



Vivian's VisionAire



Cadillac winning National Area Inner Circle bound
July 2013 Results

Directors with Cadillac production

DIRECTORAS CON PRODUCCION DE CADILAC



Ruth Everhart
\$18,548.50



Jessica Anderson
\$17,779.25



\$10,000 Club



Valerie Goldston
\$15,460.50



Kristina Pernfors
\$12,054.75



Mali Nakdimen
\$12,000.50



Chaya Suri Klein
\$11,794.00

"10 10 Win"

Congratulations!!!

Continuing adding bees by having at least \$10,000 and 10 consultants in one month:



Ruth Everhart



Jessica Anderson



Mali Nakdimen



Miriam Kibler
New Director



Orenda Hunniford as her
Sr. Sales Director

“MOVING ON UP TO NSD”

“Directoras Moviendo para NSD”.

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

Date July 31, 2013

NON NEGOTIABLE

Pay Exactly: **seventeen thousand two hundred twenty-two and 98 / 100** \$ **17,222.98**

PAY TO THE ORDER OF **Vivian Diaz**

NON NEGOTIABLE



Elite Executive Senior Sales Director :

Position available
 posición disponible

Future Ex. Sr. Sales Director

NSD:
 position available
 posición disponible

Executive Sr. Sales Director



Ruth Everhart
7 Sales Director



Ilana Prager
3 Sales Director



Claudia Polanco
3 Sales Director



Maggie Segneri
3 Sales Director

Personal Recruiting Directors

Hilda Noemi Caballer	5
Lisa-Marie Hintze	3
Nalda Polanco	3
Marcia Szollosy	3
Ingrid Hernandez	3
Antonella Miccarelli	2
Meredith Taylor	2
Orenda Hunniford	2
Wanda Renee Winkfiel	2
Chaya Suri Klein	2
Fraidel Klein	2
Nancy Morabito	1
Ilana Prager	1
Myrna Gomez	1
Julie Hunniford	1
Brandy Harlan	1
Karla Shuman	1
Tammy Benson	1
Isabel MacGloan	1
Hannah Brunner	1
Daria Rocco	1



Hilda Noemi Caballer

Senior Sales Director :

- Daria Rocco** 2 Directors
- Orenda Hunniford** 2 Director
- Holly Dix** 2 directors
- Jessica Anderson** 2 Director
- Jennifer Levitt** 2 Director
- Nancy Morabito** 1 Director
- Chaya Suri Klein** 1 Director
- Antonella Miccarelli** 1 Director



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



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

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



Hannah Brunner

\$17,805

Ruth Everhart	\$18,548.50
Jessica Anderson	\$17,779.25
Chaya Suri Klein	\$12,560.50
Jennifer Levitt	\$11,228.75
Fraidel Klein	\$11,107.00
Mali Nakdimen	\$10,531.50
Orenda Hunniford	\$9,332.00
Daria Rocco	\$9,020.00
Hannah Brunner	\$8,140.25
Valerie Goldston	\$7,596.66
Kristina Pernfors	\$7,018.75
Marcia Szollosy	\$6,013.25
Julie Hunniford	\$6,010.00
Meredith Taylor	\$5,512.25
Nalda Polanco	\$5,221.00
Brandy Harlan	\$5,088.75
Hilda Noemi Caballer	\$5,080.75
Kivian Diaz-Harris	\$5,009.00
Antonella Miccarelli	\$5,003.25
Alejandra Alvarado	\$4,999.75
Karina Schulz	\$4,388.50
Emily Stalf	\$4,338.50
Wendy Coffey	\$4,156.75
Isabel MacGloan	\$4,026.00
Ilana Prager	\$4,006.25
Irma Nunez	\$4,005.50
Lisa-Marie Hintze	\$4,003.50
Maggie Segneri	\$4,002.00

Sales Director	YTD Unit
Ruth Everhart	\$38,982
Jessica Anderson	\$36,882
Chaya Suri Klein	\$25,914
Jennifer Levitt	\$23,784
Fraidel Klein	\$23,303
Mali Nakdimen	\$21,805
Daria Rocco	\$19,470
Hannah Brunner	\$17,844
Kristina Pernfors	\$14,337
Orenda Hunniford	\$13,155
Marcia Szollosy	\$13,076
Julie Hunniford	\$12,612
Valerie Goldston	\$11,933
Hilda Noemi Caballero	\$11,531
Meredith Taylor	\$11,454
Nalda Polanco	\$11,382
Brandy Harlan	\$10,711
Alejandra Alvarado	\$10,619

People love to be around enthusiastic people. The word enthusiasm comes from the Greek words en and theos or "God within."
How do you get it? Sometimes you don't feel enthusiastic when you wake up in the morning, but if you act enthusiastic you'll become enthusiastic. I don't understand it, but it works! A favorite phrase of mine is, "Fake it until you make it!" Act enthusiastic and it will happen! If God is within you, you can't help but be enthusiastic about life and all of its possibilities.
~Mary Kay Ash



CADILLAC

Driving in Style Manejando en Estilo



Ruth
Everhart



Orenda
Hunniford



Jessica
Anderson



Jennifer
Levitt



Chaya Suri
Klein

Premier Club Plus Winners



Lisa
Hintze



Meredith
Taylor



Fraidel
Klein

Premier Club Winners Ganadoras del Club de Primera

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



Area DIQs

DIQs del Area

DIRECTOR IN QUALIFICATION SENIOR

Wendy Lemacks

Jessica Anderson

Beth Malave

Ruth Everhart

Jamie McKinley

Ruth Everhart

Mindy Cremont

Brandy Harlan

Chanie Weinberg

Chaya Suri Klein

Miryam Levovitz

Mali Nakdimen

September

Happy Birthday

Karla Shuman	9th
Daria Rocco	20th
Julie Hunniford	27th

iii Congratulations!!!

iii Unit Aniversaries!!!

Ingrid Hernandez	1
Mali Nakdimen	1

Personal business with great results

Negocio Personal con resultados fantásticos



13% Club Checks

Build your team!

Fraidel Klein	\$1,362
Chaya Suri Klein	\$1,022
Jennifer Levitt	\$803
Ruth Everhart	\$744
Jessica Anderson	\$571
Marcia Szollosy	\$495
Daria Rocco	\$488
Maggie Segneri	\$470
Valerie Goldston	\$467
Hilda Noemi Caballer	\$465
Orenda Hunniford	\$375
Nalda Polanco	\$288
Irma Nunez	\$238
Emily Stalf	\$228
Karina Schulz	\$212



Monthly Personal Wholesale

TOP

Kristina Pernfors	\$1,895
Antonella Miccarelli	\$1,821
Orenda Hunniford	\$1,791
Marcia Szollosy	\$1,504
Chaya Suri Klein	\$1,467
Lisa-Marie Hintze	\$1,437
Maggie Segneri	\$1,436
Hannah Brunner	\$1,420
Isabel MacGloan	\$1,403
Ilana Prager	\$1,074
Julie Hunniford	\$961
Alejandra Alvarado	\$944
Emily Stalf	\$856
Ruth Everhart	\$839
Wendy Coffey	\$744
Hilda Noemi Caballer	\$679
Jennifer Levitt	\$671
Daria Rocco	\$650
Fraidel Klein	\$631
Karina Schulz	\$609
Jessica Anderson	\$609
Nalda Polanco	\$607
Valerie Goldston	\$607
Irma Nunez	\$607



YTD Unit Recruiting

TOP Qual Total

Hilda Noemi Caballer	5	6
Ruth Everhart	5	14
Jessica Anderson	3	19
Mali Nakdimen	3	10
Nalda Polanco	3	3
Marcia Szollosy	2	3
Hannah Brunner	2	2
Chaya Suri Klein	2	5
Daria Rocco	2	7
Julie Hunniford	1	1
Karla Shuman	1	1
Alejandra Alvarado	1	4
Isabel MacGloan	1	4
Meredith Taylor	1	3
Jennifer Levitt	1	2
Wanda Renee Winkfiel	1	2
Brandy Harlan	1	10
Tammy Benson	1	1
Myrna Gomez	1	1
Fraidel Klein	1	2
Antonella Miccarelli	2	
Ilana Prager	1	
Claudia Polanco	1	



Monthly Director Commission

TOP

Ruth Everhart	\$7,573.44
Jessica Anderson	\$5,979.41
Chaya Suri Klein	\$4,381.61
Jennifer Levitt	\$4,309.61
Fraidel Klein	\$4,005.79
Valerie Goldston	\$3,254.43
Daria Rocco	\$3,080.21
Orenda Hunniford	\$3,069.80
Mali Nakdimen	\$2,779.76
Hilda Noemi Ca-	\$2,525.67
Hannah Brunner	\$2,514.69
Maggie Segneri	\$2,372.02
Marcia Szollosy	\$2,076.31
Nalda Polanco	\$2,066.23
Kristina Pernfors	\$1,832.18
Julie Hunniford	\$1,666.12
Meredith Taylor	\$1,513.96
Antonella Miccarelli	\$1,473.02
Kivian Diaz-Harris	\$1,384.32
Brandy Harlan	\$1,269.16
Alejandra Alvarado	\$1,242.87
Ilana Prager	\$1,150.17



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



Unit Recruiting For July

Jessica Anderson	19
Ruth Everhart	14
Brandy Harlan	10
Mali Nakdimen	10
Orenda Hunniford	9
Daria Rocco	7
Hilda Noemi Caballer	6
Chaya Suri Klein	5
Valerie Goldston	5
Alejandra Alvarado	4
Isabel MacGloan	4
Lisa-Marie Hintze	3
Meredith Taylor	3
Nalda Polanco	3
Marcia Szollosy	3
Ingrid Hernandez	3
Antonella Miccarelli	2
Wanda Renee Winkfiel	2
Holly Dix	2
Jennifer Levitt	2
Emily Stalf	2
Fraidel Klein	2
Hannah Brunner	2
Irma Nunez	1
Nancy Morabito	1
Ilana Prager	1
Myrna Gomez	1
Julie Hunniford	1
Kristina Pernfors	1
Claudia Polanco	1
Karla Shuman	1
Tammy Benson	1
Gina Tomlinson	1
Karina Schulz	1

Current Unit Size

Size is Key!! Work those numbers

Ruth Everhart	215
Jessica Anderson	179
Orenda Hunniford	119
Valerie Goldston	93
Hilda Noemi Caballer	79
Daria Rocco	77
Meredith Taylor	72
Lisa-Marie Hintze	70
Mali Nakdimen	64
Irma Nunez	62
Claudia Polanco	62
Brandy Harlan	58
Chaya Suri Klein	57
Isabel MacGloan	53
Emily Stalf	51
Jennifer Levitt	48
Kristina Pernfors	46
Antonella Miccarelli	46
Julie Hunniford	45
Maggie Segneri	43
Hannah Brunner	41
Adelaide McKeever	40
Kivian Diaz-Harris	39
Alejandra Alvarado	39
Ingrid Hernandez	36
Fraidel Klein	34
Holly Dix	34
Gina Tomlinson	33
Marcia Szollosy	31
Tammy Benson	31

Unit Volume Bonus

Maximize your Income!

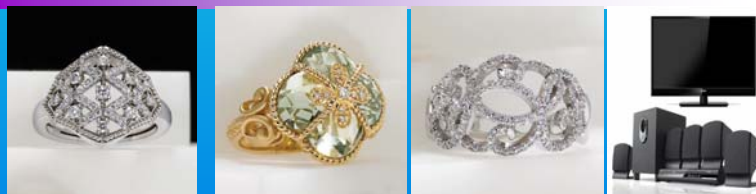
Ruth Everhart	\$1,800.00
Jessica Anderson	\$1,700.00
Chaya Suri Klein	\$1,200.00
Jennifer Levitt	\$1,100.00
Fraidel Klein	\$1,100.00
Mali Nakdimen	\$1,000.00
Orenda Hunniford	\$900.00
Daria Rocco	\$900.00
Hannah Brunner	\$800.00
Valerie Goldston	\$700.00
Kristina Pernfors	\$700.00
Marcia Szollosy	\$600.00
Julie Hunniford	\$600.00
Meredith Taylor	\$500.00
Nalda Polanco	\$500.00
Brandy Harlan	\$500.00
Hilda Noemi Caballer	\$500.00
Kivian Diaz-Harris	\$500.00
Antonella Miccarelli	\$500.00

Area Court of Sales Consultants — YTD

CORTE DE VENTAS CONSULTORAS

YTD 1 de July 2011 — 30 June 2012

Consultant	Director	Retail	Wholesale
Esther Ginsberg	Chaya Suri Klein Unit	\$10,576	\$5,163
Nechama Brilller	Fraidel Klein Unit	\$9,227	\$4,494
Rochel Jager	Jennifer Levitt Unit	\$8,181	\$3,607
Rachel Alter	Mali Nakdimen Unit	\$8,176	\$3,600
Jaime Timmerman	Jessica Anderson Unit	\$6,111	\$2,706
Chani Schwartz	Fraidel Klein Unit	\$5,512	\$2,401
Brooke King	Hannah Brunner Unit	\$4,791	\$2,114
Tina Schaible	Kristina Pernfors Unit	\$4,482	\$2,206
Jennifer Loveland	Brandy Harlan Unit	\$4,287	\$1,867
Marian Schneider	Valerie Goldston Unit	\$4,233	\$1,839
Stephanie Servello	Daria Rocco Unit	\$4,218	\$1,832
Helene Longpre	Ruth Everhart Unit	\$4,170	\$1,807
Elizabeth Franchina	Marcia Szollosy Unit	\$4,168	\$1,807
Millie Morris	Daria Rocco Unit	\$4,157	\$1,801
Helen Bordvich	Tammy Benson Unit	\$4,155	\$1,800
Meredith Shirk	Jessica Anderson Unit	\$18,045	\$8,753



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

*Queen's Court of Sales!
\$36,000 retail
July 1, 2013 — June 30, 2014
See website for more prizes!*

Area Court of Sharing Directors— YTD

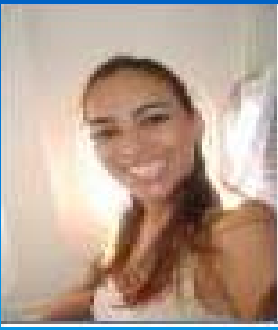
CORTE DE RECLUTAMIENTO DIRECTORAS

YTD 1 de July 2011 — 30 June 2012

Consultant	Unit	Commission	Recruits
Hilda Noemi Caballer	Unit Director	\$347	4
Nalda Polanco	Unit Director	\$234	3
Marcia Szollosy	Unit Director	\$391	2
Fraidel Klein	Unit Director	\$312	1
Hannah Brunner	Unit Director	\$190	1
Julie Hunniford	Unit Director	\$162	1
Tammy Benson	Unit Director	\$162	1
Myrna Gomez	Unit Director	\$68	1

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

Sales Director	Retail	Wholesale
Kristina Pernfors	\$3,950	\$1,895
Antonella Miccarelli	\$3,741	\$1,821
Orenda Hunniford	\$3,702	\$1,791
Lisa-Marie Hintze	\$3,124	\$1,437
Marcia Szollosy	\$3,098	\$1,504
Chaya Suri Klein	\$2,963	\$1,467
Maggie Segneri	\$2,952	\$1,436
Hannah Brunner	\$2,879	\$1,420



Brazilian Directors

Myrlla Lima

Paula Maricia Menezes

CONGRATULATIONS TO OUR VISIONAIRE AREA IN BRAZIL:

Sr. Sales Director Myrlla Pinto Lima with two Offsprings

Paula Marcia Menezes Dos Santos

and her Newest Director as of June, 2013

Raquel Silva Xavier Santana

Brand New International Sales Director Adelaide McKeever

With her newest offspring as of July 2013

Meire Gravata Pinto de Souza

A Special thank you to Adelaide McKeever for never giving up
and having the Vision of growing Brazil. She has never waiver her
Passion to build Brazil with wonderful directors. I am so proud of you.

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
Hannah Brunner	3rd	\$1,336.25	2
Miriam Kibler	2nd	\$13,535.00	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
Valerie Goldston	Final Totals	WINNER	WINNER
Fraidel Klein	5th	whs met	20
Hannah Brunner	3rd	\$16,336.25	14
Miriam Kibler	2nd	\$28,535.00	23



Honors Society

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

At One Year from Debut Date

Director	Contest Month	Wholesale Needed	Unit Mbrs Needed
Ingrid Hernandez	12th	\$18,656.35	19
Mali Nakdimen	12th	whs met	mbrs met
Emily Stalf	11th	\$638.60	13
Isabel MacGloan	8th	\$25,202.50	mbrs met
Tammy Benson	8th	\$31,267.50	24
Gina Tomlinson	8th	\$37,645.75	22
Karina Schulz	7th	\$42,536.50	32
Valerie Goldston	7th	whs met	mbrs met
Fraidel Klein	5th	\$464.25	20
Hannah Brunner	3rd	\$46,336.25	14
Miriam Kibler	2nd	\$58,535.00	23





The Key to Influencing Others

by Brian Tracy, Author & Motivational Speaker

"When we do
the best that
we can, we
never know
what miracle is
wrought in our
life, or in the life
of another."

- Helen Keller



Do Nice Things For Others

One of the best ways to influence someone is to do something nice for him. I know many successful salespeople who make a habit of taking their prospects out to breakfast or lunch. During the breakfast or lunch, they do not talk about their products or services unless the client brings it up. They merely make small talk, ask questions and listen. They work on building trust, and they work on establishing a friendly relationship. At the end of the breakfast or lunch, they tell the prospect that they will be getting in touch with him sometime in the future with the possibility of talking to him about helping him in some way.

See Them As Friends and Partners

The best salespeople and businesspeople in America today are those who look upon their customers and prospective customers as friends and partners. They always look for ways to help their partners improve their lives in ways that are not directly related to the products or services they sell. They sow seeds, and they reap a harvest. They trigger a desire in people to reciprocate. When the time comes for those salespeople to approach their prospects with the possibility of buying their products or services, the prospects are wide open to the questions and inputs of the salespeople. The prospects have a deep-down desire to reciprocate.

Send Thank You Notes

One of the best ways to use this principle in your interactions is to continually look for ways to say and do positive things for people. Look for ways to do kind acts and favors for your friends and prospects. Send thank-you notes. Send birthday cards. Send clippings from newspapers about subjects that you feel may be of interest to them. Always keep your promises, and follow up on your commitments. Always do what you say you will do. Do everything possible to put in, knowing confidently that you will ultimately be able to get out far more. You will reap if you sow.

Be A Go-Giver Rather Than A Go-Getter

Someone has observed that no one ever built a statue to a person to acknowledge what he or she got out of life. Statues are built only to people to acknowledge what they gave. The most powerful, influential and successful people you will ever meet always look for ways to do nice things for others. When you meet someone under almost any circumstance, one of the best questions you can ask is this: "Is there anything that I can do for you?" Always look for ways to put in rather than to take out. The successful man or woman of today is a "go-giver" as well as a go-getter.

Be Open and Empathetic

The more that people feel that you are open and empathetic and sensitive to their needs and concerns, the more open they will be to your influencing them positively in some way. And the more you can influence others with the power and impact of your personality, the more you will accomplish, and the faster you will accomplish it. The more rapidly you will move toward the great success that you desire and deserve.

Action Exercises

Here are two things you can do immediately to put these ideas into action:

- ◆ First, look for ways to do nice things for other people, especially your family, friends, and customers. The more nice things you do for others, the better you feel about yourself.
- ◆ Second, take time to really listen to people, especially your staff and coworkers. The more and better you listen to others, the greater is your influence over them.

*It doesn't take much to influence others!
Put these into place and see dramatic results!
Love, Vivian*



Want to Recruit Corporate Women?

Then you need to get the product into their hands!!

Capture the Corporate Market by Betti Lord Hillman

Consumer-Trend Survey.... 94% of executives polled say no one ever contacted them about their holiday gift-giving needs. Eighty-eight percent of executives order their company's holiday gifts themselves, and 12% delegate the responsibility.

The largest group of executives said they spend \$25 — \$50 on employees and \$35 — \$55 on clients.

There is a 2.5 billion market to tap. That's what corporate holiday gifts are worth within the incentive gifts industry!! The IRS allows a deduction of \$25 per gift, but most feel this is too low and spend more. Spending is consistent, they don't believe in skimping on Christmas. The Corporate gift business is not satisfied by food anymore, they want warmer, more personal and more fun gifts. They want fresh, hip ideas that have a sensibility of "It's not just the money, I really care about you."

They want to personalize and acknowledge hard work. Acknowledging stress gives a little more permission to be casual. Aromatherapy, potpourri, perfume are great feminine gifts which are personal and creative.

Corporate vs. Consumer Sales

1. Corporate buyers want to buy. They are actively looking for products and services that help them run their businesses more effectively. They want to save time, save money, increase sales, and increase productivity. There are purchasing agents whose sole job is to buy. Giving is MANDATORY!
2. Corporate buyers are spending other people's money. Most companies have written gift policies. Many believe the government tax-deduction limit of \$25 is too low and often spend more. "The Concise Guide to Executive Etiquette" (Doubleday), says upper managers prefer gifts in the \$50 range. Senior executives spend \$100 or more.
3. Corporate buyers are sophisticated. They appreciate and are willing to pay for the extra touch.
4. Corporate buyers read. Your written material must stress the benefits of your service, not just the features.
5. Corporate sales involve a multi-step process. Make your contact via phone or

direct mail. You must get past the gatekeeper. "What is your call regarding?" Respond, "This is about the gifts she is needing." Or, "This is about a gift for you."

6. Corporate buying involves multiple buying influences: an administrative assistant, her boss, and whomever authorizes payment. Some corporations have a committee you have to give a presentation to. Don't fear this process. Be encouraged to know the company has an active gift-giving program. They are predisposed to buy.

YOU NEED TO KNOW that Corporate sales require a different approach and commitment than consumer sales. But if you show corporate clients how your gift service can help them reach their goals, you'll watch your business soar!!



Leadership Conference 2014

January 12—15, 2014
(Diamond, Emerald & Pearl)



Mardi Gras VIP Pre-Party Reception

- * On target for \$500,000 & above — \$250,000 Retail
- * On-Target for Double-Star or Triple-Star

Mardi Gras Party

"On-Target Unit Circles and Seminar Courts"

UNIT PRODUCTION

\$300,000 Circle & Above (\$150,000 Retail Production)
(6 months of approx. \$11,000)

	WHOLESALE	RETAIL
July	_____	_____
August	_____	_____
September	_____	_____
October	_____	_____
November	_____	_____
December	_____	_____
Total Retail Unit Production July 1—Dec. 31 _____		

ON-TARGET COURT OF SHARING

12 Qualified Personal Team Members

1. _____ Date Qualified: _____
2. _____ Date Qualified: _____
3. _____ Date Qualified: _____
4. _____ Date Qualified: _____
5. _____ Date Qualified: _____
6. _____ Date Qualified: _____
7. _____ Date Qualified: _____
8. _____ Date Qualified: _____
9. _____ Date Qualified: _____
10. _____ Date Qualified: _____
11. _____ Date Qualified: _____
12. _____ Date Qualified: _____

Total Personal Qualified July 1—December 31: _____

ON-TARGET COURT OF SALES

Minimum \$18,000 personal retail

	WHOLESALE	RETAIL
July	_____	_____
August	_____	_____
September	_____	_____
October	_____	_____
November	_____	_____
December	_____	_____
Total Personal Retail July 1—December 31: _____		

Option #2

New Directors achieve one of the following:

- New Independent Sales Director Programs.
- Achieve Honors Society or Triple Crown (Jan. 1, 2013—Jan. 1, 2014).
- Achieve On The Move or Fabulous 50s (July 1, 2013—Jan. 1, 2014).



**watch
me
grow!**
July 1 – Dec. 31, 2013

Grow your Unit Size by 13% each month during challenge period.

	Goal from Company	Actual Unit Size	Goal Met
July			
August			
September			
October			
November			
December			

MK Masquerade Ball Day 2

Qualifications:

- ☐ Sales Directors with **at least 13 Unit Star Consultants** in the combined quarters of June 16—Sept. 15, 2013 and Sept. 16—Dec. 15, 2013 who are also **Star Consultants in both quarters**, will qualify to attend.
- ☐ New Sales Directors who debut Oct. 1—Dec. 1, 2013 can qualify to attend when they have **at least 6 Unit Stars** in the quarter Sept. 16—Dec. 15, 2013, and who are **also Star Consultants in that quarter**.

Color in STARS as they are completed.



Conferencia de Liderazgo



¡mírame crecer!

Del 1 de julio al 31 de Dic. de 2013



Entrada temprana VIP a la Recepción Pre Fiesta

Las Directoras de Ventas Independientes que del 1 de julio al 30 de Nov. de 2011 estén:

- En marca para el Círculo de Logros de \$500,000 y más (\$200,000 en producción de unidad estimada al menudeo)
- En marca para la Doble o Triple Estrella de Logros

Fiesta de Mardi Gras

EN CAMINO AL CLUB \$300,000+

Mínimo de \$125,000 Producción Menudeo = 6 meses de aprox \$12,500 whl

HOJA DE SEGUIMIENTO DE PRODUCCION DE UNIDAD:

Mayoreo: _____ Menudeo: _____

Julio	_____	_____
Agosto	_____	_____
Septiembre	_____	_____
Octubre	_____	_____
Noviembre	_____	_____
Diciembre	_____	_____

Total de Unidad al menudeo 1 Julio—31 Diciembre: _____

EN CAMINO A LA CORTE DEL COMPARTIR

10 Miembros personales de equipo Calificadas

1.	_____	Día de Calificación: _____
2.	_____	Día de Calificación: _____
3.	_____	Día de Calificación: _____
4.	_____	Día de Calificación: _____
5.	_____	Día de Calificación: _____
6.	_____	Día de Calificación: _____
7.	_____	Día de Calificación: _____
8.	_____	Día de Calificación: _____
9.	_____	Día de Calificación: _____
10.	_____	Día de Calificación: _____

EN CAMINO A LA CORTE DE VENTAS

Mínimo \$15,000 personal menudeo

HOJA DE SEGUIMIENTO PERSONAL:

Mayoreo: _____ Menudeo: _____

Julio	_____	_____
Agosto	_____	_____
Septiembre	_____	_____
Octubre	_____	_____
Noviembre	_____	_____
Diciembre	_____	_____

Total personal al menudeo al 31 de Diciembre: _____

Directoras de Ventas Independientes recibirán una recompensa en la Conferencia de Liderazgo 2014 por incrementar el tamaño de sus unidades un 13 por ciento cada mes durante el periodo del concurso. Un mínimo de 24 integrantes de unidad se requieren para lograr la meta Mirame crecer y recibir recompensas.

	Meta de la Compañía	# Consultoras Actual de Unidad	Meta Lograda
Julio			
Agosto			
Septiembre			
Octubre			
Noviembre			
Diciembre			

Baile de Mascaras Mk Dia 2

- Las Directoras de Ventas Independientes con por lo menos 13 Consultoras Estrella de unidad en los trimestres combinados del 16 de junio al 15 de Sept. de 2012, y del 16 de septiembre al 15 de Dic. de 2012, y también sean Consultoras Estrella en ambos trimestres, calificarán para asistir.
- Las nuevas Directoras de Ventas Independientes que debuten del 1 de octubre de 2012 al 1 de Dic. de 2012, pueden calificar para asistir si tienen por lo menos 6 Consultoras Estrella de unidad en el trimestre del 16 de Sept. al 15 de Dic. de 2012 y también son Consultoras Estrella en ese trimestre.



Opción #2
 Las Nuevas Directoras que Logren :
 Los programas de Nuevas Directoras
 Logren la Sociedad de Honor (enero 2013– enero 2014)
 Logren En Acción o los Fabulosos 50tas Julio 2013 - Julio 2014



The Inventory Talk

Ann Vartel, Success Coach

Imagine that you finally have a day all to yourself, some money to spend just on you, and a spring in your step as you walk through the mall, intent on reaching your very favorite clothing store. You come upon it and notice there is nothing in the window. How odd. You step inside and find...nothing. No clothes hanging on the racks. No mannequins. No shoes. Just a big, empty store. You can almost hear an echo as you call out, "hello?"

Over by the check out counter you see one saleswoman - nervous, shy, and almost hoping you won't come over. She has a few samples that you can try on - a sweater (not in your size), a skirt (not your color) and a pair of shoes (wrong size, wrong color, AND wrong height!). She also has a catalog of all the things the store would carry if it could "afford" to have inventory. You can order things from the catalog but then you'll have to wait to get them. You may just decide to walk out and never return again.

How do you feel, as the customer, at this moment?

I would feel extremely disappointed and even a little angry. Part of the fun of shopping, of pampering myself, is to walk out of the store with my purchases in hand. I want to wear them today, not in two weeks. We as women are very tactile. Watch women shop and you will notice that, in general, we will walk through any store feeling the fabric, running our fingers over the shoes, trying on the jewelry. We like to look at, feel, smell, try on, and "own" a product before we purchase it. Growing research indicates that while over 50% of the people who purchase online are women, many of them buy online only AFTER they have actually seen a product "live and in person."

Paint this "empty store" picture for your new consultant. Ask her how she would feel standing in the middle of that vast, open space surrounded by a few token items. Then paint her a new picture - one of a store teeming with shoppers, standing three deep at the check out, arms loaded with purchases, adding "up sell" items while they wait. This is the picture she must hold with her when you discuss the importance of inventory. No consultant serious about her business, who wants to succeed and succeed fast, who wants to earn back their investment in just a few months, would come in with inventory under \$2000.

Which store does she want? The one with tons of merchandise and exponential profit that offspring stores to mall after mall?

Or the one that goes bankrupt in two months?

She says she can't afford to have inventory? She can't afford not to!



"Upcoming Events"

September 22nd Star Consultant Celebration for quarter ending on September 15th. Sr. Daria Rocco's Home located at 89 Ridgemont Dr., Hopewell Junction, NY...RSVP not later than September 19th 8452264916 or dariarocco@gmail.com

October AREA RETREAT / - Florida, Date to be announced by end of July

Directors Meetings in Florida

August 9 – Bradenton, Fl. 11-2pm
September 6 - Pink studio in Vero Beach 11-2pm
September 20th Directors Meeting at the Crown Plaza in Suffern, 11am. DIQ's welcome.
October 4 – Bradenton, Fl. 11-2pm
November 1 – Pink Studio in Vero Beach
December 6 – Bradenton, Fl. 11-2pm



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