



Vivian's VisionAire



Cadillac winning National Area Inner Circle bound
August 2013 Results

Directors with Cadillac production

DIRECTORAS CON PRODUCCION DE CADILAC



Jessica Anderson
\$22,380.75



Ruth Everhart
\$21,493.75



Mali Nakdimen
\$19,003.50



\$10,000 Club



Chaya Suri Klein
\$15,716.50



Jennifer Levitt
\$13,483.50



Valerie Goldston
\$13,361.25



Orenda Hunniford
\$11,209.00



Fraidel Klein
\$10,221.00

**NEW ELITE EXECUTIVE SR.
SALES DIRECTOR**



Ruth Everhart

**NEW SENIOR
SALES DIRECTOR**



Brandy Harlyn

**congratulations!!!
NEW DIRECTORS**



JAIME MACKINLEY
Sr. Ruth Everhart



BETH MALAVE
Sr. Ruth Everhart



MINDY CREMONT
Sr. Brandy Harlyn

“MOVING ON UP TO NSD”

“Directoras Moviendo para NSD”.

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

Date August 31, 2013

NON NEGOTIABLE

Pay Exactly: **sixteen thousand thirty-five and 93 / 100** **\$ 16,035.93**

PAY TO THE ORDER OF **Vivian Diaz**

NON NEGOTIABLE



Elite Executive Senior Sales Director :

NSD:

Position available
 posición disponible

position available
 posición disponible



Ruth Everhart

9 Sales Director

Future Ex. Sr. Sales Director

Executive Sr. Sales Director

position available
 posición disponible



Ilana Prager
3 Sales Director



Claudia Polanco
3 Sales Director



Maggie Segneri
3 Sales Director



Orenda Hunniford
3 Sales Director

Personal Recruiting Directors

Hilda Noemi Caballer	5
Chaya Suri Klein	4
Antonella Miccarelli	3
Ester Barahona	3
Jessica Anderson	3
Nalda Polanco	3
Holly Dix	3
Nancy Morabito	2
Myrna Gomez	2
Kristina Pernfors	2
Emily Stalf	2
Karina Schulz	2
Ilana Prager	1
Meredith Taylor	1
Adelaide McKeever	1
Jennifer Levitt	1
Wendy Coffey	1
Mali Nakdimen	1
Tammy Benson	1
Gina Tomlinson	1
Hannah Brunner	1
Miriam Kibler	1



Hilda Noemi Caballer

Senior Sales Director :

Daria Rocco **2 Directors**
Holly Dix **2 directors**
Jessica Anderson **2 Director**
Jennifer Levitt **2 Director**
Chaya Suri Klein **1 Director**
Antonella Micarelli **1 Director**
Brandy Harlyn **1 Director**



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



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

**\$4,000+
Unit Wholesale!
PRODUCCION DE UNIDAD
DEL MES**



Mali Nakdimen

\$41,606

"Once you have your dream of success and have determined exactly what it is you really want, plan your work and work your plan. Whatever your dream, aim high. The ladder of dreams will take you as high as you want to go, but you must be willing to take the tough

climb to reach the high rungs on that ladder."



many **Kay**
WISDOM

Sales Director YTD Unit

Jessica Anderson	\$84,618
Ruth Everhart	\$83,616
Mali Nakdimen	\$63,431
Chaya Suri Klein	\$57,634
Jennifer Levitt	\$50,591
Fraidel Klein	\$45,066
Valerie Goldston	\$40,078
Orenda Hunniford	\$36,527
Kristina Pernfors	\$31,210
Adelaide McKeever	\$30,599
Daria Rocco	\$29,724
Hannah Brunner	\$28,771
Meredith Taylor	\$26,402
Emily Staf	\$23,825
Alejandra Alvarado	\$23,736
Hilda Noemi Caballer	\$23,488

Jessica Anderson	\$22,380.75
Ruth Everhart	\$21,493.75
Mali Nakdimen	\$19,003.50
Chaya Suri Klein	\$15,716.50
Jennifer Levitt	\$13,483.50
Valerie Goldston	\$13,361.25
Orenda Hunniford	\$11,209.00
Fraidel Klein	\$10,221.00
Kristina Pernfors	\$8,019.00
Meredith Taylor	\$7,238.25
Emily Staf	\$7,029.25
Alejandra Alvarado	\$6,004.75
Wendy Coffey	\$6,001.00
Hilda Noemi Caballer	\$5,293.50
Hannah Brunner	\$5,090.50
Tammy Benson	\$5,073.75
Holly Dix	\$5,010.00
Ester Barahona	\$5,003.00
Kivian Diaz-Harris	\$5,002.75
Daria Rocco	\$5,002.50
Julie Hunniford	\$5,001.75
Brandy Harlan	\$4,102.50
Lisa-Marie Hintze	\$4,026.50
Maggie Segneri	\$4,022.50
Ingrid Hernandez	\$4,011.25
Ilana Prager	\$4,007.25
Claudia Polanco	\$4,004.50
Irma Nunez	\$4,003.25
Adelaide McKeever	\$4,002.50
Gina Tomlinson	\$4,001.75
Nancy Morabito	\$4,000.75

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



Fraidel
Klein

Premier Club Winners Ganadoras del Club de Primera

Antonella Miccarelli, Ilana Prager
Ester Barahona, Maggie Segneri, Julie Hunniford
Kristina Pernfors, Claudia Polanco, Holly Dix
Mali Nakdimen, Valerie Goldston, Daria Rocco



Area DIQs

DIQs del Area

DIRECTOR IN QUALIFICATION SENIOR

Erica Davis	Jessica Anderson
Wendy Lemacks	Jessica Anderson
Beth Malave	Ruth Everhart
Jamie McKinley	Ruth Everhart
Mindy Cremont	Brandy Harlan
Miryam Levovitz	Mali Nakdimen

October

Happy Birthday

Meredith Taylor	5th
Hannah Brunner	31th

iii Congratulations!!!

iii Unit Aniversaries!!!

Daria Rocco	12
Emily Stalf	1

Personal business with great results

Negocio Personal con resultados fantásticos



13% Club Checks

Build your team!

Chaya Suri Klein	\$1,464
Jennifer Levitt	\$1,305
Fraidel Klein	\$1,167
Jessica Anderson	\$824
Ruth Everhart	\$807
Holly Dix	\$693
Hilda Noemi Caballer	\$468
Kristina Pernfors	\$443
Claudia Polanco	\$428
Ester Barahona	\$423
Wendy Coffey	\$420
Meredith Taylor	\$387
Mali Nakdimen	\$381
Kivian Diaz-Harris	\$372
Tammy Benson	\$327



Monthly Personal Wholesale

Ingrid Hernandez	\$3,227
Chaya Suri Klein	\$2,890
Lisa-Marie Hintze	\$2,053
Gina Tomlinson	\$1,889
Nancy Morabito	\$1,717
Claudia Polanco	\$1,696
Ilana Prager	\$1,372
Hannah Brunner	\$1,289
Kristina Pernfors	\$1,271
Fraidel Klein	\$1,242
Wendy Coffey	\$1,227
Orenda Hunniford	\$1,207
Ester Barahona	\$1,205
Mali Nakdimen	\$1,164
Irma Nunez	\$1,117
Daria Rocco	\$1,000
Emily Staf	\$911
Holly Dix	\$883
Alejandra Alvarado	\$717
Julie Hunniford	\$688
Jennifer Levitt	\$654
Meredith Taylor	\$646
Jessica Anderson	\$619
Kivian Diaz-Harris	\$616
Marcia Szollosy	\$616
Miriam Kibler	\$609
Tammy Benson	\$606
Ruth Everhart	\$604
Hilda Noemi Caballer	\$602
Isabel MacGloan	\$601
Adelaide McKeever	\$600



YTD Unit Recruiting

TOP	Qual	Total
Mali Nakdimen	10	19
Hilda Noemi Caballer	10	16
Jessica Anderson	10	43
Ruth Everhart	9	21
Chaya Suri Klein	5	10
Valerie Goldston	4	19
Alejandra Alvarado	4	9
Hannah Brunner	3	5
Ester Barahona	3	4
Nalda Polanco	3	6
Emily Staf	3	8
Adelaide McKeever	3	3
Fraidel Klein	2	2
Marcia Szollosy	2	3
Brandy Harlan	2	14
Holly Dix	2	9
Daria Rocco	2	9
Isabel MacGloan	2	7
Tammy Benson	2	4
Jennifer Levitt	2	4
Julie Hunniford	2	3
Orenda Hunniford	1	16
Meredith Taylor	1	8
Nancy Morabito	1	3
Karina Schulz	1	3
Myrna Gomez	1	3
Wendy Coffey	1	2



Monthly Director Commission

TOP

Ruth Everhart	\$7,919.40
Jessica Anderson	\$7,553.10
Chaya Suri Klein	\$6,957.33
Mali Nakdimen	\$6,351.10
Jennifer Levitt	\$5,654.91
Valerie Goldston	\$3,697.28
Fraidel Klein	\$3,595.97
Orenda Hunniford	\$3,524.35
Hilda Noemi Caballer	\$2,655.93
Maggie Segneri	\$2,551.47
Holly Dix	\$2,407.51
Emily Staf	\$2,388.35
Kristina Pernfors	\$2,285.02
Ester Barahona	\$2,173.31
Adelaide McKeever	\$2,039.77
Meredith Taylor	\$2,027.56
Wendy Coffey	\$1,900.06
Alejandra Alvarado	\$1,789.07
Ilana Prager	\$1,691.60
Kivian Diaz-Harris	\$1,522.32
Tammy Benson	\$1,486.93
Daria Rocco	\$1,484.24
Julie Hunniford	\$1,407.76
Hannah Brunner	\$1,250.08
Claudia Polanco	\$1,219.49



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



Unit Recruiting For August

Current Unit Size

Unit Volume Bonus

Size is Key!! Work those numbers

Maximize your Income!

Jessica Anderson	24
Valerie Goldston	14
Hilda Noemi Caballer	10
Mali Nakdimen	9
Ruth Everhart	7
Orenda Hunniford	7
Holly Dix	7
Emily Stalf	6
Meredith Taylor	5
Alejandra Alvarado	5
Kristina Pernfors	5
Chaya Suri Klein	5
Ester Barahona	4
Brandy Harlan	4
Antonella Miccarelli	3
Adelaide McKeever	3
Nalda Polanco	3
Tammy Benson	3
Isabel MacGloan	3
Hannah Brunner	3
Nancy Morabito	2
Myrna Gomez	2
Julie Hunniford	2
Jennifer Levitt	2
Wendy Coffey	2
Gina Tomlinson	2
Karina Schulz	2
Daria Rocco	2
Ilana Prager	1
Maggie Segneri	1
Kivian Diaz-Harris	1
Miriam Kibler	1

Ruth Everhart	205
Jessica Anderson	188
Orenda Hunniford	117
Valerie Goldston	101
Hilda Noemi Caballer	76
Daria Rocco	75
Meredith Taylor	73
Mali Nakdimen	70
Lisa-Marie Hintze	67
Irma Nunez	59
Claudia Polanco	57
Chaya Suri Klein	56
Isabel MacGloan	54
Kristina Pernfors	51
Brandy Harlan	51
Jennifer Levitt	49
Antonella Miccarelli	47
Julie Hunniford	46
Maggie Segneri	43
Emily Stalf	42
Adelaide McKeever	41
Kivian Diaz-Harris	40
Hannah Brunner	39
Alejandra Alvarado	38
Holly Dix	37
Wendy Coffey	33
Ester Barahona	33
Fraidel Klein	31
Ingrid Hernandez	31
Gina Tomlinson	30

Jessica Anderson	\$2,200.00
Ruth Everhart	\$2,100.00
Mali Nakdimen	\$1,900.00
Chaya Suri Klein	\$1,500.00
Jennifer Levitt	\$1,300.00
Valerie Goldston	\$1,300.00
Orenda Hunniford	\$1,100.00
Fraidel Klein	\$1,000.00
Kristina Pernfors	\$800.00
Meredith Taylor	\$700.00
Emily Stalf	\$700.00
Alejandra Alvarado	\$600.00
Wendy Coffey	\$600.00
Hilda Noemi Caballer	\$500.00
Hannah Brunner	\$500.00
Tammy Benson	\$500.00
Holly Dix	\$500.00
Ester Barahona	\$500.00
Kivian Diaz-Harris	\$500.00
Daria Rocco	\$500.00
Julie Hunniford	\$500.00

Area Court of Sales Consultants — YTD

CORTE DE VENTAS CONSULTORAS

YTD 1 de July 2013 — 30 June 2014

Consultant	Director	Retail	Wholesale
Esther Ginsberg	Chaya Suri Klein Unit	\$17,244	\$8,397
Malkita Rosenfeld	Jennifer Levitt Unit	\$9,715	\$4,723
Nechama Brilller	Fraidel Klein Unit	\$9,694	\$4,727
Tina Schaible	Kristina Pernfors Unit	\$9,418	\$4,512
Chaya Knopf	Fraidel Klein Unit	\$9,049	\$4,024
Rochel Jager	Jennifer Levitt Unit	\$9,031	\$4,022
Rachel Alter	Mali Nakdimen Unit	\$8,176	\$3,600
Miriam Brisk	Jennifer Levitt Unit	\$8,167	\$3,603
Jaime Timmerman	Jessica Anderson Unit	\$7,629	\$3,450
Zisi Reiner	Mali Nakdimen Unit	\$7,466	\$3,329
Brianna Campos	Ruth Everhart Unit	\$6,872	\$3,018
Sophia Simantov	Mali Nakdimen Unit	\$6,815	\$3,003
Chani Schwartz	Fraidel Klein Unit	\$6,538	\$2,894
Brooke King	Hannah Brunner Unit	\$5,899	\$2,650
Nina Pascoe	Julie Hunniford Unit	\$5,545	\$2,452

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	\$750	14
Ester Barahona	Unit Director	\$234	6
Holly Dix	Unit Director	\$157	4
Emily Staf	Unit Director	\$217	4
Nalda Polanco	Unit Director	\$234	3
Marcia Szollosy	Unit Director	\$394	2
Nancy Morabito	Unit Director	\$78	2
Fraidel Klein	Unit Director	\$899	2
Jessica Anderson	Unit Director	\$78	2

Area Court of Sales Directors — Top 10

CORTE DE VENTAS DIRECTORAS

Sales Director	Retail	Wholesale
Chaya Suri Klein	\$8,896	\$4,357
Lisa-Marie Hintze	\$7,464	\$3,490
Ingrid Hernandez	\$7,092	\$3,425
Kristina Pernfors	\$6,594	\$3,166
Orenda Hunniford	\$6,218	\$2,998
Hannah Brunner	\$5,570	\$2,708
Ilana Prager	\$5,024	\$2,445
Marcia Szollosy	\$4,382	\$2,120
Isabel MacGloan	\$4,150	\$2,004
Wendy Coffey	\$4,105	\$1,971



*¡Reina de la Corte de Ventas!
\$36,000 menudeo
1 Julio, 2013—30 de Junio, 2014*

Why People Procrastinate

By Bob Alexander

Procrastination is something we all are guilty of at times, but with some people it can be a way of life. They would rather have a root canal without painkillers than to hear the words **DO IT NOW!**



There are many reasons people choose to procrastinate. The perfectionist gets caught up in the inconsequential details of his project and loses sight of the end result. Passive-aggressive people don't feel competent and in control of their lives, so they constantly arrive late to work, miss project deadlines, or are late for dinner or social gatherings so they can get the attention of and irritate others. The depressed procrastinate by talking themselves into waiting to start a project until they "feel like it." The escape artist finds creative ways of avoiding unpleasant tasks, and the "rebel without a cause" likes to put things off because it frustrates his co-workers and boss. The list is endless.

In my opinion, people procrastinate for one basic reason: They fear failure. Their fear is disguised by a long list of excuses as to why they can't seem to get going on whatever it is they are supposed to be doing. When a dedicated procrastinator is in full operational mode there is no end to the problems and roadblocks that emerge for him or her. Each newfound roadblock or problem procrastinators discover is their immediate justification for doing nothing that really matters. When a person starts taking direct action to accomplish a goal or objective, he places himself in jeopardy. When action is initiated, a timeline begins that success can be measured against. If a procrastinator can avoid taking direct action, he seems to believe it will help him avoid being measured or held accountable. You can probably make a good case that procrastinators have a certain amount of laziness about them. I would probably agree. But laziness itself represents a fear of failing, or for some people it might be a fear of success. Let's look at both.

A procrastinator's creed might be one or all of the following:

1. I firmly believe if I ignore something long enough it will cease to exist.
2. Anything worth doing is worth doing later.
3. If at first you don't meet a deadline, don't worry about it. There will always be another month.
4. I will never put off until tomorrow what I can forget about forever.
5. I will never do anything immediately, unless it is to find a better excuse than the one I am using now to avoid work.

FEAR OF FAILURE

Do you get up every morning and say, "I want to fail today"? Of course you don't, but sometimes the fear of failure paralyzes people and keeps them from even trying to succeed. One thing for sure is that if you don't even make an attempt to succeed – **YOU WILL FAIL!** So what are some of the things your teammates could be afraid of? They could fear:

1. Losing the sale
2. Being embarrassed
3. Looking foolish
4. Being told no
5. Losing the company money
6. Losing friends
7. Getting fired
8. Losing the respect of management

FEAR OF SUCCESS

1. They might not think they deserve to work on an important project, which may cause them to do everything subconsciously to sabotage their own efforts.
2. When their "self-talk" has always been negative, doing something positive might cause them to question who they are.
3. They might think they can't keep up the frantic pace once success has been achieved.
4. They don't feel worthy of the praise.

Whether they fear failure or success, they still fear – and a primary symptom of fear is procrastination. A procrastinator will do everything possible to avoid taking action. That makes it impossible for a procrastinator to achieve success. A good procrastinator will do everything in their power to make sure nothing happens! In fact, their definition of planning is "the creative art of avoiding today what I have no intention of following through on tomorrow." Don't be a procrastinator. **Do it NOW!**

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
Miriam Kibler	3rd	\$11,732.50	3
Jamie McKinley	1st	\$15,000.00	3
Beth Malave	1st	\$14,884.00	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
Fraidel Klein	6th	whs met	21
Hannah Brunner	4th	\$11,100.75	13
Miriam Kibler	3rd	\$26,732.50	24
Jamie McKinley	1st	\$30,000.00	24
Beth Malave	1st	\$29,884.00	25

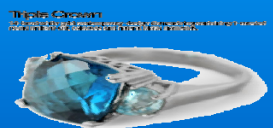
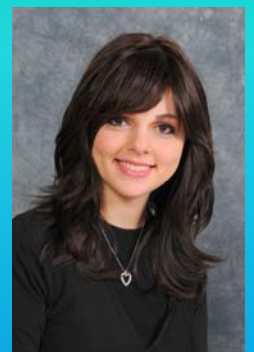


Honors Society

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

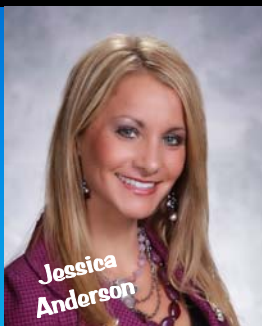
At One Year from Debut Date

Director	Contest Month	Wholesale Needed	Unit Mbrs Needed
Mali Nakdimen	Final Totals	WINNER	WINNER
Emily Stalf	12th	whs met	12
Isabel MacGloan	9th	\$22,931.25	1
Tammy Benson	9th	\$26,217.25	26
Gina Tomlinson	9th	\$34,002.50	23
Karina Schulz	8th	\$41,564.00	34
Valerie Goldston	8th	whs met	mbrs met
Fraidel Klein	6th	whs met	21
Hannah Brunner	4th	\$41,100.75	13
Miriam Kibler	3rd	\$56,732.50	24
Jamie McKinley	1st	\$60,000.00	24
Beth Malave	1st	\$59,884.00	25



"20 20 Win"

2014 Club .
\$20,000 and
20 new recruits
per month.



Jessica
Anderson

"10 10 Win"

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



Valerie
Goldston

CRUZE BY CHRISTMAS



Director Only Services

You may qualify in one, two, three or four months, based on when you achieve the following:

- **\$20,000** combined personal/team wholesale Section 1 production.
- **14 active** personal team members.
- Your team must contribute a minimum of **\$15,000 wholesale** Section 1 production toward the total **\$20,000 requirement.**
(You may contribute up to \$5,000 in personal wholesale Section 1 production toward the total *\$20,000 requirement.)
- You must have a minimum of \$5,000 combined personal/team wholesale Section 1 production each month of the qualification period while maintaining 5+ active personal team members.
- You must be active.

PLAN OF ACTION



SEPTEMBER

10 Parties
20 Interviews
5 New Team Members

Combined Personal & Team
Production \$5,000 Wholesale

You must have at least 5 active team members and \$5,000 combined wholesale to go on target.



OCTOBER

10 Parties
20 Interviews
5 New Team Members

Combined Personal & Team
Production \$7,000 Wholesale

You must have a minimum \$5,000 combined wholesale to remain on target.



NOVEMBER

10 Parties
20 Interviews
5 New Team Members

Combined Personal & Team
Production \$8,000 Wholesale

You must have a minimum \$5,000 combined wholesale to remain on target.

When you go on target in September, you can finish car production in 3 months for Christmas or add a 4th month to your timeframe, spread production out over one more month, and finish for the New Year.

VISIONAIRES FALL RETREAT

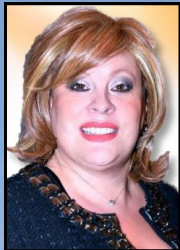
Taking it to a new level!!
You are the Woman who Can!!



NSD Vivian Diaz
2 Million Dollar Circle

OCTOBER 18-19, 2013

With 7 time Inner Circle
ESNSD Patricia Turker

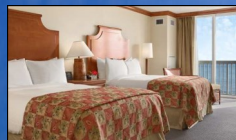


5 Million Dollar Circle

Join us for an unforgettable weekend
of fun, education, inspiration & motivation!

FRIDAY

11:00am - Directors Meeting
3:30pm - Package Pickup Main Lobby
6:00pm - 6:45pm - 1st Quarter Star Reception
7:00pm - 10:00pm - Recognition and MK
Inspirational Night



SATURDAY

9:00am - 12:30pm General Assembly & Workshops
1:00pm

- General Luncheon
- WINNERS LUNCHEON with NSDs

Qualify One of Three Ways:

- New Future Directors & DIQ's as of October 1st.
- Place a \$1200 Wholesale Order between September 10th - October 15th.
- Add 3 Personal Recruits
- Complete all 3 Requirements and receive a special prize.

2:30pm - 6:00pm General Session with NSD's & Top Directors Speeches
6:00 Retreat ends

**Separate classes in English and Spanish.*

The Registration Fee will be as follows:

\$90 for those who sign
up on or before
September 28

\$105 September 29
through October 10
(provided space
is available)

\$120 after October 10
(provided space
available)

Registration includes
the Evening of Stars
Dinner on Friday
evening, Lunch in the
Restaurant facing the
ocean/pool on
Saturday & all classes
in meeting rooms with
ocean view.

We only have room
for 125 attendees!!

EESSD

Ruth Everhart
\$650,000 Unit Club



Hilton Melbourne Beach Oceanfront Hotel
3003 North Highway A1A ~ Melbourne, FL 32903-2133

TO GUARANTEE YOUR SPOT:

STEP ONE: REGISTER

STEP TWO: BOOK YOUR ROOM

Registration for the retreat is
separate from your room.
All registration payments need to
be sent to vdiaz3@comcast.net
by Propay payment OR if by mail,
only Directors checks accepted.
Check must be received by
September 28th to receive
discounted rate.
840 Sarina Terrace SW
Vero Beach, FL 32968

Rooms with an Ocean view
are \$109+ with 2 double
beds & sleep 4.
*Consultants and Directors
need to make your own
reservations by calling
321.777.5000.
Ask for the "MKC Code"*
Free parking!
Free Internet!



Wellness Bonus



Sales Director	2013 Calendar YTD Unit Whlse	Total Additional Needed to Reach \$750 Bonus	Total Additional Needed to Reach \$1,200 Bonus	Total Additional Needed to Reach \$1,800 Bonus
Jessica Anderson	\$184,694.25	\$0.00	\$0.00	\$2,305.75
Ruth Everhart	\$166,959.44	\$0.00	\$0.00	\$20,040.56
Chaya Suri Klein	\$149,227.38	\$0.00	\$0.00	\$37,772.62
Jennifer Levitt	\$129,732.81	\$0.00	\$0.00	\$57,267.19
Orenda Hunniford	\$119,487.60	\$0.00	\$5,512.40	\$67,512.40
Valerie Goldston	\$90,013.62	\$0.00	\$34,986.38	\$96,986.38
Mali Nakdimen	\$88,057.25	\$0.00	\$36,942.75	\$98,942.75
Kristina Pernfors	\$82,146.00	\$0.00	\$42,854.00	\$104,854.00
Daria Rocco	\$74,208.09	\$0.00	\$50,791.91	\$112,791.91
Meredith Taylor	\$72,243.75	\$0.00	\$52,756.25	\$114,756.25
Maggie Segneri	\$68,365.00	\$0.00	\$56,635.00	\$118,635.00
Fraidel Klein	\$65,596.75	\$0.00	\$59,403.25	\$121,403.25
Emily Stalf	\$49,962.52	\$10,037.48	\$75,037.48	\$137,037.48
Wendy Coffey	\$44,548.50	\$15,451.50	\$80,451.50	\$142,451.50
Irma Nunez	\$44,544.25	\$15,455.75	\$80,455.75	\$142,455.75
Julie Hunniford	\$43,648.00	\$16,352.00	\$81,352.00	\$143,352.00
Kivian Diaz-Harris	\$43,386.00	\$16,614.00	\$81,614.00	\$143,614.00
Hilda Noemi Caballero	\$42,725.00	\$17,275.00	\$82,275.00	\$144,275.00
Antonella Miccarelli	\$40,451.16	\$19,548.84	\$84,548.84	\$146,548.84
Lisa-Marie Hintze	\$40,010.84	\$19,989.16	\$84,989.16	\$146,989.16
Isabel MacGloan	\$37,068.75	\$22,931.25	\$87,931.25	\$149,931.25
Brandy Harlan	\$37,058.92	\$22,941.08	\$87,941.08	\$149,941.08
Alejandra Alvarado	\$34,468.50	\$25,531.50	\$90,531.50	\$152,531.50
Tammy Benson	\$33,782.75	\$26,217.25	\$91,217.25	\$153,217.25
Ilana Prager	\$32,713.68	\$27,286.32	\$92,286.32	\$154,286.32
Ingrid Hernandez	\$30,319.50	\$29,680.50	\$94,680.50	\$156,680.50
Holly Dix	\$27,800.12	\$32,199.88	\$97,199.88	\$159,199.88
Adelaide McKeever	\$26,947.25	\$33,052.75	\$98,052.75	\$160,052.75
Marcia Szollosy	\$26,711.87	\$33,288.13	\$98,288.13	\$160,288.13
Gina Tomlinson	\$25,997.50	\$34,002.50	\$99,002.50	\$161,002.50
Ester Barahona	\$25,620.25	\$34,379.75	\$99,379.75	\$161,379.75
Claudia Polanco	\$25,282.13	\$34,717.87	\$99,717.87	\$161,717.87
Nalda Polanco	\$24,104.25	\$35,895.75	\$100,895.75	\$162,895.75
Nancy Morabito	\$23,347.00	\$36,653.00	\$101,653.00	\$163,653.00
Myrna Gomez	\$22,425.70	\$37,574.30	\$102,574.30	\$164,574.30
Hannah Brunner	\$18,899.25	\$41,100.75	\$106,100.75	\$168,100.75
Karina Schulz	\$18,436.00	\$41,564.00	\$106,564.00	\$168,564.00
Karla Shuman	\$14,392.00	\$45,608.00	\$110,608.00	\$172,608.00
Wanda Renee Winkfield	\$10,646.83	\$49,353.17	\$114,353.17	\$176,353.17

Watch Me Grow Unit Challenge Report for Leadership

		July	August	SEPTEMBER		
Name	Number of Months Achieved	Current/ Ending Unit Size	Current/ Ending Unit Size	Beginning Unit Size	Goal Unit Size	Current/ Ending Unit Size
Alejandra Alvarado	1	39	38	32	36	32
Kivian Diaz-Harris	0	39	40	39	44	39
Ruth L. Everhart	0	215	205	175	198	125
Myrna E. Gomez	0	28	27	17	24	17
Ingrid Y. Hernandez	0	36	31	24	27	24
Irma Nunez	0	62	59	47	53	47
Kristina E. Pernfors	1	46	51	42	47	43
Ilana T. Prager	1	26	27	24	27	24
Daria A. Rocco	1	77	75	73	82	73
Meredith D. Taylor	0	72	73	66	75	66
Wanda Renee Winkfield	1	28	28	19	24	20
Ester M. Barahona	1	27	33	33	37	33
Holly J. Dix	1	34	37	33	37	33
Brandy L. Harlan	1	58	51	45	51	45
Lisa-Marie Hintze	0	70	67	57	64	57
Orenda R. Hunniford	1	119	117	101	114	102
Jennifer Levitt	0	48	49	43	49	44
Isabel MacGloan	1	53	54	49	55	49
Adelaide McKeever	1	40	41	32	36	33
Antonella Miccarelli	1	46	47	42	47	42
Nancy Morabito	1	19	24	22	25	22
Maggie R. Segneri	0	43	43	37	42	37
Marcia H. Szollosy	0	31	25	20	24	21
Jessica M. Anderson	2	179	188	167	189	169
Tammy L. Benson	1	31	29	23	26	24
Hannah M. Brunner	0	41	39	35	40	37
Wendy S. Coffey	1	30	33	29	33	29
Julie L. Hunniford	0	45	46	46	52	46
Miriam A. Kibler	0	27	28	26	29	26
Chaya Suri Klein	0	57	56	46	52	47
Fraidel Klein	0	34	31	29	33	29
Claudia Polanco	0	62	57	35	40	35
Karina Schulz	0	18	18	16	24	16
Gina L. Tomlinson	0	33	30	27	31	27

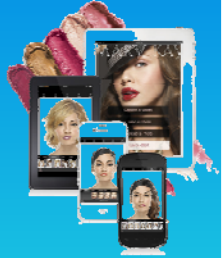


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Color Confident, a NEW mini site on *Mary Kay InTouch*® > Product Central, offers you free online education that incorporates fun with interactive modules and how-to videos. Learn how to find the perfect foundation shade. Uncover great eye color combinations. Learn tricks to get the most from your makeup brushes and so much more!

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You can market yourself as a color professional when you earn your Advanced Color Consultant designation. Just visit the site, watch the videos and pass the four quizzes.

Include this designation on your *Mary Kay*® business cards, your *Mary Kay*® Personal Web Site and your Facebook Fan page. Your customers will love knowing you're their personal color expert!



ADVANCED COLOR
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“Upcoming Events”

September 22nd Star Consultant Celebration for quarter ending on September 15th. Sr. Daria Rocco's Home located at 89 Ridgemont Dr., Hopewell Junction, NY...RSVP not later than September 19th 8452264916 or dariarocco@gmail.com

RETREATS:

**OCTOBER 18-19, 2013 VISIONAIRES FLORIDA RETREAT
HILTON MELBOURNE BEACH OCEANFRONT HOTEL (SEE FLYER)**

New York Fall Retreat will be held on the 24th and 25th of October. Price and Place to be announced

Directors Meetings in Florida

- August 9 – Bradenton, Fl. 11-2pm
- September 6 - Pink studio in Vero Beach 11-2pm
- September 20th Directors Meeting at the Crown Plaza in Suffern, 11am. DIQ's welcome.
- OCTOBER 18TH AT THE HILTON MELBOURNE BEACH OCEANFRONT HOTEL, MELBOURNE, FL. AT 11AM**
- November 1 – Pink Studio in Vero Beach
- December 6 – Bradenton, Fl. 11-2pm



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