



# Vivian's VisionAire

Cadillac winning National Area Inner Circle bound  
March 2013 Results



## Directors with Cadillac production

DIRECTORAS CON PRODUCCION DE CADILAC



Jessica Anderson  
\$29,094.75



Jennifer Levitt  
\$25,456.25



Ruth Everhart  
\$22,741.00



Orenda Hunniford  
\$19,396.50



Chaya Suri Klein  
\$18,792.25

## \$10,000 Club



Valerie Goldston  
\$15,443.50



Maggie Segneri  
\$14,641.25



Kristina Pernfors  
\$11,061.00



Mali Nakdimen  
\$11,049.00



Daria Rocco  
\$10,290.25

## "10 10 Win"



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

Jessica Anderson                      Ruth Everhart  
Valerie Goldston                      Orenda Hunniford

# “MOVING ON UP TO NSD”

## “Directoras Moviendo para NSD”.

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

Date March 31, 2013

**NON NEGOTIABLE**

Pay Exactly: **twenty-three thousand four hundred ninety and 61 / 100** \$ **\$23,490.61**

**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**

Senior Sales Director :

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

**Personal Recruiting Directors**

	Jessica Anderson	9
	Emily Staf	6
	Hilda Noemi Caballer	5
	Brandy Harlan	4
	Marcia Szollosy	4
	Antonella Miccarelli	3
	Ruth Everhart	3
	Irma Nunez	2
	Orenda Hunniford	2
	Holly Dix	2
	Valerie Goldston	2
	Lisa-Marie Hintze	1
	Ester Barahona	1
	Myrna Gomez	1
	Julie Hunniford	1
	Alejandra Alvarado	1
	Claudia Polanco	1
	Nalda Polanco	1
	Jennifer Levitt	1
	Chaya Suri Klein	1
	Ingrid Hernandez	1
	Tammy Benson	1
	Gina Tomlinson	1



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

Sales Director	YTD Unit
Jennifer Levitt	\$463,056
Jessica Anderson	\$417,894
Ruth Everhart	\$314,507
Chaya Suri Klein	\$294,771
Orenda Hunniford	\$282,652
Kristina Pernfors	\$207,312
Antonella Miccarelli	\$182,664
Meredith Taylor	\$172,422
Holly Dix	\$154,722
Maggie Segneri	\$146,714
Lisa-Marie Hintze	\$129,611
Hilda Noemi Caballero	\$118,907
Daria Rocco	\$117,692
Mali Nakdimen	\$113,207
Marcia Szollosy	\$109,312
Julie Hunniford	\$97,513
Adelaide McKeever	\$96,410
Wendy Coffey	\$95,062

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



Valerie Goldston  
 \$33,362



Mali Nakdimen  
 \$24,298



Emily Stalf  
 \$16,598



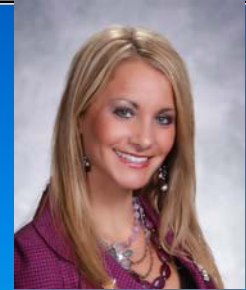
Isabel MacGloan  
 \$11,304



Ingrid Hernandez  
 \$11,188



Karina Schulz  
 \$8,187



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

Jessica Anderson	\$29,094.75
Jennifer Levitt	\$25,456.25
Ruth Everhart	\$22,741.00
Orenda Hunniford	\$19,396.50
Chaya Suri Klein	\$18,792.25
Valerie Goldston	\$15,443.50
Maggie Segneri	\$14,641.25
Kristina Pernfors	\$11,061.00
Mali Nakdimen	\$11,049.00
Daria Rocco	\$10,290.25
Meredith Taylor	\$8,051.50
Emily Stalf	\$7,808.00
Lisa-Marie Hintze	\$7,291.25
Brandy Harlan	\$6,031.50
Wendy Coffey	\$5,748.00
Tammy Benson	\$5,340.50
Ingrid Hernandez	\$5,289.25
Isabel MacGloan	\$5,281.75
Hilda Noemi Caballer	\$5,215.50
Irma Nunez	\$5,105.75
Nalda Polanco	\$5,045.75
Myrna Gomez	\$5,007.50
Ilana Prager	\$5,004.75
Antonella Miccarelli	\$5,002.50
Claudia Polanco	\$5,001.00
Alejandra Alvarado	\$4,514.00
Marcia Szollosy	\$4,120.00
Adelaide McKeever	\$4,025.50
Karina Schulz	\$4,018.25
Julie Hunniford	\$4,006.75
Wanda Renee Winkfiel	\$4,003.25
Nancy Morabito	\$4,003.00
Karla Shuman	\$4,002.25
Gina Tomlinson	\$4,001.75
Kivian Diaz-Harris	\$4,001.00

# CADILLAC

# Driving in Style Manejando en Estilo



Ruth Everhart

Orenda Hunniford

Jessica Anderson

Jennifer Levitt

Chaya Suri Klein  
NEW

## Premier Club Plus Winners



Lisa Hintze



Meredith Taylor

## Premier Club Winners Ganadoras del Club de Primera

Ilana Prager, Antonella Miccarelli,  
Meredith Taylor, Lisa-Marie Hintze,  
Kristina Pernfors, Ester Barahona,  
Maggie Segneri, Daria Rocco, Claudia Polanco  
Holly Dix , Julie Hunniford , Chaya Suri Klein



# May

### Happy Birthday

Holly Dix	2nd
Emily Staf	4th
Jessica Anderson	8th
Tammy Benson	8th
Claudia Polanco	9th
Isabel MacGloan	17th
Kivian Diaz-Harris	29th

### iii Congratulations!!! iii Unit Aniversaries!!!

Alejandra Alvarado	2
Kivian Diaz-Harris	2
Marcia Szollosy	1

# Area DIQs

## DIQs del Area



### DIRECTOR IN QUALIFICATION SENIOR

Miriam Kibler	Orenda Hunniford
Hannah Brunner	Maggie Segneri

# Personal business with great results

## Negocio Personal con resultados fantásticos



### 13% Club Checks

### Monthly Personal Wholesale

### YTD Unit Recruiting

### Monthly Director Commission

Build your team!

TOP

TOP

Qual Total

TOP

Jessica Anderson	\$1,803	Chaya Suri Klein	\$4,594	Jessica Anderson	57	142	Jessica Anderson	\$11,548.00
Jennifer Levitt	\$1,326	Myrna Gomez	\$2,802	Hilda Noemi Caballer	47	87	Ruth Everhart	\$10,422.42
Ruth Everhart	\$1,297	Nancy Morabito	\$2,103	Jennifer Levitt	45	79	Jennifer Levitt	\$8,874.66
Chaya Suri Klein	\$1,210	Karina Schulz	\$1,797	Ruth Everhart	32	105	Chaya Suri Klein	\$7,805.03
Mali Nakdimen	\$939	Lisa-Marie Hintze	\$1,723	Holly Dix	30	82	Orenda Hunniford	\$6,619.13
Orenda Hunniford	\$910	Kristina Pernfors	\$1,664	Chaya Suri Klein	25	40	Maggie Segneri	\$6,018.93
Maggie Segneri	\$711	Julie Hunniford	\$1,462	Irma Nunez	22	26	Valerie Goldston	\$5,193.12
Valerie Goldston	\$685	Karla Shuman	\$1,394	Mali Nakdimen	19	24	Mali Nakdimen	\$4,274.94
Hilda N Caballero	\$558	Alejandra Alvarado	\$1,393	Ester Barahona	19	26	Daria Rocco	\$3,488.78
Ingrid Hernandez	\$557	Maggie Segneri	\$1,247	Antonella Miccarelli	18	44	Emily Stalf	\$3,478.00
Kristina Pernfors	\$519	Meredith Taylor	\$1,104	Emily Stalf	17	33	Kristina Pernfors	\$3,456.53
Brandy Harlan	\$479	Jennifer Levitt	\$1,093	Orenda Hunniford	17	56	Ilana Prager	\$2,899.39
Holly Dix	\$458	Jessica Anderson	\$1,064	Nalda Polanco	17	16	Hilda Noemi Caballer	\$2,736.14
Nalda Polanco	\$437	Nalda Polanco	\$1,061	Kristina Pernfors	12	19	Meredith Taylor	\$2,299.00
Lisa-Marie Hintze	\$431	Gina Tomlinson	\$1,010	Ingrid Hernandez	12	19	Nalda Polanco	\$2,193.30
Wendy Coffey	\$430	Valerie Goldston	\$979	Marcia Szollosy	11	43	Claudia Polanco	\$2,145.52
Irma Nunez	\$385	Brandy Harlan	\$960	Maggie Segneri	11	35	Lisa-Marie Hintze	\$2,078.94
Emily Stalf	\$363	Holly Dix	\$957	Adelaide McKeever	10	18	Irma Nunez	\$2,048.55
Marcia Szollosy	\$331	Orenda Hunniford	\$946	Wendy Coffey	10	22	Antonella Miccarelli	\$2,002.23
		Ilana Prager	\$888	Valerie Goldston	9	22	Brandy Harlan	\$1,862.76
		Tammy Benson	\$878	Brandy Harlan	8	27	Ingrid Hernandez	\$1,844.16
		Wendy Coffey	\$783	Daria Rocco	8	20	Wendy Coffey	\$1,677.64
		Marcia Szollosy	\$741	Karla Shuman	7	32	Tammy Benson	\$1,604.00
		Ruth Everhart	\$737	Meredith Taylor	7	32	Holly Dix	\$1,470.99
		Adelaide McKeever	\$702	Claudia Polanco	6	39	Myrna Gomez	\$1,389.38
		Isabel MacGloan	\$614	Kivian Diaz-Harris	5	15	Isabel MacGloan	\$1,322.69
		Emily Stalf	\$608	Myrna Gomez	5	12		
		Ingrid Hernandez	\$605					
		Mali Nakdimen	\$601					
		Irma Nunez	\$601					
		Hilda Noemi Caballero	\$600					



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



## Unit Recruiting For March



## Current Unit Size

Size is Key!! Work those numbers



## Unit Volume Bonus

Maximize your Income!

Jessica Anderson	24
Ruth Everhart	18
Emily Stalf	17
Hilda Noemi Caballer	16
Valerie Goldston	14
Orenda Hunniford	11
Maggie Segneri	8
Brandy Harlan	8
Tammy Benson	6
Jennifer Levitt	5
Marcia Szollosy	5
Alejandra Alvarado	4
Claudia Polanco	4
Isabel MacGloan	4
Antonella Miccarelli	3
Adelaide McKeever	3
Nalda Polanco	3
Wendy Coffey	3
Chaya Suri Klein	3
Gina Tomlinson	3
Irma Nunez	2
Holly Dix	2
Mali Nakdimen	2
Lisa-Marie Hintze	1
Meredith Taylor	1
Ester Barahona	1
Myrna Gomez	1
Julie Hunniford	1
Kivian Diaz-Harris	1
Karla Shuman	1
Ingrid Hernandez	1

Ruth Everhart	171
Jessica Anderson	128
Orenda Hunniford	122
Jennifer Levitt	80
Meredith Taylor	69
Hilda Noemi Caballer	64
Maggie Segneri	59
Daria Rocco	59
Lisa-Marie Hintze	59
Valerie Goldston	56
Emily Stalf	50
Julie Hunniford	45
Brandy Harlan	43
Irma Nunez	43
Marcia Szollosy	42
Kristina Pernfors	41
Tammy Benson	38
Chaya Suri Klein	37
Wendy Coffey	37
Antonella Miccarelli	37

Jessica Anderson	\$2,900.00
Jennifer Levitt	\$2,500.00
Ruth Everhart	\$2,200.00
Orenda Hunniford	\$1,900.00
Chaya Suri Klein	\$1,800.00
Valerie Goldston	\$1,500.00
Maggie Segneri	\$1,400.00
Kristina Pernfors	\$1,100.00
Mali Nakdimen	\$1,100.00
Daria Rocco	\$1,000.00
Meredith Taylor	\$800.00
Emily Stalf	\$700.00
Lisa-Marie Hintze	\$700.00
Brandy Harlan	\$600.00
Wendy Coffey	\$500.00
Tammy Benson	\$500.00
Ingrid Hernandez	\$500.00
Isabel MacGloan	\$500.00
Hilda Noemi Caballero	\$500.00
Irma Nunez	\$500.00
Nalda Polanco	\$500.00
Myrna Gomez	\$500.00
Ilana Prager	\$500.00
Antonella Miccarelli	\$500.00
Claudia Polanco	\$500.00

# Area Court of Sales Consultants — YTD

## CORTE DE VENTAS CONSULTORAS

YTD 1 de July 2011 — 30 June 2012

Consultant	Director	Retail	Wholesale
Tina Schaible	Kristina Pernfors Unit	\$41,420	\$19,527
Esther Ginsberg	Chaya Suri Klein Unit	\$32,580	\$15,835
Tina Amundson	Kristina Pernfors Unit	\$28,265	\$13,703
Mark Silver	Chaya Suri Klein Unit	\$27,892	\$13,566
Malkita Rosenfeld	Jennifer Levitt Unit	\$27,743	\$13,115
Fraidel Klein	Jennifer Levitt Unit	\$24,011	\$11,670
Ruth Lebovits	Vivian Diaz Unit	\$21,288	\$10,389
Hannah Brunner	Maggie Segneri Unit	\$21,061	\$10,270
Hendy Fried	Jennifer Levitt Unit	\$18,906	\$9,133
Roxanne Rich	Daria Rocco Unit	\$17,157	\$8,121
Lauri Nissen	Jennifer Levitt Unit	\$16,351	\$7,594
Rivka Alfih	Jennifer Levitt Unit	\$15,830	\$7,515
Teressa Spenard	Orenda Hunniford Unit	\$15,734	\$7,263
Chanie Weinberg	Chaya Suri Klein Unit	\$15,584	\$7,632
Jodi Rivett	Meredith Taylor Unit	\$15,343	\$7,461

# 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	\$3,331	33
Mali Nakdimen	Unit Director	\$4,635	16
Jessica Anderson	Unit Director	\$3,929	15
Ester Barahona	Unit Director	\$898	13
Irma Nunez	Unit Director	\$950	13
Valerie Goldston	Unit Director	\$3,526	12
Ingrid Hernandez	Unit Director	\$1,532	11
Nalda Polanco	Unit Director	\$866	10
Gina Tomlinson	Unit Director	\$1,379	9

## Area Court of Sales Directors — Top 10

### CORTE DE VENTAS DIRECTORAS

Sales Director	Retail	Wholesale
Lisa-Marie Hintze	\$37,187	\$17,553
Chaya Suri Klein	\$35,003	\$16,836
Kristina Pernfors	\$32,116	\$15,280
Orenda Hunniford	\$30,834	\$14,712
Wendy Coffey	\$24,623	\$11,709
Meredith Taylor	\$23,010	\$11,013
Nancy Morabito	\$22,067	\$10,631
Myrna Gomez	\$21,358	\$10,169
Ruth Everhart	\$20,268	\$9,479
Ingrid Hernandez	\$20,127	\$9,614



*¡Reina de la Corte de Ventas!*  
**\$36,000 menudeo**  
 1 Julio, 2012—30 de Junio, 2013

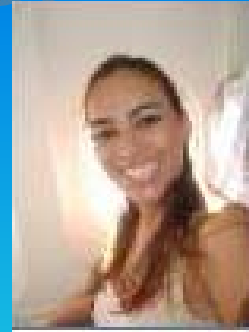
*Queen's Court of Sales!*  
**\$36,000 retail**  
 July 1, 2012 — June 30, 2013  
 See website for more prizes!

# Rookie of the Year Overall Unit



Rank	Name
1	Jennifer Levitt
2	Chaya Suri Klein
3	Marcia H. Szollosy
4	Emily Stalf
5	Hilda Noemi Caballero

# Most Improved Overall Unit



Rank	Name	Overall Change
1	MYRLLA PINTO LIMA	322.60%
2	Maggie R. Segneri	212.10%
3	Jessica M. Anderson	179.00%
4	Kivian Diaz-Harris	103.10%
5	Antonella A. Miccarelli	25.30%



## Brazilian Directors

Myrlla Lima

Paula Maricia Menezes



Daria Rocco Future NSD  
area December 2014



# 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
Karina Schulz	3rd	\$9,782.25	3
Valerie Goldston	3rd	whs met	rcts met
Fraidel Klein	1st	\$10,337.25	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
Emily Staf	Final Totals	WINNER	WINNER
Isabel MacGloan	4th	\$19,238.50	17
Tammy Benson	4th	\$16,908.25	13
Gina Tomlinson	4th	\$20,832.25	20
Karina Schulz	3rd	\$24,782.25	23
Valerie Goldston	3rd	whs met	mbrs met
Fraidel Klein	1st	\$25,337.25	25



Fabulous 50s



## Honors Society

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

**At One Year from Debut Date**

Director	Contest Month	Wholesale Needed	Unit Mbrs Needed
Marcia Szollosy	12th	whs met	8
Wendy Coffey	11th	\$2,179.25	12
Chaya Suri Klein	10th	whs met	16
Karla Shuman	9th	\$36,066.30	34
Ingrid Hernandez	8th	\$31,049.60	22
Mali Nakdimen	8th	\$6,728.75	19
Emily Staf	7th	\$22,210.60	1
Isabel MacGloan	4th	\$49,238.50	17
Tammy Benson	4th	\$46,908.25	13
Gina Tomlinson	4th	\$50,832.25	20
Karina Schulz	3rd	\$54,782.25	23
Valerie Goldston	3rd	\$28,771.75	mbrs met
Fraidel Klein	1st	\$55,337.25	25



Honors Society



Triple Crown



Dean's List

# Ten Signs of Inefficient Time

*National Sales Director Emeritus Arlene Lenarz shares the following ways to overcome obstacles to efficient time management:*

The Sign	The Cause	The Cure
<b>Floundering</b> failure to focus attention and efforts in a single direction.	Lack of clear-cut goals.	Crystallize your goals. Write them down on paper.
<b>Wheel spinning</b> trying to do something so you'll feel busy but accomplishing little or nothing.	Getting behind in your work. Trying to assuage your guilt by doing it all at once.	Get tough on yourself. List the pros and cons. Write down the possibilities and decide to act!
<b>Fire fighting</b> living in a state of perpetual crisis.	Neglecting tasks because you don't have a plan or haven't set goals.	Don't try to solve the problem by frantic activity.
<b>Vacillation</b> indecision (wishy-washy).	Failure to weigh the alternatives or consider possibilities.	Schedule time for planning on a weekly basis.
<b>Dawdling</b> drifting, fiddling and daydreaming.	Failure to keep goals clearly in mind.	Give yourself a deadline and promise yourself a reward when you meet it.
<b>Spraying</b> diverting efforts to many tasks instead of one; spreading yourself too thin.	Failure to focus on goals.	After you've written your goals and plans, bring your energy into focus on a single goal or plan.
<b>Switching</b> starting one project and getting diverted to another halfway through.	Losing goal/plan focus.	Persistence. Develop a passion for closure. Don't let yourself be satisfied until the job is done.
<b>Acquiescing</b> - the inability to say "no" even when you don't want or have the time to do something.	Usually caused by the desire to please other people. Also caused by guilt, timidity or lack of self-confidence.	Maintain your focus. Learn you don't have to please everyone. When someone pushes too hard, politely but firmly refuse.
<b>Rehashing</b> dwelling on past problems or accomplishments.	Unwillingness to deal with the present.	Don't concern yourself with what might have been. Let the past go. Concentrate on what is and what can be!
<b>Perfectionism</b> unwillingness to compromise; unrealistic expectations.	Setting goals too high. Fear of failure.	Strive for excellence not perfection.



# Are you Ready to Make Miracles?

Adapted from NSD Emeritus Rena Tarbet's NL

Forget past mistakes.  
Forget failures.  
Forget everything except what you're going to do now and do it.

- William Durant

- April is miracles!
- April is magic!
- April is the bringing of Spring and the last quarter of the year!
- April is awesome!

Will *YOU* make yours that way???

Just look at what some of these outstanding winners have to say:

- **Christine Brennan** – Sports columnist  
“The word fail is not even in my vocabulary. The best athletes don't even consider the word fail.”
- **Waheed Aswim** – Seven time champion, World's Fastest Pizza Maker  
I'm hungry  
I like winning  
I'm very ambitious  
I'm passionate about what I do  
I love making pizza – that's why I do it  
I mentally prepare myself that “I am THE Best – I am the GREATEST”  
I tell myself that; I believe it; I get results!
- **Mario Andretti** – race car champion; Driver of the Century; the only person to win races in five decades  
“Imagine how many people you have to be better than to be #1?”  
It is an enormous task because you are going up against people who have similar goals and experiences and aspirations. You have to be better! It's tough. That's why so few people ever reach their goals. You accept nothing less than your best!”
- **Joshua Bell** – Violin prodigy and concert star; professional debut at age 14 to the Philadelphia Orchestra  
“Natural talent helps, but you have to have the drive and people around you who encourage you.”
- **Sugar Ray Leonard** – Boxing champion; won World Championship titles in five different weight classes  
“One of the key things to me was to take pride in winning.”  
Decisively  
Convincingly  
Win in style  
Win with grace  
To out think the opposition  
Out maneuver the opposition
- **Bill Russell** – professional basketball player; honored in the Hall of Fame; named greatest player in history of the NBA by the Professional Basketball Writers Association  
“My motto was, “The game's on the schedule – we have to play it – we might as well win it! You are going to be just as tired if you lose as if you win, so why not just take that energy and win it! Then you won't be disappointed in you!”
- **Charles Trotter** – Five Star chef and winner of Best Chef Award in 1999  
“You have to be so focused and obsessed on what you're doing that it's basically all you think about. If you were any more concerned, you would be obsessed with it and maybe even perverse, but if you were any less so, it wouldn't be enough.”
- **Arlene Lenarz** – Mary Kay Executive National Sales Director  
“The #1 thing that makes a difference is your work ethic.”  
How big do you think?  
Are you able to cast a vision to other people?  
Do you surround yourself with people who really want what you want?  
Be totally committed to your goals.  
Realize if you don't succeed, you try again and again and again.  
Persistence, which is a joy, when you're doing what you like to do.

You and I know if it's not that we aren't trained or that we don't have the knowledge – product – opportunity – time. We simply don't want it badly enough to do what it takes – to exercise the self discipline daily. ONLY YOU CAN CHANGE THAT!

*Make April your marvelous, magical miraculous month!  
I believe in you!*

*Vivian*



Olvida los errores pasados. Olvida los fracasos. Olvida todo lo que tengas que olvidar excepto por lo que vas a hacer hoy y hazlo.

- William Durant

# ¿Estás lista para hacer Milagros?

*Adapted from NSD Emeritus Rena Tarbet's NL*

Adaptado del boletín de la SNSD Rena Tarbet's

- ¡Abril es Mágico!!
- ¡Abril es el comienzo de la Primavera y el ultimo trimestre del años Seminario!
- ¡Abril es Magnifico!!

¿¿Harás el TUYO de esa manera???

Solo lee lo que estos campeones sobresalientes tienen que decir:

- **Waheed Aswim** – Siete veces campeona, la más rápida haciendo Pizza en el mundo  
Tengo hambre  
Me gusta ganar  
Soy muy ambiciosa  
Me apasiona lo que hago  
Me encanta hacer pizza – por eso lo hago  
Yo me prepare mentalmente diciéndome “Soy la MEJOR – Yo soy MARAVILLOSA”  
Yo me digo esto; ¡Yo CREO; yo obtengo resultados!
- **Mario Andretti** – corredor de carros; Corredor del Milenio; el único corredor que ha ganado carreras en cinco décadas diferentes  
“Imagínate que tan bueno tienes que ser para vencer a varios y ser el #1?”  
Es una tarea enorme por que tu compites contra personas que tiene las mismas metas, experiencias y aspiraciones. ¡Tú tienes que ser el mejor! En tu pensamiento. Es por eso que solo muy pocas personas alcanzan sus metas. “¡Tú no aceptas nada, que no sea que eres el mejor!”
- **Joshua Bell** – Prodigio en el Violín y estrella de conciertos; debut profesional a los 14 años en la orquesta de Filadelfia.  
“El talento natural ayuda, pero tu tienes que saber como conducirte y rodearte de personas que te apoyen incondicionalmente.”
- **Bill Russell** – jugador profesional de baloncesto; honrado en el Pasillo de la Fama; nombrado como el mejor jugador de la historia por NBA Professional Basketball Writers Asociación  
“Mi motor fue, “El juego esta en la agenda – tenemos que jugarlo – lo mejor es que lo ganemos! Vas a estar igual de cansado si

pierdes o ganas, ¡así por que no tomar esa energía en ganar! ¡Así no estarás desilusionado al final!”

- **Charles Trotter** – Chef de cinco estrellas y ganador del Premio del Mejor Chef en 1999

“Tienes que estar enfocado y obsesionado en lo que haces y es básicamente en lo que piensas todo el día. Si estarías solo un poco preocupado, podrías estar algo obsesionado y persuasivo, pero si es así, eso no sería suficiente”

- **Arlene Lenarz** – Directora Nacional ejecutiva en Mary Kay  
“La cosa #1 que hace la diferencia en mi trabajo es la ética.”

¿Cómo piensas??

¿Podrás mostrar tu visión a otras personas?

¿Te rodeas de personas que quieren lo que tu quieres?

Comprométete totalmente con tus metas  
Reconoce que si no alcanzas el éxito, tratarás una y otra vez hasta que lo logres

Persiste, es una alegría, cuando tu haces lo que te gusta hacer.

Tu y yo sabemos que si no nos entrenamos y no tenemos conocimientos – producto – oportunidad – tiempo. Simplemente no lo queremos lo suficiente como para alcanzarlo – como para ejercitarte diariamente con auto disciplina.  
¡SOLO TU LO PUEDES CAMBIAR!

*Haz de Abril tu mes maravilloso y mágicamente milagroso!  
Yo creo en tí!  
Vivian*

# It's a Family affair



At Vivian and Rudy's home

840 Sarina Terrace SW,  
Vero Beach, Fl. 32968

Date May 11th, 2013

Time 3pm - 8pm

Please RSVP by May 5th , 2013. 772 539 9754

Our very 1st VisionAire Area event. Let us recognize our children and husbands in the atmosphere of a Pink World. Barbeque with consultants and immediate family. Directors are asked to bring food to share with all (hot dogs, Veggie burgers, fajitas, chicken...we will make it all in the barbeque. Let us recognize them for the special person they are to us, from your children to your husbands. Consultants are asked to bring a dessert or ice cream with cones for the children.

Dress for a picnic and bring bathing suits and towels. Bring your fishing rods, and any games you would like to participate in and share with others.

We have games for the smaller children and would love to have a volunteer for games for the teenagers and even adults. Must RSVP to Vivian not later than the 5th of May.



## Six Important Things To Do

*This list is designed to help you evaluate the things that you can delegate to someone else.*

**Step One – Create your evaluation statement.** What is your most immediate goal.

**Step Two – Splatter List.** List every item that needs to be done. Just writing it down can be liberating.

**Step Three – What Can Be Delegated.** Determine what can be delegated and type the name of the person beside those items. Give that person a copy of the list.

**Step Four – Evaluate the List.** Evaluate the remaining items according to your evaluation statement. If it doesn't bring you closer to your goal, then leave it on the "splatter" list to do later when you have

time.

**Step Five – The Six Most Important Thing You Need to Do Personally Today.** Make a list of the six most important items that need to be done by you personally today. Be precise in noting what needs to be done. For instance, if you need to file the papers on your desk, then file the papers on your desk. Don't spend additional time organizing your files while you're at it.

**Step Six – Review the List.** Review your list the following morning to make certain you've chosen the appropriate items for that day.

### "Upcoming Events"

May 4th – NSD Mayuli Rolo Workshop in Miami. Must be a New Red Jacket or if a Red Jacket recruit 2 qualified

May 11 – at 3pm - VisionAires Area Family Day....all directors, consultants with their husbands and children can attend. Must rsvp to Vivian by not later than the 8th of April.

#### Directors Meetings in Florida

April 5th – Vivian's home 10-1PM (bring a covered dish)

May 3th – Vero Beach Studio – 11-2pm

June 7th 10am-1pm Vero Beach Pink studio

June 7th 7pm – 10pm Evening with the Future Everhart Area Celebration, Bradenton, Fl.

June 8th – 9:30 – 12:30pm Sarasota, Fl. with Cheryl Warfield.

July 12th – Pink Studio in Vero Beach, Fl. 11-2pm

August 2 – Bradenton, Fl. 11-2pm

September 6 – Pink studio in Vero Beach 11-2pm

October 4 – Bradenton, Fl. 11-2pm

November 1 – Pink Studio in Vero Beach

December 6 – Bradenton, Fl. 11-2pm



**Vivian Diaz**  
**National Sales Director**

840 Sarina Ter SW  
Vero Beach, FL 32968  
vdiaz3@comcast.net  
772-539-9754