



Vivian's VisionAire



Cadillac winning National Area Inner Circle bound
September 2013 Results

Directors with Cadillac production

DIRECTORAS CON PRODUCCION DE CADILAC



Jessica Anderson
\$22,160.75



Orenda Hunniford
\$21,655.50



\$10,000 Club



Ruth Everhart
\$14,002.75



Jennifer Levitt
\$12,331.00



Valerie Goldston
\$11,846.00



Kristina Pernfors
\$10,550.00



Chaya Suri Klein
\$10,160.00



Meredith Taylor
\$10,148.75

"20 20 Win"



Jessica Anderson

"10 10 Win"



Ruth Everhart



Valery Goldston

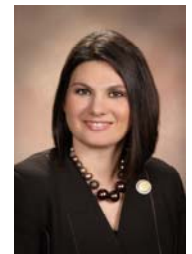
Congratulations!!!



Kristina Pernfors
Premier Club
Plus Winners



Ruth Everhart
Cadillac
re qualifier



Orenda Hunniford
Cadillac
re qualifier

“MOVING ON UP TO NSD”

“Directoras Moviendo para NSD”.

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

Date September 30,, 2013

NON NEGOTIABLE

Pay Exactly: twenty thousand nine hundred fourteen and 44 / 100 \$ 20,914.44

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

Executive Sr. Sales Director
 position available
 posición disponible

Future Ex. Sr. Sales Director



Ilana Prager
 3 Sales Director



Claudia Polanco
 3 Sales Director



Maggie Segneri
 3 Sales Director



Orenda Hunniford
 3 Sales Director

Personal Recruiting Directors

Emily Stalf	6
Jessica Anderson	4
Nancy Morabito	3
Orenda Hunniford	3
Marcia Szollosy	3
Irma Nunez	2
Alejandra Alvarado	2
Kristina Pernfors	2
Hilda Noemi Caballer	2
Jennifer Levitt	2
Antonella Miccarelli	1
Ilana Prager	1
Maggie Segneri	1
Kivian Diaz-Harris	1
Adelaide McKeever	1
Holly Dix	1
Wendy Coffey	1
Ingrid Hernandez	1
Tammy Benson	1
Valerie Goldston	1
Hannah Brunner	1
Mindy Cremont	1



Emily Stalf

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**

Sales Director YTD Unit

Jessica Anderson	\$128,112
Ruth Everhart	\$112,803
Orenda Hunniford	\$84,087
Mali Nakdimen	\$82,868
Chaya Suri Klein	\$78,375
Jennifer Levitt	\$70,638
Valerie Goldston	\$66,493
Fraidel Klein	\$54,348
Kristina Pernfors	\$54,187
Meredith Taylor	\$48,249
Hannah Brunner	\$41,268
Alejandra Alvarado	\$40,967
Adelaide McKeever	\$39,736
Daria Rocco	\$39,697
Emily Stalf	\$38,776
Hilda Noemi Caballer	\$37,601



**Tammy Benson
\$12,913**



**Karina Schulz
\$11,081**

Jessica Anderson	\$22,160.75
Orenda Hunniford	\$21,655.50
Ruth Everhart	\$14,002.75
Jennifer Levitt	\$12,331.00
Valerie Goldston	\$11,846.00
Kristina Pernfors	\$10,550.00
Chaya Suri Klein	\$10,160.00
Meredith Taylor	\$10,148.75
Mali Nakdimen	\$9,008.50
Alejandra Alvarado	\$7,954.75
Emily Stalf	\$6,773.75
Wendy Coffey	\$6,594.50
Hilda Noemi Caballer	\$6,181.75
Tammy Benson	\$6,060.25
Hannah Brunner	\$6,002.75
Marcia Szollosy	\$5,506.50
Karina Schulz	\$5,392.50
Lisa-Marie Hintze	\$5,007.50
Isabel MacGloan	\$5,005.00
Daria Rocco	\$5,001.50
Fraidel Klein	\$4,367.00
Claudia Polanco	\$4,204.00
Julie Hunniford	\$4,178.75
Irma Nunez	\$4,105.50
Antonella Miccarelli	\$4,052.00
Holly Dix	\$4,012.00
Adelaide McKeever	\$4,007.00
Kivian Diaz-Harris	\$4,002.00
Beth Malave	\$4,001.75
Mindy Cremont	\$4,001.50
Miriam Kibler	\$4,000.50





Driving in Style Manejando en Estilo

CADILLAC



Ruth
Everhart



Orenda
Hunniford



Jessica
Anderson



Jennifer
Levitt



Chaya Suri
Klein

Premier Club Plus Winners



Lisa
Hintze



Meredith
Taylor



Fraidel
Klein



Kristina
Pernfors

Premier Club Winners Ganadoras del Club de Primera

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



November

Happy Birthday

Ruth Everhart	7th
Brandy Harlan	12th
Nancy Morabito	21th

iii Congratulations!!!

iii Unit Aniversaries!!!

Orenda Hunniford	5
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Area DIQs

DIQs del Area

DIRECTOR IN QUALIFICATION SENIOR

Wendy Lemacks	Jessica Anderson
Tricia Flagler	Valerie Goldston
Laurette Etelier	Isabel MacGloan
Miryam Levovitz	Mali Nakdimen

Personal business with great results

Negocio Personal con resultados fantásticos



13% Club Checks

Monthly Personal Wholesale

YTD Unit Recruiting

Monthly Director Commission

Build your team!

Ruth Everhart	\$1,895
Jennifer Levitt	\$1,368
Orenda Hunniford	\$858
Jessica Anderson	\$787
Wendy Coffey	\$713
Meredith Taylor	\$619
Marcia Szollosy	\$512
Kristina Pernfors	\$507
Noemi Caballero	\$401
Emily Staf	\$392
Adelaide McKeever	\$349
Karina Schulz	\$319
Hannah Brunner	\$315
Alejandra Alvarado	\$310
Irma Nunez	\$266
Holly Dix	\$198
Lisa-Marie Hintze	\$178

Orenda Hunniford	\$4,210
Alejandra Alvarado	\$3,759
Beth Malave	\$2,284
Kristina Pernfors	\$2,234
Miriam Kibler	\$2,127
Lisa-Marie Hintze	\$1,992
Brandy Harlan	\$1,624
Mindy Cremont	\$1,585
Meredith Taylor	\$1,263
Antonella Miccarelli	\$1,231
Karina Schulz	\$1,194
Hannah Brunner	\$1,140
Chaya Suri Klein	\$1,033
Kivian Diaz-Harris	\$1,009
Irma Nunez	\$973
Daria Rocco	\$873
Holly Dix	\$808
Adelaide McKeever	\$701
Emily Staf	\$651
Jessica Anderson	\$651
Marcia Szollosy	\$639
Mali Nakdimen	\$628
Ruth Everhart	\$623
Ingrid Hernandez	\$621
Wendy Coffey	\$619
Jennifer Levitt	\$615
Valerie Goldston	\$614
Fraidel Klein	\$612
Noemi Caballer	\$606
Ester Barahona	\$601

TOP Qual Total

Mali Nakdimen	14	23
Jessica Anderson	14	69
Hilda Noemi Caballer	13	22
Ruth Everhart	9	32
Valerie Goldston	7	33
Chaya Suri Klein	7	11
Orenda Hunniford	6	21
Emily Staf	6	20
Alejandra Alvarado	5	14
Isabel MacGloan	5	9
Marcia Szollosy	4	7
Tammy Benson	4	7
Adelaide McKeever	4	4
Hannah Brunner	4	10
Daria Rocco	3	10
Jennifer Levitt	3	9
Nalda Polanco	3	7
Ester Barahona	3	5
Kristina Pernfors	2	9
Meredith Taylor	2	9
Nancy Morabito	2	6
Julie Hunniford	2	4
Irma Nunez	2	3
Wendy Coffey	2	3
Karina Schulz	2	3
Fraidel Klein	2	2
Holly Dix	2	13

TOP

Ruth Everhart	\$9,541.66
Orenda Hunniford	\$8,611.65
Jessica Anderson	\$7,998.81
Jennifer Levitt	\$5,397.63
Chaya Suri Klein	\$3,676.85
Valerie Goldston	\$3,494.64
Kristina Pernfors	\$3,378.50
Meredith Taylor	\$3,338.82
Emily Staf	\$3,272.96
Adelaide McKeever	\$3,049.12
Mali Nakdimen	\$2,788.61
Wendy Coffey	\$2,270.73
Alejandra Alvarado	\$2,244.59
Hilda Noemi Caballer	\$2,205.10
Hannah Brunner	\$1,995.51
Tammy Benson	\$1,979.17
Marcia Szollosy	\$1,928.25
Daria Rocco	\$1,903.25
Karina Schulz	\$1,619.79
Isabel MacGloan	\$1,523.66
Lisa-Marie Hintze	\$1,329.21
Fraidel Klein	\$1,141.40
Claudia Polanco	\$1,075.33
Irma Nunez	\$1,018.39



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



Unit Recruiting For last month

Current Unit Size

Unit Volume Bonus

Size is Key!! Work those numbers

Maximize your Income!

Jessica Anderson	27
Valerie Goldston	14
Emily Stalf	12
Ruth Everhart	11
Hilda Noemi Caballer	6
Orenda Hunniford	5
Alejandra Alvarado	5
Jennifer Levitt	5
Hannah Brunner	5
Holly Dix	4
Marcia Szollosy	4
Mali Nakdimen	4
Nancy Morabito	3
Kristina Pernfors	3
Tammy Benson	3
Irma Nunez	2
Ilana Prager	2
Isabel MacGloan	2
Antonella Miccarelli	1
Meredith Taylor	1
Ester Barahona	1
Maggie Segneri	1
Julie Hunniford	1
Kivian Diaz-Harris	1
Adelaide McKeever	1
Claudia Polanco	1
Nalda Polanco	1
Wendy Coffey	1
Chaya Suri Klein	1
Ingrid Hernandez	1
Gina Tomlinson	1
Mindy Cremont	1
Daria Rocco	1

Jessica Anderson	195
Ruth Everhart	136
Orenda Hunniford	113
Valerie Goldston	94
Daria Rocco	75
Mali Nakdimen	69
Meredith Taylor	67
Hilda Noemi Caballer	61
Lisa-Marie Hintze	58
Isabel MacGloan	52
Jennifer Levitt	50
Emily Stalf	50
Irma Nunez	50
Kristina Pernfors	47
Chaya Suri Klein	47
Julie Hunniford	47
Claudia Polanco	46
Antonella Miccarelli	43
Hannah Brunner	40
Kivian Diaz-Harris	40
Maggie Segneri	39
Holly Dix	38
Alejandra Alvarado	37
Ester Barahona	35
Adelaide McKeever	34

Jessica Anderson	\$2,200.00
Orenda Hunniford	\$2,100.00
Ruth Everhart	\$1,400.00
Jennifer Levitt	\$1,200.00
Valerie Goldston	\$1,100.00
Kristina Pernfors	\$1,000.00
Chaya Suri Klein	\$1,000.00
Meredith Taylor	\$1,000.00
Mali Nakdimen	\$900.00
Alejandra Alvarado	\$700.00
Emily Stalf	\$600.00
Wendy Coffey	\$600.00
Hilda Noemi Caballer	\$600.00
Tammy Benson	\$600.00
Hannah Brunner	\$600.00
Marcia Szollosy	\$500.00
Karina Schulz	\$500.00
Lisa-Marie Hintze	\$500.00
Isabel MacGloan	\$500.00
Daria Rocco	\$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	\$20,944	\$10,197
Malkita Rosenfeld	Jennifer Levitt Unit	\$16,162	\$7,727
Tina Schaible	Kristina Pernfors Unit	\$15,354	\$7,338
Nechama Brilller	Fraidel Klein Unit	\$11,292	\$5,501
Rachel Jager	Jennifer Levitt Unit	\$10,021	\$4,507
Jaime Timmerman	Jessica Anderson Unit	\$9,942	\$4,586
Aaron Judowitz	Chaya Suri Klein Unit	\$9,416	\$4,608
Chaya Knopf	Fraidel Klein Unit	\$9,049	\$4,024
Rachel Alter	Mali Nakdimen Unit	\$8,649	\$3,837
Miriam Brisk	Jennifer Levitt Unit	\$8,640	\$3,840
Rebecca Gettler	Jennifer Levitt Unit	\$7,796	\$3,459
Zisi Reiner	Mali Nakdimen Unit	\$7,466	\$3,329
Patricia Xavier	Karina Schulz Unit	\$6,966	\$3,284
Brianna Campos	Jamie McKinley Unit	\$6,872	\$3,018
Sophia Simantov	Mali Nakdimen Unit	\$6,815	\$3,003

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	\$880	15
Ester Barahona	Unit Director	\$270	6
Emily Staf	Unit Director	\$421	5
Holly Dix	Unit Director	\$209	4
Marcia Szollosy	Unit Director	\$762	4
Mindy Cremont	Unit Director	\$163	3
Nancy Morabito	Unit Director	\$132	3
Adelaide McKeever	Unit Director	\$156	3
Nalda Polanco	Unit Director	\$234	3
Chaya Suri Klein	Unit Director	\$497	3

Area Court of Sales Directors — Top 10 CORTE DE VENTAS DIRECTORAS

Sales Director	Retail	Wholesale
Orenda Hunniford	\$15,073	\$7,208
Lisa-Marie Hintze	\$11,702	\$5,482
Kristina Pernfors	\$11,367	\$5,400
Alejandra Alvarado	\$11,305	\$5,419
Chaya Suri Klein	\$11,196	\$5,389
Ingrid Hernandez	\$8,559	\$4,046
Hannah Brunner	\$8,035	\$3,848
Beth Malave	\$7,885	\$3,738
Antonella Miccarelli	\$6,604	\$3,098
Marcia Szollosy	\$5,865	\$2,759



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

Share this with your Consultants!

To get the most out of your skin care class, you must become a coaching machine!!!!

COACHING - by NSD Bett Vernon, from Winter Haven, Florida



It is so important to work with your hostess. You can tell your hostess that you are a part of a "training program." It's a program to help our hostesses have the most successful class, to get the most free product and to get the most free gifts and you want to go through a checklist with her just to make sure you don't miss anything because you are committed to helping her get the most from this class. Then go through the checklist and make sure you hit every single point.

When you come home from a skin care class, *evaluate what went well and what could have been fixed.* I will guarantee that anything that could have been fixed, would have been fixed with good coaching. We can't gloss over it. We can't forget about it. We need to give it the importance that it deserves: going step-by-step with each and every hostess on how to have a successful skin care class.

I truly believe that **\$500 classes should be the norm, not the exception.** It's not magic. It's not a new class procedure. It's not a new closing set. It's not new set prices. It is COACHING your hostess. It's doing the class, closing the class and booking from the class. It's doing things the way we're supposed to be doing them — FULL CIRCLE.

Get committed and make it happen for you. Those \$1000 weeks are going to feel so good!!

The moment the class is scheduled, it's extremely important to start coaching for her benefit. She wants to have a successful class, but she doesn't know how. She won't know unless you help her, unless you give her the instructions she needs. You must work together. So the very first thing you want to say is, "I want you to get more out of this than you put into it." Give her your hostess packet. Make her promise to read it and set up a time *within 24 hours* to get the names and numbers of the people who are

invited. Now, if she's been booked from another class or facial, she already knows why you're going to call and what you're going to say and she's comfortable with that. But get the names and numbers **within 24-48 hours, not 24 hours before the class.** Make sure she understands your hostess credit program (whatever you are personally using). Make sure she understands it. Give her ideas about who to invite and what to say.

Tell her to call her guests and say, "Hi Susie, this is _____. Do you have a quick minute? I'm so excited, I've just scheduled an appointment with a really sharp woman from Mary Kay. And I can only have 5 friends join me for



free facials. She's going to pamper us and it's going to be a lot of fun. It's on Tuesday at 3:30. I'd love for you to come, but it's on a reservation only basis, so I'll need a definite 'yes' or 'no.' If you're not able to make it this time, I'll need to fill your place."

Make sure she knows what to say to her guests. Give it to her in print. Then stress how important it is for everyone to be on-time to participate. Be early for a special pampering. Stress the importance of outside orders and bookings.

Encourage her to get at least \$200 in outside sales and if it doesn't happen by the time of her class, give her until the next weekend to accomplish that.

Then you take her hand in yours and you say, "Susie, this is my business and you can count on me. I know I can count on you too, right?" Shake her hand if she'll let you. "Remember, if no one else comes, I'm coming just for you." Then you wait 24 hours and call her on

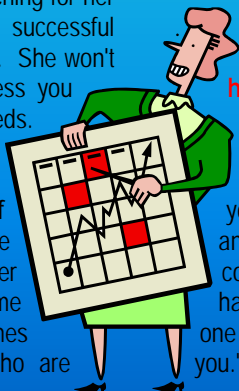
the telephone and get those names and numbers and the best time to call her guests. Encourage her to over-invite and to confirm each guest. The 'I'll try to's' and 'maybes' will never appear. Let her know that. Discuss where your class will be held and where the individual consultations will be. Stress that the refreshments need to be simple (so that others will be willing to book too), and that you'll keep them until the end of the class. Remind her how she earns her gifts and her discounts and if it's her glamour appointment, remind her to have her face cleaned and up to the foundation step when you arrive. *Review directions if you're going to her house.*

Then talk about kids. "We all love children, but this is Mom's night out to be pampered...let's find someone to watch the kids." Offer a lip gloss or something for the sitter.

Arrive 30 minutes early. Give her a sincere compliment. Review how she gets her discount and gifts again. Then say "tell me about your friends who are coming tonight." (That's the first point of the 4 point recruiting plan.) Listen to what she says. Ask some questions. Tell her to watch you.

Remind her not to offer drinks and refreshments until the end of the class and suggest she show the "Consider the Possibilities" video (available on Section 2) while you're doing the individual consultations.

Then go ahead and instruct her in her makeover and how to help with Satin Hands when her guests start arriving.



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
Jamie McKinley	2nd	\$13,640.50	3
Beth Malave	2nd	\$10,870.75	3
Mindy Cremont	2nd	\$10,998.50	2
Wendy Lemacks	1st	\$14,217.00	3
Miryam Levovitz	1st	\$14,925.50	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
Hannah Brunner	5th	\$4,096.25	12
Miriam Kibler	4th	\$24,282.50	24
Jamie McKinley	2nd	\$28,640.50	25
Beth Malave	2nd	\$25,870.75	26
Mindy Cremont	2nd	\$25,998.50	18
Wendy Lemacks	1st	\$29,217.00	5
Miryam Levovitz	1st	\$29,925.50	23

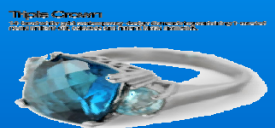


Honors Society

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

At One Year from Debut Date

Director	Contest Month	Wholesale Needed	Unit Mbrs Needed
Emily Stalf	Final Totals	WINNER	WINNER
Isabel MacGloan	10th	\$17,870.25	5
Tammy Benson	10th	\$20,087.50	25
Gina Tomlinson	10th	\$33,247.50	22
Karina Schulz	9th	\$36,438.00	33
Valerie Goldston	9th	whs met	mbrs met
Fraidel Klein	7th	whs met	23
Hannah Brunner	5th	\$34,096.25	12
Miriam Kibler	4th	\$54,282.50	24
Jamie McKinley	2nd	\$58,640.50	25
Beth Malave	2nd	\$55,870.75	26
Mindy Cremont	2nd	\$55,998.50	18
Wendy Lemacks	1st	\$59,217.00	5
Miryam Levovitz	1st	\$59,925.50	23





Wellness Bonus



<u>Director's Name</u>	<u>2013 Calendar YTD Unit Whlse</u>	<u>Total Additional Needed to Reach \$750 Bonus</u>	<u>Total Additional Needed to Reach \$1,200 Bonus</u>	<u>Total Additional Needed to Reach \$1,800 Bonus</u>
Jessica Anderson	\$205,271.94	\$0.00	\$0.00	\$0.00
Ruth Everhart	\$180,086.62	\$0.00	\$0.00	\$6,913.38
Chaya Suri Klein	\$159,325.88	\$0.00	\$0.00	\$27,674.12
Orenda Hunniford	\$141,342.10	\$0.00	\$0.00	\$45,657.90
Jennifer Levitt	\$132,318.68	\$0.00	\$0.00	\$54,681.32
Valerie Goldston	\$103,843.62	\$0.00	\$21,156.38	\$83,156.38
Mali Nakdimen	\$97,269.79	\$0.00	\$27,730.21	\$89,730.21
Kristina Pernfors	\$92,913.00	\$0.00	\$32,087.00	\$94,087.00
Meredith Taylor	\$84,649.75	\$0.00	\$40,350.25	\$102,350.25
Daria Rocco	\$78,843.59	\$0.00	\$46,156.41	\$108,156.41
Maggie Segneri	\$71,297.25	\$0.00	\$53,702.75	\$115,702.75
Fraidel Klein	\$70,238.25	\$0.00	\$54,761.75	\$116,761.75
Emily Stalf	\$56,544.27	\$3,455.73	\$68,455.73	\$130,455.73
Wendy Coffey	\$50,926.00	\$9,074.00	\$74,074.00	\$136,074.00
Irma Nunez	\$48,762.50	\$11,237.50	\$76,237.50	\$138,237.50
Hilda Noemi Caballero	\$48,714.75	\$11,285.25	\$76,285.25	\$138,285.25
Julie Hunniford	\$48,071.75	\$11,928.25	\$76,928.25	\$138,928.25
Kivian Diaz-Harris	\$47,843.50	\$12,156.50	\$77,156.50	\$139,156.50
Antonella Miccarelli	\$46,306.16	\$13,693.84	\$78,693.84	\$140,693.84
Lisa-Marie Hintze	\$45,233.34	\$14,766.66	\$79,766.66	\$141,766.66
Alejandra Alvarado	\$42,711.75	\$17,288.25	\$82,288.25	\$144,288.25
Isabel MacGloan	\$42,129.75	\$17,870.25	\$82,870.25	\$144,870.25
Tammy Benson	\$39,912.50	\$20,087.50	\$85,087.50	\$147,087.50
Brandy Harlan	\$38,898.42	\$21,101.58	\$86,101.58	\$148,101.58
Ilana Prager	\$35,622.18	\$24,377.82	\$89,377.82	\$151,377.82
Holly Dix	\$33,087.87	\$26,912.13	\$91,912.13	\$153,912.13
Ingrid Hernandez	\$32,259.50	\$27,740.50	\$92,740.50	\$154,740.50
Marcia Szollosy	\$31,187.87	\$28,812.13	\$93,812.13	\$155,812.13
Adelaide McKeever	\$30,750.75	\$29,249.25	\$94,249.25	\$156,249.25
Claudia Polanco	\$29,714.63	\$30,285.37	\$95,285.37	\$157,285.37
Ester Barahona	\$27,778.75	\$32,221.25	\$97,221.25	\$159,221.25
Gina Tomlinson	\$26,752.50	\$33,247.50	\$98,247.50	\$160,247.50
Nalda Polanco	\$26,420.26	\$33,579.74	\$98,579.74	\$160,579.74
Hannah Brunner	\$25,903.75	\$34,096.25	\$99,096.25	\$161,096.25
Nancy Morabito	\$25,763.50	\$34,236.50	\$99,236.50	\$161,236.50
Karina Schulz	\$23,562.00	\$36,438.00	\$101,438.00	\$163,438.00
Miriam Kibler	\$5,717.50	\$54,282.50	\$119,282.50	\$181,282.50
Beth Malave	\$4,129.25	\$55,870.75	\$120,870.75	\$182,870.75
Mindy Cremont	\$4,001.50	\$55,998.50	\$120,998.50	\$182,998.50
Jamie McKinley	\$1,359.50	\$58,640.50	\$123,640.50	\$185,640.50
Wendy Lemacks	\$783.00	\$59,217.00	\$124,217.00	\$186,217.00
Miryam Levovitz	\$74.50	\$59,925.50	\$124,925.50	\$186,925.50

Watch Me Grow Unit Challenge Report for Leadership

		July	August	September	OCTOBER		
Name	Number of Months Achieved	Current/Ending Unit Size	Current/Ending Unit Size	Current/Ending Unit Size	Beginning Unit Size	Goal Unit Size	Current/Ending Unit Size
Alejandra Alvarado	2	39	38	37	31	35	33
Kivian Diaz-Harris	0	39	40	40	33	37	33
Ruth L. Everhart	1	215	205	136	121	137	129
Ingrid Y. Hernandez	0	36	31	25	21	24	22
Irma Nunez	0	62	59	50	38	43	39
Kristina E. Pernfors	2	46	51	47	42	47	43
Ilana T. Prager	1	26	27	26	23	26	24
Daria A. Rocco	1	77	75	75	58	66	58
Meredith D. Taylor	0	72	73	67	57	64	58
Ester M. Barahona	1	27	33	35	30	34	32
Holly J. Dix	2	34	37	38	36	41	37
Brandy L. Harlan	2	58	52	19	16	24	17
Lisa-Marie Hintze	0	70	67	58	44	50	45
Orenda R. Hunniford	1	119	117	113	103	116	106
Jennifer Levitt	1	48	49	50	46	52	50
Isabel MacGloan	1	53	54	52	46	52	45
Beth M. Malave	0			25	24	27	24
Adelaide McKeever	1	40	41	34	29	33	30
Jamie S. McKinley	0			26	25	28	25
Antonella A. Miccarelli	1	46	47	43	40	45	39
Nancy Morabito	2	19	24	25	24	27	24
Maggie R. Segneri	0	43	43	39	36	41	37
Marcia H. Szollosy	1	31	25	25	20	24	20
Jessica M. Anderson	4	179	188	195	124	140	145
Tammy L. Benson	2	31	29	26	25	28	25
Hannah M. Brunner	1	41	39	40	37	42	38
Wendy S. Coffey	1	30	33	31	29	33	29
Mindy A. Cremont	0			32	32	36	32
Julie L. Hunniford	0	45	46	47	40	45	41
Miriam A. Kibler	0	27	28	26	26	29	26
Chaya Suri Klein	0	57	56	47	39	44	39
Fraidel Klein	0	34	31	29	27	31	27
Claudia Polanco	1	62	57	46	35	40	38
Karina Schulz	0	18	18	18	17	24	17
Gina L. Tomlinson	0	33	30	28	27	31	28

Set Yourself Up For Success!



Some say if you fail to plan you'll plan to fail! So let's make sure this does not happen to you. You can start a simple but successful tracking method called the T Sheet. Simply draw a T on the entire sheet of paper. On the top left of the T record the number of hours you're willing to work your Mary Kay business that week. On the top right of the T write your Retail Sales Dollar Goal for that week. Below the top lines of the T simply subtract from your hourly and dollar totals each day. Again, the way this works is to make a new T Sheet weekly but look at it DAILY!

Take the time and energy to invest it in yourself for success. Please E-mail me the minute you make your T Sheet and tell me your dollar and hourly goals for this week. Then update me at least two times during the week. It's fun to reach a goal and profitable, too!

Suggest this activity for your Unit members too! They can be accountable to you for this!

"Upcoming Events"

RETREATS:

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

NY fall will Retreat will be held on the 24-25 of
October. See flyer on Vivian's
website, viviandiaz.com, password millionaire and
look under events.

Directors Meetings in Florida

October 18 - 11 AM Melbourne Hilton Hotel -
18 - 19th Retreat follows

October 24 - 11 AM Montvale, NJ Courtyard by
Marriott

24 - 25th Retreat follows

November 1st - 11 AM Bradenton Pink Studio

December - 6 - 11 AM Vero Beach Pink Studio



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