



VisionAires



Circle of Excellence Unit and National Area!!!

May 2013 Results

Resultados de Mayo 2013

Million Dollar Unit Club

Top Consultants With \$1,000
Or More Wholesale May
Primeras En Ventas de Mayo



Ruth Lebovits
\$2,492.75

Suggested Steps in a Team-Building Appointment

1. Start off by asking neutral questions to help break the ice. Ask her to tell you about herself. This helps build rapport.
2. Explore what her needs and wants are by asking more questions and letting her talk. The Something More brochure is a great reference to use during the appointment.
3. Listen for clues that will reveal her "hot buttons."
4. Share information about the marketing plan tailored to her wants and needs.
5. Overcome any objections or concerns.
6. Invite her to become an Independent Beauty Consultant.
7. If she agrees to become a Beauty Consultant, then outline her next steps.
8. If she isn't interested in becoming a Beauty Consultant at this time, thank her for her time and for being such a good customer and ask her if she would be interested in being a "talent scout" for you.

2013 Court Of Sales

2013 Corte de Ventas



Top 20 Year-to-date

1 Ruth Lebovits
\$29,908.00

2	Alida Verdone	\$13,164.00
3	Rivka Wieder	\$12,445.50
4	T. Silberstein	\$11,269.00
5	Marcela Fonseca	\$11,077.50
6	Miriam Y. Soto	\$9,625.50
7	Romelia Velez	\$8,795.00
8	Ruth Pomerantz	\$8,058.50
9	Roizy Hershkowitz	\$6,460.50
10	Olga C. Giraldo	\$5,710.50
11	Laura G. Strickland	\$5,406.00
12	Glynda W. Barrett	\$5,318.50
13	Ruth C Chuqui-Conder	\$4,923.50
14	Geraldine Havasy	\$4,625.00
15	Karen A. Drysdale	\$4,615.00
16	Jennifer Cintron	\$4,246.00
17	Constance Williams	\$3,928.50
18	Miriam Wolfson	\$3,837.50
19	Saira M. Garcia	\$3,699.00
20	Elizabeth E. Lopez	\$3,660.00

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 May 31, 2013

NON NEGOTIABLE

Pay Exactly: **eighteen thousand thirty-eight and 85 / 100**

\$18,038.85

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 tí!

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 calificación 10 or more

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

REWARDS...

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

Future Director Futura Directora 8 or more

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

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 tí!

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

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
Sandra A. Jones
Mi J. Kim

Ayesha Y. Marty
Lois A. Merkel
Sharon O'Donnell
Edith J. Orellana
Elizabeth Ramos
Elsa Rivera

Maritza C. Roca
Tracy L. Scala
Joanne Toombs
Romelia Velez
Alida Verdone
Denize M. Viero
Miriam Wolfson

REWARDS...

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



Welcome New Consultants

Bienvenidas Consultoras Nuevas

New Consultant	From	Sponsored by
Brendalys Juncos	BROWNSBURG, IN	D. Viero
Sherry K. Raditz	VERO BEACH, FL	V. Diaz
Ana A. Santana	INDIANAPOLIS, IN	D. Viero

Top Recruiters

Primeras En Reclutamiento
Mayo / May



Denize M. Viero
2 new team member
in May



Vivian Diaz
1 new team member
in May

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
1	Olga C. Giraldo	8	\$528.74
2	Ruth Lebovits	1	\$237.01
3	Ayesha Y. Marty	1	\$203.17
4	Roizy Hershkowitz	2	\$110.31
5	Alida Verdone	1	\$94.84
6	Jennifer Cintron	1	\$72.25
7	Maritza C. Roca	1	\$67.98
8	Edith J. Orellana	1	\$65.18
9	Ruth Pomerantz	1	\$44.15
10	Romelia Velez	1	\$38.73
11	Denize M. Viero	1	\$37.12

Queen's Court of Sharing!
24 New Team Members*

(\$600 cumulative wholesale
July 1, 2012— June 30, 2013)

*Reina de la corte
de Compartir*

Con 24 miembros *

(\$600 venta al por mayor
acumuladas del 1de Julio 2012
— Junio 30, 2013)



We Are A Million Dollar Unit



Una Unidad del Millon

Ruth Lebovits

\$2,492.75

Rivka Wieder \$941.00

Ana A. Santana \$928.00

Alida Verdone \$613.50

Beatriz Belisario \$581.00

Roizy Hershkowitz \$503.00

Luisa Gomez \$496.50

Jung A. Sul \$473.00

Kim Bunch \$453.75

Glynda W. Barrett \$423.00

Maritza C. Roca \$384.50

Nancy C. Parker \$299.50

Saira M. Garcia \$281.50

D. Wheatley-M \$273.50

Monica Andino \$272.25

Gloria Lindarte \$268.50

Ruth C Chuqui-C \$255.25

Saundra J. King \$254.50

Stephanie Sweeney \$235.00

Lois A. Merkel \$229.00

Annette Marzan \$213.25

Olga C. Giraldo \$209.00

Jamie Phillips \$204.75

Claudia Hurtado \$204.50

Gladys M. Loaiza \$204.50

Laura C. Ramirez \$203.75

Miriam Wolfson \$203.50

Libertad Delima \$203.00

Yu K. Choi \$202.50

Nelli Montaleza \$200.00

Josephine Cintron \$200.00

Create a definite plan for carrying out your goal. When defeat comes, accept it as a signal that your plans are not sound. Rebuild those plans and set sail once more toward the goal you want to reach. Chart your course to the top. Goals are what keep us going. To be continually working is not enough. We must see clearly the next step. To keep moving after achieving our goal, we must set a new one. The key to momentum is always having something to look forward to.

~Mary Kay Ash

Crea un plan definitivo que te ayudará a lograr tu meta. Cuando las cosas no salgan como pensaste acéptalo, es una señal de que algo no está bien en tu plan. Reconstruye tus planes y sal detrás de tus metas una vez más. Sigue tu rumbo hacia la parte más alta. Las metas son las que nos tiene en movimiento. Trabajar continuamente no es suficiente.

Debemos de ver claramente nuestros pasos. Para mantenernos en movimiento después de alcanzar nuestra meta, debemos de ponernos una nueva. La clave del continuar el momento es siempre tener algo

por hacer.

~Mary Kay Ash



3rd Quarter Stars~ Estrellas del 3er Trimestre



Pearl
Marcela Fonseca



Emerald
Rivka Wieder



Emerald
Ruth Lebovits



Sapphire
Tziporah Silberstein



Sapphire
Alida verdone

Aim for the Stars! Camino a las Estrellas

16 de Marzo -15 de Junio ||| 4to Trimestre!!!!

On-Target Star Consultants! March 16, -June 15, 4th Quarter

Consultant Name	Current Wholesale Production	—Wholesale Production Needed for Star—				
		Sapphire	Ruby	Diamond	Emerald	Pearl
RUTH LEBOVITS	\$4,220.00	*****	*****	*****	STAR	\$580.00
RIVKA WIEDER	\$2,184.00	STAR	\$216.00	\$816.00	\$1,416.00	\$2,616.00
LUISA GOMEZ	\$1,024.00	\$776.00	\$1,376.00	\$1,976.00	\$2,576.00	\$3,776.00
EMELINA FIGUEROA	\$902.25	\$897.75	\$1,497.75	\$2,097.75	\$2,697.75	\$3,897.75
ROIZY HERSHKOWITZ	\$900.00	\$900.00	\$1,500.00	\$2,100.00	\$2,700.00	\$3,900.00
RUTH CHUQUI-CONDER	\$771.25	\$1,028.75	\$1,628.75	\$2,228.75	\$2,828.75	\$4,028.75
AYESHA MARTY	\$725.00	\$1,075.00	\$1,675.00	\$2,275.00	\$2,875.00	\$4,075.00
MIRIAM SOTO	\$633.00	\$1,167.00	\$1,767.00	\$2,367.00	\$2,967.00	\$4,167.00
ANA SANTANA	\$619.75	\$1,180.25	\$1,780.25	\$2,380.25	\$2,980.25	\$4,180.25
ALIDA VERDONE	\$613.50	\$1,186.50	\$1,786.50	\$2,386.50	\$2,986.50	\$4,186.50
DELIA WHEATLEY-MURPHY	\$607.00	\$1,193.00	\$1,793.00	\$2,393.00	\$2,993.00	\$4,193.00
EDITH ORELLANA	\$600.50	\$1,199.50	\$1,799.50	\$2,399.50	\$2,999.50	\$4,199.50
BEATRIZ BELISARIO	\$581.00	\$1,219.00	\$1,819.00	\$2,419.00	\$3,019.00	\$4,219.00
TZIPORAH SILBERSTEIN	\$505.00	\$1,295.00	\$1,895.00	\$2,495.00	\$3,095.00	\$4,295.00
PEARL HERSHKOWITZ	\$487.75	\$1,312.25	\$1,912.25	\$2,512.25	\$3,112.25	\$4,312.25
GERALDINE HAVASY	\$474.25	\$1,325.75	\$1,925.75	\$2,525.75	\$3,125.75	\$4,325.75



The It's Raining Red Team-Building Challenge Is On, and the Rewards Are Red-Hot! During the contest period from March 1 – June 30, 2013, add three or more new qualified* personal team members to earn your reward for FREE! Plus, attend exciting events at Seminar to get even more great prizes.



Independent Beauty Consultants:

Add three new qualified* personal team members and receive:

- ⇒ A free red jacket of your choice.
- ⇒ An invitation to the It's Raining Red Mingle at Seminar 2013.
- ⇒ A name badge ribbon.

Add four new qualified* personal team members and receive:

- ⇒ All prizes from the previous category, plus
- ⇒ The Tiger-Print Scarf from the Independent Sales Director Suit Collection.



Add five new qualified* personal team members and receive:

- ⇒ All prizes from the previous two categories, plus
- ⇒ Black chandelier earrings

Build Your Team and Live Your Dream!



El reto de desarrollo de equipo Lluvia de sacos rojos ha iniciado y las recompensas son súper candentes! Durante el periodo del concurso del 1 de marzo al 30 de junio de 2013, ¡añade tres o más nuevas integrantes de equipo personal calificadas* para ganarte tu recompensa completamente GRATIS! Además, asiste a los eventos emocionantes del Seminario y recibe aún

más premios fabulosos.

Consultoras de Belleza Independientes:

Añade tres nuevas integrantes de equipo personal calificadas* y recibe:

- ⇒ Un saco rojo gratis de tu elección.
- ⇒ Una invitación a la recepción Lluvia de sacos rojos en el Seminario 2013.
- ⇒ Una cinta para el gafete.



Añade cuatro nuevas integrantes de equipo personal calificadas* y recibe:

- ⇒ Todos los premios de la categoría anterior, además
- ⇒ La pañoleta con estampado de tigre de la colección del traje de Directora de Ventas Independiente.



Añade cinco nuevas integrantes de equipo personal calificadas* y recibe:

- ⇒ Todos los premios de las dos categorías anteriores, además
- ⇒ Aretes negros tipo candelabro.

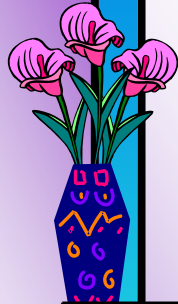


¡Desarrolla tu equipo y vive tu sueño!

Unit July

Birthdays ~ Cumpleaños

Birthdays	Day
Claudia M. Cardenas	1
Rose A. Oliveira	1
Staci L. Molter	2
Kelley Pellegrino	2
Miriam Wolfson	6
Jung A. Sul	10
Mi J. Kim	11
Annie McNeil	11
Catherine Bainger	12
Jodieann Jacaruso	18
Susan E. Marvel	18
Monica Andino	19
Sandra A. Jones	22
Linda I. Rodriguez	23
Jeri Carter	27
Jean G. Velazquez	27
Christine M. Kazmier	29
Laura G. Strickland	30



Unit July

Anniversaries ~ Anniversarios

Anniversaries	Years
Sharon O'Donnell	32
Nancy C. Parker	27
Yu K. Choi	26
Constance Williams	21
L. Kanjorski-Remer	15
Tracy L. Scala	14
Lesley Z. Chavez	11
Karen S. Bruno	10
T. Silberstein	9
Norga Mendez	9
Olga Santos	6
Kelly E. Moscati	6
Doris Ahenkora	5
Juliana Culbert	3
Virginia Pabon	1
Yadira Marquez	1
Sandra Martinez	1
Sandra Ortega	1



13% Recruiter Commission Level

Vivian Diaz

\$445.41

4% Recruiter Commission Level

Sharon O'Donnell

Ruth C Chuqui-Conder

Ruth Lebovits

Denize M. Viero

Mattie Grunfeld

Edith J. Orellana

Thank You from Mary Kay

Mi J. Kim

Alida Verdone

Olga C. Giraldo

Maritza C. Roca

Elizabeth E. Lopez

Elizabeth Ramos

Ayesha Y. Marty

Roizy Hershkowitz



June 2013

Sun	Mon	Tue	Wed	Thu	Fri	Sat
						1
2	3	4 Tuesday Night Live Success Meeting 6:30 – 8:30pm.	5	6 6:30 – 8:30pm. "MK TRAINING NIGHT: BOOKATHON – CHIPS AND POSSIBILITIES"	7	8
9	10	11 Tuesday Night Live Success Meeting 6:30 – 8:30pm.	12	13 6:30 – 8:30pm. "MK TRAINING NIGHT: BOOKATHON – CHIPS AND POSSIBILITIES"	14	15 Star Consultants dead line 4th quarter
16 Father's Day	17	18 Tuesday Success Meeting 6:30pm -16 Fleetwood Avenue, Chestnut Ridge, NY RSVP --A MUST	19	20 6:30 – 8:30pm. "MK TRAINING NIGHT: BOOKATHON – CHIPS AND POSSIBILITIES"	21	SATURAYSIZZLINGSATURDAYS DEBUT OF NEW CONSULTANTS AND SHOW OF SUMMER PRODUCTS 11am.
23	24	25 Tuesday Night Live Success Meeting 6:30 – 8:30pm.	26 Wednesday Success Meeting 11Am – 16 Fleetwood Avenue, Chestnut Ridge, NY -- RSVP A MUST	27 6:30 – 8:30pm. "MK TRAINING NIGHT: BOOKATHON – CHIPS AND POSSIBILITIES"	28	29 Sizzling Saturday/ Jumpstart at the Best Western, Nyack, NY 9:30AM- 1PM.\$10 consultants and \$15 directors. Guests are Free. Make your reservations with kjharris143@yahoo.com or call Vivian at 8452699940
30						

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 – CHIPS AND POSSIBILITIES"	5	6
7	8	9 Tuesday Night Live Success Meeting 6:30 – 8:30pm.	10	11 6:30 – 8:30pm. "MK TRAINING NIGHT: BOOKATHON – CHIPS AND POSSIBILITIES"	12	13
14	15	16 Tuesday Night Live Success Meeting 6:30 – 8:30pm.	17	18 6:30 – 8:30pm. "MK TRAINING NIGHT: BOOKATHON – CHIPS AND POSSIBILITIES"	19	20
21	22	23 Tuesday Night Live Success Meeting 6:30 – 8:30pm.	24	25 6:30 – 8:30pm. "MK TRAINING NIGHT: BOOKATHON – CHIPS AND POSSIBILITIES"	26	27
28	29	30 Tuesday Night Live Success Meeting 6:30 – 8:30pm.	31			

KNOW ONE WAY WE WILL FINISH OUR SEMINAR GOAL & YOU CAN FINISH STAR WITH

OPERATION SUNBLOCK!!!

Two years ago one of our Offspring unit members, Krystal Carpenter went out and sold \$2,140 Retail in ONE DAY with this idea!!!

How it Works:

Take orders from your friends, family, co-workers and businesses for "Sun Kits" for our troops in the Middle East (see attachments) Collect \$20 per kit, which would include a Sunscreen SPF30 and Lip Protector with SPF15. Collect all your donations and purchase these products from Mary Kay and have Mary Kay directly ship these orders to address listed below. You can directly ship from Mary Kay in ONE ORDER for just \$8.75! You then can partner up with an organization called Soldier's Angels and the word from them is that our troops need and appreciate any Mary Kay products, but particularly SUNSCREENS!!!! So here's the fabulous Sun Kits you will be able to order directly from Mary Kay and have shipped directly to the charitable foundation, Soldier's Angels! And they have a Tax ID number so that is perfect for your supporters to use on their tax return for 2012. ISN'T THIS GREAT!??

How To Do It:

-I don't add sales tax.

-Call all your friends that own businesses.

- Use this Script: "Hi, this is ____ with Mary Kay! My unit has been challenged to donate 1000 Sunblock protectants for our US Soldiers in Afghanistan using our "Operation Sunblock." My personal goal is to have 600 sets sponsored. The sets are \$20 and count as a charitable contribution for you. How many sets can I count on from you? How about 100?" (change the amount on that second line based on the size of the business).

At the end put together a "Thank You" flyer listing all the businesses that helped support Operation Sunblock along with her final number donated.

I am matching donations from my customers, but this is up to you to decide what you would personally like to do. For every 1 you donate, I will personally match the gift set.

Call FIRST, then drop by to pick up payment from them and providing them at that time with a receipt for their donation. (attached on this email)

Target businesses that you do business with first OR any personal connections you have with successful business owners.
How Many Sets Do We Need to Sell as a Unit to Reach our Goal of Half Million Circle of Excellence?

If every consultant in our Unit sold only 50 sets (and ordered by June 30th), we would reach our goal!!! My personal contribution will be 100 Sets to finish our goal!!! How many can I count on you for?

Congrats to the Bees Who are already getting sets sponsored!!

Christine Page - 15 sets

Christina Hatzakis - 3 sets

Orenda Hunniford - 2 sets

What does this mean for YOU -

Sell 20 sets X \$20 = \$400 and you can send an additional 20 sets, or you can keep your roughly \$185 profit. The two products cost \$21.50 and you can sell it for \$20.00 - you still profit \$9.25. It's up to you if you want to charge the sales tax or eat that cost.

Sell 40 sets X \$20 = \$800 and you send an additional 40 sets, or you can keep your \$362

Sell 100 sets X \$20 = \$2000 and you'll send an additional 100 sets, or you'll have \$905 profit!!!

It is Easy breezy to sell 100....

ask 10 people to sell just 10, or 5 people to sell 20, call your customers, call a business.

What is your goal??

How many Sun Kits can you find sponsors for so that you can take care of lots of our troops?!!!

See the attached documents to forward to your customer base and contact list!!!! You will need to have your orders of JUST the sun packages sent to (create a separate order on your intouch and drop-ship directly to this organization):

Soldiers' Angels

5068 US HWY 64 East

Franklinville, NC 27248

Help us to serve our troops and break records this month! You will never know if you don't try! If you are going to participate, e-mail me YOUR goal of how many of these you want to sell. My goal is at least 100!

Here is the link for Solider's Angels if you want to research or send along to your customers: Soldiers' Angels

www.soldiersangels.org/operation-mary-kay.html

Thank you! Dream Big! Vivian

OPERATION SUNBLOCK

Help Protect Our Troops As They Protect US!

We are sending SUN Protection Care Pack-

ages to Our Troops!!

Our Unit Goal

\$20 per care pkg.

is to support 400!!



Cash or Check payable to:

	Customer Name	# of Care packages	@ \$20 each	TOTAL
1				
2				
3				
4				
5				
6				
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9				
10				
11				
12				
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30				



SUPPORT OUR TROOPS OPERATION SUNBLOCK!

Help us supply our American troops
with sunscreen products to protect them...
Just like they protect us.

We are sending Sun Protection Care Packages to Our Troops!
Donate \$20.00 to sponsor a care package TODAY!

Combat troops have a duty to remain fit, healthy
and ready for action at all times; in fact
it is a chargeable offence no less, to suffer from any
preventable infection caused by the harmful effects of the sun
and be rendered unfit for duty.

Did you know that the average temperature between the months of
May and November are 102' Fahrenheit?

The climate is arid with little natural shade protection.

But with Mary Kay's SPF 30 Sunscreen and Lip Protector with Sunblock, we will
be giving our troops protection that they currently do not have.

100% of the care packages purchased will go to benefit our troops! We will
cover the cost of shipping and transport to the respective distribution points.

A care package consists of the following:

- 1 SPF 30 sunscreen
- 1 lip protector sunscreen 15



Operation Sunblock

Help protect them as they protect us!

Thank you _____ for your donation of \$_____ toward Mary Kay sunscreen products to help comfort the troops who are sizzling under the hot sun in the Middle East.

The Tax ID# for Soldiers' Angels (so you can claim the donation) is 20-0583415. The donated sets will be sent directly to Soldiers' Angels to be distributed to where the donations are most needed.



Free Pampering session and

50% off on any one glamour

Thank You for your donation

Contact:

Operation Sunblock

Help protect them as they protect us!



Thank you _____ for your donation of \$_____ toward Mary Kay sunscreen products to help comfort the troops who are sizzling under the hot sun in the Middle East.

The Tax ID# for Soldiers' Angels (so you can claim the donation) is 20-0583415. The donated sets will be sent directly to Soldiers' Angels to be distributed to where the donation is most needed.

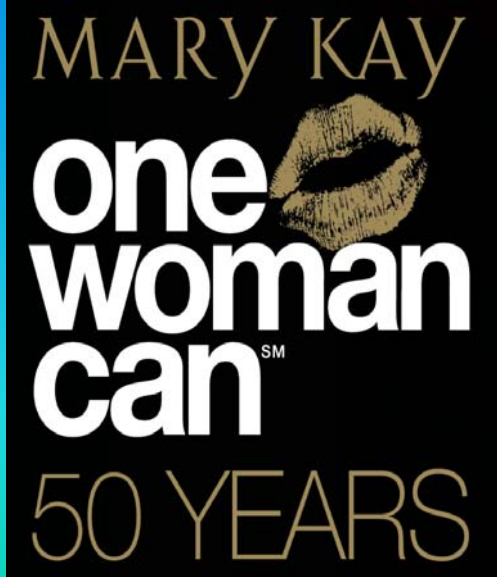


**Free Pampering Session and
50% off on any glamour item**
Thank You for your donation

Contact:



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



Para la Maravillosa...
 For the Marvelous...



Celebrate 50 with the commemorative *One Woman Can™* necklace!

June 1-30, 2013

Earn this necklace in June 2013!



This beautiful keepsake necklace commemorating the Mary Kay 50th Anniversary year can be yours when you place a single \$400 or more Section 1 wholesale order during the month of June 2013!*

The crystal-studded pendant features two interwoven circles that represent the story of one woman (small circle) who created an opportunity that is shared by women around the world (large circle).

The polished rhodium-tone intertwined circles are accented with the Mary Kay® logo and clear, brilliant-cut crystals topped with a brilliant-cut cubic zirconia. The necklace comes on an 18" chain with a 2" extender. When you qualify, the necklace will be shipped with your order.

One Woman Can™ be YOU!

*Limit one necklace per Independent Beauty Consultant