



Vivian's VisionAire



Cadillac winning National Area Inner Circle bound
October 2013 Results

Directors with Cadillac production

DIRECTORAS CON PRODUCCION DE CADILAC



Jessica Anderson
\$22,006.00



Mali Nakdimen
\$19,634.50



Valerie Goldston
\$16,382.25



\$10,000 Club



Jennifer Levitt
\$14,744.00



Ruth Everhart
\$12,651.50



Chaya Suri Klein
\$10,621.50



Wendy Coffey
\$10,618.75



Miryam Levovitz
\$10,024.00

"10 10 Win"



Mali Nakdimen



Jessica Anderson



Ruth Everhart



Jennifer Levitt

congratulations!!! NEW DIRECTORS



Wendy Lemacks
Sr. Jessica Anderson



Miryam Levovitz
Sr. 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 October 31, 2013

NON NEGOTIABLE

Pay Exactly: **fourteen thousand forty-three and 81 / 100** **\$14,043.81**

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



Jessica Anderson
3 Sales Director

Senior Sales Director :

Daria Rocco	2 Directors
Holly Dix	2 directors
Jennifer Levitt	2 Director
Chaya Suri Klein	1 Director
Antonella Micarelli	1 Director
Brandy Harlyn	1 Director
Mali Nakdimen	1 Director

Personal Recruiting Directors

	Hilda Noemi Caballer	5
	Jessica Anderson	4
	Chaya Suri Klein	4
	Emily Stalf	4
	Irma Nunez	3
	Maggie Segneri	3
	Adelaide McKeever	3
	Brandy Harlan	3
	Marcia Szollosy	3
	Hannah Brunner	3
	Miryam Levovitz	3
	Fraidel Klein	2
	Wendy Lemacks	2
	Antonella Miccarelli	1
	Meredith Taylor	1
	Ester Barahona	1
	Orenda Hunniford	1
	Kristina Pernfors	1
	Jennifer Levitt	1
	Wendy Coffey	1
	Ingrid Hernandez	1
	Mali Nakdimen	1
	Gina Tomlinson	1
	Mindy Cremont	1
	Daria Rocco	1



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

Sales Director YTD Unit

Jessica Anderson	\$167,888
Ruth Everhart	\$136,955
Mali Nakdimen	\$124,338
Orenda Hunniford	\$102,454
Valerie Goldston	\$101,123
Chaya Suri Klein	\$95,365
Jennifer Levitt	\$88,140
Fraidel Klein	\$71,603
Kristina Pernfors	\$68,984
Meredith Taylor	\$63,367
Wendy Coffey	\$58,507
Hannah Brunner	\$54,790
Alejandra Alvarado	\$51,461
Daria Rocco	\$50,045
Hilda Noemi Caballer	\$49,281
Adelaide McKeever	\$48,348

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



Mali Nakdimen
\$42,567



Valerie Goldston
\$34,471



Wendy Coffey
\$22,733



Miryam Levovitz
\$21,896



Wendy Lemacks
\$11,258



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

Jessica Anderson	\$22,006.00
Mali Nakdimen	\$19,634.50
Valerie Goldston	\$16,382.25
Jennifer Levitt	\$14,744.00
Ruth Everhart	\$12,651.50
Chaya Suri Klein	\$10,621.50
Wendy Coffey	\$10,618.75
Miryam Levovitz	\$10,024.00
Orenda Hunniford	\$9,010.00
Fraidel Klein	\$8,007.50
Meredith Taylor	\$7,526.25
Kristina Pernfors	\$7,002.50
Maggie Segneri	\$6,699.75
Hannah Brunner	\$6,424.50
Claudia Polanco	\$6,014.00
Julie Hunniford	\$6,005.00
Wendy Lemacks	\$5,539.75
Marcia Szollosy	\$5,497.25
Hilda Noemi Caballer	\$5,097.75
Lisa-Marie Hintze	\$5,015.50
Alejandra Alvarado	\$5,002.75
Ingrid Hernandez	\$5,001.50
Daria Rocco	\$5,000.00
Ester Barahona	\$4,274.00
Holly Dix	\$4,191.25
Antonella Miccarelli	\$4,014.50
Emily Stalf	\$4,012.50
Adelaide McKeever	\$4,010.75
Beth Malave	\$4,010.00
Brandy Harlan	\$4,009.75
Jamie McKinley	\$4,009.25



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



December

Happy Birthday

Mindy Cremont

17th

iii Congratulations!!!

iii Unit Aniversaries!!!

Jessica Anderson

3

Area DIQs

DIQs del Area

DIRECTOR IN QUALIFICATION SENIOR

Rachel Everhart
Tricia Flagler
Ino Hernandez
Myrna Colon
Deborah Landis
Erica Davis
Nalda Polanco
Tricia Flagler
Gitta Puttman

Ruth Everhart
Valerie Goldston
Vivian Diaz

Personal business with great results

Negocio Personal con resultados fantásticos



13% Club Checks

Build your team!

Ruth Everhart	\$1,236
Jennifer Levitt	\$1,037
Chaya Suri Klein	\$956
Miryam Levovitz	\$944
Wendy Coffey	\$908
Jessica Anderson	\$816
Fraidel Klein	\$777
Mali Nakdimen	\$678
Kristina Pernfors	\$504
Valerie Goldston	\$466
Ester Barahona	\$425
Meredith Taylor	\$394
Ingrid Hernandez	\$369
Hilda Noemi Caballer	\$348



Monthly Personal Wholesale

Daria Rocco	\$2,415
Lisa-Marie Hintze	\$2,246
Fraidel Klein	\$2,030
Brandy Harlan	\$1,909
Kristina Pernfors	\$1,782
Chaya Suri Klein	\$1,777
Beth Malave	\$1,719
Marcia Szollosy	\$1,657
Jessica Anderson	\$1,484
Nancy Morabito	\$1,473
Hannah Brunner	\$1,298
Wendy Coffey	\$1,211
Ingrid Hernandez	\$1,183
Orenda Hunniford	\$1,021
Gina Tomlinson	\$972
Julie Hunniford	\$960
Alejandra Alvarado	\$926
Jennifer Levitt	\$885
Ilana Prager	\$848
Miryam Levovitz	\$835
Antonella Miccarelli	\$829
Adelaide McKeever	\$741
Meredith Taylor	\$710
Valerie Goldston	\$709
Mali Nakdimen	\$604
Hilda Noemi Caballer	\$602
Ester Barahona	\$601
Ruth Everhart	\$600



YTD Unit Recruiting

TOP	Qual	Total
Jessica Anderson	22	84
Mali Nakdimen	20	41
Hilda Noemi Caballer	18	31
Ruth Everhart	13	45
Valerie Goldston	12	42
Chaya Suri Klein	10	17
Emily Stalf	9	24
Jennifer Levitt	8	20
Orenda Hunniford	7	28
Adelaide McKeever	6	8
Tammy Benson	6	10
Alejandra Alvarado	6	18
Hannah Brunner	6	16
Marcia Szollosy	5	11
Isabel MacGloan	5	9
Ester Barahona	4	6
Holly Dix	4	17
Kristina Pernfors	4	10
Wendy Coffey	4	8
Maggie Segneri	3	8
Nancy Morabito	3	7
Miryam Levovitz	3	6
Julie Hunniford	3	5
Fraidel Klein	3	4
Daria Rocco	3	11
Wendy Lemacks	3	8
Irma Nunez	2	6



Monthly Director Commission

TOP

Jessica Anderson	\$7,773.33
Ruth Everhart	\$6,957.13
Mali Nakdimen	\$6,231.19
Jennifer Levitt	\$5,885.44
Valerie Goldston	\$4,495.35
Chaya Suri Klein	\$4,222.07
Miryam Levovitz	\$3,747.44
Maggie Segneri	\$3,496.29
Wendy Coffey	\$3,387.94
Orenda Hunniford	\$3,083.00
Fraidel Klein	\$2,718.06
Hilda Noemi Caballer	\$2,410.43
Kristina Pernfors	\$2,314.60
Meredith Taylor	\$2,072.47
Claudia Polanco	\$1,781.26
Daria Rocco	\$1,614.72
Hannah Brunner	\$1,561.69
Ilana Prager	\$1,559.94
Marcia Szollosy	\$1,536.45
Ingrid Hernandez	\$1,519.21
Wendy Lemacks	\$1,516.43
Julie Hunniford	\$1,492.79
Lisa-Marie Hintze	\$1,371.46
Emily Stalf	\$1,345.24
Holly Dix	\$1,298.70
Alejandra Alvarado	\$1,254.22
Adelaide McKeever	\$1,186.18
Ester Barahona	\$1,080.33



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!

Mali Nakdimen	18
Jessica Anderson	15
Ruth Everhart	13
Jennifer Levitt	11
Hilda Noemi Caballer	9
Valerie Goldston	9
Wendy Lemacks	9
Orenda Hunniford	7
Maggie Segneri	6
Chaya Suri Klein	6
Hannah Brunner	6
Miryam Levovitz	6
Brandy Harlan	5
Wendy Coffey	5
Meredith Taylor	4
Alejandra Alvarado	4
Adelaide McKeever	4
Claudia Polanco	4
Holly Dix	4
Marcia Szollosy	4
Emily Stalf	4
Irma Nunez	3
Tammy Benson	3
Gina Tomlinson	2
Fraidel Klein	2
Antonella Miccarelli	1
Nancy Morabito	1
Ester Barahona	1
Julie Hunniford	1
Kristina Pernfors	1
Ingrid Hernandez	1
Miriam Kibler	1
Mindy Cremont	1
Daria Rocco	1

Jessica Anderson	157
Ruth Everhart	138
Orenda Hunniford	113
Valerie Goldston	96
Claudia Polanco	64
Hilda Noemi Caballer	64
Meredith Taylor	62
Daria Rocco	61
Jennifer Levitt	58
Mali Nakdimen	57
Emily Stalf	52
Wendy Lemacks	50
Chaya Suri Klein	47
Lisa-Marie Hintze	47
Isabel MacGloan	45
Hannah Brunner	44
Kristina Pernfors	43
Julie Hunniford	43
Irma Nunez	43
Maggie Segneri	42
Antonella Miccarelli	41
Alejandra Alvarado	40
Holly Dix	40

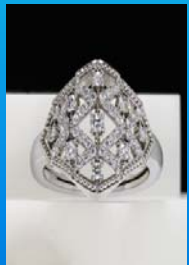
Jessica Anderson	\$2,200.00
Mali Nakdimen	\$1,900.00
Valerie Goldston	\$1,600.00
Jennifer Levitt	\$1,400.00
Ruth Everhart	\$1,200.00
Chaya Suri Klein	\$1,000.00
Wendy Coffey	\$1,000.00
Miryam Levovitz	\$1,000.00
Orenda Hunniford	\$900.00
Fraidel Klein	\$800.00
Meredith Taylor	\$700.00
Kristina Pernfors	\$700.00
Maggie Segneri	\$600.00
Hannah Brunner	\$600.00
Claudia Polanco	\$600.00
Julie Hunniford	\$600.00
Wendy Lemacks	\$500.00
Marcia Szollosy	\$500.00
Hilda Noemi Caballer	\$500.00
Lisa-Marie Hintze	\$500.00
Alejandra Alvarado	\$500.00
Ingrid Hernandez	\$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	\$24,980	\$12,165
Tina Schaible	Kristina Pernfors Unit	\$17,582	\$8,412
Malkita Rosenfeld	Jennifer Levitt Unit	\$16,162	\$7,727
Rachel Jager	Jennifer Levitt Unit	\$14,645	\$6,729
Nechama Briller	Fraidel Klein Unit	\$12,737	\$6,208
Ashley Barrett	Valerie Goldston Unit	\$11,886	\$5,577
Jaime Timmerman	Jessica Anderson Unit	\$11,356	\$5,273
Chaya Knopf	Fraidel Klein Unit	\$10,092	\$4,525
Rebecca Getzler	Jennifer Levitt Unit	\$9,931	\$4,487
Aaron Judowitz	Chaya Suri Klein Unit	\$9,416	\$4,608
Rachel Everhart	Ruth Everhart Unit	\$9,345	\$4,572
Zisi Reiner	Mali Nakdimen Unit	\$9,150	\$4,161
Ruth Lebovits	Vivian Diaz Unit	\$9,122	\$4,352
Miriam Brisk	Jennifer Levitt Unit	\$8,773	\$3,906
Rachel Alter	Mali Nakdimen Unit	\$8,679	\$3,842
Mary Jean Fonk	Jamie McKinley Unit	\$8,624	\$4,227



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

Area Court of Sharing Directors— YTD

CORTE DE RECLUTAMIENTO DIRECTORAS

YTD 1 de July 2013 — 30 June 2014

Consultant	Unit	Commission	Recruits
Miryam Levovitz	Unit Director	\$1,459	11
Hilda Noemi Caballer	Unit Director	\$1,219	19
Marcia Szollosy	Unit Director	\$935	5
Chaya Suri Klein	Unit Director	\$812	6
Emily Stalf	Unit Director	\$599	8
Ester Barahona	Unit Director	\$348	7
Kristina Pernfors	Unit Director	\$392	6
Adelaide McKeever	Unit Director	\$354	5
Holly Dix	Unit Director	\$293	5
Wendy Lemacks	Unit Director	\$281	4

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

Sales Director	Retail	Wholesale
Orenda Hunniford	\$17,304	\$8,228
Lisa-Marie Hintze	\$16,473	\$7,727
Kristina Pernfors	\$15,090	\$7,181
Chaya Suri Klein	\$14,909	\$7,166
Alejandra Alvarado	\$13,276	\$6,344
Beth Malave	\$11,433	\$5,457
Hannah Brunner	\$10,721	\$5,146
Daria Rocco	\$10,534	\$4,938
Ingrid Hernandez	\$10,115	\$4,784
Fraidel Klein	\$9,669	\$4,515



Avoid Fair-Weather Supporters

by Denis Waitley, Author & Motivational Speaker

"You can never cross the ocean unless you have the courage to lose sight of the shore."

~Christopher Columbus

When you seek support and feedback, be sure it is from people who are truly interested in seeing you succeed. Don't seek feedback from fair-weather friends, competitive peers or any person who doesn't have your best interests at heart. Neutral doesn't count. Get feedback from someone who is on your side but will still be objective and brutally honest with you.

Misery truly does love company, and jealousy creates some of the most miserable people. Surpass the achievements of your particular social crowd or your business colleagues, and look out for the slings and arrows of those who wish you were back where they are.

You have to dodge the snide remarks and catty comments. Let them roll right off you. Don't internalize them. Only pay attention to feedback from those who have similar goals or who are working actively alongside you to achieve goals of their own.

Motives and fears run deep. Study them in others. The manager who supports you and comforts you when you're down may like you best when you are in just that state: down and dependent. When you start succeeding beyond his expectations and comfort level, he may be among the first to get you to back off, limit your horizons and lower your goals. Recognize this feedback for the insecurity it is. It will rarely be objective or well-intentioned.

Even parents and significant family members aren't immune to emotional conflicts that can pollute their feedback. Many relatives and siblings have difficulty accepting the success of others in the family or encouraging further success.

Ultimately, nobody is responsible for your life but you. Nobody is accountable for your actions but you. Therefore, nobody's expectations for you and opinions about you are as important as your own. So make sure your opinions take precedence in your mind over all others, and when you do need to consult with someone else, think very carefully before you choose exactly who.



*Make your Inner Circle count!
Love, Vivian*

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	3rd	\$9,680.25	3
Beth Malave	3rd	\$6,635.75	3
Mindy Cremont	3rd	\$10,519.00	2
Wendy Lemacks	2nd	\$8,540.75	3
Miryam Levovitz	2nd	whs met	1

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	6th	whs met	20
Miriam Kibler	5th	\$24,028.00	22
Jamie McKinley	3rd	\$24,680.25	25
Beth Malave	3rd	\$21,635.75	25
Mindy Cremont	3rd	\$25,519.00	20
Wendy Lemacks	2nd	\$23,540.75	3
Miryam Levovitz	2nd	\$14,530.00	18

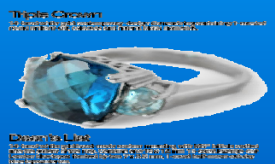


Honors Society

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

At One Year from Debut Date

Director	Contest Month	Wholesale Needed	Unit Mbrs Needed
Isabel MacGloan	11th	\$17,421.75	9
Tammy Benson	11th	\$16,718.50	29
Gina Tomlinson	11th	\$29,169.25	23
Karina Schulz	10th	\$36,206.50	34
Valerie Goldston	10th	whs met	mbrs met
Fraidel Klein	8th	whs met	28
Hannah Brunner	6th	\$28,395.25	20
Miriam Kibler	5th	\$54,028.00	22
Jamie McKinley	3rd	\$54,680.25	25
Beth Malave	3rd	\$51,635.75	25
Mindy Cremont	3rd	\$55,519.00	20
Wendy Lemacks	2nd	\$53,540.75	3
Miryam Levovitz	2nd	\$44,530.00	18





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	\$224,347.57	\$0.00	\$0.00	\$0.00
Ruth Everhart	\$191,029.12	\$0.00	\$0.00	\$0.00
Chaya Suri Klein	\$163,487.99	\$0.00	\$0.00	\$23,512.01
Orenda Hunniford	\$151,404.10	\$0.00	\$0.00	\$35,595.90
Jennifer Levitt	\$143,980.58	\$0.00	\$0.00	\$43,019.42
Valerie Goldston	\$120,847.37	\$0.00	\$4,152.63	\$66,152.63
Mali Nakdimen	\$120,143.79	\$0.00	\$4,856.21	\$66,856.21
Kristina Pernfors	\$99,758.50	\$0.00	\$25,241.50	\$87,241.50
Meredith Taylor	\$88,937.25	\$0.00	\$36,062.75	\$98,062.75
Daria Rocco	\$84,177.09	\$0.00	\$40,822.91	\$102,822.91
Fraidel Klein	\$78,405.25	\$0.00	\$46,594.75	\$108,594.75
Maggie Segneri	\$77,669.50	\$0.00	\$47,330.50	\$109,330.50
Wendy Coffey	\$62,008.00	\$0.00	\$62,992.00	\$124,992.00
Emily Staf	\$60,810.77	\$0.00	\$64,189.23	\$126,189.23
Hilda Noemi Caballero	\$53,792.00	\$6,208.00	\$71,208.00	\$133,208.00
Julie Hunniford	\$53,567.25	\$6,432.75	\$71,432.75	\$133,432.75
Irma Nunez	\$51,005.00	\$8,995.00	\$73,995.00	\$135,995.00
Kivian Diaz-Harris	\$50,946.25	\$9,053.75	\$74,053.75	\$136,053.75
Lisa-Marie Hintze	\$49,810.34	\$10,189.66	\$75,189.66	\$137,189.66
Antonella Miccarelli	\$48,727.66	\$11,272.34	\$76,272.34	\$138,272.34
Alejandra Alvarado	\$47,426.00	\$12,574.00	\$77,574.00	\$139,574.00
Tammy Benson	\$43,281.50	\$16,718.50	\$81,718.50	\$143,718.50
Isabel MacGloan	\$42,578.25	\$17,421.75	\$82,421.75	\$144,421.75
Brandy Harlan	\$41,359.88	\$18,640.12	\$83,640.12	\$145,640.12
Ilana Prager	\$39,792.18	\$20,207.82	\$85,207.82	\$147,207.82
Marcia Szollosy	\$38,448.62	\$21,551.38	\$86,551.38	\$148,551.38
Ingrid Hernandez	\$36,360.00	\$23,640.00	\$88,640.00	\$150,640.00
Holly Dix	\$36,140.87	\$23,859.13	\$88,859.13	\$150,859.13
Claudia Polanco	\$35,690.88	\$24,309.12	\$89,309.12	\$151,309.12
Adelaide McKeever	\$34,761.50	\$25,238.50	\$90,238.50	\$152,238.50
Hannah Brunner	\$31,604.75	\$28,395.25	\$93,395.25	\$155,395.25
Ester Barahona	\$31,439.75	\$28,560.25	\$93,560.25	\$155,560.25
Gina Tomlinson	\$30,830.75	\$29,169.25	\$94,169.25	\$156,169.25
Nancy Morabito	\$29,387.00	\$30,613.00	\$95,613.00	\$157,613.00
Karina Schulz	\$23,793.50	\$36,206.50	\$101,206.50	\$163,206.50
Miryam Levovitz	\$15,470.00	\$44,530.00	\$109,530.00	\$171,530.00
Beth Malave	\$8,364.25	\$51,635.75	\$116,635.75	\$178,635.75
Wendy Lemacks	\$6,459.25	\$53,540.75	\$118,540.75	\$180,540.75
Miriam Kibler	\$5,972.00	\$54,028.00	\$119,028.00	\$181,028.00
Jamie McKinley	\$5,319.75	\$54,680.25	\$119,680.25	\$181,680.25
Mindy Cremont	\$4,481.00	\$55,519.00	\$120,519.00	\$182,519.00

Watch Me Grow Unit Challenge Report for Leadership

		AUGUST		SEPTEMBER		OCTOBER		NOVEMBER	
Name	Number of Months Achieved	Current/Ending Unit Size	Current/Ending Unit Size	Current/Ending Unit Size	Current/Ending Unit Size	Beginning Unit Size	Goal Unit Size	Current/Ending Unit Size	
Alejandra Alvarado	3	39	38	37	40	38	43	38	
Kivian Diaz-Harris	0	39	40	40	33	28	32	29	
Ruth L. Everhart	2	215	205	136	138	121	137	122	
Ingrid Y. Hernandez	0	36	31	25	23	18	24	18	
Irma Nunez	1	62	59	50	43	34	38	34	
Kristina E. Pernfors	2	46	51	47	43	37	42	37	
Ilana T. Prager	2	26	27	26	26	22	25	24	
Daria A. Rocco	1	77	75	75	61	55	62	55	
Meredith D. Taylor	0	72	73	67	62	55	62	56	
Ester M. Barahona	2	27	33	35	35	30	34	30	
Holly J. Dix	2	34	37	38	40	36	41	37	
Brandy L. Harlan	2	58	52	19	21	18	24	18	
Lisa-Marie Hintze	0	70	67	58	47	41	46	41	
Orenda R. Hunniford	1	119	117	113	113	104	118	109	
Jennifer Levitt	2	48	49	50	58	54	61	54	
Isabel MacGloan	1	53	54	52	45	41	46	41	
Beth M. Malave	0			25	24	24	27	25	
Adelaide McKeever	2	40	41	34	33	27	31	27	
Jamie S. McKinley	0			26	25	25	28	25	
Antonella A. Miccarelli	1	46	47	43	41	32	36	32	
Nancy Morabito	2	19	24	25	25	24	27	24	
Maggie R. Segneri	1	43	43	39	42	31	35	31	
Marcia H. Szollosy	2	31	25	25	24	21	24	22	
Jessica M. Anderson	4	179	188	195	157	137	155	138	
Tammy L. Benson	3	31	29	26	28	21	24	21	
Hannah M. Brunner	2	41	39	40	44	29	33	30	
Wendy S. Coffey	2	30	33	31	35	33	37	35	
Mindy A. Cremont	0			32	32	30	34	30	
Julie L. Hunniford	0	45	46	47	43	40	45	40	
Miriam A. Kibler	0	27	28	26	27	26	29	28	
Chaya Suri Klein	1	57	56	47	47	45	51	46	
Fraidel Klein	0	34	31	29	29	22	25	22	
Claudia Polanco	2	62	57	46	64	55	62	56	
Karina Schulz	0	18	18	18	18	15	24	16	
Gina L. Tomlinson	0	33	30	28	29	27	31	27	



Jumpstart 2014

January 24-26

On the Suwannee River, Dowling Park, FL



REGISTRATION

- Includes 2 nights lodging, 5 home cooked meals beginning on Fri. night thru Sun. morning & all registration fees.
- 2 Ways to register
- #1—Pay a \$50 deposit in Nov to hold your spot. Pay \$50 in Dec and \$50 on/before **Jan 15**. Total \$150.
- OR #2—Pay \$140. (Get \$10 discount only when you pay in one payment)
- **No Refunds** but you may sell or transfer your registration to another consultant.
- Late fee of \$25 **after Jan. 15** for all but new January consultants. (Postmarks count)

FEATURING NSD VIVIAN DIAZ



HIGHLIGHTS: Began, January 1978; Independent Sales Director, August 1979; Independent National Sales Director, June 2011; Monthly Go-Give Award, May 2007; Million Dollar Independent Sales Director; Millionaires Club (has earned more than \$2 million in commissions during her Mary Kay business)

Former Occupation: Legal Secretary
Motivated by: Challenges and Decorating my Home



GROOVY

LODGE HOUSING (3 ways to earn)

- ★ **All Double Stars for quarter ending 9/15 and 12/15!**
 - ★ **Pearl or Emerald Stars (For the qt ending 12/15 or 3/15)**
 - ★ **Jan 1 DIQs (in any month) (4 to a room. 2 or 3 to a room for extra fee)**
- Deadline to qualify for Lodge Housing is 1/3.**

- Get your GROOVE on!
- Incredible Training!
- Fabulous Motivation!
- Great Girlfriend Time!
- On the banks of the beautiful Suwannee River!
- Casual Dress all weekend!
- Directors, and those who qualify for the Lodge —Your linens provided.
- All other Consultants, Bring linens for a twin bed, pillow, towel.

The Sisters will be here, cooking all of our favorites!! YUM!

★ RECOGNITION STAR CONSULTANTS! ★

- Stars are 1st consultants in line.
- All Stars receive their Star Necklaces for the 12/15 quarter. Double Stars for 9/15 and 12/15 get 2.
- Special recognition during event

RECOGNITION RED JACKETS & ABOVE

- Special Classes w/ NSD!!
- Groovy Recognition for you!
- DIQs! New Directors!

FOR ALL CONSULTANTS!

- Earn "Ribbons to the Floor"!
- Special Challenges! TBA



Register **by 11/23** to be entered in drawing for 50 raffle tickets! 1X for deposit! 3X if paid in full. Postmarks count.



Jumpstart 2014 Registration

Deadline to pay in full without \$25 late fee is Jan 15.

PLEASE PRINT! Make sure we can read your writing. Consultants, Include this page with your registration. Directors paying for their units, please include a list of names.

Consultant's Name _____

Director (or Adopted Director attending Jumpstart) _____

Email address _____

CHOOSE 1 WAY TO REGISTER:

_____ \$140 check or money order paid in full enclosed. Deadline for \$140 (in one payment) is Jan. 15. (Postmarks count)

_____ \$50 deposit enclosed. This is my ___ 1st ___ 2nd ___ Final installment. Balance must be paid in full on or before January 15, 2014. (Postmarks count) Best You can also mail all 3 \$50 checks dated for the dates you want them cashed. We will hold them until the date you give us.

\$_____ (other amount) deposit enclosed.

***PLEASE NOTE!!!** You get the \$10 discount only if you pay in one payment. Those who pay in 2 or 3 installments will pay a total of \$150.*

I understand that there are no refunds. I can transfer or sell my registration to another consultant. I also understand that a late fee of \$25 applies for any unpaid balance after Jan 15. The returned check charge will be \$25.

Signed _____

Date _____

MAIL CHECKS OR MONEY ORDERS TO:

CORENE BLAND

511 N. E. Lantana St

Lee, FL 32059-4623

Include this page with each payment

Your Director will receive an email confirmation when your check arrives.

WE EXPECT A SELL OUT SO GET YOUR CHECK IN ASAP!!

BONUS—Register by Nov. 23 (postmarks count) to be entered in the drawing for **50 RAFFLE TICKETS!**

1X if you pay a deposit or **3X** if you pay in full!



Area Retreat





Skill vs. Will

by Gary Biancini, Connect Consulting Group, Inc.



All of us who desire to lead others, have faced the issue of taking team members to higher levels, or wanting to start the journey and asking how do I motivate or stop working with certain team members? In this article we will focus on when to equip your team member for change or ultimately “change” team members.

As one who lives for people development, I find it difficult to stop working with someone, however, the long term impact has been more successful when developing potential leaders who possess both the Skill & Will qualities. Let us look at both of these attributes in detail:

Will: The will of a person, is simply the want to. Does this potential leader have the internal drive or have they made the connection with their values for the journey ahead? I see many leaders who do not take the time to allow the will of person to blossom and move on and say, my people do not “get it”. We must take the time to meet their needs, create their ideal environment for success, however once these things are done and they do not possess the “will” you can move on to other team members knowing you have added value to them.

Skill: This is the competency piece of a team member. Does the team member have the necessary skills to perform the tasks at hand? The leader must take ownership of this area in their team’s life, by first asking three key questions, does their behavioral style or natural skills fit the job description? Secondly, do they have the value system that would allow them to be fulfilled along this journey? Thirdly, have I trained them to be successful, giving them time to adapt, implement the ideas in their own way?

As a leader, finding team members who have developed both the *Skill & Will* areas and are applying them on a consistent basis, you will see growth and forward progress, not only with this team member, but your entire organization.

“Upcoming Events”

VisionAire Directors connect with NSD on Mondays at
10AM 605 4772100, CODE 933779#.

Director’s Meetings

December 6 – Vero Beach

Happenings in 2014

January 4 – Jumpstart – Crown Plaza,

Boca Raton, FL. 9AM – 4PM

January 12 – Leadership Directors meeting at Leadership
Conference – time and place to be announced.

January 13th – Leadership Area Celebration Gathering at
Leadership Conference – time and place to be announced.

January 24-26 – Deb’s Retreat (see flyer)

February - Vero Beach

March – Bradenton

April – Vero Beach

May - Bradenton

June – Vero Beach

July – Bradenton

August – Vero Beach

September - Bradenton

October - Vero Beach

November- Bradenton

December – Vero Beach, FL.



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