



VisionAires

VISIONAIRES MILLION DOLLAR UNIT

November 2013 Results

Resultados de Noviembre 2013

Million Dollar Unit Club

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

Primeras En Ventas de Octubre



Ruth Lebovits
\$2,238.50



Elizabeth Lopez
\$1,858.50



Myrna Gomez
\$1,549.25

Welcome New Consultants Bienvenidas Consultoras Nuevas

New Consultant

Sponsored by

Victoria A. Pepin

M. Gomez

Rosanna Rodriguez

M. Gomez

2014 Court Of Sales

2014 Corte de Ventas



Top 20 Year-to-date

1 Ruth Lebovits

\$16,421.50

2	Myrna E. Gomez	\$8,227.00
3	Elizabeth E. Lopez	\$7,700.00
4	Vanessa A. Hall	\$4,852.50
5	Diana Suarez	\$4,264.50
6	Maritza Romero	\$3,724.50
7	Miriam Wolfson	\$3,561.00
8	Miriam Y. Soto	\$3,532.00
9	Geraldine Havasy	\$3,528.00
10	Roizy Hershkowitz	\$3,436.00
11	Alida M. Verdone	\$3,354.00
12	D. Wheatley-Murphy	\$3,078.50
13	Cherry D. Inigo	\$2,736.00
14	T. Silberstein	\$2,647.00
15	Ruth C Chuqui-Conder	\$2,528.00
16	Edith J. Orellana	\$2,463.00
17	Gladys M. Loaiza	\$2,462.00
18	Glynda W. Barrett	\$2,458.00
19	Jenifer Pomerantz	\$2,419.00
20	Carolyn R. Ferguson	\$2,340.00

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 November 30, 2013

NON NEGOTIABLE

Pay Exactly: **eighteen thousand four hundred twenty-eight and 36 / 100** \$ **18,428.36**

PAY TO THE
ORDER OF

Vivian Diaz

NON NEGOTIABLE



Independent Sales Director 24 or more

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

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



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...

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

Future Director Futura Directora 8 or more

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

Team Leader Lider de Equipo 5 or more Active Team Members

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

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



Edith J.
Orellana
RED
JACKET



Olga C.
Giraldo
RED
JACKET



Elizabeth E.
Lopez
RED
JACKET



Ruth
Lebovits
RED
JACKET



Joanne
Toombs
RED
JACKET

REWARDS...

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



REWARDS...

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



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
Carolyn R. Ferguson
Marcela Fonseca
Mattie Grunfeld

Roizy Hershkowitz
Clarisol Johnson
Mi J. Kim
Lois A. Merkel
Ruth Pomerantz

Maritza C. Roca
Miriam Y. Soto
Romelia Velez
Alida M. Verdone
Wanda Renee Winkfiel

REWARDS...

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



Top Recruiters

Primeras En Reclutamiento November /
Noviembre



Myrna E. Gomez

2 new team member
in November

Edifica
EL MURO
de líderes

¡Únete al
movimiento!

Haz el compromiso

¡Las recompensas de
convertirse en nueva
Directora de Ventas
Independiente acaban de
ponerse mejor!

Las nuevas Directoras de Ventas Independientes que debuten el 1 de diciembre del 2013 o el 1 de enero de 2014 y se inscriban para asistir a la Conferencia de Liderazgo 2014 ¡recibirán un traje de Directoras de Ventas gratis con un valor aproximado de \$300!

Y...

Las Directoras de Ventas Independientes en calificación a partir de enero de 2014 que hayan presentado sus tarjetas de intención, se inscriban y asistan a la Conferencia de Liderazgo 2014, y luego debuten como nueva Directora de Ventas entre el 1 de febrero y el 1 de julio de 2014, ¡también se ganarán un traje de Directora de Ventas gratis valorado en \$300!

Espera, aún ¡hay más! No solo podrás ver el nuevo traje muy de cerca en la Conferencia de Liderazgo, ¡también te invitaremos a probarte los tres nuevos estilos del saco de 2014! ¡Preparen sus cámaras y nos vemos en Nueva Orleans!

* A cada una de las Directoras de Ventas Independientes se les enviará por correo postal un cheque de \$300 en el mes que debuta para usarlo en la compra de un saco, una falda y una blusa de Directora de Ventas Independiente.

Seminar 2014 Year To Date Totals

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

Share The Dream Comparte el sueño

National Court Of Sharing Jewelry

Corte Nacional del Compartir Joyería

Recruiter		New Team Mbrs	YTD Comm
1	Myrna E. Gomez	3	\$468.44
2	Jenifer Pomerantz	1	\$85.79
3	Delmi Orellana	2	\$49.60
4	W. Winkfield	1	\$24.15
5	Edith J. Orellana	1	\$24.02



Reina de la corte
de Compartir
Con 24 miembros*
(\$600 venta al por mayor
acumuladas del 1de Julio
2013

Queen's Court
of Sharing!
24 New Team Members*
(\$600 cumulative wholesale
July 1, 2013— June 30, 2014)

Building
WALL
toWALL
Leaders

Join the Movement.
Build Wall to Wall Leaders.

**The rewards for becoming a new
Independent Sales Director just got even better!**

New Independent Sales Directors who debut December 1, 2013 or January 1, 2014 and register and attend Leadership Conference 2014 will earn a free* Sales Director suit valued at \$300!

And...

Independent Sales Directors-in-Qualification as of January 2014 who have submitted their commitment cards, register and attend Leadership Conference 2014 and then debut as a new Independent Sales Director between Feb. 1 – July 1, 2014, will also earn a free* Sales Director suit valued at \$300!

Wait, there's more - not only will you get to see the new suit up close and personal at Leadership Conference, you will also be invited to try on all three new 2014 jacket styles! Get your cameras ready, and we will see you in New Orleans!

* A \$300 check will be mailed to the new Independent Sales Director during the month in which she debuts to use toward the purchase of an Independent Sales Director jacket, skirt and blouse.

We Are A Million Dollar Unit



Una Unidad del Millon

Ruth Lebovits

\$2,238.50

Elizabeth E. Lopez

\$1,858.50

Myrna E. Gomez

\$1,549.25

Geraldine Havasy \$669.50

Edith J. Orellana \$601.00

Cleidy P. Martinez \$555.25

Roizy Hershkowitz \$535.00

Miriam Wolfson \$401.00

Cherry D. Inigo \$348.00

C. Napolitano \$337.50

Rivka Wieder \$332.00

Carrie Gagnon \$329.50

Jenifer Pomerantz \$324.00

Paola Caeiro \$318.00

Jennifer A. Rego \$313.50

Ruth Chuqui- \$311.50

T. Silberstein \$296.50

Gloria Lindarte \$295.50

Danielle Jones \$294.00

Miriam Y. Soto \$291.50

Maritza C. Roca \$275.50

Luisa Gomez \$255.50

Susan E. Marvel \$244.00

Saundra J. King \$244.00

Monica Andino \$242.00

Gladys M. Loaiza \$232.00

Cecilia T. Quiles \$230.00

Roxana Tejada \$222.00

Diana Suarez \$211.00

Lynne E. Clifford \$210.50

Elizabeth Ortiz \$210.50

Sharon K. Fisher \$209.00

Meehee Gessler \$207.00

Karen A. Drysdale \$207.00

D. Wheatley-M \$206.50

Victoria G. Adam \$206.25

Stephanie Sweeney \$200.75

Diane A. Kane \$200.50

Laura C. Ramirez \$200.25

Tracey Franklin \$200.00

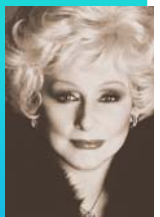
No es normalmente fácil encontrar un momento para sentarse tranquilamente y reafirmar todos nuestros objetivos, para calcular en que momento te encuentras para alcanzarlos, y determinar el próximo paso lógico a tomar. Pero vale la pena hacerlo.



Mantenerse a flote puede ser urgente, pero saber a donde vas es importante.

Mary Kay
WISDOM

It isn't always easy to find the time to sit down quietly and reaffirm our long-range objectives, to calculate where you stand on the way to achieving these objectives, and to determine the next logical step to be taken. It is worthwhile to do so. Staying afloat may be urgent, but knowing where you are going is important.



Mary Kay
WISDOM

This One Woman Can™ Globe Can Be Yours!

Dec. 1 – 31, 2013

Share the opportunity every time you're in a customer's presence.



Now is a great time to become a brand-new Mary Kay Independent Beauty Consultant! This exclusive keepsake ceramic hinged box commemorating the Mary Kay 50th Anniversary year could be yours when you start your business & place a single \$400 or more Section 1 wholesale order during the month of December 2013!

1st Quarter Stars~ Estrellas del 1er Trimestre



Myrna E. Gomez
Diamante



Ruby
Ruth Lebovits



Sapphire
Vanessa A. Hall



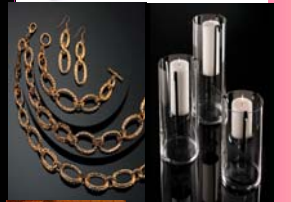
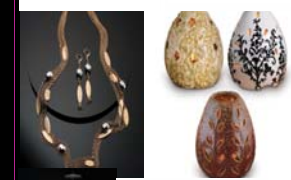
Sapphire
Alida M. Verdone

Aim for the Stars! Camino a las Estrellas

September 16, – December 15, 2nd Quarter

16 de Septiembre – 15 de Diciembre | 2do Trimestre!!!!

Consultant Name	Current Wholesale Production	—Wholesale Production Needed for Star—				
		Sapphire	Ruby	Diamond	Emerald	Pearl
RUTH LEBOVITS	\$4,298.50	*****	*****	*****	STAR	\$501.50
ELIZABETH LOPEZ	\$2,259.50	STAR	\$140.50	\$740.50	\$1,340.50	\$2,540.50
MYRNA GOMEZ	\$1,948.75	STAR	\$451.25	\$1,051.25	\$1,651.25	\$2,851.25
MIRIAM SOTO	\$988.50	\$811.50	\$1,411.50	\$2,011.50	\$2,611.50	\$3,811.50
CHRISTINA NAPOLITANO	\$922.50	\$877.50	\$1,477.50	\$2,077.50	\$2,677.50	\$3,877.50
ALIDA VERDONE	\$840.00	\$960.00	\$1,560.00	\$2,160.00	\$2,760.00	\$3,960.00
MIRIAM WOLFSON	\$811.50	\$988.50	\$1,588.50	\$2,188.50	\$2,788.50	\$3,988.50
ROIZY HERSHKOWITZ	\$808.50	\$991.50	\$1,591.50	\$2,191.50	\$2,791.50	\$3,991.50
CHERRY INIGO	\$781.50	\$1,018.50	\$1,618.50	\$2,218.50	\$2,818.50	\$4,018.50
RIVKA WIEDER	\$749.50	\$1,050.50	\$1,650.50	\$2,250.50	\$2,850.50	\$4,050.50
GLYNDA BARRETT	\$718.00	\$1,082.00	\$1,682.00	\$2,282.00	\$2,882.00	\$4,082.00
GERALDINE HAVASY	\$669.50	\$1,130.50	\$1,730.50	\$2,330.50	\$2,930.50	\$4,130.50
GLADYS LOAIZA	\$640.50	\$1,159.50	\$1,759.50	\$2,359.50	\$2,959.50	\$4,159.50
SAUNDRA KING	\$621.00	\$1,179.00	\$1,779.00	\$2,379.00	\$2,979.00	\$4,179.00
LAURA RAMIREZ	\$601.50	\$1,198.50	\$1,798.50	\$2,398.50	\$2,998.50	\$4,198.50
EDITH ORELLANA	\$601.00	\$1,199.00	\$1,799.00	\$2,399.00	\$2,999.00	\$4,199.00
AZUCENA GARCIA	\$600.50	\$1,199.50	\$1,799.50	\$2,399.50	\$2,999.50	\$4,199.50
CLEIDY MARTINEZ	\$535.75	\$1,264.25	\$1,864.25	\$2,464.25	\$3,064.25	\$4,264.25



2014 Career Conference Registration

"¿Cómo te Presentas?"

Comunicaciones, Escapa de las Trampas por Carole Martin (editado y adaptado para las Consultoras de Mary Kay por Gail Hopwood)

Empieza aún antes de que digas la primera palabra. Cuando (la cliente/prospecto) camina hacia ti, una opinión ya está formada. Mientras tu estás sentada esperando para decir tu dialogo y poner en practica todo lo aprendido, tu ya estás siendo juzgada por tu apariencia, postura, sonrisa o apariencia nerviosa

Un estudio hecho por UCLA unos años atrás revela que el impacto causado por el desempeño empieza por

- ◇ 7 por ciento en las palabras que usas
- ◇ 38 por ciento en la calidad de la voz
- ◇ 55 por ciento en comunicación no verbal

Recuerda a los profesores y maestros a los que escuchas. ¿Cuáles recuerdas como memorables - aquellos que eran mas animados o entretenidos, o a los que solamente te daban información? Esto no quiere decir que tengas que entretener totalmente a los invitados, pero significa que la comunicación tiene que ser interactiva. Si tu dices que estas muy animada con el proyecto de trabajar en esta compañía, pero no muestras nada de entusiasmo, tu mensaje se perderá. Así que sonrío, haz gestos de vez en cuando, muestra algo de energía, y haz que la experiencia sea agradable para las dos partes.

Trampas no verbales que querrás observar:

El apretón de manos: Es tu primer contacto con el prospecto. Ella aproxima su mano y recibe a cambio una mano húmeda, -- No es un buen comienzo. Tu apretón de manos debe de ser firme -- no como si tuvieras todos tus huesos rotos -- y tus manos deberán estar secas y tibias. La parte interior de tus muñecas son muy sensibles a la temperatura ambiental. ¡Calienta tus manos pero no las hagas sudar!

Tu postura: Párate y siéntate derecha. No hablamos que parezcas un "robot", pero muestra algo de energía y entusiasmo. Una mala postura muestra cansancio y desanimo. Revisate en el espejo o grábate en video.

Contacto Visual: Mira a las personas a los ojos. No querrás mirarlás fijamente, esto muestra agresión. Ocasionalmente, y despreocupadamente, mira las manos de la otra persona cuando habla. Contrariamente, si estas mirando al rededor de la habitación mientras hablas, transmites una falta de confianza o incomodidad de los que estas hablando.

Tus manos: Es muy natural hacer gestos con tus manos. Pero hacerlos en exceso puede causar distracción. Además, evita tocarte la boca mientras hablas. Mírate en el espejo mientras hablas por teléfono. Las probabilidades son muy grandes de que estés usando esos mismos gestos cuando estás en una situación de entrevista.

Aliento—Límpiate los dientes por un profesional dos veces por año, no te olvides usar el hilo dental, y usa productos como Altoids te asegurarán que no molestaras con tu aliento.

No estés Inquieta: No hay nada peor que ver a alguien jugar con su cabello, subirle y bajarle la punta al lapicero, mover el pie o tocarse inconscientemente partes de su cuerpo.

VESTIMENTA! Vístete para el éxito. ¡Aún si el mismo traje todos los días! Cámbiate las blusas a tu conveniencia. Pero que se te vea bien! ¿Por qué alguien con aspecto PROFECIONAL (estamos buscando PROFEIONALES no solo cuerpos amables con \$400), querrá hacer negocios contigo?

Preparar lo que vas a decir es importante, pero practicar como lo vas a decir es imperativo. Los mensajes no verbales hablan más alto que los mensajes verbales que estás dando.

¡¡Se lo mejor que puedas SER, !!

Vivian

"How Do You Present Yourself?"

from Communications, Escape the Pitfalls by Carole Martin (edited and adapted for Mary Kay Consultants by Gail Hopwood)

It begins even before you say your first word. By the time the (customer/prospect) walks toward you, an opinion is already being formed. There you sit waiting to spew out your scripts and dialogues, while you are already being judged by your appearance, posture, smile or nervous look.

A study done at UCLA a few years ago revealed that the impact of a performance was based on

- ◇ 7 percent of the words used,
- ◇ 38 percent on voice quality and
- ◇ 55 percent on nonverbal communication.

Look back at speakers or teachers you've listened to. Which ones stand out as memorable - the ones who were more animated and entertaining, or the ones that just gave out information? This is not to say that you have to totally entertain the guests, but it does mean that the conversation should be more interactive. If you say you are excited about the prospect of working for this company but don't show any enthusiasm, your message will probably fall flat. So smile, gesture once in a while, show some energy, and make the experience more pleasurable for both sides.

Nonverbal Pitfalls to Watch For:

The handshake: It's your first encounter with the prospect. She holds out her hand and receives a limp, damp hand in return -- not a very good beginning. Your handshake should be firm -- not bone-crushing -- and your hand should be dry and warm. The insides of your wrists are especially sensitive to temperature control. Warm your hands up but not sweaty!

Your posture: Stand and sit erect. We're not talking "ramrod" posture, but show some energy and enthusiasm. A slouching posture looks tired and uncaring. Check yourself out in a mirror or on

videotape.

Eye contact: Look the person in the eye. You don't want to stare, as this shows aggression. Occasionally, and nonchalantly, glance at the other person's hand as she is speaking. On the contrary, by constantly looking around the room while you are talking, you convey a lack of confidence or discomfort with what is being discussed.

Your hands: Gesturing or talking with your hands is very natural. Getting carried away with hand gestures can be distracting. Also, avoid touching your mouth while talking. Watch yourself in a mirror while talking on the phone. Chances are you are probably using some of the same gestures in a warm chatter or interview situation.

Breath—Having your teeth professionally cleaned twice a year, not forgetting to floss, and using products such as Altoids will insure that you don't have offensive breath.

Don't fidget: There is nothing worse than someone playing with his or her hair, clicking a pen top, tapping the foot or unconsciously touching parts of the body.

OUTFIT! Dress for Success. Even if it is the same suit every day! Change blouses for convenience. But look the part! Why would someone SHARP (we are looking for SHARP not just warm bodies with \$400), want to do business with you?

Preparing what you have to say is important, but practicing how you will say it is imperative. The nonverbal message can speak louder than the verbal message you are sending.

Be the best YOU, you can be!!

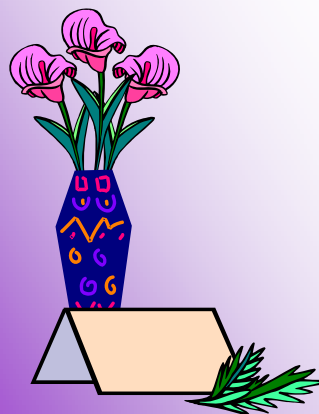
Vivian

Unit January Birthdays ~ Cumpleaños

Birthdays	Day
Natalie L. Carlo	4
Norga Mendez	4
M. Martinez	5
B. Rodriguez-Falu	5
Martha Alvarez	9
Katty Villavicencio	9
Sharon K. Fisher	15
Lynne E. Clifford	19
Olga C. Giraldo	19
Danielle Jones	19
Edith J. Orellana	20
Joan M. Farkas	22
Erika Catalan	25
Chaya Fulop	26
T. Silberstein	26
Kimberly F. Repoza	27
Kelly E. Moscati	28
Jennifer I. Pirela	28
Danielle Lasaponara	31

Unit January Anniversaries ~ Anniversarios

Anniversaries	Years
Vivian Diaz	36
Karen A. Drysdale	24
D. Wheatley-Murphy	14
Chana S. Braun	9
Erica Carbonell	5
Erin Spencer	2
Rose Thys	2
Yadisha Rosario	2
Rivka Wieder	1
Mindy J. Kurrus	1



Thank You from Mary Kay

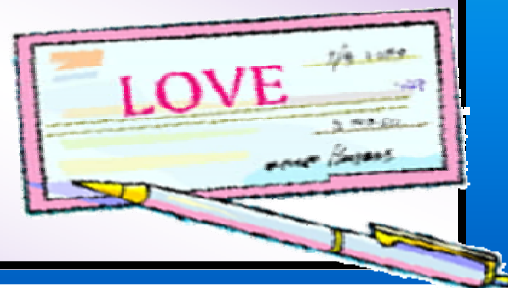
13% Recruiter Commission Level
Vivian Diaz

\$359.97


9% Recruiter Commission Level
Myrna E. Gomez

4% Recruiter Commission Level
Ruth C Chuqui-Conder
Elizabeth E. Lopez
Ruth Lebovits
Mattie Grunfeld
Edith J. Orellana
Roizy Hershkowitz

4% Recruiter Commission Level
Olga C. Giraldo
Joanne Toombs



December 2013

Sun	Mon	Tue	Wed	Thu	Fri	Sat
1	2 6:30pm Marriott in Montvale, NJ 6:30pm Pink Studio in Vero Beach, Fl.	3 Tuesday Night Live Success Meeting 6:30 – 8:30pm.	4	5 6:30 – 8:30pm. "MK TRAINING NIGHT: BOOKATHON – MK Project Runway – Pink Studio Vero Beach	6	7
8	9 6:30pm Marriott in Montvale, NJ 6:30pm Pink Studio in Vero Beach, Fl.	10 Tuesday Night Live Success Meeting 6:30 – 8:30pm.	11	12 6:30 – 8:30pm. "MK TRAINING NIGHT: BOOKATHON – MK Project Runway – Pink Studio Vero Beach	13	14
15	16 6:30pm Marriott in Montvale, NJ 6:30pm Pink Studio in Vero Beach, Fl.	17 Tuesday Night Live Success Meeting 6:30 – 8:30pm.	18	19 6:30 – 8:30pm. "MK TRAINING NIGHT: BOOKATHON – MK Project Runway – Pink Studio Vero Beach	20	21
22	23	24	25	26	27	28
29	30	31				
				Thursdays at 6:30pm Portuguese Meeting with Marcia Szollosy at the Boca Raton Panera Bread located at the corner of Glades Road and 441		

January 2014

Sun	Mon	Tue	Wed	Thu	Fri	Sat
Thursdays at 6:30pm Portuguese Meeting with Marcia Szollosy at the Boca Raton Panera Bread located at the corner of Glades Road and 441			1	2	3	4
5	6 6:30pm Marriott in Montvale, NJ 6:30pm Pink Studio in Vero Beach, Fl.	7 Tuesday Night Live Success Meeting 6:30 – 8:30pm.	8	9 6:30 – 8:30pm. "MK TRAINING NIGHT: BOOKATHON – MK Project Runway – Pink Studio Vero Beach	10	11
12	13 6:30pm Marriott in Montvale, NJ 6:30pm Pink Studio in Vero Beach, Fl.	14 Tuesday Night Live Success Meeting 6:30 – 8:30pm.	15	16 6:30 – 8:30pm. "MK TRAINING NIGHT: BOOKATHON – MK Project Runway – Pink Studio Vero Beach	17	18
19	20 6:30pm Marriott in Montvale, NJ 6:30pm Pink Studio in Vero Beach, Fl.	21 Tuesday Night Live Success Meeting 6:30 – 8:30pm.	22	23 6:30 – 8:30pm. "MK TRAINING NIGHT: BOOKATHON – MK Project Runway – Pink Studio Vero Beach	24	25
26	27 6:30pm Marriott in Montvale, NJ 6:30pm Pink Studio in Vero Beach, Fl.	28 Tuesday Night Live Success Meeting 6:30 – 8:30pm.	29	30 6:30 – 8:30pm. "MK TRAINING NIGHT: BOOKATHON – MK Project Runway – Pink Studio Vero Beach	31	

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



START EARNING!

Earn Charms by achieving:

\$400 wholesale order

\$800 wholesale order

Sponsoring a New Qualified Recruit

Earning Star Consultant Status!

NOVEMBER WINNERS!

\$400 W/S

Geraldine Havasy - C
Edith J. Orellana - C
Cleidy P. Martinez - B
Roizy Hershkowitz - C
Miriam Wolfson - C



or

\$800 W/S

Ruth Lebovits - C
Elizabeth E. Lopez - C
Myrna E. Gomez - C



or

Qualified Recruits

Let's fill this area up!



NEXT MONTH'S CHARMS!

Add lots of sparkle with this iridescent gem!

Large Shimmer Jewel = \$800 w/s

Small Shimmer Jewel = \$400 w/s



Jumpstart 2014

January 24-26

On the Suwannee River, Dowling Park, FL



REGISTRATION

- Includes 2 nights lodging, 5 home cooked meals beginning on Fri. night thru Sun. morning & all registration fees.
 - 2 Ways to register
- #1—Pay a \$50 deposit in Nov to hold your spot. Pay \$50 in Dec and \$50 on/before **Jan 15**. Total \$150.
- OR #2—Pay \$140. (Get \$10 discount only when you pay in one payment)
- **No Refunds** but you may sell or transfer your registration to another consultant.
- Late fee of \$25 **after Jan. 15** for all but new January consultants. (Postmarks count)

FEATURING NSD VIVIAN DIAZ



HIGHLIGHTS: Began, January 1978; Independent Sales Director, August 1979; Independent National Sales Director, June 2011; Monthly Go-Give Award, May 2007; Million Dollar Independent Sales Director; Millionaires Club (has earned more than \$2 million in commissions during her Mary Kay business)

Former Occupation: Legal Secretary

Motivated by: Challenges and Decorating my Home



GROOVY

LODGE HOUSING *(3 ways to earn)*

- ★ **All Double Stars for quarter ending 9/15 and 12/15!**
 - ★ **Pearl or Emerald Stars (For the qt ending 12/15 or 3/15)**
 - ★ **Jan 1 DIQs (in any month)**
- (4 to a room. 2 or 3 to a room for extra fee)*

Deadline to qualify for Lodge Housing is 1/3.

The Sisters will be here, cooking all of our favorites!! YUM!

RECOGNITION STAR CONSULTANTS!!

- Stars are 1st consultants in line.
- All Stars receive their Star Necklaces for the 12/15 quarter. Double Stars for 9/15 **and** 12/15 get 2.
- Special recognition during event

RECOGNITION RED JACKETS & ABOVE

- Special Classes w/ NSD!!
- Groovy Recognition for you!
- DIQs! New Directors!

FOR ALL CONSULTANTS!

- Earn "Ribbons to the Floor"!
- Special Challenges! TBA

Register **by 11/23** to be entered in drawing for 50 raffle tickets! 1X for deposit! 3X if paid in full. Postmarks count.



Jumpstart 2014 Registration

Deadline to pay in full without \$25 late fee is Jan 15.

PLEASE PRINT! Make sure we can read your writing. Consultants, Include this page with your registration. Directors paying for their units, please include a list of names.

Consultant's Name _____

Director (or Adopted Director attending Jumpstart) _____

Email address _____

CHOOSE 1 WAY TO REGISTER:

_____ \$140 check or money order paid in full enclosed. Deadline for \$140 (in one payment) is Jan. 15. (Postmarks count)

_____ \$50 deposit enclosed. This is my ___ 1st ___ 2nd ___ Final installment. Balance must be paid in full on or before January 15, 2014. (Postmarks count) Best You can also mail all 3 \$50 checks dated for the dates you want them cashed. We will hold them until the date you give us.

\$_____ (other amount) deposit enclosed.

PLEASE NOTE!!! You get the \$10 discount ***only if*** you pay in ***one*** payment. Those who pay in 2 or 3 installments will pay a total of \$150.

I understand that there are no refunds. I can transfer or sell my registration to another consultant. I also understand that a late fee of \$25 applies for any unpaid balance after Jan 15. The returned check charge will be \$25.

Signed _____

Date _____

MAIL CHECKS OR MONEY ORDERS TO:

CORENE BLAND

511 N. E. Lantana St

Lee, FL 32059-4623

Include this page with each payment

Your Director will receive an email confirmation when your check arrives.

WE EXPECT A SELL OUT SO GET YOUR CHECK IN ASAP!!
BONUS—Register by Nov. 23 (postmarks count) to be entered in the drawing for **50 RAFFLE TICKETS!**

1X if you pay a deposit or **3X** if you pay in full!



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



Para la Maravillosa...
For the Marvellous...

May all the sweet magic , Of Christmas conspire
To gladden your hearts, And fill every desire.

Christmas gift ideas / suggestions:

To your enemy, forgiveness. To an opponent, tolerance.
To a friend, your heart. To a customer, service.
To all, charity. To every child, a good example.
To yourself, respect.

Gifts of time and love are surely the basic
ingredients of a truly merry Christmas



Congratulation to the first of many NSD Ruth Everhart and her beautiful Area



Emily Staf
Tammy Benson
Isabel MacGloan
Gina Tomlinson
Valerie Goldston
Hannah Brunner
Miriam Kibler
Beth Malave
Jamie McKinley
Mindy Cremont
Wendy Lemacks
Rachel Everhart
Debbie Landis

Lisa-Marie Hintze
Orenda Hunniford
Maggie Segneri
Julie Hunniford
Jessica Anderson
Claudia Polanco
Holly Dix
Hilda Noemi Caballero
Brandy Harlan
Marcia Szollosy
Wendy Coffey



Introducing New Diamond
INDEPENDENT NATIONAL SALES DIRECTOR
Ruth Everhart!



The Diamond Sales Development team is proud to announce
new Independent National Sales Director
Ruth Everhart!

Highlights:

- Started her Mary Kay business in May, 2006
- Debuted as an Independent Sales Director in August, 2007
- She has 28 quarters of Star Consultant status and has achieved 6 gold medals
- She has been a member of the Director Queen's Court of Personal Sales 5 times and a Double Star achiever 5 times
- She has been in the Unit Circles 6 times with an all-time high of \$650,000 in unit retail production
- She has been a member of the Consultant Queen's Court of Personal Sales
- Go-Give™ Award winner for April 2013

Congratulations to Ruth and her family, as well as to her
new Independent Senior National Sales Director Vivian Díaz!