



# VisionAires



## Circle of Excellence Unit and National Area!!!

### August 2013 Results

### Resultados de Agosto 2013

## Million Dollar Unit Club

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

**Primeras En Ventas de Agosto**



*Vanessa A. Hall*  
\$2,144.75



*Ruth Lebovits*  
\$1,041.75

## 2013 Court Of Sales

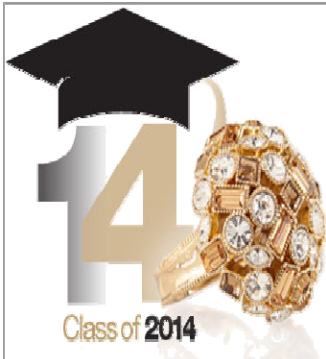
## 2013 Corte de Ventas



Top 20 Year-to-date

Vanessa A. Hall  
\$4,852.50

2	Ruth Lebovits	\$3,064.50
3	D. Wheatley-Murphy	\$2,376.50
4	Tracy L. Scala	\$1,947.00
5	Doriz R. Villa	\$1,566.00
6	Miriam Wolfson	\$1,530.00
7	Marta Martinez	\$1,517.00
8	Marleny Gonzalez	\$1,493.00
9	Luciana Orellana	\$1,488.00
10	Jenifer Pomerantz	\$1,417.00
11	Constance Williams	\$1,175.00
12	Jean G. Velazquez	\$1,163.50
13	Cecilia T. Quiles	\$1,102.00
14	Ruth Pomerantz	\$1,061.00
15	Glynda W. Barrett	\$992.00
16	Miriam Y. Soto	\$981.00
17	Sherry K. Raditz	\$958.50
18	Mary E. Strassburg	\$853.50
19	Luisa Gomez	\$844.00
20	Edith J. Orellana	\$827.00



## Spotlight on You

Aug. 1, 2013 – July 1, 2014

Class of 2014

# 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 August 31, 2013

**NON NEGOTIABLE**

Pay Exactly: **sixteen thousand thirty-five and 93 / 100** \$ **16,035.93**

**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



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



**Mi J. Kim**  
**RED JACKET**

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



## Senior Consultant 1- 2 Active Team Members

- Ruth C. Chuqui-Conde
- Olga C. Giraldo
- Mattie Grunfeld
- Roizy Hershkowitz
- Danielle Jones
- Ruth Lebovits

- Elizabeth E. Lopez
- Ayesha Y. Marty
- Lois A. Merkel
- Sharon O'Donnell
- Delmi Orellana
- Jennifer I. Pirela

- Jenifer Pomerantz
- Ruth Pomerantz
- Miriam Y. Soto
- Joanne Toombs
- Alida M. Verdone
- Linda V. Wynder

**REWARDS...**  
\*4% Personal Recruiting Comm  
\*Senior Consultant Pin Enhancer

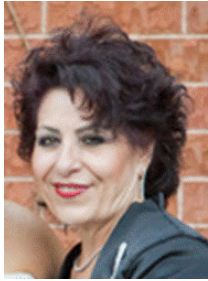


# Welcome New Consultants Bienvenidas Consultoras Nuevas

New Consultant	From	Sponsored by
Evelyn D. Colson	PORT ST LUCIE, FL	J. Pirela
Vanessa A. Hall	DULUTH, GA	J. Pomerantz
Marta Martinez	SPRING VALLEY, NY	D. Orellana
Luciana Orellana	SPRING VALLEY, NY	D. Orellana
Jillian Shaughnessy	ELLENVILLE, NY	R. Pomerantz
Colleen A. Zimmerman	NAPANOCH, NY	R. Pomerantz

## Top Recruiters

Primeras En Reclutamiento August / Agosto



Ruth Pomerantz  
2 new team member  
in August



Delmi Orellana  
2 new team member  
in August



Jenifer Pomerantz  
1 new team member  
in August



Jennifer I. Pirela  
1 new team member  
in August

# 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)

Recruiter	New Team Mbrs
1 Jenifer Pomerantz	1
2 Delmi Orellana	2

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

*Vanessa A. Hall*

*\$2,144.75*

*Ruth Lebovits*

*\$1,041.75*

*Marleny Gonzalez \$736.50*

*Marta Martinez \$626.00*

*Luciana Orellana \$614.00*

*Jenifer Pomerantz \$594.50*

*Constance Williams \$577.50*

*Ruth Pomerantz \$520.50*

*Miriam Y. Soto \$480.50*

*Miriam Wolfson \$456.00*

*Edith J. Orellana \$403.50*

*Roizy Herszkowitz \$365.50*

*T. Silberstein \$360.50*

*Yongrae Lee \$313.00*

*Nancy C. Parker \$308.50*

*Rivka Wieder \$283.50*

*Alida M. Verdone \$256.00*

*Cecilia T. Quiles \$250.50*

*D. WheatleyMurphy \$245.00*

*Karen A. Drysdale \$243.50*

*Cleidy P. Martinez \$238.50*

*Iris M. Luciano \$227.00*

*Eunae Seo \$226.00*

*Helen Taylor \$222.00*

*Jennifer I. Pirela \$220.50*

*Evelyn D. Colson \$216.00*

*Lois A. Merkel \$214.75*

*Janet M. Bright \$212.50*

*Leslie Levine \$209.00*

*Delmi Orellana \$206.50*

*Sherry K. Raditz \$206.25*

*Jodieann Jacaruso \$206.00*

*Sandra A. Jones \$205.50*

*Danielle Lasaponara \$205.50*

*L. Kanjorski-Remer \$205.50*

*Yu K. Choi \$202.50*

*Laura C. Ramirez \$202.00*

*Diane F. Gollow \$202.00*

Puedes tener todo lo que quieras de este mundo si es que lo quieres lo suficiente y estas dispuesta a pagar el precio. Con tus prioridades en orden, sigue adelante, y nunca mires hacia atrás.

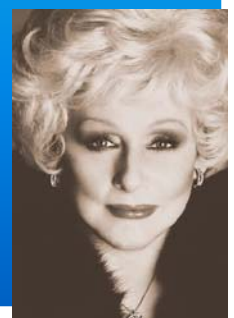
Haz que todos tus sueños sean una realidad!

Tu puedes, Si quieres verdaderamente, lograrlo.



*Mary Kay*  
WISDOM

You can have anything in this world if you want it badly enough and are willing to pay the price. With your priorities in order, press on, and never look back. May all of your dreams come true! You can, indeed, have it all!



*Mary Kay*  
WISDOM

# 4th Quarter Stars Estrellas del 4to Trimestre



Pearl  
Ruth Lebovits



Saphire  
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
VANESSA HALL	\$2,144.75	STAR	\$255.25	\$855.25	\$1,455.25	\$2,655.25
RUTH LEBOVITS	\$1,685.75	\$114.25	\$714.25	\$1,314.25	\$1,914.25	\$3,114.25
ALIDA VERDONE	\$1,558.75	\$241.25	\$841.25	\$1,441.25	\$2,041.25	\$3,241.25
SHERRY RADITZ	\$1,280.50	\$519.50	\$1,119.50	\$1,719.50	\$2,319.50	\$3,519.50
DELIA WHEATLEY-MURPHY	\$1,163.25	\$636.75	\$1,236.75	\$1,836.75	\$2,436.75	\$3,636.75
TRACY SCALA	\$948.50	\$851.50	\$1,451.50	\$2,051.50	\$2,651.50	\$3,851.50
RUTH POMERANTZ	\$782.50	\$1,017.50	\$1,617.50	\$2,217.50	\$2,817.50	\$4,017.50
DORIZ VILLA	\$768.00	\$1,032.00	\$1,632.00	\$2,232.00	\$2,832.00	\$4,032.00
MIRIAM WOLFSON	\$755.00	\$1,045.00	\$1,645.00	\$2,245.00	\$2,845.00	\$4,045.00
MARLENY GONZALEZ	\$736.50	\$1,063.50	\$1,663.50	\$2,263.50	\$2,863.50	\$4,063.50



# VISIONAIRES FALL RETREAT

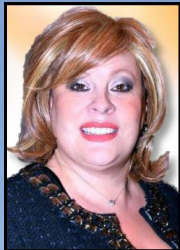
Taking it to a new level!!  
You are the Woman who Can!!



NSD Vivian Diaz  
2 Million Dollar Circle

## OCTOBER 18-19, 2013

With 7 time Inner Circle  
ESNSD Patricia Turker

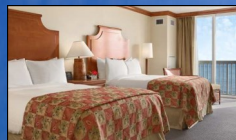


5 Million Dollar Circle

Join us for an unforgettable weekend  
of fun, education, inspiration & motivation!

### FRIDAY

11:00am - Directors Meeting  
3:30pm - Package Pickup Main Lobby  
6:00pm - 6:45pm - 1st Quarter Star Reception  
7:00pm - 10:00pm - Recognition and MK  
Inspirational Night



### SATURDAY

9:00am - 12:30pm General Assembly & Workshops  
1:00pm

- General Luncheon
- WINNERS LUNCHEON with NSDs

#### Qualify One of Three Ways:

- New Future Directors & DIQ's as of October 1st.
- Place a \$1200 Wholesale Order between September 10th - October 15th.
- Add 3 Personal Recruits
- Complete all 3 Requirements and receive a special prize.

2:30pm - 6:00pm General Session with NSD's & Top Directors Speeches  
6:00 Retreat ends

*\*Separate classes in English and Spanish.*

### The Registration Fee will be as follows:

\$90 for those who sign  
up on or before  
September 28

\$105 September 29  
through October 10  
(provided space  
is available)

\$120 after October 10  
(provided space  
available)

Registration includes  
the Evening of Stars  
Dinner on Friday  
evening, Lunch in the  
Restaurant facing the  
ocean/pool on  
Saturday & all classes  
in meeting rooms with  
ocean view.

We only have room  
for 125 attendees!!

### EESSD

Ruth Everhart  
\$650,000 Unit Club



**Hilton Melbourne Beach Oceanfront Hotel**  
3003 North Highway A1A ~ Melbourne, FL 32903-2133

**TO GUARANTEE YOUR SPOT:**

**STEP ONE: REGISTER**

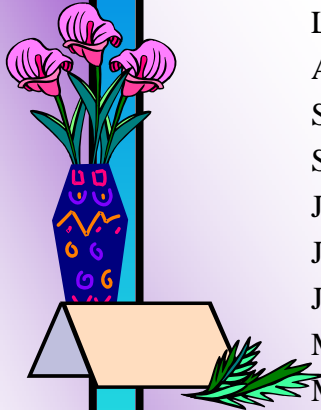
**STEP TWO: BOOK YOUR ROOM**

Registration for the retreat is  
separate from your room.  
All registration payments need to  
be sent to [vdiaz3@comcast.net](mailto:vdiaz3@comcast.net)  
by Propay payment OR if by mail,  
only Directors checks accepted.  
Check must be received by  
September 28th to receive  
discounted rate.  
840 Sarina Terrace SW  
Vero Beach, FL 32968

Rooms with an Ocean view  
are \$109+ with 2 double  
beds & sleep 4.  
*Consultants and Directors  
need to make your own  
reservations by calling  
321.777.5000.  
Ask for the "MKC Code"*  
Free parking!  
Free Internet!

## Unit October Birthdays ~ Cumpleaños

Christina L. Savage	3
Annette Marzan	6
Evelyn D. Colson	7
Pearl Hershkowitz	11
Vannis A. Collins	12
Martha O. Gutierrez	14
Erika Manning	15
Magally Alpizar	17
Leslie Levine	18
Priscila L. Alcivar	19
Rosario Samudio	19
Essie M. Momern	27
Kelley A. Rowe	28
Linda V. Wynder	29
Rivka Wieder	31



## Unit October Anniversaries ~ Anniversarios

Alida M. Verdone	32
Geraldine Havasy	31
Saundra J. King	16
Lois A. Merkel	15
Annie McNeil	12
Susan E. Marvel	11
Stephanie Sweeney	10
Jeri Carter	9
Jodieann Jacaruso	8
Jennifer Lima	5
Maritza C. Roca	4
Miriam Silva Diaz	3
Erika Manning	2
Kimberly F. Repoza	2
Adrienne Kitchens	2
Martha O. Gutierrez	1
Laura G. Strickland	1
Luisa M. Soto	1
Ana Bojorquez	1
Joan L. Gardner	1
MariaElisa DeCarlos	1
Juan C. Galvez	1
Jakeline Vasquez	1



*13% Recruiter Commission Level  
Vivian Diaz*

\$398.35

*4% Recruiter Commission Level  
Jenifer Pomerantz  
Ruth C Chuqui-Conder  
Delmi Orellana  
Sharon O'Donnell  
Ruth Pomerantz  
Ruth Lebovits  
Mi J. Kim  
Edith J. Orellana  
Danielle Jones*

## Thank You from Mary Kay

*4% Recruiter Commission Level  
Jennifer I. Pirela  
Joanne Toombs  
Roizy Hershkowitz  
Lois A. Merkel  
Elizabeth E. Lopez  
Alida M. Verdone*



# 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 Monday Night Live at 6:30pm	10 Tuesday Night Live Success Meeting 6:30 – 8:30pm.	11	12 6:30 – 8:30pm. "MK TRAINING NIGHT: BOOKATHON –	13	14
15	16 Monday Night Live at 6:30pm	17 Tuesday Night Live Success Meeting 6:30 – 8:30pm.	18	19 6:30 – 8:30pm. "MK TRAINING NIGHT: BOOKATHON –	20	21
22	23 Monday Night Live at 6:30pm	24 Tuesday Night Live Success Meeting 6:30 – 8:30pm.	25	26 6:30 – 8:30pm. "MK TRAINING NIGHT: BOOKATHON –	27	28
29	30 Monday Night Live at 6:30pm					

# October 2013

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



# A winning plan!



**MONDAY**



**TUESDAY**



**WEDNESDAY**



**THURSDAY**



**FRIDAY**



**SATURDAY**



This plan is right what you are looking for to give yourself and your family the economic freedom that you so desire.

You need to hold 5 facials daily, from Monday to Saturday with an average per facial of \$115, (in case of cancellations).

That leaves 3 facials daily with a total of \$345 for 6 days.

That is \$2,070 a week X 4 weeks = \$8,280

\$8,280 divided by 2 = \$4,140

Minus \$500 for gas. That leaves you \$3,640

\$1,800  
For the ones  
that pay in  
payments

\$1,800

**ALL OF THIS WITH ONLY 3 FACIALS A DAY & A MINIMUM  
of 1 Miracle Set per Facial!!**

**BESIDES 3 daily facials X 6 days a week = 18 facials**

18 facials X 4 weeks = 72 people for interviews. On average, for every 4 women that you offer the opportunity to, 1 will recruit. That gives you 18 new team members!!!

**WHAT ARE YOU WAITING FOR??!!**

**IMPORTANT NOTE: Don't forget to take your vitamins 3 times daily. (affirmations 3x's a day) for 21 days: Say out loud :**

**"I am going for the car, I want the car, The car is mine", !**

**"I am going for Director status, I want Director status,**

**Director status is MINE" !**





**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...

NEW! Limited-Edition<sup>™</sup> Mary Kay<sup>®</sup>  
 Fairytale & Fantasy Collection




The Mary Kay<sup>®</sup>  
 World Is **Yours!**  
 Sept. 1-30, 2013

This exclusive keepsake ceramic hinged box commemorating the Mary Kay 50th Anniversary year can be yours when you place a single \$400 or more Section 1 wholesale order during the month of September 2013!\*

For 50 years, Mary Kay Independent Beauty Consultants around the globe have been enriching women's lives<sup>®</sup> in countless ways. This globe honors the difference one woman can<sup>™</sup> make and celebrates Mary Kay's phenomenal success and heritage. The globe features a crystal front closure and measures 2½" in diameter. When you qualify, the globe will be shipped with your order. Please note that the globe only is available while supplies last. Be sure to get yours now so you don't miss out!

Remember, Sept. 13, 2013, marks the day that launched an empire that has enriched women's lives for 50 years! You can make it even more meaningful by earning this beautiful box.

***One woman can<sup>™</sup> be YOU!***