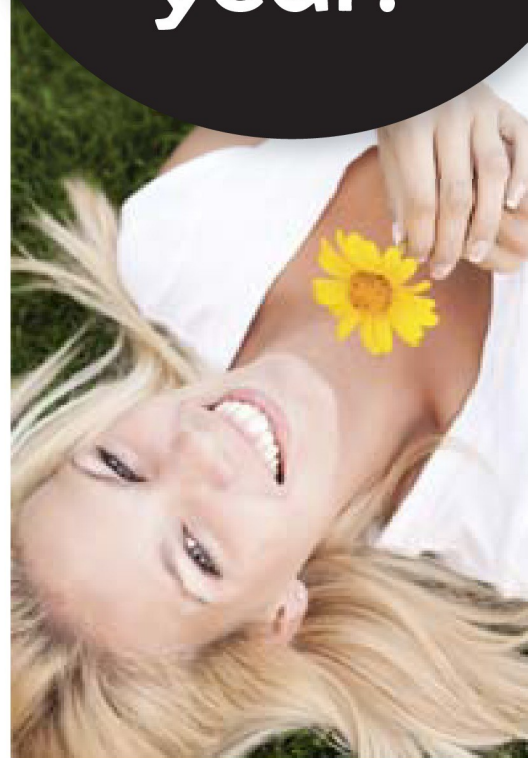
You were made for this business.

You were made to run your own life and determine your own future.

You were not made to spend the rest of your life in a cubicle helping someone else become wealthy. This is your time, this is your place....and you have all the permission in the world!

Inspirational
message by Ann Vertel,
Entrepreneur Mindset and
Success Psychology Expert

Shine this year!



Inspiring Quotes

"I've learned that you shouldn't go through life with a catcher's mitt on both hands; you need to be able to throw something back."
Maya Angelou

"We are each responsible for all of our experiences."
Louise L Hay

"You DO know what to do."
Louise L Hay

"Our deepest fear is not that we are inadequate. Our deepest fear is that we are powerful beyond measure. It is our Light, not our Darkness, that most frightens us."
Marianne Williamson

tips to help you...

get UNSTUCK This Year

1. Stop thinking you are **fragile**.

Test your abilities. The more you assert control over your career, the stronger you will become!

2. **Eliminate “wish”, “hope”, and “maybe”** from your vocabulary. Instead of saying, “I hope things get better” say, “I will make things better.” Make a decision and then make it happen.

3. Stop worrying about the obstacles. The best antidote for anxiety is action! Stop worrying about how you are going to solve everything, and just take the first step. If you are looking for solutions instead of bemoaning the problem, the solutions will present **themselves to you as you go**.

4. Do away with ambivalence. Are you doing what you want with you career? If not, then do something about it. **You are not a victim**...take a stand for what you believe in and be willing to risk a little.

5. **Choose a dream and start making it a reality**. Once you start achieving small steps towards your goals, you'll feel like a winner and act like a winner. Don't try to eat a whole elephant in one giant gulp, but don't sit there and just stare at it either. Get going and take the first tiny bite.

6. **Wing it sometimes!** You don't always have to have a complete plan and “know

everything” to begin. Follow your intuition sometimes. Play a bunch. Trust your instincts, and you'll find that the little inner voice becomes easier and easier to bear.

7. **Stop procrastinating**. Putting off things is a habit that can be changed. Use your 6 most important things list everyday. Take joy in crossing off the things you've accomplished. Items that remain, become tomorrow's list.

8. **Let go of old labels you've used to describe yourself**. Stop making excuses for why you haven't succeeded. Try some new positive affirmations. Up until today, you were what you were. From now on you can choose to be the same, or you can choose to change.

9. Conquer your fear of failure. This is nothing more than worrying about what other people think of you. Who cares? Do it for you. **If you feel good about it, what does it matter what others think?**

10. **Learn to cope with fatigue**. Your energy level is directly related to your attitude and your finances. You aren't tired, you're broke! Learn discipline in your business and master balances in your life. Mary Kay is supposed to be fun, but success requires hard work. When you work, work hard. When you play, play hard. Wherever you are, be there!

2014 Daily Action Sheet!

DATE: _____

6 MOST IMPORTANT THINGS TO DO TODAY

Personal/Family

1. _____
2. _____
3. _____
4. _____
5. _____
6. _____

Mary Kay

1. _____
2. _____
3. _____
4. _____
5. _____
6. _____

Call 5 Customers (Reorders & Follow-up)

1. _____
2. _____
3. _____
4. _____
5. _____

Call Prospective Appointments

1. _____
2. _____
3. _____
4. _____
5. _____

Call Personal Team Members

1. _____
2. _____
3. _____
4. _____
5. _____

Call Prospective Team Members

1. _____
2. _____
3. _____
4. _____
5. _____

Notes to Write (Hostesses/Team Members/Prospects)

1. _____
2. _____
3. _____
4. _____
5. _____

Call Back for the Day

1. _____
2. _____
3. _____
4. _____
5. _____

Errands for the Day

1. _____
2. _____
3. _____
4. _____
5. _____

Other:

- _____
- _____
- _____
- _____
- _____

7:00
8:00
9:00
10:00
11:00
12:00
1:00
2:00
3:00
4:00
5:00
6:00
7:00
8:00
9:00

t e x t

thanks Director Vickie Finch

booking

Director Cherisse Hixson was sharing on a Director Call about having a "Text Booking" meeting. Modern Technology today is all about anything electronic, computers, cell phones, air waves, whatever it is. Hit a "Send" button and it gets to the person you want to get it to. You will hear all sorts of things about how "you should" try the latest gadget or device. You follow your heart and do what you feel and sometimes try something new! I've found that ladies today will respond to a text message before they will respond to a phone call. Tweak the below messages to work for you and give text booking a try!

Here are some script ideas:

Fair Booth or Warm Chat Survey....

"Hey Girl! U may not remember me, but I'm the 1 U filled out a survey w/@ the LA State Fair & I need a favor & U were really nice & I thought U might help me out. I am in a contest w/ Mary Kay 2 do 30 free mineral makeovers in July & wanted 2 give U a FREE GIFT if U will do 1 w/ me. It's super fast & I'm going 2 B N Tyler Sunday @ 2 & 4:30 training new consultants & needed 2 borrow Ur face & get Ur opinion! Do U already have a Mary Kay consultant & if not, can I borrow U for this? I'm not pushy & it's totally fun!"

Sample confirmation....

I look forward 2 seeing U _____ @ _____ 4 Ur makeover & 4 U 2 pick up Ur free gift. U can bring a friend along 2 share in Ur makeover, if U'd like. C U @ _____

Follow Up Text Message...

C u tomorrow night at 7:00.
Can't wait to see you tonight @ 7:00pm

Check up....

How's ur Mary Kay working for you? Is Ur makeup shade right 4 U?
Do u need 4 me 2 adjust anything? Do U want to order anything new?

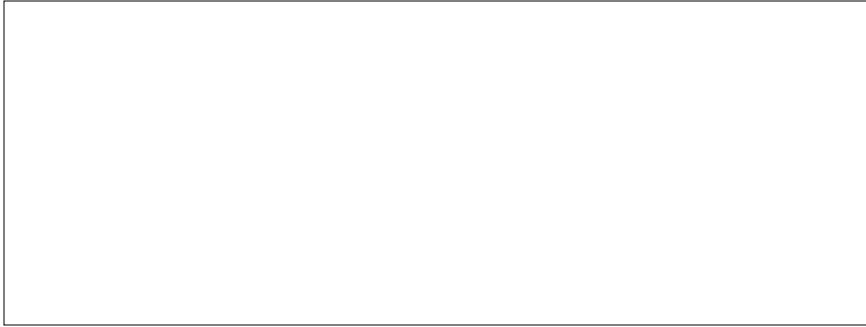
Remember....

1. Don't let your text message get too lengthy, it costs money to the recipient that may not have unlimited texting. Don't send more than 2 text messages. One they may not get, but two is enough.
2. We shortened the "U" instead of "you," "Ur" instead of "your" etc. to save them money and keep the text messages to the point.
3. Keep your wording professional.
4. If the phone call didn't work, send the "Text Message". If you "Text Messaged" first, then try the phone call.





Created by Court of Achievers



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To the beautiful:



STAR CONSISTENCY PROMOTION

Every *All-Star* can earn a **fifth prize** simply by achieving Star Consultant status all four quarters during the *All-Star* Star Consultant Consistency Challenge, June 16, 2013, through June 15, 2014, and by attending seminar. Prizes range in value from \$25 to \$400. You don't want to miss your chance to win one of these amazing prizes at the end of the contest year!

Being a Star Consultant every quarter definitely has its perks! **ALL four-quarter Star Consultants who attend Seminar 2014 will win a fifth prize exclusively for four-quarter Star Consultants.** Sound interesting?



You won't want to miss a chance to win extraordinary prizes. If you love instant gratification, we look forward to seeing you at Seminar! It's the best place to celebrate consistency.