



# VisionAires

## VISIONAIRES MILLION DOLLAR UNIT

**February 2014 Results      Resultados de Febrero 2014**

### Million Dollar Unit Club

Top Consultants With \$1,000  
Or More Wholesale February  
**Primeras En Ventas de Febrero**



*Bruchy  
Leibler*  
\$2,853.00

*Margarita  
Sapeg*  
\$1,800.00

*Ruth  
Lebovits*  
\$1,686.50

*Shaquan  
Thomas*  
\$1,211.00

### Welcome New Consultants Bienvenidas Consultoras Nuevas

**New Consultant**

Martha Banelos  
Marisol Cordero  
Milagros Martinez  
Norga Mendez  
Margarita Sapeg  
Frances E. Soto  
Jamesha Stevenson

**Sponsored by**

L. Delima  
V. Diaz  
O. Giraldo  
V. Diaz  
V. Diaz  
M. Gomez  
V. Diaz

### 2014 Court Of Sales

### 2014 Corte de Ventas



**Top 20 Year-to-date**

1 Ruth Lebovits  
\$27,949.00

2	Myrna E. Gomez	\$11,404.00
3	Elizabeth E. Lopez	\$8,333.00
4	Roizy Hershkowitz	\$7,011.00
5	Alida M. Verdone	\$6,798.00
6	T. Silberstein	\$6,482.00
7	Bruchy Leibler	\$6,304.00
8	Cherry D. Inigo	\$5,543.00
9	Vanessa A. Hal	1 \$5,395.50
10	Miriam Y. Soto	\$5,103.00
11	Geraldine Havasy	\$4,589.50
12	Glynda W. Barrett	\$4,303.00
13	Diana Suarez	\$4,264.50
14	Maritza Romero	\$4,215.50
15	Margarita Sapeg	\$4,154.00
16	Miriam Wolfson	\$3,990.00
17	D. Wheatley-Murphy	\$3,955.50
18	Tracy L. Scala	\$3,801.00
19	Edith J. Orellana	\$3,693.00
20	Rivka Wieder	\$3,688.00

# 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 February 28, 2014

NON NEGOTIABLE

Pay Exactly: **eighteen thousand six hundred one and 98 / 100**

**\$18,601.98**

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

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

### Future Director Futura Directora 8 or more



Myrna E. Gomez  
RED JACKET

### 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



Mi J. Kim  
RED  
JACKET



Wanda  
Renee  
Winkfiel  
RED  
JACKET



Ruth  
Lebovits  
RED  
JACKET



Olga C.  
Giraldo  
RED  
JACKET

### Senior Consultant 1- 2 Active Team Members

Monica Andino  
Ruth C. Chuqui-Conde  
Carolyn R. Ferguson  
Mattie Grunfeld

Roizy Hershkowitz  
Elizabeth E. Lopez  
Edith J. Drellana  
Jenifer Pomerantz

Ruth Pomerantz  
Miriam Y. Soto  
Joanne Toombs  
Alida M. Verdone  
Miriam Wolfson

#### 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

#### 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



#### REWARDS...

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





# Top Recruiters

Primeras En Reclutamiento January / Enero



Myrna E. Gomez  
1 new team member  
in February



Olga C. Giraldo  
1 new team member  
in February



Libertad Delima  
1 new team member  
in February



Vivian Diaz  
4 new team member  
in February

## 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 Joyeria

Recruiter	New Team Mbrs	YTD Comm
1 Myrna E. Gomez	6	\$733.12
2 Ruth Lebovits	1	\$114.12
3 Jenifer Pomerantz	2	\$96.65
4 Edith J. Orellana	1	\$33.32
5 W. Winkfield	1	\$32.17



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)

### Director's Spotlight Why I Love Being a Director



Being a director is the most rewarding position that everyone should strive for. It allows me the privilege of working with all types of fabulous women, and it gives me the power to make all their dreams a reality. Being a director has also helped me become the woman I am- it has given me more patience, and has made me a better mother and wife. I feel my life is very fulfilled, thank you Mary Kay!!!

Jennifer Levitt

# We Are A Million Dollar Unit



## Una Unidad del Millon

Bruchy Leibler	\$2,853.00
Margarita Sapeg	\$1,800.00
Ruth Lebovits	\$1,686.50
Shaquan Thomas	\$1,211.00
Alida M. Verdone	\$632.00
Myrna E. Gomez	\$630.50
Marisel Rios	\$610.50
Libertad Delima	\$577.25
Geraldine Havasy	\$520.75
Miriam Y. Soto	\$496.00
Glynda W. Barrett	\$479.00
Christina Savage	\$448.00
Roizy Hershkowitz	\$412.50
Peggy S. Limos	\$380.50
Cherry D. Inigo	\$357.00
Yongrae Lee	\$338.00
Bernarda Concepcion	\$327.25
Marleny Gonzalez	\$321.00
Janet M. Bright	\$319.25
Marisol Cordero	\$301.50
Mi J. Kim	\$294.00
Cary Llaurado	\$262.00
Dominique D'Onofrio	\$262.00
Erica Carbonell	\$246.50
Maritza Romero	\$235.50
Nancy C. Parker	\$228.00

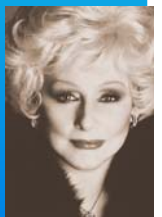
B. Belisario JINA	\$227.50
Ruth C Chuqui-C	\$226.50
Gloria Lindarte	\$226.50
Clarisol Johnson	\$224.00
Jennifer Cintron	\$221.75
Cleidy P. Martinez	\$220.50
Olga C. Giraldo	\$216.50
Carolyn Ferguson	\$215.00
Elvira Gutierrez	\$214.00
T. Silberstein	\$212.00
Kelley Pellegrino	\$210.00
Juliana Culbert	\$209.00
Betsy Romero	\$208.50
Denize M. Viero	\$208.00
L. Kanjorski-	\$206.00
Norga Mendez	\$206.00
Ellen McEachern	\$205.50
Carmen A. Sanchez	\$205.50
Elizabeth Ortiz	\$205.00
Joanne Toombs	\$204.50
Annette Marzan	\$204.00
Elizabeth E. Lopez	\$203.50
Sharon K. Fisher	\$203.00
Diane F. Gollow	\$202.00
Mattie Grunfeld	\$201.00
Laura C. Ramirez	\$200.50

Nunca te rindas, porque nunca sabrás sí al tratar nuevamente lo lograras. Muchas veces estarás rodeada de adversidad, pero no importa lo que pase, no te rindas. El éxito está a la vuelta de la esquina, para esas personas que no se rinden.



*many Kay*  
WISDOM

Never give up, because you never know if the next try is going to be the one that works. Many times you will be surrounded by adversity, but no matter what, don't give up. Success is just around the corner for the person who refuses to quit.



*many Kay*  
WISDOM



# 3rd Quarter Stars~ Estrellas del 3er Trimestre



**Ruth Lebovits**  
Pearl



**Myrna E. Gomez**  
Diamante



**Bruchy Leibler**  
Ruby



**Libertad Delima**  
Ruby



**Margarita Sapeg**  
Sapphire



**Tziporah Silberstein**  
Sapphire



**Miriam Y. Soto**  
Sapphire



**Alida Verdone**  
Sapphire



**Elizabeth Ortiz**  
Sapphire



**Cherry D. Inigo**  
Sapphire



**Martha Banuelos**  
Sapphire

## Aim for the Stars! Camino a las Estrellas

December 16, – March 15, 3er Quarter

16 de Diciembre—15 de Marzo | 3er Trimestre!!!!

Consultant Name	Current Wholesale Production	—Wholesale Production Needed for Star—				
		Sapphire	Ruby	Diamond	Emerald	Pearl
RUTH LEBOVITS	\$4,753.50	*****	*****	*****	STAR	\$46.50
BRUCHY LEIBLER	\$2,853.00	*****	STAR	\$147.00	\$747.00	\$1,947.00
MARGARITA SAPEG	\$1,800.00	STAR	\$600.00	\$1,200.00	\$1,800.00	\$3,000.00
TZIPORAH SILBERSTEIN	\$1,730.00	\$70.00	\$670.00	\$1,270.00	\$1,870.00	\$3,070.00
ROIZY HERSHKOWITZ	\$1,312.00	\$488.00	\$1,088.00	\$1,688.00	\$2,288.00	\$3,488.00
SHAQUAN THOMAS	\$1,211.00	\$589.00	\$1,189.00	\$1,789.00	\$2,389.00	\$3,589.00





# EARN YOUR SPOT!!

## PJ & POOL PARTY

**At your Senior National Sales Director's Home!!**

**Date & Time: Friday, April 11th at 6:00pm – Saturday, April 12th at 1:00pm**



**SNSD**  
**Vivian Diaz**



**NSD**  
**Ruth Everhart**

**Who is Invited: ALL Sales Directors  
AND**

**Consultants who MOVE UP the Career Path to at least  
Star Team Builder\***

**LOCATION: Home of SNSD Vivian Diaz  
840 Sarina Terrace SW  
Vero Beach, FL 32968**

**Come for FUN, RELAXATION, A DIP IN THE POOL & HOT TUB, FOOD, INSPIRATION  
& EDUCATION...maybe a little sleep too!**

**You become like the 5 people you hang around so come to be in the space of  
your Senior NSD Vivian Diaz and NSD Ruth Everhart and your Sales Directors!**

**\*Consultants must be at higher Career Path Level on April 11th than Jan. 30th**

## Unit April

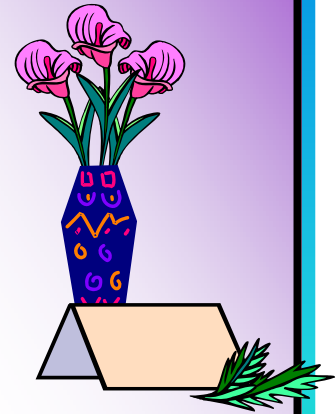
### Birthdays ~ Cumpleaños

Birthdays	Day
Diane A. Kane	3
Erica Rodriguez	5
Cynthia A. Salberg	5
Ruth C Chuqui-Conder	9
Marta Martinez	9
Constance Williams	9
Cleidy P. Martinez	10
Tracy L. Scala	11
Jennifer Cintron	13
Erica Carbonell	15
Yvonne L. Hazell	15
Jillian Shaughnessy	15
Juliana Culbert	16
Enid Nieves	18
Tangela R. Smith	19
April B. Spence	19
Claudia Hurtado	20
Brendalys Juncos	23
Banisha L. Clayton	24
Cary Llaurado	24
Gladys M. Loaiza	24
Marized Sierra	25
Marisol Cordero	26
Angela H. Garris	27
Clarisol Johnson	28
Lydia Robinson	30

## Unit April

### Anniversaries ~ Anniversarios

Anniversaries	Years
Mi J. Kim	29
Sharon K. Fisher	24
Jeanine M. Garvey	18
Carrie Gagnon	11
Edith J. Orellana	11
Patti E. Kelsey	8
Natalie L. Carlo	6
Alisa V. Whyte	4
Ruth C Chuqui-Conder	4
Claudia Hurtado	4
Cleidy P. Martinez	4
T. Munn-Greene	3
B. Belisario JINA OR	3
Latrinda M. Graham	3
Katty Villavicencio	3
Dominique D'Onofrio	2
Hannah Leal	1
Betty E. Ferrin	1
Stephanie Ferrin	1
Soffia Guzman	1
Annie Z. Rodriguez	1
Marized Sierra	1
Cherry D. Inigo	1
Julya L. Da Silva	1
Minolia Francisco	1
M. Martinez	1
Letisha Questell	1
Sophie M. Braun	1
M. Negron Adorno	1
N. Gonzalez Negron	1
Jamie Phillips	1
Rosana B. Senno	1
Quetylen C. Silva	1



#### 13% Recruiter Commission Level

Myrna E. Gomez	\$443.98
Vivian Diaz	\$596.08

#### 4% Recruiter Commission Level

Ruth Lebovits	\$130.64
Ruth C Chuqui-Conder	
Elizabeth E. Lopez	
Alida M. Verdone	
Mattie Grunfeld	
Carolyn R. Ferguson	
Mi J. Kim	
Roizy Hershkowitz	

## Thank You from Mary Kay

#### 4% Recruiter Commission Level

W. Winkfield  
 Monica Andino  
 Olga C. Giraldo  
 Miriam Y. Soto  
 Joanne Toombs  
 Edith J. Orellana  
 Ruth Pomerantz





# March 2014

Sun                  Mon                  Tue                  Wed                  Thu                  Fri                  Sat

12pm Wednesday Afternoon's Meeting with Kristina RSVP the day before 7725841008						1
<i>Monday, March 31st</i> – Get Ready For Spring Monday Night Live at the Best Western, Nyack, NY. starts at 7pm - 6:30 Registration for consultants \$10 if prepaid by propay at vdiacz3@comcast.net no later than March 28th and \$15 at the door. Guests are all free. Trash Night for Guests showing all that is new For Spring. They can bring with them up to two old glamour items and trash it and get two new ones at a 30% off		5	6 Thursday Night Live Success in English and Spanish Together with MK debuts for new consultants		7	8
		12	13 Thursday Night Live Success in English and Spanish Together with MK debuts for new consultants		14	15 MKU and Moving on Up Class. 9-12:30pm
16	17	18 Night Live Success in English and Spanish Together with MK debuts for new consultants		20	21	22 Career Conference in Orlando, Vivian is a Guest NSD. Starts at 6pm.
23	24	25 Night Live Success in English and Spanish Together with MK debuts for new consultants		27	28	29 Providence Rhode Island Career conference Hosted by Vivian
30	31	March 21st Star Party Immediately after General Assembly March 28th Star Party Immediately After General Assembly at the Convention Center				

# April 2014

Sun                  Mon                  Tue                  Wed                  Thu                  Fri                  Sat

PJ and Pool Party (i've attached the flyer) @ Vivian's house in Vero Beach		1	2	3 Thursday Night Live Success in English and Spanish Together with MK debuts for new consultants		4	5 MKU and Moving on Up
6		8 Awards Night at the Pink Link Studio in Vero Beach	9	10 Thursday Night Live Success in English and Spanish Together with MK debuts for new consultants		11	12
13	14	15	16	17 Thursday Night Live Success in English and Spanish Together with MK debuts for new consultants		18	19
20	21	22	23	24 Thursday Night Live Success in English and Spanish Together with MK debuts for new consultants		25	26 NSD Temi Odeyale's Debut at the Renaissance Newark Airport - For registration go to <a href="http://www.temiodeyale.uniwise.com">www.temiodeyale.uniwise.com</a>
27	28	29	30				

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



# Charm Couture

## OUR MONTHLY CHARM PROMOTION



### START EARNING!

Earn Charms by achieving:

\$400 wholesale order

\$800 wholesale order

Sponsoring a New Qualified Recruit

Earning Star Consultant Status!

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

Love, Vivian Diaz

## FEBRUARY WINNERS!

### \$400 W/S

- Alida Verdone - C
- Myrna Gomez - C
- Marisel Rios - B
- Libertad Delima - B
- Geraldine Havasy - C
- Miriam Soto - C
- Glynda Barrett - C
- Christina Savage - B
- Roizy Hershkowitz - C



or



### \$800 W/S

- Bruchy Leibler - B
- Margarita Sapeg - B
- Ruth Lebovits - C
- Shaquan Thomas - B



and/or



### Qualified Recruits

- Vivian Diaz - 1



## NEXT MONTH'S CHARMS!

Get ready to add some sparkle to your bracelet with this beautiful shamballa bead!

Large Shamballa Bead = \$800 w/s

Small Shamballa Bead = \$400 w/s





FOUR INNER CIRCLE NATIONAL SALES DIRECTORS

Hosted by  
ENSD Cheryl  
Warfield



ENSD Cheryl Warfield



EENSND  
Gloria Mayfield Banks



ENSD Sonia Paez



SNSD Debi Moore



SNSD Joanne Bertalan



NSD  
Morayma Rosas



NSD Beth Piland



NSD Andrea Newman



NSD Maureen Myers



NSD  
Sabrina Goodwin Morday



NSD Diane Mentiply



NSD Roxanne McInroe

# COME ABOARD OUR GOLD MEDAL CRUISE!

*For Consultants & Directors*

Contest dates to earn Gold Medals:

January 2014 - June 2014

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



Featuring 25 NSDs!



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



SNSD Suzanne Brothers



NSD Tammy Crayk



SNSD Vivian Diaz



SNSD Evelinda Diaz



NSD Crisette Ellis



SNSD Mary Estupian



NSD Ruth Everhart



NSD Kim McClure



NSD Cathy Littlejohn



NSD Maureen Ledda



NSD Connie Kittson



NSD Sylvia Kalicak

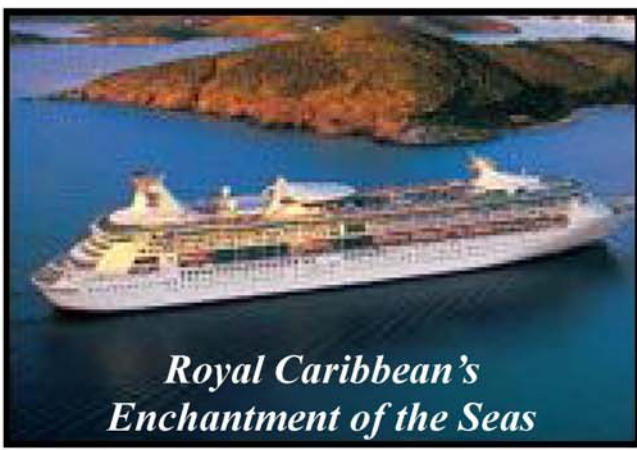


NSD Cecilia James



SNSD Lynda Jack-





*Royal Caribbean's  
Enchantment of the Seas*

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



**Don't forget-you will need your Passport!**

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



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

## September 5-8, 2014

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

### 4 Days—3 Nights

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

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



*Register for the Gold Medal Cruise through:*

**Gloucester Travel & Cruise**

Bob Booth is our Travel Agent

# 856-742-8010

**[www.gloucestertravel.com/groups](http://www.gloucestertravel.com/groups)**

Look for Mary Kay—Gold Medal Cruise



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

“Warm and breezy days of wonderful weather, outdoor BBQs and fun! Spring. Is. Here.” These are sentiments of Sarah Pallohusky, Assistant Manager, US Product Marketing, who is ready to welcome spring with a fun new color look. However, she wasn’t really sure the new shades in the Limited-Edition Hello, Sunshine Collection would work for her.



But, she tried them ...

“El maravilloso clima de días cálidos con brisa, comidas al aire libre y diversión. ¡Llegó la primavera!” Estos son los sentimientos de Sarah Pallohusky, Gerente Asistente de Mercadeo de Productos en EUA, que está lista para recibir la primavera con un nuevo y divertido look de maquillaje. Sin embargo, no estaba segura de que los nuevos tonos de la colección Hello, Sunshine de edición limitada le quedarían bien. Pero los probó... ¡y lució radiante!



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



## Time Is On Your Side

When Mary Kay began this company in 1963, no one thought she would succeed. Not even her accountant or her attorney. To prove them wrong, Mary Kay had to organize every minute of every day because time was too precious to waste.

**Here are some of the time management tips that Mary Kay taught herself over the years.**

**Each night list the six most important work-related tasks you must do the next day.** List only six because if you make the list too long, you may feel overwhelmed and discouraged and you won’t tackle

any of them. Anyone can accomplish six things in one day. When you finish a task, cross it off your list. And if something doesn’t get done, make it one of the six items on your list for the next day.

**Add hours to your day by getting up early.** Before starting the Company, Mary Kay was a single mother supporting three children. To accomplish everything she wanted to achieve, she decided to get up two and a half hours early. However, it’s important to get a good night’s sleep, so avoid getting hooked on television programs or anything that might keep you up late.

**Don’t waste dollar time on penny jobs.** It’s amazing how many people who are well-paid for each hour they work waste time doing chores they could pay a professional, or their kids, a fraction of what they earn to do them. We think of such a service as a luxury or a waste of money. But paying for housecleaning is only a waste of money if you’re not making valuable use of the time you’ve saved.

**Do two things in the time you used to do one.** People assign each task into a separate slot, and one slot is tackled only when another is empty. Mary Kay would often listen to motivational tapes or audio books while applying makeup. Or if she was waiting at a doctor’s office, she would bring work to do until the doctor was ready to see her.

**Don’t be afraid to say no.** If Mary Kay had accepted all the requests she received to serve on boards or committees and to attend all luncheons and dinners, she would not have had time to accomplish anything else. It’s okay to help out when you can. But there aren’t enough hours in the day to do it all. You can’t manage your time if you give it to everyone who asks for it.

**Program yourself to succeed.** Having something that you love to do, someone that you love and something to look forward to are the foundations of true happiness. To achieve this success, you must always have something new on the horizon to work on. Have short-range and long-range goals. And don’t worry if your long-range goals seem impossible to attain. You can reach any goal if you keep moving toward it one step at a time.