



Angelia Rossiter
Sales Director

The Pink Angels Unit

JUNE 2013

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Current Goals

- ☐☐ Earn Cruze by end of June.
- ☐☐ Grow our unit to 50 strong by the end of July.

We currently have a team of 41. If everyone brings in 1 new team member that would be our 50.

How? Do 6 marketing chats!



Words of Wisdom

ENTHUSIASM

Being enthusiastic is easy when everything is going our way, but the true test of your mettle is sustaining your enthusiasm during rough times. This is why I tell Independent Beauty Consultants, "Fake it 'til you make it!"

Dear Pink Angels Unit,

Welcome to the first monthly edition of the Pink Angels Unit Recognition Newsletter. Please be on the lookout for this wonderful correspondence around the 7th of each month. I hope that you enjoy it.

Don't forget that with at least a single \$400 w/s order during the month of June, you will win a beautiful 50th anniversary pendant from the company.

As we race toward the end of the seminar year, I know we can continue to be an inspiration to all those who are seeking to become directors this summer! Let's make this the best month of our Seminar year!!

Also, please remember that on Sunday nights till the end of July, for 15 mins, Suzanne has a conference call to celebrate everyone's accomplishments for our joint fundraiser to benefit The Haven of RCS. Our overall goal is to raise 10K by the end of July 31 with 50 women. I would love for you to join us.

Angelia

Sensational Sales

There are no shortcuts to anyplace worth going!

Unit Production

Ana Baez	\$637.00
Brenda Bryson	\$600.50
Laura Snogles	\$535.00
Jennifer Hoyle	\$354.00
Lee Ann Brooks	\$271.00
Amy Nizamoff	\$267.75
Bernadette Howell	\$218.25
Ronda Trombetta	\$212.00
Jennifer Hamlin	\$206.75
Angie Tweedy	\$202.25
Zachary Snogles	\$127.00
Pamela Farrell	\$114.75
Traneka Trigg	\$107.50

Thank you for placing an order in May!



Earn your **RED JACKET** in time for Mary Kay's 50th anniversary celebration. **March 1—June 30, 2013**

The *It's Raining Red* Team-Building Challenge is On, and the Rewards Are Red-Hot! During the contest period from March 1 – June 30, 2013, add three or more now qualified* personal team members to earn your reward for FREE! Plus, attend exciting events at Seminar to get even more great prizes.

Add three new qualified* personal team members & receive:
A free red jacket of your choice.
An invitation to the *It's Raining Red* Mingle at Seminar 2013.
A name badge ribbon.



Add four new qualified* personal team members & receive:
All prizes from the previous category, plus
The Tiger-Print Scarf from the Ind. Sales Director Suit Collection.

Add five new qualified* personal team members & receive:
All prizes from the previous two categories, plus
Black chandelier earrings.



WHICH IS YOUR FAVORITE?

Not sure which red jacket you love most? Take the fun fashion quiz at www.marykayintouch.com to help you decide which jacket could be right for you!

The Classic	The Trench	The Cropped

Stars of Success

It's Your Time to Shine!

On Target Star Consultants

You CAN be a STAR!

NAME	For Star	Sapphire	Ruby	Diamond	Emerald
MARILYN FRANK	\$1814.00	*****	586	1186	1786
LAURA SNOGLES	\$1802.25	*****	598	1198	1798
AMY NIZAMOFF	\$883.00	917	1517	2117	2717
JENNIFER HOYLE	\$828.25	972	1572	2172	2772
ANA BAEZ	\$750.50	1049	1649	2249	2849
LEE ANN BROOKS	\$729.50	1070	1670	2270	2870
BRENDA BRYSON	\$600.50	1199	1799	2399	2999



Queens Court of ...



Top 9 YTD Retail

<u>Consultant</u>	<u>YTD Totals</u>
1. Laura Snogles	\$10,990.50
2. Amy Nizamoff	\$9,089.50
3. Jennifer Hoyle	\$5,852.50
4. Marilyn Frank	\$4,158.00
5. Pamela Farrel	\$2,622.00
6. Lisa Legarreta	\$2,558.50
7. Shannon Suggs	\$2,519.00
8. Bernadette Howell	\$2,470.50

Top 10 Recruiting

<u>Qualified Consultant</u>	<u>Recruits</u>
1. Laura Snogles	3
2. Jennifer Hoyle	1



Let's Share this wonderful opportunity!



Here We Grow



Welcome New Team Members

New Team Member

Ana Baez

From

Apollo Beach, FL

Proud Recruiter

A. Rossiter

WHO DO YOU KNOW THAT YOU CAN SHARE THE MARY KAY OPPORTUNITY WITH? OPPORTUNITY WITH? BLESS SOMEONE TODAY!

3 Ways to Establish Your Life's Vision



Start dreaming and get going.

Create a snapshot of your ideal life with a bulleted list. A life plan will give you a clear direction and help you develop a strategy for getting there.

What are you good at?

List your skills and abilities you can build upon to attain your ideal life and then prioritize the development of those skills.

Keep your why in front of your eye.

Revisit your plan frequently and keep in plain view. Your life plan will remind you of what you want, what's important and what to do next.



Moving on Up

Women Sharing their Passion



Recognizing Recruiters

DIQ

Laura Snogles



Ashley Acosta
Jean Croslin
Gail Fitzsimmons
Heather Holt
Bernadette
Howell
Mary Lastres
Zachary Snogles
Traneka Trigg
Ronda Trombetta
Angie Tweedy
*Marina Conde
*Crystal Dudley

TEAM LEADER

Jennifer Hoyle



Kristen Epps
Jennifer Hamlin
Amanda Hoyle
Glenice Paige
Lauren Smith

*inactive



Share the Dream...

Build a Team!

Take the next step to your happy future by
Moving Up the CAREER PATH!



Senior Consultant

1-2 active personal
team
Members

Red Jacket

3-4 active personal
team
Members

Team Leader

5+ active
personal team
Members



Future Director

At least 8 active personal team members

DIQ

At least 10 active
personal team Members; Submit your intention
to earn your Director status
Meet monthly production



Love Checks



13%

9%

Laura Snogles	\$78.03
Jennifer Hoyle	\$18.61

TEAM BUILDING *Tip of the Month!*

Whom to Look For:

- *Enthusiastic Customers*
- *Loyal Hostesses*
- *Women looking for Extra Income*
- *Women currently dissatisfied with their current job*
- *Friendly, well-groomed women*
- *Positive-minded women*
- *Women who ask you about what you do*
- *Almost anyone– Don't Prejudge!*
- *Look for women with a need - and fill it by presenting the MK business*



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The bumblebee is the ultimate symbol of determination in Mary Kay. Although the principals of aerodynamics suggest the bumblebee can't fly, the wings too weak and the body too heavy, the bumblebee (not knowing this) flies anyways. You can do anything you set your mind to. If anyone someone suggests it cannot be done, remember the bumblebee and do it anyway!





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June 2013 **Newsletter**



I'M THANKFUL FOR:

YOU!!!

Because without you...
there would be no... **US!!**



8 RECRUITING STRATEGIES to Help Your Team **GROW!**

1. Recruiting is the ultimate in salesmanship. You're selling people the idea that they can do as well or even better than you!
2. You're selling a dream of their success.
3. Recruits are an extension of yourself. Look for people who share your vision!
4. You must be constantly thinking about recruiting.
5. Most new recruits will be found at your skin care classes, so maintain a full date book!
6. Use the 4-point recruiting plan.
7. Don't complicate your presentation. Keep it simple and fun.
8. Set a time to speak with a prospective recruit to share the opportunity.



Get excited about recruiting!