



VisionAires



Circle of Excellence Unit and National Area!!!

June 2013 Results

Resultados de Junio 2013

Million Dollar Unit Club

Top Consultants With \$1,000
Or More Wholesale June
Primeras En Ventas de Junio



Ruth Lebovits
\$2,992.50



Alida Verdone
\$2,502.75



Sherry K. Raditz
\$1,402.75

2013 Court Of Sales

2013 Corte de Ventas



Top 20 Year-to-date

1 Ruth Lebovits
\$36,033.00

2	Alida Verdone	\$18,309.50
3	Rivka Wieder	\$13,281.50
4	T. Silberstein	\$11,818.00
5	Marcela Fonseca	\$11,638.50
6	Miriam Y. Soto	\$10,971.00
7	Romelia Velez	\$9,209.00
8	Ruth Pomerantz	\$8,320.50
9	Roizy Hershkowitz	\$6,460.50
10	Olga C. Giraldo	\$6,262.50
11	Geraldine Havasy	\$5,451.00
12	Laura G. Strickland	\$5,406.00
13	Glynda W. Barrett	\$5,318.50
14	Karen A. Drysdale	\$4,968.50
15	Ruth C Chuqui-Conder	\$4,923.50
16	Constance Williams	\$4,612.50
17	Sandra A. Jones	\$4,285.00
18	Jennifer Cintron	\$4,246.00
19	Elizabeth E. Lopez	\$4,092.00
20	Jenifer Pomerantz	\$4,031.00

Recruiters Climbing The Ladder of Success

Reclutadoras subiendo la escalera del Exito

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

Date June 31, 2013

NON NEGOTIABLE

Pay Exactly: **twenty-five thousand seven hundred forty-one and 03 / \$ 25,741.03**

PAY TO THE
ORDER OF

Vivian Diaz

NSD:
position available
posición disponible

NON NEGOTIABLE



Independent Sales Director 24 or more

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

REWARDS...

- *9 or 13% Commissions on Person-als
- *13% on Unit Volume
- *Bonus of 10% on Unit Volume
- *6 choices of Career Cars & More!

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

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

REWARDS...

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

Future Director Futura Directora 8 or more

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

REWARDS...

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



Team Leader Lider de Equipo 5 or more Active Team Members

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

REWARDS...

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



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



**Olga C.
Giraldo
RED
JACKET**



**Ruth
Lebovits
RED
JACKET**



**Elizabeth
E. Lopez
RED
JACKET**



**Mi J.
Kim
RED
JACKET**

REWARDS...

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



Senior Consultant 1– 2 Active Team Members

Ruth C. Chuqui-Conde
Jennifer Cintron
Mattie Grunfeld
Roizy Hershkowitz
Ayesha Y. Marty

Lois A. Merkel
Sharon O'Donnell
Edith J. Orellana
Ruth Pomerantz
Elizabeth Ramos

Maritza C. Roca
Miriam Y. Soto
Joanne Toombs
Romelia Velez
Alida Verdone
Denize M. Viero

REWARDS...

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



Welcome New Consultants Bienvenidas Consultoras Nuevas

New Consultant	From	Sponsored by
Eden A. Clark	BLOOMINGBURG, NY	V. Diaz
Danielba D. Fraga	YORK, PA	M. Fonseca
Erica Rodriguez	ELMONT, NY	E. Lopez

Top Recruiters

Primeras En Reclutamiento
Junio / June



Marcela Fonseca
1 new team member
in June



Elizabeth E. Lopez
1 new team member
in June



Vivian Diaz
1 new team member
in June

Seminar 2012 Year To Date Totals

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

Share The Dream Comparte el sueño

National Court Of Sharing Jewelry

Corte Nacional del Compartir Joyeria

	Recruiter	New Team Mbrs	YTD
Queen's Court of Sharing! 24 New Team Members* (\$600 cumulative wholesale Reina de la corte de Compartir Con 24 miembros * (\$600 venta al por mayor acumuladas del 1de Julio 2012 — Junio 30, 2013)	1	Olga C. Giraldo	8
	2	Ruth Lebovits	1
	3	Ayesha Y. Marty	1
	4	Roizy Hershkowitz	2
	5	Alida Verdone	1
	6	Jennifer Cintron	1
	7	Maritza C. Roca	1
	8	Edith J. Orellana	1
	9	Ruth Pomerantz	1
	10	Romelia Velez	1
			\$528.74
			\$253.33
			\$214.39
			\$127.07
			\$94.84
			\$72.25
			\$67.98
			\$65.18
			\$44.15
			\$38.73



We Are A Million Dollar Unit



Una Unidad del Millon

Ruth Lebovits

\$2,992.50

Alida Verdone

\$2,502.75

Sherry K. Raditz

\$1,402.75

Miriam Y. Soto \$657.75

Susan E. Kowsky \$634.00

Edith J. Orellana \$601.00

Joanne Toombs \$531.00

Patti E. Kelsey \$424.00

Sandra A. Jones \$419.25

Rivka Wieder \$408.00

Geraldine Havasy \$403.00

Constance Williams \$342.00

Beatriz Belisario \$340.50

Chaya Fulop \$323.00

Marcela Fonseca \$280.50

Olga C. Giraldo \$276.00

Jenifer Pomerantz \$275.00

T. Silberstein \$274.50

Ruth Pomerantz \$262.00

Yadisha Rosario \$227.50

Meehee Gessler \$222.00

Elizabeth E. Lopez \$216.00

Juliana Culbert \$215.00

Kimberly Repoza \$214.50

Gladys M. Loaiza \$210.50

Eum Myongsoon \$209.50

Romelia Velez \$207.00

Susan E. Marvel \$206.75

Anna Torres \$203.75

Nury Salazar \$203.00

Juanita Dennis \$202.00

Victoria G. Adam \$201.00

Roxana Tejada \$200.00

The definition of a successful person is simply an ordinary person with extraordinary determination. You cannot keep a determined person from success.

If you place stumbling blocks in his way, he will take them for stepping stones and will use them to climb to new heights. The one who succeeds has a goal, a dream, and makes her plans and follows them.

~Mary Kay Ash

La definición de una persona exitosa es simplemente una persona común con una determinación extraordinaria.

No puedes mantener una persona con determinación lejos del éxito.

Si pones rocas inmovibles en su camino, ellas las tomarán como piedras para pararse y las usarán para impulsarse y llegar más alto.

Aquel que llega al éxito tiene una meta, un sueño, y hacen que sus planes los sigan para alcanzarlos. ~ Mary Kay Ash



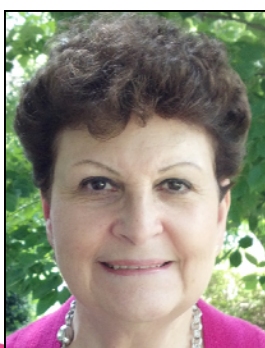
4th Quarter Stars~ Estrellas del 4to Trimestre



Pearl
Ruth Lebovits



Ruby
Rivka Wieder



Sapphire
Alida Verdone

Aim for the Stars!

Camino a las Estrellas

16 de Junio -15 de Septiembre !!! 1er Trimestre!!!!

On-Target Star Consultants! June 16, -September 15, 1st Quarter

Consultant Name	Current Wholesale Production	—Wholesale Production Needed for Star—				
		Sapphire	Ruby	Diamond	Emerald	Pearl
ALIDA VERDONE	\$1,302.75	\$497.25	\$1,097.25	\$1,697.25	\$2,297.25	\$3,497.25
DELIA WHEATLEY-MURPHY	\$918.25	\$881.75	\$1,481.75	\$2,081.75	\$2,681.75	\$3,881.75
SHERRY RADITZ	\$801.25	\$998.75	\$1,598.75	\$2,198.75	\$2,798.75	\$3,998.75
PATTI KELSEY	\$424.00	\$1,376.00	\$1,976.00	\$2,576.00	\$3,176.00	\$4,376.00



It's a New Seminar Year!! Get Your Goals Going!

Thanks to Senior Sales Director Nancy Cetrone of West Boylston, Mass. for sharing

It's a new year and the official beginning of Seminar 2014. What are your goals? Do you have a plan of action? You have 12 months to make your Seminar 2014 dream come true. Here are some goal-setting tips that may help you focus on the tasks ahead.

21 Steps to help you accomplish your goal for 2013-2014:

1. Envision a clear picture of what you desire. Claim that as your goal.
2. State your goal, telling people who will support and encourage you.
3. Hang a goal poster and place motivating pictures in your surroundings.
4. Devise a course of action to accomplish your goal.
5. Become confident in reaching your goal.
6. Set and recognize deadlines, knowing exactly when programs and contests end.
7. Listen and read motivational material daily.
8. Develop a consuming and burning desire to reach your goal.
9. Seek and offer a cooperative spirit. Learn from those who can help and advise you.
10. Track your work regularly using Weekly Summary Sheets, Weekly Accomplishment Sheets and to-do lists.
11. Work consistently as if you have blinders on, never drifting from your plan.
12. Read your affirmations out loud daily.
13. Control your emotions. Do not fret, worry, complain or talk negatively, preventing anyone or anything from stealing your dream.
14. Balance your life with Mary Kay's priorities of God first, family second and career third.
15. Allow yourself 10 minutes for a "pity party." Vent if you must, then redirect your efforts and begin again.
16. Develop the courage and belief to keep going. Focus on efforts, not results.
17. Put forth a sharp, polished, professional image by eating healthy, exercising and getting adequate sleep.
18. Focus on giving, not getting.
19. Love others with appreciation, encouragement and guidance through your actions, speech and thoughts.
20. Pray for wisdom, guidance and trust.
21. Put on a happy face each day, creating time for laughter. Be happy!

I believe in you—I believe in us! Vivian

Es un Nuevo Año Seminario!! Pon tus metas en acción!

Gracias a la Directora Senior Nancy Cetrone por compartir!

Es un Nuevo comienzo de año , oficialmente comenzó el seminario 2014. ¿Cuáles son tus metas? ¿Tienes algún plan de acción? Tienes 12 meses para que hagas de tus sueños una realidad. A continuación algunos consejos que te ayudarán a enfocarte en tus metas.

21 pasos que te ayudarán a lograr tus metas para el Seminario 2013-2014:

1. Visualiza un cuadro claro de lo que deseas. Ponlo como una meta.
2. Ponte una meta, y cuéntasela a todas las personas que te ayudarán y apoyarán a lograrla.
3. Cuelga en algún lugar visible un cartel con tus metas y ponle dibujos de motivación.
4. Planea una línea de acción para alcanzar su meta.
5. Confía en que alcanzarás tu meta.
6. Reconoce y logra las fechas límites, conociendo exactamente cuando terminan los programas y concursos.
7. Escucha y lee artículos de motivación todos los días.
8. Identifica un deseo ardiente que te motive para alcanzar tus metas
9. Busca y ofrece un espíritu cooperativo. Aprende de los que te pueden ayudar y te pueden aconsejar.
10. Hazle seguimiento a tu trabajo utilizando regularmente Hojas Semanales de Resumen, Hojas Semanales de Logros y hojas para las listas de cosas por hacer.
11. Trabaja coherentemente como si tuvieras los ojos tapados, nunca te desvíes de tu plan.
12. Lee tus afirmaciones en voz alta todos los días.
13. Controla tus emociones. No te angusties, no te preocupes, no te quejes o hables negativamente, previniendo a cualquiera o cualquier cosa que trate de robarte tus sueños.
14. Balancea tu vida con las prioridades Mary Kay Dios primero, familia segundo y carrera tercero.
15. Permítete 10 minutos para "un tiempo de tranquilidad." Desahógate, y luego re direccionate y empieza de nuevo.
16. Desarrolla la fuerza y el esfuerzo de seguir adelante. Enfócate en tus esfuerzos no en los resultados.
17. Proyecta una imagen profesional al comer saludable, ejercitarte, y dormir tus horas adecuadas.
18. Enfócate en dar, no en recibir.
19. Ama a otros con aprecio, apoyo y guía a través de tus acciones, vocabulario y pensamientos.
20. Ora por sabiduría, guía y confianza.
21. Todos los días muéstrate feliz, crea tiempo para reír. ¡ Se feliz !

¡ Creo en ti — creo en nosotras! ¡¡ Hagamos de este nuevo año el mejor!!

Vivian

Unit August

Birthdays ~ Cumpleaños

Birthdays	Day
Ellen M. Waugh	2
Sandra Martinez	4
Nelli Montaleza	6
Yadisha Rosario	6
Zuilma Y. Gonzalez	10
N. Rivera Sepulveda	10
Olga Santos	15
Gloria Lindarte	16
Ellen C. McEachern	16
Victoria G. Adam	19
Roizy Hershkowitz	20
Tracey Franklin	25
Elizabeth Ramos	25
Elizabeth E. Lopez	27
Sharon O'Donnell	28
Elvira Gutierrez	29
Ana A. Santana	30



Unit August

Anniversaries ~ Anniversarios

Anniversaries	Years
Joyce M. Baker	20
Ruth Lebovits	14
Janet M. Bright	13
Diane F. Gollow	13
Audrey A. Reeder	13
Catherine Bainger	12
Victoria G. Adam	10
Erika Catalan	4
Emily R. Tovar	2
Jennifer I. Pirela	1
Mary A. Buchanan	1
Vanessa M. Russell	1
Claudia M. Cardenas	1
Leslie Levine	1
Staci L. Molter	1



Thank You from Mary Kay

13% Recruiter Commission Level

Vivian Diaz

\$539.31

4% Recruiter Commission Level

Sharon O'Donnell

Ruth C Chuqui-Conder

Elizabeth E. Lopez

Ruth Lebovits

Roizy Hershkowitz

4% Recruiter Commission Level

Ayesha Y. Marty

Ruth Pomerantz

Miriam Y. Soto

Mi J. Kim

Joanne Toombs

Lois A. Merkel

Edith J. Orellana



July 2013

Sun	Mon	Tue	Wed	Thu	Fri	Sat
	1	2 Tuesday Night Live Success Meeting 6:30 – 8:30pm.	3	4 6:30 – 8:30pm. "MK TRAINING NIGHT: BOOKATHON –	5	6
7	8	9 Tuesday Night Live Success Meeting 6:30 – 8:30pm.	10	11 6:30 – 8:30pm. "MK TRAINING NIGHT: BOOKATHON –	12	13
14	15	16 Tuesday Night Live Success Meeting 6:30 – 8:30pm.	17	18 6:30 – 8:30pm. "MK TRAINING NIGHT: BOOKATHON –	19	20 Seminar Dallas Texas
21 Seminar Dallas Texas	22 Seminar Dallas Texas	23 Seminar Dallas Texas	24 Seminar Dallas Texas	25 6:30 – 8:30pm. "MK TRAINING NIGHT: BOOKATHON –	26	27
28	29	30 Tuesday Night Live Success Meeting 6:30 – 8:30pm.	31			

August 2013

Sun	Mon	Tue	Wed	Thu	Fri	Sat
				1 6:30 – 8:30pm. "MK TRAINING NIGHT: BOOKATHON –	2	3
4	5	6 Tuesday Night Live Success Meeting 6:30 – 8:30pm.	7	8 6:30 – 8:30pm. "MK TRAINING NIGHT: BOOKATHON –	9	10
11	12	13 Tuesday Night Live Success Meeting 6:30 – 8:30pm.	14	15 6:30 – 8:30pm. "MK TRAINING NIGHT: BOOKATHON –	16	17
18	19	20 Tuesday Night Live Success Meeting 6:30 – 8:30pm.	21	22 6:30 – 8:30pm. "MK TRAINING NIGHT: BOOKATHON –	23	24
25	26	27 Tuesday Night Live Success Meeting 6:30 – 8:30pm.	28	29 6:30 – 8:30pm. "MK TRAINING NIGHT: BOOKATHON –	30	31

Queen's Court of Personal Sales \$36,000 Retail Win Choice of 3 Diamond Rings Seminar 2014!				\$1,000 	\$2,000 	\$3,000 	\$4,000 	\$5,000 	\$6,000 
\$7,000 	\$8,000 	\$9,000 	\$10,000 	\$11,000 	\$12,000 	\$13,000 	\$14,000 	\$15,000 	\$16,000 
\$17,000 	\$18,000 HALF-WAY!! 	\$19,000 	\$20,000 	\$21,000 	\$22,000 	\$23,000 	\$24,000 	\$25,000 	\$26,000 
\$27,000 	\$28,000 	\$29,000 	\$30,000 	\$31,000 	\$32,000 	\$33,000 	\$34,000 	\$35,000 	\$36,000 

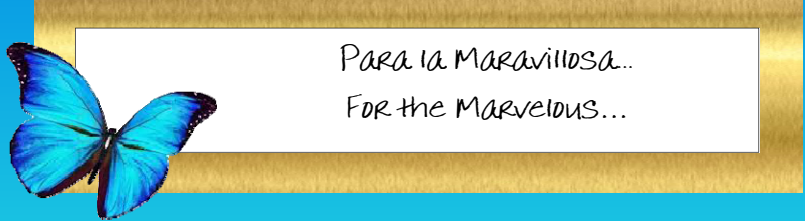
Queen's Court of Sharing
24 Qualified Recruits (\$600+)
Win a Diamond Bee pin, Bee Ring OR
Bee Charm Bracelet Onstage
at Seminar 2014!



1 	2 	3 	4 	5 	6 	7 	8 
9 	10 	11 	12 	13 	14 		
15 	16 	17 	18 	19 	20 		
21 	22 	23 	24 	<p>To use this tracking sheet for Sales—mark off a square for every \$500 wholesale/\$1000 retail you order!</p> <p>For Recruiting—write your new recruit's name in a box—when she accumulates \$600+ in wholesale orders to MK—then mark off that box!</p>			



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



Celebra el año del Aniversario de Oro Mary Kay con nuevas piezas del traje de Directora de Ventas Independiente que lucen espectaculares en tonos negro y dorado. ¡La combinación perfecta entre lo elegante y audaz!

Recompensas de Nueva Directora de Ventas
 Reto de descendientes de la Generación 2014, del jueves, 01 de agosto 2013 al martes, 01 de julio del 2014
NUEVO Las Directoras de Ventas Independientes que debutaron entre el 1 de Agosto del 2013 y el 1 de Julio del 2014 y su Directora Senior recibirán:
 Un fabuloso bolso negro de Badgley Mischka (sólo un bolso por ganadora)
 Un hermoso anillo de la Generación 2014 que hace juego con su traje de Directora de Ventas Independiente 2013 - 2014
NUEVO Una vez que se gane la bolsa, las Directoras de Ventas recibirán una cartera Badgley Mischka coordinada para cuando debuten Directoras de ventas descendientes adicionales durante el periodo del concurso (máximo una cartera por ganadora). Una vez que se gane la cartera de Badgley Mischka, aquellas que debuten una Directora de Ventas descendientes adicional recibirán una gratificación de \$100 por cada descendientes adicional que logren debutar durante el periodo del concurso
NUEVO Aquéllas que debuten entre el 1 de agosto de 2013 y el 1 de enero del 2014, recibirán una inscripción gratis a la Conferencia de Liderazgo 2014 en Nueva Orleans.
NUEVO Aquéllas que debuten del 1 de febrero al 1 de julio 2014 recibirán una inscripción gratis al seminario 2014.

Celebrate Mary Kay's 50th Golden Anniversary year with new Independent Sales Directors suit pieces that shimmer and shine with black and gold tones. The perfect pairing of rich and bold!

New Sales Director Rewards
 Class of 2014 offspring Challenge August 1, 2013 - July 1 2014
NEW! Independent Sales Directors who debut Aug. 1 2013, through July 1 2014 and their Independent Senior Sales Director will receive:
 ♦ A Fabulous black Badgley Mischka handbag (only one bag per achiever)
 ♦ A Class of 2014 ring to match their 2013 - 2014 Sales Director Suit
NEW Once the handbag has been earned, Sales Director will receive a coordinating Badgley Mischka wallet for when they debut an additional offspring Sales Director during the contest period (a maximum of one wallet for achiever). Once the wallet is earned, those who debut an additional offspring Sales Director will receive a \$100 bonus for each additional offspring they have during the contest period.
NEW those who debut Aug. 1 2013 through Jan 1, 2014 will receive a free registration to Leadership 2014 in New Orleans,
NEW those who debut Feb. 1 2014 through July 1, 2014 will receive a free registration to Seminar 2014