



Vivian's VisionAire

Cadillac winning National Area Inner Circle bound
May 2013 Results



Directors with Cadillac production

DIRECTORAS CON PRODUCCION DE CADILAC



Ruth Everhart
\$27,157.25



Jessica Anderson
\$24,048.75



Chaya Suri Klein
\$18,145.50



\$10,000 Club



Maggie Segneri
\$15,704.75



Valerie Goldston
\$14,796.00



Fraidel Klein
\$14,501.75



Kristina Pernfors
\$14,362.75



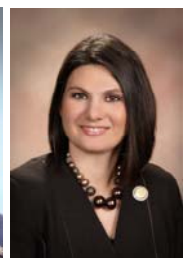
Mali Nakdimen
\$13,265.25



Meredith Taylor
\$12,489.25



Daria Rocco
\$11,001.50



Orenda Hunniford
\$10,506.25

"10 10 Win"

Continuing adding bees by having at least \$10,000 and 10 consultants in one month:



Jessica Anderson



Valerie Goldston



Mali Nakdimen



“MOVING ON UP TO NSD”

“Directoras Moviendo para NSD”.

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

Date May 31, 2013

NON NEGOTIABLE

Pay Exactly: **eighteen thousand thirty-eight and 85 / 100** **\$18,038.85**

PAY TO THE ORDER OF **Vivian Diaz**

NON NEGOTIABLE



Elite Executive Senior Sales Director :

Position available
 posición disponible

Future Ex. Sr. Sales Director

NSD:

position available
 posición disponible

Executive Sr. Sales Director



Ruth Everhart
7 Sales Director



Ilana Prager
3 Sales Director



Claudia Polanco
3 Sales Director

Personal Recruiting Directors



Chaya Suri Klein

Chaya Suri Klein	5
Ester Barahona	4
Holly Dix	4
Lisa-Marie Hintze	3
Maggie Segneri	3
Jessica Anderson	2
Kivian Diaz-Harris	2
Ingrid Hernandez	2
Emily Stalf	2
Valerie Goldston	2
Irma Nunez	1
Alejandra Alvarado	1
Kristina Pernfors	1
Claudia Polanco	1
Nalda Polanco	1
Brandy Harlan	1
Wendy Coffey	1
Mali Nakdimen	1
Gina Tomlinson	1
Daria Rocco	1

Senior Sales Director :

- Daria Rocco 2 Directors
- Maggie Segneri 2 Directors
- Orenda Hunniford 2 Director
- Holly Dix 2 directors
- Jessica Anderson 2 Director
- Nancy Morabito 1 Director
- Jennifer Levitt 1 Director
- Chaya Suri Klein 1 Director
- Antonella Micarelli 1 Director



YTD Adjusted Seminar Retail
FROM JULY 2012
TO JULY 2013
CAMINO A LOS CLUBES DE UNIDAD

Sales Director YTD Unit

Jessica Anderson	\$507,680
Jennifer Levitt	\$498,594
Ruth Everhart	\$428,538
Chaya Suri Klein	\$395,896
Orenda Hunniford	\$336,965
Kristina Pernfors	\$258,754
Meredith Taylor	\$215,316
Antonella Miccarelli	\$211,729
Maggie Segneri	\$196,078
Holly Dix	\$169,556
Daria Rocco	\$169,181
Mali Nakdimen	\$158,738
Lisa-Marie Hintze	\$153,765
Hilda N Caballero	\$149,487
Adelaide McKeever	\$134,420
Julie Hunniford	\$127,455
Marcia Szollosy	\$125,875
Valerie Goldston	\$123,026

Highest Ever Retail
\$10,000+
PRODUCCION MAS ALTA EN SU CARRERA



Mali Nakdimen \$29,456



Kivian Diaz-Harris \$16,436



Karina Schulz \$10,993



Gina Tomlinson \$10,320



\$4,000+

Unit Wholesale!

PRODUCCION DE UNIDAD DEL MES

Ruth Everhart	\$27,157.25
Jessica Anderson	\$24,048.75
Chaya Suri Klein	\$18,145.50
Maggie Segneri	\$15,704.75
Valerie Goldston	\$14,796.00
Fraidel Klein	\$14,501.75
Kristina Pernfors	\$14,362.75
Mali Nakdimen	\$13,265.25
Meredith Taylor	\$12,489.25
Daria Rocco	\$11,001.50
Orenda Hunniford	\$10,506.25
Kivian Diaz-Harris	\$7,873.00
Irma Nunez	\$7,360.75
Antonella Miccarelli	\$7,308.00
Hilda Noemi Caballer	\$7,267.50
Jennifer Levitt	\$7,061.00
Wendy Coffey	\$6,580.00
Emily Staf	\$6,500.50
Brandy Harlan	\$6,180.25
Lisa-Marie Hintze	\$6,021.50
Holly Dix	\$5,378.50
Ester Barahona	\$5,253.75
Karina Schulz	\$5,228.75
Nalda Polanco	\$5,055.50
Gina Tomlinson	\$5,047.50
Isabel MacGloan	\$5,007.25
Julie Hunniford	\$5,001.75
Karla Shuman	\$5,001.50
Adelaide McKeever	\$4,215.50
Marcia Szollosy	\$4,082.75
Ilana Prager	\$4,005.75
Nancy Morabito	\$4,000.25
Alejandra Alvarado	\$4,000.00

CADILLAC

Driving in Style Manejando en Estilo



Ruth Everhart

Orenda Hunniford

Jessica Anderson

Jennifer Levitt

Chaya Suri Klein

Premier Club Plus Winners



Lisa Hintze



Meredith Taylor

Premier Club Winners Ganadoras del Club de Primera

Ilana Prager, Antonella Miccarelli, Meredith Taylor, Lisa-Marie Hintze, Kristina Pernfors, Ester Barahona, Maggie Segneri, Daria Rocco, Claudia Polanco, Holly Dix, Julie Hunniford



July

Happy Birthday

Irma Nunez	20th
Jennifer Levitt	24th
Gina Tomlinson	24th

iii Congratulations!!! iii Unit Aniversaries!!!

Ester Barahona	5
Adelaide McKeever	2
Wanda Renee Winkfiel	2
Chaya Suri Klein	1

Area DIQs

DIQs del Area

DIRECTOR IN QUALIFICATION SENIOR

Niurka Angles	Ruth Everhart
Beth Malave	Ruth Everhart
Jamie McKinley	Ruth Everhart
Nina Galy	Valerie Goldston
Mindy Cremont	Brandy Harlan
Laurette Etelier	Isabel MacGloan
Hannah Brunner	Maggie Segneri
Willeen Buchholz	Meredith Taylor



Personal business with great results

Negocio Personal con resultados fantásticos



13% Club Checks

Build your team!



Monthly Personal Wholesale

TOP



YTD Unit Recruiting

TOP Qual Total



Monthly Director Commission

TOP

Chaya Suri Klein	\$1,579
Jessica Anderson	\$1,243
Maggie Segneri	\$909
Jennifer Levitt	\$859
Ruth Everhart	\$856
Meredith Taylor	\$782
Fraidel Klein	\$743
Antonella Miccarelli	\$689
Kristina Pernfors	\$676
Orenda Hunniford	\$621
Kivian Diaz-Harris	\$591
Daria Rocco	\$589
Ester Barahona	\$527
Holly Dix	\$512
Hilda N Caballero	\$500
Valerie Goldston	\$484
Karla Shuman	\$462
Emily Stalf	\$408
Wendy Coffey	\$373

Fraidel Klein	\$2,043
Nancy Morabito	\$1,958
Nalda Polanco	\$1,932
Kristina Pernfors	\$1,848
Julie Hunniford	\$1,574
Lisa-Marie Hintze	\$1,544
Meredith Taylor	\$1,456
Orenda Hunniford	\$1,295
Jessica Anderson	\$1,223
Gina Tomlinson	\$1,206
Ilana Prager	\$1,169
Marcia Szollosy	\$1,157
Chaya Suri Klein	\$1,156
Jennifer Levitt	\$1,134
Holly Dix	\$1,079
Isabel MacGloan	\$999
Alejandra Alvarado	\$977
Ruth Everhart	\$842
Daria Rocco	\$834
Karla Shuman	\$757
Irma Nunez	\$690
Wendy Coffey	\$678

	TOP	Qual	Total
Jessica Anderson	75	180	
Hilda Noemi Caballer	59	112	
Ruth Everhart	55	150	
Jennifer Levitt	45	86	
Holly Dix	33	90	
Chaya Suri Klein	33	56	
Irma Nunez	33	48	
Mali Nakdimen	29	44	
Antonella Miccarelli	28	56	
Ester Barahona	28	35	
Valerie Goldston	26	61	
Orenda Hunniford	24	74	
Maggie Segneri	20	55	
Daria Rocco	20	38	
Emily Stalf	20	38	
Nalda Polanco	19	22	
Kristina Pernfors	18	29	
Ingrid Hernandez	16	28	
Adelaide McKeever	14	25	
Wendy Coffey	14	27	
Marcia Szollosy	12	49	
Brandy Harlan	11	37	
Karla Shuman	10	42	
Meredith Taylor	10	41	
Fraidel Klein	9	9	
Kivian Diaz-Harris	8	25	
Tammy Benson	7	20	

Ruth Everhart	\$10,759.47
Jessica Anderson	\$8,533.68
Chaya Suri Klein	\$6,800.71
Maggie Segneri	\$6,268.22
Valerie Goldston	\$4,507.11
Fraidel Klein	\$4,328.60
Daria Rocco	\$4,171.24
Kristina Pernfors	\$4,143.03
Jennifer Levitt	\$4,109.17
Meredith Taylor	\$3,805.68
Mali Nakdimen	\$3,727.68
Orenda Hunniford	\$3,450.06
Antonella Miccarelli	\$3,448.00
Hilda Noemi Caballer	\$3,045.18
Irma Nunez	\$2,769.75
Ester Barahona	\$2,609.85
Kivian Diaz-Harris	\$2,514.34
Wendy Coffey	\$2,327.98
Karla Shuman	\$2,212.51
Holly Dix	\$2,128.28
Emily Stalf	\$1,953.27
Adelaide McKeever	\$1,825.75
Brandy Harlan	\$1,757.42
Lisa-Marie Hintze	\$1,556.58
Nalda Polanco	\$1,506.37
Gina Tomlinson	\$1,361.97
Julie Hunniford	\$1,350.69
Karina Schulz	\$1,332.95
Isabel MacGloan	\$1,198.52
Ilana Prager	\$1,155.32



Working with Passion, Focus & Energy! Trabajando con pasión, enfoque y energía!



Unit Recruiting For April

Current Unit Size

Unit Volume Bonus

Size is Key!! Work those numbers

Maximize your Income!

Jessica Anderson	15
Valerie Goldston	12
Mali Nakdimen	11
Maggie Segneri	9
Ruth Everhart	7
Claudia Polanco	6
Chaya Suri Klein	6
Ester Barahona	5
Lisa-Marie Hintze	4
Kivian Diaz-Harris	4
Holly Dix	4
Hilda Noemi Caballer	4
Fraidel Klein	4
Daria Rocco	4
Irma Nunez	3
Jennifer Levitt	3
Brandy Harlan	3
Ingrid Hernandez	3
Emily Stalf	3
Isabel MacGloan	3
Antonella Miccarelli	2
Orenda Hunniford	2
Kristina Pernfors	2
Gina Tomlinson	2
Meredith Taylor	1
Myrna Gomez	1
Julie Hunniford	1
Alejandra Alvarado	1
Nalda Polanco	1
Wendy Coffey	1
Tammy Benson	1

Ruth Everhart	197
Jessica Anderson	149
Orenda Hunniford	130
Valerie Goldston	87
Daria Rocco	77
Maggie Segneri	75
Hilda Noemi Caballer	74
Meredith Taylor	73
Lisa-Marie Hintze	71
Claudia Polanco	65
Irma Nunez	58
Chaya Suri Klein	50
Emily Stalf	50
Jennifer Levitt	49
Mali Nakdimen	47
Brandy Harlan	47
Kristina Pernfors	45
Antonella Miccarelli	45
Julie Hunniford	45
Isabel MacGloan	43
Marcia Szollosy	43
Tammy Benson	41
Kivian Diaz-Harris	39
Adelaide McKeever	39
Wendy Coffey	38
Gina Tomlinson	36
Alejandra Alvarado	35
Ingrid Hernandez	35

Ruth Everhart	\$2,700.00
Jessica Anderson	\$2,400.00
Chaya Suri Klein	\$1,800.00
Maggie Segneri	\$1,500.00
Valerie Goldston	\$1,400.00
Fraidel Klein	\$1,400.00
Kristina Pernfors	\$1,400.00
Mali Nakdimen	\$1,300.00
Meredith Taylor	\$1,200.00
Daria Rocco	\$1,100.00
Orenda Hunniford	\$1,000.00
Kivian Diaz-Harris	\$700.00
Irma Nunez	\$700.00
Antonella Miccarelli	\$700.00
Hilda Noemi Caballer	\$700.00
Jennifer Levitt	\$700.00
Wendy Coffey	\$600.00
Emily Stalf	\$600.00
Brandy Harlan	\$600.00
Lisa-Marie Hintze	\$600.00
Holly Dix	\$500.00
Ester Barahona	\$500.00
Karina Schulz	\$500.00
Nalda Polanco	\$500.00
Gina Tomlinson	\$500.00
Isabel MacGloan	\$500.00
Julie Hunniford	\$500.00
Karla Shuman	\$500.00

Area Court of Sales Consultants — YTD

CORTE DE VENTAS CONSULTORAS

YTD 1 de July 2011 — 30 June 2012

Consultant	Director	Retail	Wholesale
Esther Ginsberg	Chaya Suri Klein Unit	\$57,484	\$28,399
Tina Schaible	Kristina Pernfors Unit	\$55,266	\$26,280
Mark Silver	Chaya Suri Klein Unit	\$40,892	\$24,410
Malkita Rosenfeld	Jennifer Levitt Unit	\$34,562	\$16,440
Tina Amundson	Kristina Pernfors Unit	\$33,218	\$16,036
Ruth Lebovits	Vivian Diaz Unit	\$29,908	\$14,609
Hannah Brunner	Maggie Segneri Unit	\$25,002	\$12,178
Hendy Fried	Jennifer Levitt Unit	\$23,603	\$11,421
Roxanne Rich	Daria Rocco Unit	\$23,240	\$11,045
Willeen Buchholz	Meredith Taylor Unit	\$20,385	\$9,770
Rivka Alfih	Fraidel Klein Unit	\$19,363	\$9,231
Karen Alerte	Kristina Pernfors Unit	\$18,635	\$9,013
Chanie Weinberg	Chaya Suri Klein Unit	\$18,479	\$9,039
Mindy Cremont	Brandy Harlan Unit	\$17,995	\$8,637
Jamie McKinley	Ruth Everhart Unit	\$17,290	\$8,387

Area Court of Sharing Directors— YTD

CORTE DE RECLUTAMIENTO DIRECTORAS

YTD 1 de July 2011 — 30 June 2012

Consultant	Unit	Commission	Recruits
Hilda Noemi Caballer	Unit Director	\$3,999	40
Ester Barahona	Unit Director	\$1,634	20
Jessica Anderson	Unit Director	\$5,257	20
Fraidel Klein	Unit Director	\$7,662	19
Irma Nunez	Unit Director	\$1,482	19
Valerie Goldston	Unit Director	\$4,876	17
Mali Nakdimen	Unit Director	\$5,148	16
Nalda Polanco	Unit Director	\$1,188	14
Antonella Miccarelli	Unit Director	\$2,128	13

Area Court of Sales Directors — Top 10

CORTE DE VENTAS DIRECTORAS

Sales Director	Retail	Wholesale
Lisa-Marie Hintze	\$44,113	\$20,832
Chaya Suri Klein	\$42,995	\$20,737
Kristina Pernfors	\$39,368	\$18,759
Orenda Hunniford	\$36,568	\$17,439
Fraidel Klein	\$30,785	\$14,987
Meredith Taylor	\$28,240	\$13,560
Wendy Coffey	\$28,149	\$13,395
Nancy Morabito	\$26,258	\$12,612
Jennifer Levitt	\$24,790	\$11,825
Marcia Szollosy	\$23,305	\$11,075



¡Reina de la Corte de Ventas!
\$36,000 menudeo
 1 Julio, 2012—30 de Junio, 2013

Queen's Court of Sales!
\$36,000 retail
 July 1, 2012 — June 30, 2013
 See website for more prizes!

Rookie of the Year Overall Unit



Rango	Nombre
1	Jennifer Levitt
2	Chaya Suri Klein
3	Valerie T. Goldston
4	Mali Nakdimen
5	Hilda Noemi Caballero

Most Improved Overall Unit



Rango	Nombre	Cambio general
1	Maggie R. Segneri	346.20%
2	MYRLLA PINTO LIMA	221.20%
3	Kivian Diaz-Harris	212.80%
4	Jessica M. Anderson	145.20%
5	Daria A. Rocco	134.70%



Brazilian Directors

Myrlla Lima

Paula Maricia Menezes

RULES FOR ZOOMING IN YOUR MARY KAY CAREER by SNSD Rena Tabet

Be wary of negative people. Cease to talk about your Mary Kay career with people who are always dumping on you. They could be your best friend, relative, another Consultant, husband or your boss at work. Talk about other things. It's amazing how these people want to tell you about your Mary Kay and yet they probably are in the 97% who made less than \$25,000 last year.

Always remember fast is best. Work the numbers. It's OK to be crazy for a while in this business. You don't feel as many bumps on the way up!

Learn to work with clear-cut deadlines. Whenever I see a Consultant who is not where she wants to be, I know she has not learned to be a deadline person. Be careful you don't sell out your dreams just because it gets tough!

Be realistic. How hard are you willing to work?

Make a commitment. Eliminate all other options.

Loosen up. Are you having fun? Ask yourself, "If I'm not having fun, how can I attract other people to this?"

Remember – if you don't do it, someone else will . . . and is . . . and . . .

Someone needs to see you do it first so it will be believable to them.

Remember, you are not only special, you are gifted. Gifted is from God, and you must share that gift. Give it away. Don't forget the parable of the talents: that which we don't use is taken away.

Find a person who has crystal clear understanding of where you are and is willing to help you. This person may change throughout your career. They are not easily found. But you must find this one person. This is not someone to whine to, but rather a person who believes in you, loves you in spite of your faults and encourages you every step of the way. Your part is to trust this individual, believe them and go back to work!

Know your purpose in life, remembering we should always reach people for good and for God. Ask His guidance in all that you do. Don't get stressed out. Let go and let God take charge. Pray like everything depends upon Him and work like everything depends upon you!

New Director Tracking

On The Move

\$15,000+ in adjusted unit wholesale

- Add 3+ personal qualified team members during the contest period

By the end of the third month following your debut date:

Director	Contest Month	Wholesale Needed	Q Recruits Needed
Fraidel Klein	3rd	whs met	rcts met
Hannah Brunner	1st	\$13,950.50	3

Fabulous 50s Club

- 50+ Unit Members
- \$30,000+ adjusted unit wholesale

By the end of the sixth month following your debut date:

Director	Contest Month	Wholesale Needed	Unit Mbrs Needed
Isabel MacGloan	6th	\$9,096.50	18
Tammy Benson	6th	\$9,205.00	22
Gina Tomlinson	6th	\$14,405.00	19
Karina Schulz	5th	\$18,624.50	27
Valerie Goldston	5th	whs met	mbrs met
Fraidel Klein	3rd	whs met	16
Hannah Brunner	1st	\$28,950.50	14



Fabulous 50s

Honors Society

- \$60,000 Adjusted Unit Wholesale
- 50+ Unit Members

At One Year from Debut Date

Director	Contest Month	Wholesale Needed	Unit Mbrs Needed
Chaya Suri Klein	12th	whs met	mbrs met
Karla Shuman	11th	\$30,702.05	30
Ingrid Hernandez	10th	\$24,990.35	18
Mali Nakdimen	10th	whs met	4
Emily Stalf	9th	\$10,444.85	1
Isabel MacGloan	6th	\$39,096.50	18
Tammy Benson	6th	\$39,205.00	22
Gina Tomlinson	6th	\$44,405.00	19
Karina Schulz	5th	\$48,624.50	27
Valerie Goldston	5th	\$1,580.50	mbrs met
Fraidel Klein	3rd	\$23,435.50	16
Hannah Brunner	1st	\$58,950.50	14



Honors Society



Triple Crown



Queen's List



*"Leadership
and learning
are
indispensable
to each
other."*

*— John F.
Kennedy:
35th President
of the United
States.*

"Empowering Others"

By Brian Tracy, Motivational Speaker & Author

Get the Cooperation of Others
Empowering people is the key to building a high-performance team. Once you empower people by learning how to motivate and inspire them, they will want to work with you to help you achieve your goals in everything you do. Your ability to enlist the knowledge, energy and resources of others enables you to become a multiplication sign, to leverage yourself so that you accomplish far more than the average person and in a far shorter period of time.

Determine the Key People to Empower
There are three types of people that you want to and need to empower on a regular basis. They are, first of all, the people closest to you: your family, your friends, your spouse and your children. Second are your work relationships: your staff, your coworkers, your peers, your colleagues and even your boss. Third are all the other people that you interact with in your day-to-day life: your customers, your suppliers, your banker, the people with whom you deal in stores, restaurants, airplanes, hotels and everywhere else. In each case, your ability to get people to help you is what will make you a more powerful and effective person.

Always Be Positive

Empower means "putting power into," and it can also mean "bringing energy and enthusiasm out of." So the first step in empowering people is to refrain from doing anything that disempowers them or reduces their energy and enthusiasm for what they are doing.

There are things you can do every single day to empower people and make them feel good about themselves.

Satisfy the Deepest Needs

The deepest need that each person has is for self-esteem, a sense of being important,

valuable and worthwhile. Everything that you do in your interactions with others affects their self-esteem in some way. You already have an excellent frame of reference to determine the things that you can do to boost the self-esteem and therefore the sense of personal power of those around you. Give them what you'd like for yourself.

Continually Express Appreciation

Perhaps the simplest way to make another person feel good about himself or herself is your continuous expressions of appreciation for everything that person does for you, large or small. Say "thank you" on every occasion.

Thank your spouse for everything that he or she does for you. Thank your children for their cooperation and support in everything that they do around the house. Thank your friends for the smallest acts of kindnesses. The more you thank other people for doing things for you, the more things those other people will want to do.

Action Exercises

Here are two things you can do immediately to put these ideas into action.

First, continually look for ways to make people feel more valuable and important. Say things to others that you would like others to say to you.

Second, express appreciation for everything anyone does for you, large or small. Say the words, "thank you" on every occasion.

*Empowering others
will empower YOU!
Let me show you how!!
Vivian*

DIRECTOR EXCELLENCE! NSD PAM SHAW

Are you a Director that other Directors enjoy working with? Why would you be? I want you to think about this today as a leader. And, if you're not, I hope that you will sincerely look introspectively at the questions I'm going to ask you now.

- **Are you 100% positive to be around?** Does your face exude an excited, optimistic, hopeful outlook, whether you feel good or not, so other people feel good when they're around you?

- **Do you show up ON TIME?** Whatever you've agreed to do with other Directors, when you're doing an event, do you show up on time or are you always a day late, a dollar short, an excuse full? You run in the door, putting your makeup on, skirt not pressed, with a big excuse. OR, are you the one that comes 30-60 minutes early to make sure the door's unlocked, the air is correct, the microphone is working, before everyone else is supposed to get there? *Which one are you?*

- **Are you totally devoted to the events that you've agreed to do with other Directors in your area?** Or, are you halfway? For example, if you don't have guests, you don't show up. And, if it's not your turn you just come if you feel like it or not. *Which one are you really?*

- **Are you the Director that contributes, or are you the one that drags on the coat tails of everyone else?** Whatever events are going on you just piggyback to those so you won't have to think, or take responsibility on your own, or put your signature on the hotel line. *Which are you?*

- **Are you the one who walks in and greets other people's guests even if you don't have any and encourages other people's Consultants?** Or, are you the one who always has guests and Consultants there so that people look to you as the leader that you are? *Which one are you?*

- **When there are sweatshirts to be ordered for your retreat ... are you the one who waits to the last second?** Do you order yours and then never send your check and then wait for someone to have to ask you for your check? When it's time to pay your money locally for quarterly awards or whatever, does someone have to cough it out of you or do you have things ready to go? *Which one are you?*

- **Are you the one with abundant goals that you're really totally sold on and committed to, such as taking your Unit to *minimally* 100 in size and Cadillac status?** And, are you working personally, leading by example and

showing your Unit how to hold classes, how to work full circle, how to bring their hostesses to success events? Are you the person who always has something great going on? A new song that you found that you want to share with everybody or a new poem or you had great fun with a trunk show, or you just did a Business Debut OR are you the person *who's "just out there" again?*

In order for us to be leaders we must be **magnetic** people. In order for us to be leaders that means that we must be **out front**. And if we're not leading then what are we doing? *I can tell you that wearing a Directors suit and not choosing to be a leader is a very lonely and hypocritical place to be. Not only does it make you feel bad, but it brings those around you down.*

- **What could you do this week that would allow you perhaps to make an apology to the Sales Directors in your area?** Maybe you need to make an affirmation that you need to ask someone whose standards are much higher to hold you accountable as you work to improve in these simple areas ... coming to success events with your car clean, coming to a success event or shared event on time/early, making sure that you can stay late to close the doors, lock the doors, tear things down, help the person with the most responsibility carry her things to the car. *Which is it really?*

- **Are you the one who never has the agreements or are you the one who always passes out agreements to everyone else's people?** I will tell you that the level of responsibility that you're willing to take charge of, is the level of promotion that you're going to get. Until you out-grow your current position ... which means your Unit size, your team size, your level of production, your level of influence, you will not get a promotion until you out-grow your current position. This is a challenge to you to look at your own habits, and not deal in "well, I did that once" or "I occasionally do that" or "everybody's not perfect". *Don't make excuses and don't look to minimize what it is that you are not doing with excellence.*

Excellence is when you put everything you have into everything you do. It's when you look your best you are at your best. You suppress negative thoughts, you suppress your frustration when you go to an event, because *other people* are what this business is all about. It's not about you. As a leader it's about the other person. When you walk in the door ... when you show up on time ... when you come early and stay late ... it's for the other person.

Will you choose to change a habit that has not reflected excellence this week?



No mires a los perros

by Ann Vertel—www.UnitCoach.com

“debemos caminar solo una parte del camino de nuestra meta conscientemente y luego tropezar un poco en la oscuridad para alcanzar el éxito.”

- Henry David Thoreau

Tu debes recordar a Tom Selleck y el programa “Magnun P. I.” Hace algunos años atrás. En este episodio, Mágnum estaba manejando hacia la casa de su jefe, salió del carro, y camino hacia la puerta de enfrente cuando dos inmensos Dobermans venian corriendo alrededor de la casa, ladrando dirigiéndose directamente hacia el.

En medio del pánico, el corrió a su carro, busco las llaves en su bolsillo y las puso en la puerta, mientras el no dejaba de repetir, “ Mira las llaves no mires a los perro, mira las llaves” por solo un segundo, el volteo y vio a los perros. Y en ese segundo se le cayeron las llaves al suelo.

Al final de una carrera generalmente puedes ver la línea final. Tu estarás exhausta y cansada y también podrás ver el final, aunque se sigue viendo muy lejos y se esta borrando.

Mi mejor estrategia en ese punto es poner toda mi atención en mis pies, mirarlos , observarlos dar paso por paso y ver como se acercan al final de la meta en cada pisada .

Si veo la meta final puede ser que me detenga o me retrase. Si me enfoco en cada paso mis pies hablaran y terminare antes lo se por que al final de la carrera, sabré lo que puedo dar y eso es lo que me llevara a la línea final.

Cuando Pedro salió del bote y empezó a caminar a través de la tormentosa agua hacia Jesús, el estaba enfocado y creyendo. Pero tan pronto como volteo a verla tormenta, se cayo.

Hay una tormenta a tu alrededor, como un tornado gigante en el medio del cuarto. Si lo ves de cerca, tu veras de que esta hecho – negatividad hacia ti misma, dudas, pánico, ansiedad, y cada una de las personas de tu vida que no pueden creer que tu estas seriamente comprometida con tus metas.

Si te acercas mucho al tornado te puede atrapar. Solo retrocede y observa y di, “Acaso no es interesante”. Y luego anda a trabajar.

Tu meta es enorme. No llegaras si te enfocas en la tormenta.

Tu LLEGARAS si te enfocas en los pasos de la acción, uno tras otro, luego el siguiente. Toma el siguiente paso, haz la próxima llamada, reserva la próxima clase y no mires a los perros

Yo creo en Tí, Y tu deseo de alcanzar tus metas!

Cariños, Vivian

RECLUTAMIENTO PERSONAL

Del mensaje del esposo de la NSD Kathy Helou, Daniel:

Directoras, he estado asistiendo a Seminarios por más de 20 años . . . En efecto, asistí a uno sin Kathy ... Cuando ella tuvo a nuestra hija Jordan, así que lleve a nuestra Unidad al "gran show" si ella.

Cada día de mi vida en Mary Kay parece que , las personas me jalan a un lado y me hacen la misma pregunta ... ¿Cuál es el Secreto de Kathy? "¿Cómo lo hizo" ?" Para poder entender la respuesta deberás aclarar tu mente de confusiones.... Enfócate en las palabras que escribo ... y por una y mil veces "entiende el mensaje"

RECLUTAMIENTO PERSONAL

Reconozco que Kathy tiene una personalidad maravillosa, muchísima energía, resoluciones para sus propósitos, disciplina a seguir, una sonrisa maravillosa, espíritu generoso, y un Corazón lleno en Cristo. Todo eso es verdadAHORA. Pero al principioella tenia una sonrisa maravillosa y un espíritu generoso. Nada, y me reitero NADA de confianza. No tenia resoluciones para sus propósitos ... nada de energías ...y ella era un "bebe" en nuestra religión Cristiana

Pero ella Busco Alto para Alcanzar Alto ... ella trataba de alcanzar alto para lograr más....Ella trabajo en contra de la falsa premisa que reclutar a otras traería le traería competencia a ella ... y logró este maravilloso "descubrimiento" de que hay un **GRANDIOSO** poder en **DUPLICARTE!** (¿Te suena familiar?)

Cuando ella analizo los beneficios del reclutamiento -vs- los beneficios de reclutar ...
el **RECLUTAR GANO SIEMPRE!**

entonces, Kathy salio ...todos los días ... para contarle a alguien sobre Mary Kay. En cada reunión ... teníamos una o tres invitadas. A cada evento, invitábamos a personas a que asistieran, o las recogíamos. Todos los días entregábamos tarjetas de presentación o catálogos de belleza ...por que , asi como compartí antes, en 20 años - 20 años ... NUNCA ... alguien llego a nuestra casa, camino hacia la puerta, la tocó, y dijo "He escuchado que ustedes venden los productos de Mary Kay , y me encantaría comprar algunos - y mientras eso ocurre, de repente me podría reclutar y cambiar el rumbo definitivo v de mi vida!"

Nunca Paso, ¿Me lo creen? Sheeeeeesh! Hola..... tu tienes que salir **Y GRITARSELO A TODO EL MUNDO!**

Mira - no es diferente de las Grandiosas Comisiones de Mateo

"Anda ...y crea discípulos de todas las naciones" Tu quieres hacer el trabajo sal a las calles. Olvidate de esa noción de Hollywood "Si tu lo construyes, ellos vendrán." Si recuerdas la película, todos eran fantasmas muertos.

Una Unidad agradable que construyes ahí, querida! Recuerda...ellos desaparecen tan rápido como aparecen.

Disculpen el sarcasmo de hoy...pero he estado luchando desde que Mary Kay falleció- de estar "cargados" al mantener su sueño vivo y creciendo. Todos los años ... sin falta.... Nos preguntamos "¿Quien estará en el Escenario del Seminario en la Corte de Reclutamiento?" y todas levantan las manosabejas de diamantes volando al rededor de la habitación. Pero ... todavía cada año la Corte de reclutamiento viene siendo casi del mismo tamaño que el año anterior ...y la mas pequeña de los reconocimientos de esa fabulosa noche. Está más allá de mi

Se que eres la mejor y más brillante. Tienes maravillosas habilidades y eres una líder insuperable. La tabla de posiciones deberá estar dominada por ti y los logros de tu Unidad. Puedes mover montañas en estos dos meses.

¿Quieres una Unidad más grande? Reclutamiento Personal

¿Quieres un cheque más grande? Reclutamiento Personal

¿Quieres una Directora Descendiente? Candidata Personal reclutada

¿Quieres estar en el Escenario en Dallas, recibir una abeja de diamantes? Reclutamiento Personal

¿Quieres honrar la memoria de Mary Kay...y preservar su legado? Enseña a tu reclutas personales a reclutar.

Recuerda...reclutar no es acerca de ti....es acerca de ellas. Si, te beneficiaras inmediatamente así que

Si encuentras a alguien tímida, introvertida, mujer joven he insegura ... como lo era Kathy en 1981...

Entonces con esta Compañía y productos , combinadas con tu liderazgo y amor....

TRANSFORMALAS en Directoras Nacionales de ventasdándoles, literalmente , el MUNDO.

Piénsalo. Piensa lo que significaras para ella. Yo se lo que significara para ti.
por, *Daniel Helou*

Give your dream!

What have you always wanted to do with your life? Today you can actually begin to make it happen. What is your most treasured dream? Now is the moment for bringing it to life.

But isn't it selfish to follow your dream, when there are so many problems, so many responsibilities to be met? No, it is not selfish at all. In fact, the selfish thing to do is to hide your dream away and deny it life. In the process of following your dream, you cannot help but add enormous value to the lives of others.

The things you deeply care about are there for a reason. They push you toward a level of achievement that will benefit not only you, but all those around you.

Somewhere deep within you is a dream, a vision for how life can be. Let this day be when you begin to give it to the world.

Ralph Marston

"Upcoming Events"

June 15 Sizzling Saturday at the Pink Studio in Vero Beach, Fl. 11-2pm

June 29 Sizzling Saturday/Jumpstart at the Best Western, Nyack, NY 9:30AM- 1PM. \$10 consultants, \$15 Directors. Please send all your reservations and names of stars and amounts not later than June 25th 18 to Kivian D Harris at Kjharris143@yahoo.com

Directors Meetings in Florida

June 15th - Sizzling Saturday at the Pink Studio at Vero Beach, Fl. 11-2pm

June 27 NY Directors Meeting at the Crowne Plaza in Sufern, NY 11-2pm

June 29 Sizzling Saturday/Jumpstart at the Best Western, Nyack, NY 9:30AM- 1PM.

July 12th - Pink Studio in Vero Beach, Fl. 11-2pm

August 9 - Bradenton, Fl. 11-2pm

September 6 - Pink studio in Vero Beach 11-2pm

October 4 - Bradenton, Fl. 11-2pm

November 1 - Pink Studio in Vero Beach

December 6 - Bradenton, Fl. 11-2pm



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