

VisionAires VISIONAIRES MILLION DOLLAR UNIT

March 2014 Results Resultados de Marzo 2014

Million Dollar Unit Club

Top Consultants With \$1,000 Or More Wholesale March









Martha Banuelos \$2,412.75

Ruth Lebovits \$2,369.50

Myrna E. Gomez. \$1.873.00

Elizabeth Ortiz. \$1.628.75







Miriam Y. Soto \$1,254.00



Libertad Delima \$1,239.50



Alida M. Verdone \$1.203.75

Welcome New Consultants envenidas Consultoras Nuevas

New Consultant	Sponsored by
Elida I. Almonte	M. Gomez
Dawn Bennett	D. McDowell
Carolyn Cruz	A. Martinez
Teresa Enriquez	M. Banuelos
Sandra A. Hamel	K. Repoza
Ramona M. Mejia	M. Sapeg
Jasmine E. Ortiz	E. Ortiz
Tiffany-Amber Ramos	Y. Rosario
Carlos Salazar	E. Orellana

2014 Court Of Sales 2014 Corte de Ventas



Top 20 Year-to-date

1 Ruth Lebovits \$32,808.00

4		
2	Myrna E. Gomez	\$15,255.00
3	Alida M. Verdone	\$9,275.50
4	Elizabeth E. Lopez	\$8,668.00
5	Cherry D. Inigo	\$8,514.00
6	Miriam Y. Soto	\$7,661.00
7	T. Silberstein	\$7,202.00
8	Roizy Hershkowitz	\$7,169.00
9	Bruchy Leibler	\$6,304.00
10	Martha Banuelos	\$5,424.50
11	Vanessa A. Hall	\$5,395.50
12	Miriam Wolfson	\$5,266.00
13	Margarita Sapeg	\$4,980.00
14	D. Wheatley-Murphy	\$4,890.50
15	Elizabeth Ortiz	\$4,874.50
16	Geraldine Havasy	\$4,589.50
17	Diana Suarez	\$4,491.50
18	Ruth C Chuqui-Conder	r \$4,483.50
19	Glynda W. Barrett	\$4,303.00
20	Maritza Romero	\$4,215.50

crutters Climbing The Ladder of doras subiendo la escalera del Exito

MARY KAY INC.

16251 Dallas Parkway Addison, Texas 75001 Phone: (972) 687-4400

NON NEGOTIABLE

Pay Exactly: twenty-four thousand two hundred twenty-seven and

Date March 31, 2014



Vivian Diaz



Independent Sales Director

24 or more

We are waiting for you!

Director in Qualification (DIQ) Directora en calificacion



Myrna E. Gomez RED JACKET

REWARDS...

*9 or 13% Commissions on Personals *13% on Unit Volume

*Bonus of 10% on Unit Volume *6 choices of Career Cars & More! *Sales Director Pin & Enhancer

REWARDS...

REWARDS...

REWARDS...

Comm

Qual

*Eligible to begin Director Qualification

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

*9 or 13% Personal Recruiting Comm

*Team Build Bonus-\$50ea New Qual

*9 or 13% Personal Recruiting

*Team Build Bonus-\$50ea New

Future Director

Futura Directora

We are waitting for you! Æstamos esperando por til

Lider de Egipo 5 or more Active Team Members **Team Leader**

We are waitting for you! ¡Estamos esperando por til

Star Team Builder (Red Jacket)

Impulsora de Equipo estrella

3 − **4** Active Team Members



Edith J. **Orellana** RED **JACKET**



Wanda Renee Winkfiel RED **JACKET**



Ruth Lebovits **RED JACKET**



Olga C. Giraldo 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 Libertad Delima Carolyn R. Ferguson Mattie Grunfeld Roizy Hershkowitz Clarisol Johnson

Mi J. Kim Elizabeth E. Lopez Dawn F. McDowell Lois A. Merkel Jenifer Pomerantz **Ruth Pomerantz**

Yadisha Rosario Margarita Sapeg Miriam Y. Soto Joanne Toombs Alida M. Verdone

REWARDS...

*4% Personal Recruiting Comm

*Senior Consultant Pin Enhancer



Primeras En Reclutamiento January / Enero



Myrna Gomez 1 new team member in March



Elizabeth Ortiz 1 new team member in March



Edith J. Orellana 1 new team member in March



Alma D. Martinez 1 new team member in March



Yadisha Rosario 1 new team member in March



Martha Banuelos 1 new team member in March



Margarita Sapeg 1 new team member in March



Dawn F. McDowell 1 new team member in March



1 new team member in March

SEMINAR CONTEST DATES: JULY 1, 2013 ~ JUNE 30, 2014

National Court Of Sharing Jewelry

Corte Nacional del Compartir Joyería

<u>]</u>	Recruite	er	New Team Mbrs	YTD Comm	Reina de la
	1	Myrna E. Gomez	7	\$913.30	de Comp Con 24 mie.
O Branding	2	Ruth Lebovits	1	\$114.12	(\$600 venta al p acumuladas de 2013
6	3	Jenifer Pomerantz	2	\$96.65	Queen's C
	4	Libertad Delima	1	\$96.51	of Shar. 24 New Team M
E.	5	Edith J. Orellana	2	\$57.36	(\$600 cumulative July 1, 2013— Jun

la corte partir

embros * l por mayor del 1de Julio

> Court iring! Members*

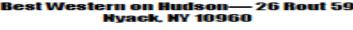
e wholesale ine 30, 2014)







Who has the Diva-est Shoes? to a Diva Shoe Fashion Show! Monday , April 28th, 2014





en for registration at 6:30pm



Summer Looks with Free Makeover Tips t be 21+ to attend.





Martha Banuelos	\$2,412.75
Ruth Lebovits	\$2,369.50
Myrna E. Gomez	\$1,873.00
Elizabeth Ortiz	\$1,628.75
Cherry D. Inigo	\$1,450.50
Miriam Y. Soto	\$1,254.00
Libertad Delima	\$1,239.50
Alida M. Verdone	\$1,203.75
Elida I. Almonte	\$632.00
Miriam Wolfson	\$628.00
Tiffany-Amber Ramos	\$606.50
Carlos Salazar	\$601.00
Alma D. Martinez	\$527.00
Ruth C Chuqui-C	\$460.25
D. Wheatley-Murphy	\$450.00
Joyce M. Baker	\$415.50
Margarita Sapeg	\$405.50
T. Silberstein	\$360.00
Yadisha Rosario	\$351.00
Cecilia T. Quiles	\$335.50
Marleny Gonzalez	\$309.50

Annie McNeil	\$308.50
Carrie Gagnon	\$278.00
Ruth Pomerantz	\$259.00
Edith J. Orellana	\$257.50
Carolyn R. Ferguson	\$249.50
Frances E. Soto	\$237.50
Nelli Montaleza	\$237.00
Dawn Bennett	\$235.50
Zena Bracero	\$233.00
Gladys M. Loaiza	\$228.00
Victoria G. Adam	\$228.00
Yvonne L. Hazell	\$227.50
Essie M. Momern	\$227.00
Iris M. Luciano	\$227.00
Diana Suarez	\$227.00
Latrinda M. Graham	\$226.00
Sherry K. Raditz	\$225.25
Catherine Bainger	\$225.00
Saundra J. King	\$225.00
Diane A. Kane	\$225.00
Joan M. Farkas	\$225.00

Estar bien preparada es una muy contribución para tu auto-estima.

Haz la tarea antes de hacer una llamada telefónica de ventas; Decide que es lo que quieres decir antes de empezar; desarrolla tus actitudes profesionales estudiando, entrenándote, y experimentado.

Todas estas acciones incrementarán tu nivel de Confianza





In business, a little empathy goes a long way. At times, it takes mental role-playing to understand where somebody else is coming from. If you're in sales, putting yourself in the other person's shoes should be an automatic reaction. But instead of

focusing on how closing the sale will benefit the customer, too many salespeople are focusing on the commission they'll get. Think in terms of what's good for

out.

the other person and success will seek you





Marketing Bag ~ Share Our Opportunity

Consultants, you take these things out of a bag, one at a time, and as you tell about them, you tell about our company. Its a great fun, visual way to share how we make our money in Mary Kay. Love it!

- * *A Cross or small Bible* God first philosophy, Family Second, and then Career.
- * A picture of family Personal motivation and quality family life.
- * A slinky or rubber band Flexibility (time) of no quotas and no territories.
- * *A flag* Freedom to be your own boss.
- * A set of clapping hands Praise and recognition.
- * *Play money* Income 2 ways...product/consumable & success of team.
- * Jewelry Awards and prizes earned.
- * Flowers or lei For all the trips around the world you can win.
- * Thumb tacks Tax benefits.
- * A #1 ribbon # 1 in Customer Loyalty
- * *Applause magazine* Show commissions that women make each month.
- * A car or car keys Company cars you can earn in Mary Kay.
- * *Dice* Mary Kay takes a gamble on us 90% buyback guarantee.
- * *An agreement* \$100 to get started, you get more than \$500 in products and over \$150 in samples!



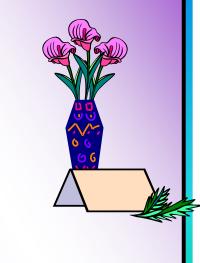
Unit May Birthdays ~ Cumpleaños

Birthdays	Day
Jenifer Pomerantz	1
Fannie M. Watson	3
Sharon T. Gamble	7
Eum Myongsoon	10
Dorcas Bravo	11
Laura C. Ramirez	13
Alida M. Verdone	13
Latrinda M. Graham	14
Luisa Gomez	15
Miriam Y. Soto	15
B. Belisario JINA OR	18
Peggy Mackey	19
Elizabeth Ortiz	19
Joanne Toombs	22
Ayesha Y. Marty	30
Mary E. Strassburg	30

Unit May

Anniversaries ~ Anniversarios

Anniversaries	Years
Miriam Wolfson	14
Ellen C. McEachern	13
Cynthia A. Salberg	9
Jennifer A. Rego	8
Marleny Gonzalez	7
Linda V. Wynder	6
Helen Taylor	4
Miriam Y. Soto	4
Mattie Grunfeld	3
Sharon T. Gamble	2
Kimberly A. Mitchell	2
Brendalys Juncos	1
Ana A. Santana	1
Jennifer Figuereo	1
Sherry K. Raditz	1





Myrna E. Gomez \$406.84 Vivian Diaz \$457.93

\$113.00

4% Recruiter Commission Level

Ruth C Chuqui-Conder

Libertad Delima

Elizabeth E. Lopez

Yadisha Rosario

Edith J. Orellana

Ruth Lebovits

Dawn F. McDowell

Clarisol Johnson

Thank You from Mary Ka

4% Recruiter Commission Level

Joanne Toombs

Ruth Pomerantz

Roizy Hershkowitz

Mattie Grunfeld



April 2014

	Sun	Mon	Tue	Wed	Thu	Fr	i i	Sat
	PJ and Poo (i've attack flyer)	ned the	1	2	Thursday Night Live Success in E Spanish Together with MK debu consultants			5 MKU and Moving on Up
6	Vivian's he Vero Be	ouse in each	8 Awards Night at the P ink Studio in Vero Be		10 Thursday Night Live Success in E Spanish Together with MK debu consultants			12
13	3	14	15	16	Thursday Night Live Success in F Spanish Together with MK debu consultants			19
20)	21	22	23	24 Thursday Night Live Success in Spanish Together with MK deb consultants			Debut at the
27	Shoe D	28 Diva Quest Event or	29 in NY	30			Fo	sance Newark Airport - r registration go to miodeyale.uniwise.con

12pm Wednesday Afternoon's Meeting with Kristina RSVP the day before 7725841008

May 2014

Sun	Mon	Tue	Wed	Thu	F	ri	Sat
12pm Wedneso	day Afternoon	's Meeting with	Kristina F	RSVP the day before	re 77258	341008	
1				1	2		3
				Thursday Night Live Success in I Spanish Together with MK debu consultants			MKU and Moving on Up
4	5	6	7	8	9		10
				Thursday Night Live Success in E Spanish Together with MK debu consultants			
11	<i>12</i>	13	14	15	16		<i>17</i>
		wards Night at the Pin nk Studio in Vero Bea		Thursday Night Live Success in E Spanish Together with MK debu consultants			
18	19	20	$\overline{21}$	22	23		24
				Thursday Night Live Success in I Spanish Together with MK debu consultants			
25	26	27	28	29	30		31
				Thursday Night Live Success in E Spanish Together with MK debu consultants			

WHATS HAPPENING AT THE VERO BEACH PINK STUDIO IN

APRIL AT 6:30PM:

Thursday, April 10 - Glam, Glam, Glamamour Night

Tuesday, April 15 - Women in Business Night

Thursday, April 17- Rock the Run way

Saturday, April 19^{th in the Morning - The Big 3 M Morning featuring 9-1pm} MKU, Moving on Up and Makeovers for Guests of MKU and moving on up consultants.

Tuesday, April 22 – Earth Day Natural Beauty

Thursday, April 24th - SPA NIGHT

Saturday: April 26 – M&M – 10 -1PM Muffins and makeovers

Tuesday: April 29th – April Showers – Spa Night- Come bring your Guest and Learn how to a Spa Party

Thursday: May 1st Eye Cream, Pajama PARTY Night

Tuesday: May 6th - Awards Night, Cinco de Mayo Style

Saturday: May 10th in the Morning - The Big 3M - Featuring 9-1pm MKU, Moving on Up and Moving on Up Consultants.

Thursday: May 8th - Mothers Day Makeovers

Tuesday: May 13th - Spring Cleaning Trash Day

Administrative Professionals' Week

April 20 - 26, 2014

Here are some great ideas to recognize Administrative Professionals and boost your sales at the same time.

- At local offices offer to come in and give the gals a pampering session. Spa treatment, Satin Hands, Mini Makeover, etc. Of course you can suggest that the boss purchase a gift certificate for them to spend during the pampering session.
- Offer to wrap and deliver anything they may want to give. Add balloons and make it beautiful.
- Call the wives of the men who have assistants. We all know that they do the shopping anyway.
- Don't forget your husband's office. Send different things for the holidays.
- Offer gift certificates that could be given out at their luncheon and used for anything they like.
- Visit local offices with single stem flowers and attach certificates for a makeover and \$5-10 in free product at the time of the makeover. (Make sure this is ok with management first.)
- Don't forget to offer something for the men too. There are lots of men in these positions as well.



Charm Couture OUR MONTHLY CHARM PROMOTION

Wow! I'm so proud of you! Keep it up and you will have your Charm Couture Bracelet full of charms!

Love, Vivian Diaz

Earn Charms by achieving: \$400 wholesale order \$800 wholesale order Sponsoring a New Qualified Recruit

MARCH WINNERS!

\$400 W/S

Elida Almonte - B

Miriam Wolfson - C

Tiffany-Amber Ramos - B

Carlos Salazar - B

Alma Martinez - C

Ruth Chuqui-Conder - C

Delia Wheatley-Murphy - C

Joyce Baker - B

Margarita Sapeg - C

\$800 W/S Qualified Recruits

Martha Banuelos - B

Ruth Lebovits - C

Myrna Gomez - C

Elizabeth Ortiz - B

Cherry Inigo - C

Miriam Soto - C

Libertad Delima - C

Alida Verdone - C

Myrna E. Gomez - 1

Yadisha Rosario - 1

Edith J. Orellana - 1







NEXT MONTH'S CHARMS!

Hit the ground running in your pink sneakers!

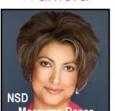
Pink Sneakers with Shamballa Bead = \$800 w/s

Pink Sneakers = \$400 w/s



FOUR INNER CIRCLE NATIONAL SALES DIRECTORS































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!



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











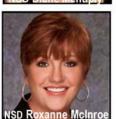














Among some of the standout innovations brought on board are an expanded pool deck that juts out over the ocean, 151 additional staterooms, four bungee trampolines, two suspension bridges topped by awe-inspiring arches, and an incredible interactive Splash Deck for kids. Ship updated in 2005



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

Room Category (based on double occupancy)	Group Fare (per person- includes Taxes & Port Fees)	<u>Gratuities</u>	Insurance (optional)	<u>Total</u> per person
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

Share the Love!

It is RECORD BREAKING APRIL!!! Help our Unit Break a Record.

We add 100 NEW Unit Members,

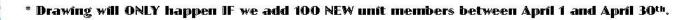
YOU have a chance to win \$500 CASH!!!

This is how you can get your name in the Drawing*:

- Each new consultant accepted into your team by the company during the month of April will grant you, the recruiter, 1 entry in the drawing.
- For each April recruit that becomes a Qualified** team member by April 30th you, the recruiter, will get 1 extra entry.

Two Years Ago, we added 74 New Consultants in April.

I Know that we can be our very best and break that record



 $^{^{\}ast\ast}$ a qualified team member is one that places an initial wholesale order of \$600 or more.



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

AMAS Seminario 2014

discover what you Seminar 2014

Seminar is the place where your dreams are given the power to move forward. You'll have more knowledge, information, and inspiration to soar higher than you ever have before.

~Mary Kay Ash

El seminario es el lugar donde tus sueños toman poder. Aprenderás, te informarás, e inspirarás para volar alto más alto que nunca. ~Mary Kay Ash



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

Mary Kay created her Company with the mission of Enriching Women's Lives®

and now women around the world say "I love my Mary KaySM" because of the rewarding opportunity that they have discovered. This April, you can help other women realize their potential with the Share the Love! Team-Building Promotion.

Start

Start a Mary Kay business for only \$160 \$75.

When a new Independent Beauty Consultant starts her Mary Kay business in April, she can get the Starter Kit for only

Share

Are you ready to stretch yourself and help other women realize their potential? When you start your business in April and share the Mary Kay opportunity, you can offer these same great incentives to anyone who also may want to start a Mary Kay business in April or May. With new team members, you can start earning commissions and potential team-building bonuses that can help get your new Mary Kay business off to a fabulous start!

