



# VisionAires



Circle of Excellence Unit and National Area!!!

**April 2013 Results**

**Resultados de Abril 2013**

## Million Dollar Unit Club

Top Consultants With \$1,000  
Or More Wholesale April  
**Primeras En Ventas de Abril**



*Ruth Lebovits*  
\$1,727.25



*Rivka Wieder*  
\$1,243.00

### Team-Building Questions

Why not try some of these questions at your next team-building interview? (from the *MaryKay Intouch Web site*)

- Do you feel you could use more self-confidence?
- Would you like to communicate better with others?
- Would you like to have a career where you could keep your priorities in order: faith, family and career?
- Could you use extra money each week?
- Are you interested in a career where you promote yourself? You could earn the use of a career car in as little as four months and promote yourself after that?
- Would it ease your fears if you knew there was free and continuous education available and that I will be by your side to help?
- Where will you be in five years if you remain in your present situation?
- Are you willing to take a chance on yourself to succeed?
- Is there any reason why you can't complete and sign your Independent Beauty Consultant Agreement and start your education today?

## 2013 Court Of Sales

## 2013 Corte de Ventas



Top 20 Year-to-date

1 Ruth Lebovits  
\$24,822.50

2	Alida Verdone	\$11,822.00
3	T. Silberstein	\$11,269.00
4	Marcela Fonseca	\$10,681.50
5	Rivka Wieder	\$10,513.50
6	Miriam Y. Soto	\$9,508.50
7	Romelia Velez	\$8,795.00
8	Ruth Pomerantz	\$7,766.50
9	Roizy Hershkowitz	\$5,454.50
10	Laura G. Strickland	\$5,321.00
11	Olga C. Giraldo	\$5,292.50
12	Geraldine Havasy	\$4,625.00
13	Karen A. Drysdale	\$4,573.00
14	Glynda W. Barrett	\$4,432.50
15	Ruth C Chuqui-Conder	\$4,418.00
16	Jennifer Cintron	\$4,246.00
17	Constance Williams	\$3,928.50
18	Elizabeth E. Lopez	\$3,660.00
19	Miriam Wolfson	\$3,430.50
20	Sandra A. Jones	\$3,341.50

# Recruiters Climbing The Ladder of Success

## Reclutadoras subiendo la escalera del Exito

MARY KAY INC.  
16251 Dallas Parkway  
Addison, Texas 75001  
Phone: (972) 687-4400

Date April 30, 2013

NON NEGOTIABLE

Pay Exactly: **eighteen thousand seven hundred four and 61 / 100**

**\$18,704.61**

PAY TO THE  
ORDER OF

Vivian Diaz

NSD:  
position available  
posición disponible

NON NEGOTIABLE



### Independent Sales Director 24 or more

¡Estamos esperando por ti! We are waiting for you!

### Director in Qualification (DIQ) Directora en calificacion 10 or more

¡Estamos esperando por ti! We are waiting for you!

### Future Director Futura Directora 8 or more

¡Estamos esperando por ti! We are waiting for you!

### Team Leader Lider de Equipo 5 or more Active Team Members

¡Estamos esperando por ti! We are waiting for you!

### Star Team Builder (Red Jacket) Impulsora de Equipo estrella 3 - 4 Active Team Members



Jennifer  
Cintron  
RED  
JACKET



Ruth  
Lebovits  
RED  
JACKET



Elizabeth  
E. Lopez  
RED  
JACKET



Edith J.  
Orellana  
RED  
JACKET

### Senior Consultant 1- 2 Active Team Members

Olga C. Giraldo

Mattie Grunfeld

Roizy Hershkowitz

Sandra A. Jones

Mi J. Kim

Ayesha Y. Marty

Lois A. Merkel

Sharon O'Donnell

Ruth Pomerantz

Tracy L. Scala

Joanne Toombs

Romelia Velez

Alida Verdone

Denize M. Viero

### REWARDS...

- \*9 or 13% Commissions on Personals
- \*13% on Unit Volume
- \*Bonus of 10% on Unit Volume
- \*6 choices of Career Cars & More!
- \*Sales Director Pin & Enhancer

### REWARDS...

- \*Eligible to begin Director Qualification
- \*9 or 13% Personal Recruiting Comm
- \*Team Build Bonus-\$50ea New Qual
- \*Future Director Scarf

### REWARDS...

- \*9 or 13% Personal Recruiting Comm
- \*Team Build Bonus-\$50ea New Qual
- \*Future Director Pin Enhancer



### REWARDS...

- \*9 or 13% Personal Recruiting Comm
- \*Team Build Bonus\$50ea New Qual
- \*Team Leader Pin Enhancer



### REWARDS...

- \*4% Personal Recruiting Comm
- \*Team Building Bonus on 4th Recruit
- \*Star Team Builder Pin Enhancer
- \*\$50 Red Jacket Rebate-on 3rd Recruit



### REWARDS...

- \*4% Personal Recruiting Comm
- \*Senior Consultant Pin Enhancer



# Welcome New Consultants Bienvenidas Consultoras Nuevas

New Consultant	From	Sponsored by
Julya L. Da silva	POMPANO BEACH, FL	M. DeCarlos
Hannah Leal	PORT CHARLOTTE, FL	M. DeCarlos
Jamie Phillips	POUGHKEEPSIE, NY	J. Toombs
Rosana B. Senno	YORK, PA	M. Fonseca
Quetylen C. Silva	YORK, PA	M. Fonseca

## Top Recruiters

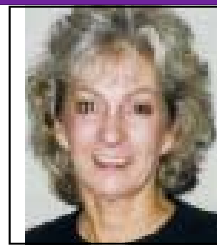
Primeras En Reclutamiento  
Abril/ April



**Marcela Fonseca**  
2 new team member  
in April



**MariaElisa DeCarlos**  
2 new team member  
in April



**Joanne Toombs**  
1 new team member  
in April

## Seminar 2012 Year To Date Totals

SEMINAR CONTEST DATES: JULY 1, 2012 ~ JUNE 30, 2013

### Share The Dream Comparte el sueño

*National Court Of Sharing Jewelry*

*Corte Nacional del Compartir Joyeria*

Recruiter	New Team Mbrs	YTD
1 Olga C. Giraldo	8	\$528.74
2 Ruth Lebovits	1	\$199.37
3 Ayesha Y. Marty	1	\$195.25
4 Roizy Hershkowitz	2	\$107.79
5 Alida Verdone	1	\$94.84
6 Jennifer Cintron	1	\$72.25
7 Maritza C. Roca	1	\$56.72
8 Edith J. Orellana	1	\$45.32
9 Romelia Velez	1	\$38.73
10 Ruth Pomerantz	1	\$38.47
11 Miriam Y. Soto	1	\$24.04

*Queen's Court of Sharing!*  
**24 New Team Members\***

(\$600 cumulative wholesale  
July 1, 2012— June 30, 2013)

*Reina de la corte  
de Compartir*

**Con 24 miembros \***

(\$600 venta al por mayor  
acumuladas del 1de Julio 2012  
— Junio 30, 2013)



# We Are A Million Dollar Unit



## Una Unidad del Millon

<i>Ruth Lebovits</i>	\$1,727.25
<i>Rivka Wieder</i>	\$1,243.00
<i>Ruth C Chuqui-Conder</i>	\$516.00
<i>Joyce M. Baker</i>	\$461.50
<i>Pearl Hershkowitz</i>	\$424.75
<i>Marleny Gonzalez</i>	\$401.75
<i>Elizabeth E. Lopez</i>	\$351.00
<i>Janet M. Bright</i>	\$321.25
<i>Kari A. St. Jean</i>	\$315.25
<i>Luisa Gomez</i>	\$299.00
<i>Elvira Gutierrez</i>	\$293.50
<i>Chaya Fulop</i>	\$281.50
<i>Essie M. Momern</i>	\$238.50
<i>Lydia Robinson</i>	\$237.00
<i>Roizy Hershkowitz</i>	\$234.00
<i>Karen A. Drysdale</i>	\$230.25
<i>Mi J. Kim</i>	\$221.50

<i>Tracey Franklin</i>	\$217.50
<i>Latrice A. Banks</i>	\$217.00
<i>Miriam Y. Soto</i>	\$216.00
<i>Eunae Seo</i>	\$211.50
<i>Danielle Jones</i>	\$206.50
<i>Anna Torres</i>	\$204.50
<i>Elizabeth Ortiz</i>	\$204.50
<i>Ana Bojorquez</i>	\$204.50
<i>Denize M. Viero</i>	\$204.00
<i>Cynthia A. Salberg</i>	\$203.50
<i>Sandra A. Jones</i>	\$203.50
<i>Ayesha Y. Marty</i>	\$203.50
<i>Mattie Grunfeld</i>	\$201.00
<i>Sharon O'Donnell</i>	\$200.75
<i>Cecilia T. Quiles</i>	\$200.50
<i>Ana R. Davis</i>	\$200.50
<i>Maria Chauca</i>	\$200.00

Most successful people will tell you: "If it were not for the help of other people, I wouldn't be where I am today." I believe that everybody who accomplishes something great had help from someone. Somebody, somewhere, provided a spark of inspiration, offered a challenge, or held out a hand along the way. I know it's not always possible to help these people in return, but you can do for others what was done for you.

– Mary Kay Ash

La mayoría de personas exitosas te dirán que: "Si no fuera por la ayuda de alguien más, Yo no estaría donde estoy hoy día." Yo creo que cualquier persona que logra algo maravilloso tuvo a alguien que la ayudó a lograrlo. Alguien, en algún lugar, da una chispa de inspiración, ofrece un reto, o te da una mano en un camino largo. Yo se que no siempre es posible ayudar a esas personas en agradecimiento, pero tú puedes hacer por otras personas lo que alguien hizo por ti.

– Mary Kay Ash



# PROXIMO TALLER MENSUAL **SABADO Junio 1**

Graduacion de Nuevas Consultoras

**Taller Poderoso con dos Nacionales:**

MAYULI ROLO



VIVIAN DIAZ



HOLLYWOOD

**No te puedes perder el ULTIMO taller  
de este fabuloso año Mary Kay!**

**Va a estar lleno de  
Educacion, Motivacion, Enfoque y  
Celebraciones de Logros!**

**Centro de Belleza de 9:00 AM - 1:00 PM Costo: \$20**

# Our Million \$\$ Mingle

is meeting on Saturday, June 1st at  
NSD Auri Hatheway's home at 4-9pm in Miami, Florida

**With 5 fabulous MILLION \$\$ NSD's**

(By invitation only – Work now so that you can play later)  
With a THE DREAM TEAM Theme



**Attire: Pink & Black Workout Attire**

*It will be All about...*

crossing the (pink) finish line.  
building your dream team  
build your team live your dream  
championship season  
extra-mile mentality

***Who will qualify to go from Vivian's Unit:***

the top 5 with the most wholesale/retail  
with the most recruits  
with the most classes held  
with the most guests to meeting  
with the most interviews.  
There is always a wild card.

# 3er Quarter Stars~ Estrellas del 3er Trimestre



Pearl  
Marcela Fonseca



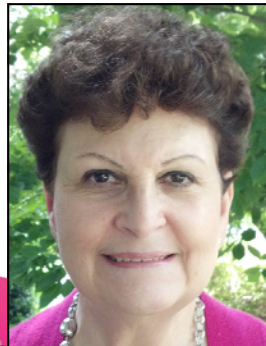
Emerald  
Rivka Wieder



Emerald  
Ruth Lebovits



Sapphire  
Tziporah Silberstein



Sapphire  
Alida verdone

## Aim for the Stars! Camino a las Estrellas

16 de Marzo -15 de Junio ||| 4to Trimestre!!!!

*On-Target Star Consultants! March 16, -June 15, 4th Quarter*

Consultant Name	Current Wholesale Production	—Wholesale Production Needed for Star—				
		Sapphire	Ruby	Diamond	Emerald	Pearl
RUTH LEBOVITS	\$1,727.25	\$72.75	\$672.75	\$1,272.75	\$1,872.75	\$3,072.75
RIVKA WIEDER	\$1,243.00	\$557.00	\$1,157.00	\$1,757.00	\$2,357.00	\$3,557.00
EMELINA FIGUEROA	\$902.25	\$897.75	\$1,497.75	\$2,097.75	\$2,697.75	\$3,897.75
AYESHA MARTY	\$725.00	\$1,075.00	\$1,675.00	\$2,275.00	\$2,875.00	\$4,075.00
MIRIAM SOTO	\$617.00	\$1,183.00	\$1,783.00	\$2,383.00	\$2,983.00	\$4,183.00
EDITH ORELLANA	\$600.50	\$1,199.50	\$1,799.50	\$2,399.50	\$2,999.50	\$4,199.50
LUISA GOMEZ	\$527.50	\$1,272.50	\$1,872.50	\$2,472.50	\$3,072.50	\$4,272.50
RUTH CHUQUI-CONDER	\$516.00	\$1,284.00	\$1,884.00	\$2,484.00	\$3,084.00	\$4,284.00
TZIPORAH SILBERSTEIN	\$505.00	\$1,295.00	\$1,895.00	\$2,495.00	\$3,095.00	\$4,295.00
GERALDINE HAVASY	\$474.25	\$1,325.75	\$1,925.75	\$2,525.75	\$3,125.75	\$4,325.75
JOYCE BAKER	\$461.50	\$1,338.50	\$1,938.50	\$2,538.50	\$3,138.50	\$4,338.50
PEARL HERSHKOWITZ	\$424.75	\$1,375.25	\$1,975.25	\$2,575.25	\$3,175.25	\$4,375.25
MARLENY GONZALEZ	\$401.75	\$1,398.25	\$1,998.25	\$2,598.25	\$3,198.25	\$4,398.25





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 new qualified\* personal team members to earn your reward for FREE! Plus, attend exciting events at Seminar to get even more great prizes.



**Independent Beauty Consultants:**

**Add three new qualified\* personal team members and 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 and receive:**

- ⇒ All prizes from the previous category, plus
- ⇒ The Tiger-Print Scarf from the Independent Sales Director Suit Collection.



**Add five new qualified\* personal team members and receive:**

- ⇒ All prizes from the previous two categories, plus
- ⇒ Black chandelier earrings

## ***Build Your Team and Live Your Dream!***



El reto de desarrollo de equipo Lluvia de sacos rojos ha iniciado y las recompensas son súper candentes! Durante el periodo del concurso del 1 de marzo al 30 de junio de 2013, ¡añade tres o más nuevas integrantes de equipo personal calificadas\* para ganarte tu recompensa completamente GRATIS! Además, asiste a los eventos emocionantes del Seminario y recibe aún

más premios fabulosos.

**Consultoras de Belleza Independientes:**

**Añade tres nuevas integrantes de equipo personal calificadas\* y recibe:**

- ⇒ Un saco rojo gratis de tu elección.
- ⇒ Una invitación a la recepción Lluvia de sacos rojos en el Seminario 2013.
- ⇒ Una cinta para el gafete.



**Añade cuatro nuevas integrantes de equipo personal calificadas\* y recibe:**

- ⇒ Todos los premios de la categoría anterior, además
- ⇒ La pañoleta con estampado de tigre de la colección del traje de Directora de Ventas Independiente.



**Añade cinco nuevas integrantes de equipo personal calificadas\* y recibe:**

- ⇒ Todos los premios de las dos categorías anteriores, además
- ⇒ Aretes negros tipo candelabro.



## ***¡Desarrolla tu equipo y vive tu sueño!***



## Unit June

### Birthdays ~ Cumpleaños

Birthdays	Day
Jennifer Lima	5
Maria Chauca	6
Meehee Gessler	7
Joyce M. Baker	10
Mattie Grunfeld	12
Jennifer Mock	12
Eunae Seo	13
Anna Torres	14
Vivian Diaz	15
Josephine Cintron	16
Nancy C. Parker	16
Jeanine M. Garvey	20
Rina Lobos	21
Paola Caeiro	23
Rose Thys	24
Joan Harvey	26
Geraldine Havasy	26
Jamie Phillips	27
Rosemary Pressler	27



## Unit June

### Anniversaries ~ Anniversarios

Anniversaries	Years
Linda I. Rodriguez	25
Christine M. Kazmier	23
Maria Chauca	11
Kelley A. Rowe	9
Laura C. Ramirez	8
Yongrae Lee	7
Susan E. Kowsky	6
Paola Caeiro	6
Nelli Montaleza	6
Delia Hernandez	3
Gilda Rivera	2
A. Gardiner-Miller	1
Maria Bohorquez	1
Lucia M. Flores	1
Nadia Santiago	1



## Thank You from Mary Kay

*13% Recruiter Commission Level*

*Vivian Diaz*

*\$324.84*

*4% Recruiter Commission Level*

*Olga C. Giraldo*

*Edith J. Orellana*

*Mattie Grunfeld*

*Mi J. Kim*

*Romelia Velez*

*Ruth Pomerantz*

*4% Recruiter Commission Level*

*Sharon O'Donnell*

*Ruth C Chuqui-Conder*

*Ruth Lebovits*

*Elizabeth E. Lopez*

*Jennifer Cintron*

*Roizy Hershkowitz*



# May 2013

Sun	Mon	Tue	Wed	Thu	Fri	Sat
			1 Seminar 2013 registration begins for all independent sales force members.	2 6:30 – 8:30pm. "Hollywood Makeovers and Book-a-Thon. Training by RSVP only.	3	4
5	6	7 Tuesday Night Live Success Meeting 6:30 – 8:30pm.	8	9 6:30 – 8:30pm. "Hollywood Makeovers and Book-a-Thon. Training by RSVP only.	10	11 VisionAires Area Family Day...all directors, consultants with their husbands and children can attend. Must rsvp to Vivian by not later than the 8th of April.
12 Mother's Day Mary Kay's	13	14 Tuesday Night Live Success Meeting 6:30 – 8:30pm.	15	16 6:30 – 8:30pm. "Hollywood Makeovers and Book-a-Thon. Training by RSVP only.	17	
19	20	21 Tuesday Night Live Success Meeting 6:30 – 8:30pm.	22	23 6:30 – 8:30pm. "Hollywood Makeovers and Book-a-Thon. Training by RSVP only.	24	
26	27	28 Tuesday Night Live Success Meeting 6:30 – 8:30pm.	29	30 6:30 – 8:30pm. "Hollywood Makeovers and Book-a-Thon. Training by RSVP only.	31	

# June 2013

Sun	Mon	Tue	Wed	Thu	Fri	Sat
						1 9:30am -1pm Mayuli Rolo Hollywood workshop in Miami 4-9pm Million \$\$ Mingle at with NSD Nationals in Miami Florida (by invitation only)
2	3	4 Tuesday Night Live Success Meeting 6:30 – 8:30pm.	5	6 6:30 – 8:30pm. "Hollywood Makeovers and Book-a-Thon. Training by RSVP only.	7	
9	10	11 Tuesday Night Live Success Meeting 6:30 – 8:30pm.	12	13 6:30 – 8:30pm. "Hollywood Makeovers and Book-a-Thon. Training by RSVP only.	14	15 Star Consultants dead line 4th quarter
16 Father's Day	17	18 Tuesday Night Live Success Meeting 6:30 – 8:30pm.	19	20 6:30 – 8:30pm. "Hollywood Makeovers and Book-a-Thon. Training by RSVP only.	21	22
23	24	25 Tuesday Night Live Success Meeting 6:30 – 8:30pm.	26	27 6:30 – 8:30pm. "Hollywood Makeovers and Book-a-Thon. Training by RSVP only.	28	29
30						

# VISIONAIRES Charm Couture MONTHLY CHARM PROMOTION

## HOW DOES IT WORK?

**It's easy!** The first month you order a \$400 or \$800 in wholesale, you earn your starter bracelet. After that, you will start earning your charms! Each qualified recruit you bring in the company, you will earn a bumble bee! It's that easy!

*Get ready to be Charmed!*



**\$400 W/S**

Earn your Crown Couture Starter Bracelet first and then start earning your Charms!

**\$800 W/S**

Earn your Crown Couture Starter Bracelet first and then start earning your Charms!

**Qualified Recruit**

Earn your Bumble Bee Charm with every New Qualified Recruit



## START EARNING!

**Earn Bracelet/Charms by achieving:**  
 \$400 wholesale order  
 \$800 wholesale order  
 Sponsoring a New Qualified Recruit

**CHARM EXAMPLES**  
 \$400 W/S      \$800 W/S



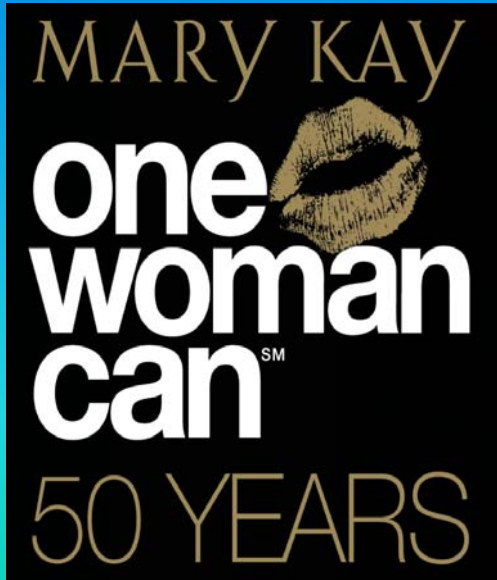
**Earn your Crown Couture Bracelet with your \$400 or \$800 W/S Order!**



*Area Family celebration*



**Vivian Diaz**  
**National Sales Director**  
 840 Sarina Ter SW  
 Vero Beach, FL 32968  
 vdiaz3@comcast.net  
 772-539-9754



Para la Maravillosa...  
 For the Marvelous...

## Get on the Books!

Here is the script that NSD Jan Thetford has used for 22 years  
 Jan says in 22 years nobody has told her no!

"Hi \_\_\_\_ this is \_\_\_\_\_. Do you have a quick minute? One of my jobs as your MK consultant is to give you a \_\_\_\_\_ seasonal update & May is the best month to do that because the winter weather wreaks havoc on our skin! I bet, if you are like most of us, you are looking for a Spring makeover and I would love to spend some un-rushed time with you to update you and answer any questions you may have. Which would be better for us to get together? Weekday, Evening, or Weekend? (Only give choices that you have available or are willing to work. You are in control of your schedule!!)

One more thing, \_\_\_\_\_(her name). We have some BRAND NEW state of the art age-fighting products and I'll give you your choice of our age-fighting lip primer or firming eye cream for free . . . That's a \$30 product for free ...

if you have 2 friends join us who are just like you that are over 18 and do not currently have a Mary Kay consultant when I come on \_\_\_\_\_(the date selected). Who do you think you will ask?

It is truly that easy! Make the calls!! Challenge yourself to use this script with a minimum of 20 contacts. You can do this! Set yourself up for the best Spring ever!

