



VisionAires



Circle of Excellence Unit and National Area!!!

July 2013 Results

Resultados de Julio 2013

Double Up for the New Year!



You can earn double credit toward the Seminar 2014 Queen's Court of Sharing! Check out details below:

Independent Sales Directors and Independent Beauty Consultants can earn double credit for up to 6 qualified* new personal team members for a maximum credit of 12 in the month of August 2013 towards the Seminar 2014 Queen's Court of Sharing.

Normally you can earn one credit for every qualified personal team member. During the dates listed below you can earn two credits for each qualified* new personal team member who signs her Independent Beauty Consultant agreement between Aug. 1-31, 2013 and places at least \$600 or more in wholesale Section 1 products from Aug. 1 – Sept. 30, 2013.

In regards to the monthly maximum for the Queen's Court of Sharing, for the purposes of this promotion, the double credit (for up to 6 qualified*) will not count toward the monthly maximum of 13 new team members in any calendar month.

A new team member who becomes qualified* will count toward the monthly maximum of 13 in the month her signed Independent Beauty Consultant Agreement is received and accepted by the Company, not the month she becomes qualified. If more than 13 new team members' Agreements are processed in a calendar month during the contest period, the 13 with the highest commissions earned by the recruiter will count toward the maximum.

* For contest purposes a qualified new team member is one whose initial order with the Company is \$600 or more in wholesale Section 1 products and it is received and accepted by the Company in the same or following calendar month that her Independent Beauty Consultant Agreement is received and accepted by the Company.

2013 Court Of Sales

2013 Corte de Ventas



Top 20 Year-to-date

Tracy L. Scala
\$1,947.00

2	D. Wheatley-Murphy	\$1,886.50
3	Doriz R. Villa	\$1,566.00
4	Glynda W. Barrett	\$937.00
5	Ruth Lebovits	\$891.00
6	Mary E. Strassburg	\$853.50
7	Luisa Gomez	\$844.00
8	Jean G. Velazquez	\$834.50
9	Pearl Hershkowitz	\$602.00
10	Cecilia T. Quiles	\$601.00
11	Miriam Wolfson	\$598.00
12	Elizabeth Ramos	\$589.50
13	Sherry K. Raditz	\$546.00
14	Christina L. Savage	\$539.50
15	Monica Andino	\$521.50
16	Jeri Carter	\$521.00
17	Lydia Robinson	\$509.00
18	Ruth C Chuqui-Conder	\$504.00
19	Sharon K. Fisher	\$475.00
20	Sharon O'Donnell	\$454.00

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 July 31, 2013

NON NEGOTIABLE

Pay Exactly: **seventeen thousand two hundred twenty-two and 98 /**

\$ 17,222.98

PAY TO THE
ORDER OF

Vivian Diaz

NON NEGOTIABLE



Independent Sales Director

24 or more

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

REWARDS...

- *9 or 13% Commissions on Person-als
- *13% on Unit Volume
- *Bonus of 10% on Unit Volume
- *6 choices of Career Cars & More!

Director in Qualification (DIQ)

Directora en calificacion 10 or more

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

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 ti!

REWARDS...

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



Team Leader Lider de Equipo 5 or more Active Team Members

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

REWARDS...

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



Star Team Builder (Red Jacket)

Impulsora de Equipo estrella

3 - 4 Active Team Members



Olga C.
Giraldo
RED
JACKET



Ruth C.
Chuqui-Conde
RED
JACKET



Elizabeth
E. Lopez
RED
JACKET

REWARDS...

- *4% Personal Recruiting Comm
- *Team Building Bonus on 4th Recruit
- *Star Team Builder Pin Enhancer
- *\$50 Red Jacket Rebate-on 3rd Recruit



Senior Consultant

1 - 2 Active Team Members

Jennifer Cintron
Mattie Grunfeld
Raizy Hershkowitz
Mi J. Kim
Ruth Lebovits
Ayesha Y. Marty

Lois A. Merkel
Sharon O'Donnell
Edith J. Drellana
Ruth Pomerantz
Elizabeth Ramos
Maritza C. Roca

Miriam Y. Soto
Joanne Toombs
Alida M. Verdome
Denize M. Viero
Linda V. Wynder

REWARDS...

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



Welcome New Consultants Bienvenidas Consultoras Nuevas

New Consultant

Audrey E. Green

From

NEWBURGH, NY

Sponsored by

S. Jones

Top Recruiters

Primeras En Reclutamiento
Junio / June



Sandra A. Jones 1
1 new team member
in July

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

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

*(\$600 cumulative wholesale
July 1, 2013— June 30, 2014)*



*Reina de la corte
de Compartir
Con 24 miembros *
(\$600 venta al por mayor
acumuladas del 1de Julio 2013
— Junio 30, 2014)*

We Are A Million Dollar Unit



Una Unidad del Millon

Tracy L. Scala \$948.50
D. Wheatley- \$918.25
Doriz R. Villa \$768.00
Glynda W. Barrett \$458.50
Ruth Lebovits \$435.50
Mary Strassburg \$416.75
Luisa Gomez \$412.00
Jean G. Velazquez \$407.25
Pearl Hershkowitz \$301.00
Cecilia T. Quiles \$300.50
Miriam Wolfson \$299.00
Elizabeth Ramos \$294.75
Sherry K. Raditz \$273.00
Christina Savage \$269.75
Monica Andino \$260.75
Jeri Carter \$260.50
Ruth C Chuqui- \$252.00
Lydia Robinson \$244.50
Joan M. Farkas \$242.00
Sharon K. Fisher \$237.50
Sharon O'Donnell \$227.00
Tangela R. Smith \$220.50
Ayesha Y. Marty \$218.00

Kimberly Repoza \$213.50
Gloria Lindarte \$209.00
Mi J. Kim \$208.75
Kelley Pellegrino \$208.25
Danielle Jones \$208.25
Cynthia A. Salberg \$207.50
Linda I. Rodriguez \$207.25
Elizabeth Ortiz \$203.50
Annie McNeil \$203.50
L. Kanjorski-R \$202.75
Cary Llaurado \$202.00
Miriam Silva Diaz \$201.50
Janet M. Bright \$200.25
Romelia Velez \$162.25
Gladys M. Loaiza \$152.00
Victoria G. Adam \$112.00
Geraldine Havasy \$89.50
Saundra J. King \$76.50
Jenifer Pomerantz \$57.50
Roizy Hershkowitz \$39.00
Susan E. Marvel \$23.00
Elizabeth E. Lopez \$18.00

Tenemos un producto de calidad - - uno que podemos vender con honestidad e integridad. Un producto que cada una de nosotras usa diariamente así sabemos que si trabaja bien.

Un producto que nuestros laboratorios, llenos de científicos y doctores de cuellos blancos, nunca paran de probarlos sobre su seguridad, pureza y mejoramiento. Tu debes estar completamente segura que el producto que tu vendes a tus clientes esta en los primeros sitios de país del arte de la industria del cosmético. Nuestros productos son los mejores en el mercado.

~ Mary Kay Ash ~

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

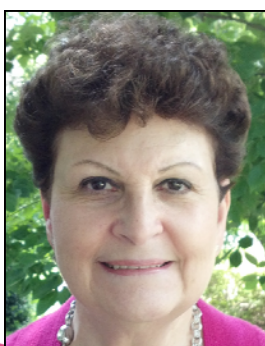
~Mary Kay Ash



4th Quarter Stars Estrellas del 4to Trimestre



Pearl
Ruth Lebovits



Sapphire
Alida Verdone



Ruby
Rivka Wieder

Aim for the Stars! Camino a las Estrellas

16 de Junio -15 de Septiembre !!! 1er Trimestre!!!!

On-Target Star Consultants! June 16, -September 15, 1st Quarter

Consultant Name	Current Wholesale Production	—Wholesale Production Needed for Star—				
		Sapphire	Ruby	Diamond	Emerald	Pearl
ALIDA VERDONE	\$1,302.75	\$497.25	\$1,097.25	\$1,697.25	\$2,297.25	\$3,497.25
SHERRY RADITZ	\$1,134.75	\$665.25	\$1,265.25	\$1,865.25	\$2,465.25	\$3,665.25
TRACY SCALA	\$948.50	\$851.50	\$1,451.50	\$2,051.50	\$2,651.50	\$3,851.50
DELIA WHEATLEY-MURPHY	\$918.25	\$881.75	\$1,481.75	\$2,081.75	\$2,681.75	\$3,881.75
DORIZ VILLA	\$768.00	\$1,032.00	\$1,632.00	\$2,232.00	\$2,832.00	\$4,032.00
RUTH LEBOVITS	\$644.00	\$1,156.00	\$1,756.00	\$2,356.00	\$2,956.00	\$4,156.00
GLYNDA BARRETT	\$458.50	\$1,341.50	\$1,941.50	\$2,541.50	\$3,141.50	\$4,341.50
PATTI KELSEY	\$424.00	\$1,376.00	\$1,976.00	\$2,576.00	\$3,176.00	\$4,376.00
MARY STRASSBURG	\$416.75	\$1,383.25	\$1,983.25	\$2,583.25	\$3,183.25	\$4,383.25
LUISA GOMEZ	\$412.00	\$1,388.00	\$1,988.00	\$2,588.00	\$3,188.00	\$4,388.00
JEAN VELAZQUEZ	\$407.25	\$1,392.75	\$1,992.75	\$2,592.75	\$3,192.75	\$4,392.75



¡PASIÓN! Algo que tienes que tener en tu Negocio . by Lloyd Campbell, Pastor & Motivator

Si escogieras una cosa... Solo una... que te impulsara a ti y a tu unidad, ¿Qué cosa sería?. Estoy casi segura que así como tantas respuestas a esta pregunta habrían cosas he individuos para cada una de ellas. Si nosotros vamos a escoger una sola, esa sería la Pasión. Pasión es lo que nos motiva a seguir adelante cuando nuestro camino esta bloqueado por muchos obstáculos. La pasión es la que nos hace perseverar a través del tiempo cuando personas "normales" se rinden. La pasión es la que nos hace dar ese extra "impulso" que nos lleva arriba hasta la cima. Tu necesitas Pasión.

La esperanza nos estimula, como nada nos puede estimular, con la pasión de la posibilidad.

Tu organización, las personas a las que lideras necesitan tu pasión. Tu pasión se muestra en la calidad de tu trabajo, en como tu diriges tu trabajo, en como interactúas con otras personas. La pasión que tu tienes es un valor que se añade a la posición que desempeñas en tu organización. Trabaja de la siguiente manera: La pasión te impulsa a dar mas de lo que se espera de ti. Por que tu amas lo que haces no lo sientes como un trabajo y por eso trabajas mas. Este esfuerzo extra te añade valor dentro de una organización. Al hacer más de lo que las personas esperan de ti tu siempre valdrás mas de lo que eres remunerado... lo que significa que tu siempre serás una persona valiosa y un líder para tu equipo.

Lo opuesto es una verdad. Sin pasión hace menos de lo que otros esperan de ti, lo haces gradualmente y a medio camino. Tu harás "tu trabajo" y nada más. Cuando eres este tipo de empleado, no permanecerás por mucho tiempo en la organización. A ti te pagan mas de lo que te mereces, y todo el mundo lo sabe... desde los mas altos ejecutivos hasta los empleados... de repente el único que no lo sabe eres tu. Pasión es la gasolina del éxito en tu vida profesional y personal. Pero ¿Cómo la obtienes? Aquí hay algunas sugerencias...

Enfócate en el futuro.- Nada te hará perder mas la pasión, como estar enfocado en situaciones y personas del pasado. Cuando encuentres una persona o situación que te desenfoca de tu futuro, entonces haz un esfuerzo consciente y pon tu mente donde pertenece: ¡Tu meta! ¡Los Líderes viven en el presente, pero enfocados en el futuro!

Pasión es energía. Siente el poder que viene de enfocarte en las cosas que son importantes para ti

Haz cambios con coraje.- La pasión se enciende cuando estas remoldando el presente así podrás construir el futuro. Deja que tu pasión te de el coraje para hacer cambios. Al rechazar el cambio estas enfriando tu pasión, y escondiendo tus posibilidades.

Re-inventa tu Visión.- La visión dirige tu atención a lo que es importante, alimenta tu espíritu e incrementa tu creatividad. Cuando tu pasión se desvía, puede ser por que dejaste de soñar un sueño y empiezas a manejar las minucias. ¡Salte de esa ruta y empieza a soñar de nuevo.!

Todo gran sueño comienza con un gran soñador. Recuerda siempre, que tu tienes tus fuerzas, tu paciencia, y tu pasión para alcanzar estrellas y cambiar el mundo.

La pasión es indispensable para liderar una organización. Es indispensable que mantengas tu entusiasmo y no sucumbas en la inevitable monotonía que estanca tu alegría y apaga el fuego de la vida. Estas cosas te pueden ayudar, pero al final, tu eres la única persona que puede mantener tu fuego interno ardiendo.

¡2013 - 2014 es el año de la Pasión! Yo tengo una pasión - ¿y tu? Vivian

PASSION! A must-have for your business! by Lloyd Campbell, Pastor & Motivator

If you could choose one thing ... and only one ... to move you and your organization forward, what would you choose? I'm sure there are as many answers to that question as there are individuals and a case could be made for each one. If I were going to choose that one thing, it would be passion. Passion is what moves us forward when our way is blocked by innumerable obstacles. Passion is what helps us persevere through times that would make "normal" people give up. Passion is what gives us that extra "umph" to take us over the hump and help us to the top. You need passion.

Hope arouses, as nothing else can arouse, a passion for the possible. - William Sloan Coffin

Your organization, the people you lead, needs your passion. Your passion shows up in the quality of your work, in the way you approach your tasks, and in your interactions with people. Your passion is the one thing that adds value to your position with an organization. It works like this: Passion encourages you to do more than is expected. Because you love what you do you don't always view it as work so you work harder longer. This extra bit adds value to you as a part of the organization. By always doing more than people expect, you'll always be worth more than you are compensated ... which means you will always be an asset-and a leader-to your team.

The opposite is just as true. Without passion you do less than is expected, you do it grudgingly and half-heartedly. You may do "your job" but you won't do anything else. When you are this kind of a team member, you won't be one for long. You are being paid more than you are worth, and everyone in the organization knows it ... from the top down ... except maybe for you.

Passion is the fuel of personal and professional success. But how do you get it? How do you maintain it? Here are a few suggestions ...

Stay Focused on the Future. Nothing will drain your passion like backward focused people and situations. When you encounter a person or a circumstances that gets your eyes off the future, then make a conscious effort to move your mind back to where it belongs: on the goal! Leaders live in the present, but focus on the future!

Passion is energy. Feel the power that comes from focusing on what excites you. - Oprah Winfrey

Make Courageous Changes. Passion burns bright when you are reshaping the present so that you can build a new future. Let your passion give you the courage to make changes. By refusing to change you are cooling your passion, and hindering your effectiveness.

Re-envision Your Vision. Vision directs your attention to what is important, it stirs your spirit and ignites your creativity. When your passion wanes, it could be because you've stopped dreaming the dream and begun managing the minutia! Get out of that rut and start to dream again!

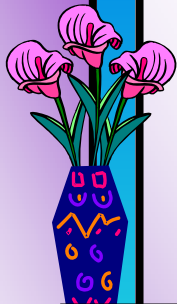
Every great dream begins with a dreamer. Always remember, you have within you the strength, the patience, and the passion to reach for the stars to change the world. - Harriet Tubman

Passion is indispensable for a leader and for the organization. It is critical that you maintain your enthusiasm and not succumb to the inevitable drag downward that steals your joy and quenches the fire within. These three things will help, but in the end, you are the only one who can keep your inner fires burning.

2005-2006 is the Year of Passion! I have a passion—do you? Vivian

Unit September Birthdays ~ Cumpleaños

Birthdays	Day
Ana R. Davis	3
Julya L. Da silva	5
Libertad Delima	11
Kim Bunch	20
Rosana B. Senno	20
Marcela Fonseca	21
Danielba D. Fraga	22
Maritza C. Roca	22
Lesley Z. Chavez	29
Laura S. Piper	30
Alisa V. Whyte	30



Unit September Anniversaries ~ Anniversarios

Anniversaries	Years
Jung A. Sul	25
Glynda W. Barrett	24
Essie M. Momern	16
Laura S. Piper	16
Annette Marzan	15
Sheila D. Coleman	13
Elizabeth E. Lopez	9
Elizabeth Ramos	8
Iris M. Luciano	7
Rosario Samudio	7
Kim Bunch	6
Cary Llaurado	4
Libertad Delima	2
J. Alancastro	2
Vannis A. Collins	1
Zulma I. Rivera	1
Denize M. Viero	1
Elizabeth Rosabal	1
Saira M. Garcia	1
Magally Alpizar	1
Elvira Gutierrez	1



13% Recruiter Commission Level

Vivian Diaz

\$464.65

4% Recruiter Commission Level

Ruth C Chuqui-Conder

Olga C. Giraldo

Elizabeth E. Lopez

Alida M. Verdone

Sharon O'Donnell

Thank You from Mary Kay

4% Recruiter Commission Level

Edith J. Orellana

Roizy Hershkowitz

Lois A. Merkel

Ruth Pomerantz

Joanne Toombs



August 2013

Sun	Mon	Tue	Wed	Thu	Fri	Sat
				1 6:30 – 8:30pm. "MK TRAINING NIGHT: BOOKATHON –	2	3
4	5	6 Tuesday Night Live Success Meeting 6:30 – 8:30pm.	7	8 6:30 – 8:30pm. "MK TRAINING NIGHT: BOOKATHON –	9	10
11	12	13 Tuesday Night Live Success Meeting 6:30 – 8:30pm.	14	15 6:30 – 8:30pm. "MK TRAINING NIGHT: BOOKATHON –	16	17
18	19 Success Meeting	20 Tuesday Night Live Success Meeting 6:30 – 8:30pm.	21	22 6:30 – 8:30pm. "MK TRAINING NIGHT: BOOKATHON –	23	24
25	26 Success Meeting	27 Tuesday Night Live Success Meeting 6:30 – 8:30pm.	28	29 6:30 – 8:30pm. "MK TRAINING NIGHT: BOOKATHON –	30	31

September 2013

Sun	Mon	Tue	Wed	Thu	Fri	Sat
1	2	3 Tuesday Night Live Success Meeting 6:30 – 8:30pm.	4	5 6:30 – 8:30pm. "MK TRAINING NIGHT: BOOKATHON –	6	7
8	9	10 Tuesday Night Live Success Meeting 6:30 – 8:30pm.	11	12 6:30 – 8:30pm. "MK TRAINING NIGHT: BOOKATHON –	13	14
15	16	17 Tuesday Night Live Success Meeting 6:30 – 8:30pm.	18	19 6:30 – 8:30pm. "MK TRAINING NIGHT: BOOKATHON –	20	21
22	23	24 Tuesday Night Live Success Meeting 6:30 – 8:30pm.	25	26 6:30 – 8:30pm. "MK TRAINING NIGHT: BOOKATHON –	27	28
29	30					

Are You Ready to Move Up?

By: Ryan Rogers

You may be asking yourself, "Am I ready to start building a team?" Or perhaps you're wondering, "Is this a good time to start moving up to a new status on the career path?" The answer? Yes! And yes! Here are a few ideas to consider that can help you achieve team-building success this month.

Think about it! Before you hold your next appointment, you may want to take time to think about why you started your own Mary Kay business and formulate your own personal 'I' story to share with potential team members.

Mary Kay said, "Time and again I've been told of a woman who heard one of our Sales Directors tell her 'I' story and maybe there was some similarity - maybe they both had three kids or maybe she was a former teacher or lived in a very small town - and somehow that message not only lingered, but it inspired."

Write it down! Write down the names of at least six current customers, hostesses or guests you have met at skin care classes or parties.

Think about the people with whom you might consider scheduling a team building appointment. Then get ready to call those on your list to schedule your team-building appointments!

Consider this! If you are wondering if this is a good time to build a team, consider this: According to the Direct Selling Association (DSA), the number of direct sellers is at its highest since 2005!

Now is the time! There has never been a better time than now to introduce others to the Mary Kay opportunity! Building your own team not only allows you to move up the career path, it gives you an open-ended financial opportunity and can bring with it special "paychecks of the heart" as you watch your team members succeed and see what a positive affect sharing the Mary Kay opportunity has on those whose lives you enrich. Take the challenge and build your team this month!





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



i Feliz Año Nuevo Mary Kay!
i Happy New Year
Mary Kay!



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

Preséntate con Directora Independiente
 de Ventas Mary Kay -
Tiene un hermoso anillo para ti !



Da un paso al éxito
 Y nosotros pondremos
 un anillo
 en tu mano !!!!



Introduce yourself as a Mary Kay
 Independent Sales Director -
It has a nice ring to it!



Step up to success ...
 and we'll put a ring on it!

