



Vivian's VisionAires



Results and recognition April 2014 - April 2014

A Cadillac winning National Area - Inner Circle bound

DIRECTORS IN THE TOP 2



Jennifer Levitt
\$12,390.50



Meredith Taylor
\$12,302.00

Top 10 Year to day



1. Jennifer Levitt \$269,241
2. Mali Nakdimen \$252,401
3. Fraidel Klein \$246,912
4. Chaya Suri Klein \$232,420
5. Meredith Taylor \$204,082
6. Miryam Levovitz \$201,658
7. Kristina Pernfors \$187,502
8. Alejandra Alvarado \$153,582
9. Daria Rocco \$122,731
10. Kivian Diaz-Harris \$121,923

Congratulations to our New Directors



Gitta Pultman
Mali Nakdimen Unit



Inocensia Hernandez
Alejandra Alvarado Unit

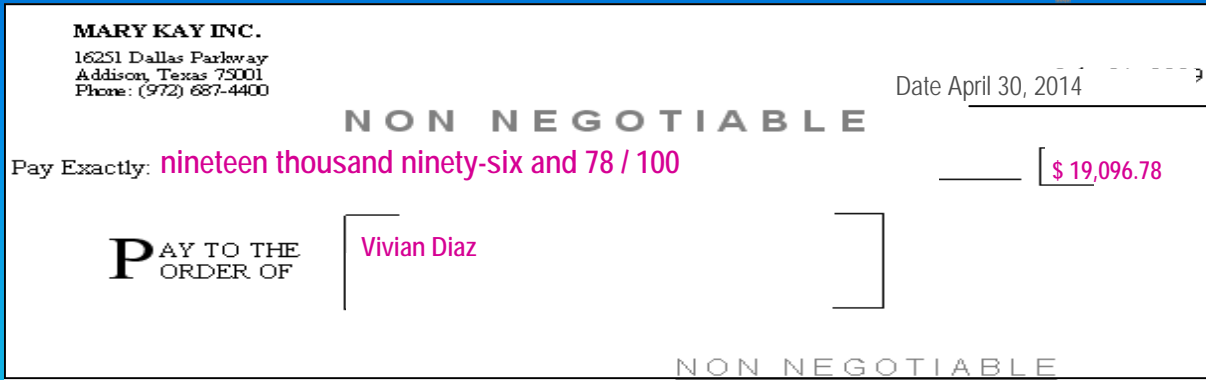
Gold Medal Winners



Mali Nakdimen 3RD

“MOVING ON UP TO NSD”

“Directoras Moviendo para NSD”.



NSD: Ruth Everhart



Executive Sr. Sales Director
position available
posición disponible



Future Ex. Sr. Sales Director



**Ilana
Prager
3 Sales
Director**

Senior Sales Director :

- Daria Rocco** **2 Directors**
- Jennifer Levitt** **2 Director**
- Chaya Suri Klein** **1 Director**
- Antonella Micarelli** **1 Director**
- Mali Nakdimen** **1 Director**
- Adelaide McKeever** **1 Director**

Personal Recruiting Directors	
Mali Nakdimen	8
Antonella Miccarelli	4
Inocencia Hernandez	4
Irma Nunez	3
Ester Barahona	3
Adelaide McKeever	3
Jennifer Levitt	3
Ingrid Hernandez	3
Miryam Levovitz	3
Meredith Taylor	2
Karina Schulz	2
Daria Rocco	2
Nancy Morabito	1
Alejandra Alvarado	1
Chaya Suri Klein	1



YTD Adjusted Seminar Retail
FROM JULY 2013
TO JULY 2014
CAMINO A LOS CLUBES DE UNIDAD

Sales Director	YTD Unit
Jennifer Levitt	\$269,241
Mali Nakdimen	\$252,401
Fraidel Klein	\$246,912
Chaya Suri Klein	\$232,420
Meredith Taylor	\$204,082
Miryam Levovitz	\$201,658
Kristina Pernfors	\$187,502
Alejandra Alvarado	\$153,582
Daria Rocco	\$122,731
Kivian Diaz-Harris	\$121,923
Adelaide McKeever	\$103,236
Antonella Miccarelli	\$96,580
Ester Barahona	\$92,050
Irma Nunez	\$90,134



\$4,000+
Unit Wholesale!

PRODUCCION DE UNIDAD DEL MES

Jennifer Levitt	\$12,390.50
Meredith Taylor	\$12,302.00
Fraidel Klein	\$8,251.00
Mali Nakdimen	\$7,272.25
Alejandra Alvarado	\$7,086.50
Kivian Diaz-Harris	\$6,092.75
Kristina Pernfors	\$6,041.50
Ester Barahona	\$5,395.00
Chaya Suri Klein	\$5,175.00
Ingrid Hernandez	\$5,053.50
Irma Nunez	\$5,006.75
Adelaide McKeever	\$5,003.25
Miryam Levovitz	\$5,002.50
Daria Rocco	\$5,002.50

FORMULA Simple de Éxito para las Directoras!!
 Por NSD Vivian Diaz

Hay 7 actividades que necesitamos hacer todos los días con nuestro negocio!!! Necesitamos ENFOCARNOS y trabajar este negocio con una gran urgencia y la actitud de "hacerlo ahora, hacerlo ahora, hacerlo ahora" y trabajar con una actitud de siempre hacer "un poco mas". El trabajo que haces HOY te va a dar un cambio significativo en dos de tres meses. Al contrario es también verdad, el trabajo que no haces hoy te va a dar resultados sin crecimiento ninguno. Si te concentras en estas 7 actividades vas a ver un cambio drástico y vas a empezar a tener éxito diariamente teniendo cheques grandes que te mereces. Enfócate en estas actividades diariamente con estas preguntas.

1. ¿Con cual consultora(s) Yo estoy trabajando hoy para que ella(s) crezcan en esta carrera?
2. ¿Cuántas reclutas personales estoy Yo agregando hoy?
3. ¿Cuántos reclutas de la UNIDAD estoy agregando hoy?
4. ¿Estoy vendiendo personalmente \$200 TODOS LOS DÍAS? Si hacemos esto diariamente por 30 días (30X\$200=\$6,000 retail/\$3,000 al por mayor)
5. ¿Tengo 2 o 3 citas personales hoy?
6. ¿Estás Tu consiguiendo nombres y números de 5 nuevas personas hoy y le estas dando seguimiento?
7. ¿Qué nuevo consultora estoy calificando hoy?

Guarda esto hoja en tu escritorio y trabájalo diariamente. Mientras mas de estas actividades hagas mas crecimiento vas a tener en tu unidad. Tu y tu familia se lo merecen.



Driving in Style

Manejando en Estilo

CADILLAC



Jennifer Levitt

Chaya Suri Klein



Premier Club Plus Winners



Meredith Taylor

Fraidel Klein

Kristina Pernfors

Miryam Levovitz

Mali Nakdimen

Premier Club Winners Ganadoras del Club de Primera



Antonella Miccarelli, Ilana Prager, Daria Rocco

Brazilian Directors - Diretoras Brasileiras



MYRLLA PINTO LIMA

Unit Production 22,402
 Personal Production 606
 Unit team members 79
 Unit Recruiting 1



PAULA MARCIA MENEZES DOS SANTOS

Unit Production 12,604
 Personal Production
 Unit team members 31
 Unit Recruiting



MEIRE GRAVATA PINTO DE SOUZA

Unit Production 10,307
 Personal Production
 Unit team members 26
 Unit Recruiting

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!

TOP

TOP

Qual Total

TOP

Jennifer Levitt	\$1,335
Mali Nakdimen	\$842
Chaya Suri Klein	\$554
Daria Rocco	\$450
Kristina Pernfors	\$342
Fraidel Klein	\$331
Alejandra Alvarado	\$330
Meredith Taylor	\$292
Irma Nunez	\$268
Antonella Miccarelli	\$210

Antonella Miccarelli	\$1,905
Ingrid Hernandez	\$1,785
Alejandra Alvarado	\$1,518
Chaya Suri Klein	\$1,245
Kristina Pernfors	\$1,226
Jennifer Levitt	\$1,075
Daria Rocco	\$1,014
Irma Nunez	\$919
Miryam Levovitz	\$768
Meredith Taylor	\$658
Fraidel Klein	\$645
Kivian Diaz-Harris	\$619
Mali Nakdimen	\$604

Jennifer Levitt	32	56
Mali Nakdimen	32	73
Alejandra Alvarado	29	56
Ester Barahona	29	37
Miryam Levovitz	25	46
Fraidel Klein	21	31
Irma Nunez	19	26
Chaya Suri Klein	18	27
Adelaide McKeever	15	26
Meredith Taylor	14	47
Kristina Pernfors	11	31
Antonella Miccarelli	10	30
Daria Rocco	7	26
Ingrid Hernandez	7	22
Karina Schulz	7	19
Kivian Diaz-Harris	7	18

Jennifer Levitt	\$4,816.65
Meredith Taylor	\$3,591.14
Mali Nakdimen	\$2,795.95
Fraidel Klein	\$2,603.35
Ester Barahona	\$2,530.97
Adelaide McKeever	\$2,296.84
Ingrid Hernandez	\$2,051.13
Chaya Suri Klein	\$2,017.83
Alejandra Alvarado	\$1,981.62
Daria Rocco	\$1,925.94
Irma Nunez	\$1,918.65
Kristina Pernfors	\$1,827.27
Kivian Diaz-Harris	\$1,570.58
Miryam Levovitz	\$1,336.68



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	12
Meredith Taylor	11
Karina Schulz	9
Irma Nunez	8
Antonella Miccarelli	8
Alejandra Alvarado	8
Adelaide McKeever	8
Jennifer Levitt	7
Ester Barahona	6
Kristina Pernfors	6
Miryam Levovitz	5
Inocensia Hernandez	5
Daria Rocco	5
Kivian Diaz-Harris	4
Fraidel Klein	4
Ingrid Hernandez	3
Nancy Morabito	2
Ilana Prager	2
Chaya Suri Klein	1

Meredith Taylor	80
Jennifer Levitt	70
Daria Rocco	56
Miryam Levovitz	55
Fraidel Klein	51
Kristina Pernfors	48
Kivian Diaz-Harris	47
Mali Nakdimen	43
Irma Nunez	43
Antonella Miccarelli	43
Ester Barahona	41
Adelaide McKeever	36
Alejandra Alvarado	34
Chaya Suri Klein	30
Ilana Prager	30

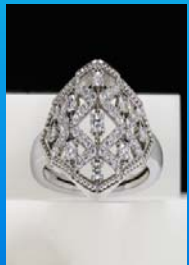
Jennifer Levitt	\$1,200.00
Meredith Taylor	\$1,200.00
Fraidel Klein	\$800.00
Mali Nakdimen	\$700.00
Alejandra Alvarado	\$700.00
Kivian Diaz-Harris	\$600.00
Kristina Pernfors	\$600.00
Ester Barahona	\$500.00
Chaya Suri Klein	\$500.00
Ingrid Hernandez	\$500.00
Irma Nunez	\$500.00
Adelaide McKeever	\$500.00
Miryam Levovitz	\$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	\$73,441	\$34,394
Tina Schaible	Kristina Pernfors Unit	\$37,348	\$17,376
Ruth Lebovits	Vivian Diaz Unit	\$32,808	\$14,584
Malkita Rosenfeld	Jennifer Levitt Unit	\$31,557	\$14,116
Blimi Kaufman	Chaya Suri Klein Unit	\$24,399	\$11,520
Sima Neuhaus	Mali Nakdimen Unit	\$23,911	\$11,122
Nechama Briller	Fraidel Klein Unit	\$22,002	\$10,696
Judy Glucksman	Jennifer Levitt Unit	\$21,649	\$9,656
Rochel Jager	Jennifer Levitt Unit	\$21,094	\$9,209
Tina Amundson	Kristina Pernfors Unit	\$19,869	\$7,451
Chaya Knopf	Fraidel Klein Unit	\$19,035	\$7,963
Rebecca Getzler	Jennifer Levitt Unit	\$18,905	\$8,581
Patricia Xavier	Karina Schulz Unit	\$18,447	\$8,460
Myrna Gomez	Vivian Diaz Unit	\$18,411	\$7,858
Zisi Reiner	Mali Nakdimen Unit	\$17,724	\$7,012



¡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
Ester Barahona	Unit Director	\$2,625	31
Inocencia Hernandez	Unit Director	\$1,674	17
Irma Nunez	Unit Director	\$1,533	16
Miryam Levovitz	Unit Director	\$3,320	13
Adelaide McKeever	Unit Director	\$1,526	12
Jennifer Levitt	Unit Director	\$3,612	12
Chaya Suri Klein	Unit Director	\$3,189	10
Fraidel Klein	Unit Director	\$3,731	10
Kristina Pernfors	Unit Director	\$1,139	10
Karina Schulz	Unit Director	\$1,327	7

Area Court of Sales Directors — Top 10

CORTE DE VENTAS DIRECTORAS

Sales Director	Retail	Wholesale
Kristina Pernfors	\$38,332	\$16,997
Chaya Suri Klein	\$33,392	\$15,095
Ingrid Hernandez	\$33,009	\$14,064
Alejandra Alvarado	\$32,267	\$13,878
Meredith Taylor	\$25,293	\$10,743
Antonella Miccarelli	\$23,317	\$11,077
Fraidel Klein	\$23,235	\$9,730
Daria Rocco	\$21,579	\$9,456
Jennifer Levitt	\$21,220	\$9,056

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	Unit Mbrs Needed
Gitta Pultman	3rd	\$7,231.50	3
Inocensia Hernandez	2nd	\$14,398.00	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
Gitta Pultman	3rd	\$22,231.50	25
Inocensia Hernandez	2nd	\$29,398.00	21

Honors Society

- \$60,000 Adjusted Unit Wholesale

Director	Contest Month	Wholesale Needed	Unit Mbrs Needed
Miryam Levovitz	8th	whs met	2
Gitta Pultman	3rd	\$52,231.50	25
Inocensia Hernandez	2nd	\$59,398.00	21

Area DIQs

DIRECTORA EN CALIFICACION SENIOR

Myrna Gomez	Vivian Diaz
Nechama Briller	Fraidel Klein
Jodi Rivett	Meredith Taylor

June

Happy Birthday

Adelaide McKeever	5th
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iiiAnniversaries!!!

Kristina Pernfors	3
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Should I Go to Seminar???

by NSD Mary Pat Raynor

Every consultant in Mary Kay land is asking that question right now. I remember so vividly, 17 years ago when my Director told me to plan on going to Seminar. I had just quit my job to pursue MK full time. I was a brand new single mom. I had full responsibility for house payment and all expenses, including child care. I was emotionally devastated from the breakup of my marriage as were my daughters. (ages 8 & 10) I had no savings. AND... I had just submitted for DIQ (which meant that I would need to take an additional trip to Dallas the month following seminar...we went before DIQ in the former system.)

Now, honestly, what would you be thinking? I had only been with the company around 6 months at this point.....wouldn't you question the soundness of that decision? Besides, I had been to soooo many conferences and seminars in my educational background and quite frankly, I didn't care for them.

Did I intend for Mary Kay to be my life's work? I wanted it too. Yes! Was I nervous? Oh yes!!!! **Did I go? YES!** Think about this for a minute.....your future lies in your thought process surrounding this.....Your future will always be in the Yes's of this business, never in the no's. You are probably waiting to hear how much stronger I felt once the decision was made. I didn't. In fact, I cried most of the way down to Seminar, hiding my tears from my team members.

I was in a very fragile state emotionally, yet I knew those two little girls were counting on me to find the strength, courage and way to go forward with our life. The thoughts would keep creeping into my mind about the bills to be paid less than 4 days upon my return....house payment, tuition payment....food! My faith wasn't even that strong at that time of my business. We had a yard sale to raise part of the money for my two trips and *the girls sold their Barbie condo and donated the money for my trip.* It was OUR dream. It was OUR future.

I share this because it is so easy to look at me and look at the other Directors and assume...assume that the road was easier than yours.....assume that they couldn't possibly know what you are going through and how it feels to leave your children, to raise the money when you are soooo in debt.... to leave home in the middle of one of life's difficult passages...are you with me? Why in the world would I want to dedicate an entire message to this one question? Because...when you decide to make a way...find a way....and join us at Seminar.....

You will look at me with your eyes wide with amazement and voice inaudibly the words "Thank you" and we will both know what you mean! You will be thankful because.....

- You will have a new vision for what YOU will be able to do with your business.
- You will no longer question whether or not this business is for you.
- You will learn how to save time and manage time better.
- Your energy level will increase dramatically for your goals.
- Your income will double, if not quadruple with the training you receive.
- Your thinking will transcend from the maybes to the will .
- You will meet women who will inspire you to new heights of thinking and acting.
- You will learn about your products and gain a new found confidence in sharing them.
- You will make very special friendships with women who will share the career path with you AND you will have more fun than you can possibly imagine!

If your current boss told you that a business seminar would take place this summer and you would be expected to go....you would simply make the arrangements. This is exactly what I want you to do with Seminar. Please don't question what will be the most life changing few days in your career. Make the arrangements. The only acceptable reasons for not attending are death and dilution.

Your future is much too important to ignore this. I want you there with me. **Remember Successful people are find-a-way, make-a-way women.** They have complications, they have stresses, yet they base their decisions on the future and what it holds, **not the present obstacles.**

I can't wait to tell your story, full of obstacles, that will inspire the masses next year at this time....and it will all boil down to the fact that you simply made the arrangements and went to Seminar.

**"You were born to win...but to be a winner, you must plan to win, prepare to win, and expect to win."
-ZIG ZIGLAR**

descubre lo que **AMAS**

¿Iré al Seminario?

por NSD Mary Pat Raynor

Todas las consultoras en la tierra de Mary Kay se están haciendo esta pregunta en estos momentos. Yo lo recuerdo vivamente, 17 años atrás cuando mi directora me dijo que planeé mi asistencia al Seminario. Acababa de dejar mi trabajo para dedicarme a Mary Kay tiempo completo. Yo era una madre soltera nueva. Tenía la responsabilidad completa del pago de mi casa y todos los demás gastos, incluyendo el cuidado de mis niñas. Estaba emocionalmente devastada tanto yo como mis hijas por el rompimiento de mi matrimonio. (Edades 8 y 10) No tenía ahorros. Y acababa de empezar el DIQ (lo que significaba un viaje adicional a Dallas al mes siguiente del seminario ... nosotros íbamos en el mes anterior a DIQ en el sistema formal.) Ahora, honestamente, ¿Qué estarías pensando? Yo solo he estado con la compañía más o menos 6 meses a este punto ... ¿no te cuestionarías el sonido de esa decisión?, Además yo había estado en muchísimas conferencias y seminarios en mi formación educacional y francamente, A mí no me importaba. ¿Acaso yo intentaba que Mary Kay sea el trabajo de mi vida? Si eso era lo que yo quería. ¡Si! ¿Estaba nerviosa? ¡Por supuesto que sí! Y ¿Fui? ¡Si! Piensa esto por un minuto, tu futuro se acuesta en tus pensamientos alrededor de ... Tu futuro siempre se basará en los "Sis" de tu negocio, nunca en los "Nos". Estarás esperando que te diga que fuerte me sentí al tomar esta decisión. Pero no fue así, lloré casi todo el camino hacia el Seminario, escondiendo las lágrimas de mis miembros del equipo.

Estaba en un momento emocional muy frágil, y sabía que esas dos pequeñas niñas estaban esperando que encontrara la fuerza, el coraje y la manera de salir adelante en la vida. Los pensamientos me atormentaban en la mente, ¡las cuentas por pagar, a menos de 4 días... de mi regreso, el pago de la casa, pago de tutoría ... comida! Mi Fe en mi negocio no estaba tan fuerte en ese momento. Tuvimos un "Yard Sale" para juntar parte del dinero necesario para mis dos viajes y las niñas vendieron su Casa de la Barbie y donaron el dinero para mis viajes. Era NUESTRO sueño. Era NUESTRO futuro. Yo comparto esto con ustedes por que es muy fácil mirarme y mirar a otras directoras y asumir ... asumir que el camino fue mucho mas fácil que el tuyo ... asumir que ellas no entienden por lo que estas pasando y lo difícil que es dejar a tus hijos, de encontrar el dinero necesario cuando estas llena de deudas ... de dejar tu casa en uno de los momentos mas difíciles de tu vida ... ¿Estas conmigo? ¿Por qué yo querría dedicar un mensaje entero en esta sola pregunta? Porque ... cuando tu decides tomar un camino ... encontrarás la manera ... y acompañanos en el Seminario

Tu me mirarás con los ojos abiertos llenos de emoción y una voz inaudible con palabras de ... "Agradecimiento" y las ¡dos sabremos que es lo que eso significa! Tu estarás agradecida por que

- Tendrás una nueva visión de lo que TU puedes hacer por tu negocio.
- No te cuestionaras si este negocio es para ti o no.
- Aprenderás como aprovechar y no perder el tiempo.
- El nivel de tu energía se incrementara enormemente hacia tus metas.
- Tu ingresos se duplicaran., si es que no se cuadruplican con el entrenamiento que vas a recibir.
- Tus pensamientos cambiaran del quizás por el por supuesto
- Conocerás mujeres que te inspiraran en tu forma de pensar y actuar hacia tus nuevos retos
- Aprenderás a ceca de tus productos y esto te dará confianza a la hora de demostrarlos

Harás amistades muy especiales con mujeres que compartirán la trayectoria de tu carrera Y ¡te divertirás mas de lo que imaginaste!. Si tu actual jefe te dijera que un seminario de negocios se llevara a cabo este verano y esperan que tu vallas ... tu simplemente harías los arreglos. Esto es exactamente lo que quiero que tú hagas con el Seminario. Por favor no te cuestiones, lo que por unos días será lo que cambiara el rumbo de tu negocio para toda la vida. Haz los arreglos. El único pretexto aceptable para no ir es la muerte o que en esos días estés por tener a tu bebe.

Tu futuro es mucho más importante como para ignorar esto. Te quiero ahí conmigo. **Recuerda que las personas exitosas encuentran la manera, crean la manera mujeres.** Tiene complicaciones, se estresan, y ellos basan sus decisiones en su futuro y lo que les espera, **no en los obstáculos del presente.**

No puedo esperar en contar tu historia, llena de obstáculos, que inspiraran a otros el próximo año en este tiempo ... y todo se calmara en cuanto hagas los arreglos necesarios para ir al Seminario

"Tu naciste para ganar ...pero para ser un ganador, tu debes planear como ganar, prepárate para ganar, y espera ganar." -ZIG ZIGLAR

Consistency Challenge Flyer

FOUR INNER CIRCLE NATIONAL SALES DIRECTORS

Hosted by
ENSD Cheryl Warfield



ENSD Cheryl Warfield



EENS Gloria Mayfield Banks



ENSD Sonia Paez



SNSD Debi Moore



SNSD Joanne Bertalan



NSD Morayma Rosas



NSD Beth Piland



NSD Andrea Newman



NSD Maureen Myers



NSD Sabrina Goodwin Monday



NSD Diane Mentiply



NSD Roxanne McClure

COME ABOARD OUR GOLD MEDAL CRUISE!

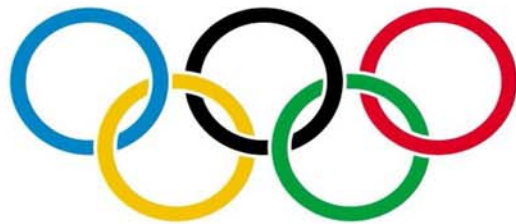


For Consultants & Directors

Contest dates to earn Gold Medals:

January 2014 - June 2014

- **Be a Gold Medal Winner and you get to join us on the Mary Kay GOLD MEDAL cruise!**
- **Get 2 Gold Medals and you can bring your family & spouse/spice!**
- **Get 3 Gold Medals and you can join the NSDs for a special luncheon on the cruise!**
- **Get 4 Gold Medals and you get to have a special dinner at the Captain's Table!**



Featuring 25 NSDs!

Prices, Dates of Cruise & Details are on back of flier



NSD Kim McClure



NSD Cathy Littlejohn



NSD Maureen Ledda



NSD Connie Kittson



NSD Sylvia Kalicak



NSD Cecilia James



SNSD Lynda Jack



*Royal Caribbean's
Enchantment of the Seas*

Among some of the standout innovations brought on board are an expanded pool deck that juts out over the ocean, 151 additional staterooms, four bungee trampolines, two suspension bridges topped by awe-inspiring arches, and an incredible interactive Splash Deck for kids. Ship updated in 2005



Don't forget-you will need your Passport!

There are 61 shore excursions to choose from in Nassau, Co-coCay (Royal Caribbean's private island) and Port Canaveral.



Please remember you have up to 4 days prior to your sail date to purchase your Royal Caribbean International Shore Excursions online. If you are within the 4 days, you will then need to purchase your Shore Excursions on board; land excursions would need to be purchased directly through your tour director on the land portion of your Cruise Tour. Also, be sure to sign up for the **Crown & Anchor Society** through their website. Membership entitles you to many exclusive benefits - from special savings on cruise vacations to exciting onboard offers on spa services, casino visits, and much more. Our members get extra amenities, cruise planning benefits and onboard events. Plus, the more you cruise, the more benefits you'll receive.

September 5-8, 2014

From Port Canaveral, FL to Nassau & Cococay, Bahamas!

4 Days—3 Nights

**Consultants & Directors may attend with a
Personal Gold Medal Jan—June 2014**

<u>Room Category</u> <i>(based on double occupancy)</i>	<u>Group Fare</u> <i>(per person- includes Taxes & Port Fees)</i>	<u>Gratuities</u>	<u>Insurance</u> <i>(optional)</i>	<u>Total per person</u>
Junior Suite	\$622.63	\$36	\$59	\$717.63
OV Balcony (D2)	\$452.63	\$36	\$29	\$517.63
Ocean View (H)	\$382.63	\$36	\$29	\$447.63
Interior	\$372.63	\$36	\$29	\$437.63



Register for the Gold Medal Cruise through:

Gloucester Travel & Cruise

Bob Booth is our Travel Agent

856-742-8010

www.gloucestertravel.com/groups

Look for Mary Kay—Gold Medal Cruise

Rookie of the Year



<u>Rank</u>	<u>Name</u>
1	Miryam Levovitz
2	Mali Nakdimen
3	Fraidel Klein
4	PAULA MARCIA MENEZES DOS
5	MEIRE GRAVATA PINTO DE SO

Most Improved



<u>Rank</u>	<u>Name</u>	<u>Overall Change</u>
1	Alejandra Alvarado	312.00%
2	Nancy Morabito	151.50%
3	Ester M. Barahona	93.90%
4	Vivian Diaz	75.40%
5	Kivian Diaz-Harris	51.30%

Building Stars!

One way to build a million-dollar unit is to build Star Consultants.

Independent Elite Executive Senior Sales Director Jeanie Navrkal from Omaha, Nebraska, who went from the \$650,000 Circle of Excellence to the Million-Dollar Circle in one year, shares these ideas for doing just that.

Set a yearly goal for Star Consultants

Decide what you want your unit retail production to be by the end of the seminar year and then use the following general rule of thumb to help determine how many Star Consultants you may need in order to achieve that goal:

- \$300,000 Circle of Achievement = 30 Star Consultants
- \$500,000 Circle of Achievement = 50 Star Consultants
- \$650,000 Circle of Excellence = 65 Star Consultants
- \$800,000 Circle of Excellence = 80 Star Consultants
- \$1,000,000 Circle of Excellence = 100 Star Consultants

If 30 Star Consultants in one year seems overwhelming, break it down into quarters - that's only about eight Star Consultants each quarter.

Increase the initial orders of first-time Star Consultants

During your inventory discussions with new Consultants, explain the benefits of having a larger inventory—for instance, they can receive more free product from the Company.

Raise the expectancy level of current Star Consultants

Are some of your Consultants perennial Sapphire Stars? Then give them a reason to work for an Emerald, Diamond or Ruby Star. For example, Jeanie supplements the Company's Star Consultant program with her own unit promotions. To encourage \$500, \$600, \$700 and \$1,000 retail weeks, she offers prizes that are not very expensive. For instance, here are some of the prizes she's offered:

- Popcorn or pizza at a unit meeting
- Lunch with her
- A weekend at her home for four quarters of Star Consultant status

Says Jeanie, "Think of all the things that you could do to build your Stars, to build to the top and it may take you there."





"Winners are those people who make a habit of doing the things others are uncomfortable doing."

~ Ed Foreman

Three Principles of Great Success!

by Brian Tracy, Sales Coach and Motivator

Get Better Results than Ever Before

There are several principles of military strategy that you can apply to your business, every single day. These can help you to think better and get better results than ever before.

Do the Unexpected

One really helpful military principle that can be applied to business is the Principle of Surprise. The principle of surprise says, "do the unexpected!" In sales and marketing, this means to be continually seeking ways to out-flank or upset your competition.

Do the Opposite of Before

Sometimes doing exactly the opposite of what you have been doing up till now can turn out to be the perfect solution. The natural tendency for a person, when they find themselves in a hole, is to dig deeper. In many cases, the solution is to go and dig somewhere else. Remember, the first law of holes is, "When you find yourself in one, stop digging."

Follow-up and Follow-Through

A second military principle that applies to business is the Principle of Exploitation. The principle of exploitation emphasizes the importance of follow-up and follow-through. In business, this means that, when you get an opportunity, you exploit it to the fullest extent possible. If you have a great promotional idea or product or service, you sell all you can. You take advantage of your idea or breakthrough and use every opportunity to capitalize on it.

Work Harmoniously With Others

The third principle of military strategy that applies to personal and corporate thinking is the Principle of Cooperation. In business, this is often called the principle of synergy. In military terms, this is often called the principle of "concerted action." In business terms, your ability to work effectively and harmoniously with other individuals and groups is more responsible for your success than any other quality.

Win the Cooperation of Key People

A key part of strategic thinking is for you to identify the individuals, groups and organizations whose cooperation you will require to achieve your goals. Make a list of them and then organize the list in order of importance. Then ask yourself, "How am I going to win their cooperation?"

Answer Everyone's Favorite Question

Everyone wants to know, "what's in it for me?" The effective executive is always looking for ways to help or assist others knowing that this is the only sure way to create within them a desire to help you to achieve your goals.

By doing the unexpected, by following up and following through, and by constantly looking for ways to get other people to cooperate with you, you will accomplish more in a shorter time than you might ever have imagined.

Action Exercises

Here are two things you can do immediately to apply these ideas in your business and in your work.

First, look at your job, especially the areas where you are experiencing frustration, and question whether or not there is a completely different way of approaching your problem or situation. Do the unexpected. Perhaps you should be doing exactly the opposite of what you are doing today. All success in business comes from surprising the competition in some way.

Second, identify the people, groups and organizations whose assistance you will need to achieve your goal. Continually look for ways to earn their support and cooperation by thinking in terms of what is in it for them.

I know there is GREAT Success in YOUR future!
Love, Vivian



VisionAire Directors Simple FORMULA for SUCCESS!!!

There are 7 things we need to be doing every single day with our businesses!!! We need to FOCUS and work this business with a sense of urgency and the attitude of "do it now, do it now, do it now" and working it with the "and then some attitude". The work that we do today shows up in two to three months. The opposite is also true- the work that we don't do today also shows up in two to three months. If we can focus on these 7 simple things EVERY DAY, we will achieve success AND the big paychecks that we deserve! FOCUS on these activities daily (instead of weekly):

1. Who am I moving up the career path today?
2. Who am I PERSONALLY recruiting today?
3. How many UNIT recruits am I adding today?
4. Am I personally selling \$200 EVERY SINGLE DAY? If we do that every day for 30 days (30X\$200=\$6,000 retail/\$3,000 wholesale)
5. Am I booking 2 to 3 PERSONAL selling appointments today?
6. Am I getting names and numbers of 5 new people today and following up with them?
7. Who am I qualifying today?

Keep this daily sheet on your desk. The more yes's you get, the closer you will be to your career goals!!!! It was created for WOMEN just like you! Success is a choice what is your SUCCESS choice TODAY!!

"Upcoming Events"

Following.....

- June 2nd Directors Meeting Best Western NY 10 - 1pm
- June 6 and 7 Ruth Everhart Debut in Bradenton, FL.
- July - Vero Beach
- August - Bradenton
- September - Vero Beach
- October - Retreat in Hilton Melbourne, FL.
- November - Bradenton
- December - Holiday Gathering in Vero Beach



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