



VisionAires

Circle of Excellence Unit and National Area!!!

Septiembre 2013 Results

Resultados de Septiembre 2013

Million Dollar Unit Club

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

Primeras En Ventas de Septiembre



Maritza Romero
\$1,229.75

Welcome New Consultants Bienvenidas Consultoras Nuevas

New Consultant	Sponsored by
Dorcas Bravo	M. Gomez
Banisha L. Clayton	K. Mitchell
Azucena Garcia	E. Orellana
Peggy S. Limos	C. Ferguson
Christina Napolitano	M. Gomez

2014 Court Of Sales

2014 Corte de Ventas



Top 20 Year-to-date

Ruth Lebovits
\$4,951.50

2	Vanessa A. Hall	\$4,852.50
3	Diana Suarez	\$3,293.50
4	Maritza Romero	\$2,876.50
5	D. Wheatley-Murphy	\$2,376.50
6	Myrna E. Gomez	\$2,174.50
7	Marleny Gonzalez	\$2,082.00
8	Tracy L. Scala	\$1,947.00
9	Carolyn R. Ferguson	\$1,777.00
10	Jenifer Pomerantz	\$1,630.00
11	Alida M. Verdone	\$1,624.00
12	T. Silberstein	\$1,571.00
13	Doriz R. Villa	\$1,566.00
14	Ruth Pomerantz	\$1,547.00
15	Miriam Y. Soto	\$1,543.00
16	Miriam Wolfson	\$1,530.00
17	Marta Martinez	\$1,517.00
18	Luciana Orellana	\$1,488.00
19	Monica D. Miles	\$1,467.50
20	Azucena Garcia	\$1,466.00

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 September 30, 2013

NON NEGOTIABLE

Pay Exactly: **twenty thousand nine hundred fourteen and 44 / 100**

\$ 20,914.44

PAY TO THE
ORDER OF

Vivian Diaz

NON NEGOTIABLE



Independent Sales Director 24 or more

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

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

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

Future Director Futura Directora 8 or more



**Myrna E. Gomez
RED JACKET**

Team Leader Lider de Equipo 5 or more Active Team Members



**Wanda Renee Winkfiel
RED JACKET**

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



**Edith J. Orellana
RED JACKET**



**Mi J. Kim
RED JACKET**



**Ruth C. Chuqui
RED JACKET**



**Ruth Lebovits
RED JACKET**

Senior Consultant 1- 2 Active Team Members

**Carolyn R. Ferguson
Marcela Fonseca
Olga C. Giraldo
Johnnie R. Green
Mattie Grunfeld**

**Roizy Hershkowitz
Danielle Jones
Elizabeth E. Lopez
Lois A. Merkel
Sharon O'Donnell
Delmi Orellana**

**Jennifer I. Pirela
Jenifer Pomerantz
Ruth Pomerantz
Maritza C. Roca
Joanne Toombs
Alida M. Verdone**

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 August / Agosto



Myrna E. Gomez
2 new team member
in September



Delmi Orellana
1 new team member
in September



Kimberly A. Mitchell
1 new team member
in September



Carolyn R. Ferguson
1 new team member
in September

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	2	\$312.32
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)

Dawn's Suggestions for Introducing the Team-Building Appointment:

Dawn stresses the importance of being flexible in your team-building approach. For example, is the potential team member a 'go-getter' or just looking to make a little money for family extras? What Dawn recommends:

- Have your team-building presentation down. Be clear and concise.
- Have at least two great Company-approved videos to present.

Consider checking out the "How to Team-Build" site on Mary Kay InTouch® for other valuable tips and tools designed to help you and your unit members' team-build to success!



We Are A Million Dollar Unit



Una Unidad del Millon

Maritza Romero

\$1,229.75

Ruth Lebovits \$814.50

Myrna E. Gomez \$708.50

Azucena Garcia \$600.50

Nury Salazar \$452.00

Carolyn Ferguson \$437.00

Alida M. Verdone \$427.00

T. Silberstein \$415.00

Ruth C Chuqui \$406.00

Paola Caeiro \$402.50

Gladys M. Loaiza \$402.50

Geraldine Havasy \$402.00

Monica Andino \$330.50

Joanne Toombs \$305.00

Marleny Gonzalez \$294.50

Dominique D'Onofrio \$294.00

Diana Suarez \$292.00

Miriam Y. Soto \$281.00

Roizy Herszkowitz \$276.50

Mattie Grunfeld \$273.00

Clarisol Johnson \$245.00

Rosario Samudio \$234.50

C. Napolitano \$220.00

Saira M. Garcia \$218.50

Catherine Bainger \$217.00

Luisa Gomez \$216.00

Peggy S. Limos \$207.75

Erica Carbonell \$207.50

Yemani Vasquez \$207.50

Libertad Delima \$207.50

Kiesha N. Garcia \$207.50

Olga C. Giraldo \$204.00

Cherry D. Inigo \$203.50

Alisa V. Whyte \$203.00

Angela Jackson \$202.50

Jennifer Lima \$202.00

Victoria G. Adam \$201.50

Eum Myongsoon \$201.50

Danielba D. Fraga \$201.50

Juanita Dennis \$201.00

Ana R. Davis \$201.00

Laura Strickland \$201.00

Carmen Sanchez \$200.00

Oh Señor, concede que quienes tengan que tratar conmigo hoy resulten más jubilosos por ello. Dame las palabras a decir cada hora del día y concédeme la sabiduría de un corazón amoroso para decir siempre la cosa justa. Ayúdame a entrar en la mente de todos los que hablen conmigo, y consérvame atenta a los sentimientos de los presentes. Hazme de mirada hábil para detectar las pequeñas bondades de modo que pueda estar lista para ofrecerlas y recibirlas agradecida.



Dame agilidad en la percepción de los sentimientos y necesidades de los demás, y hazme de corazón ansioso por ayudarlos.

Amén

Mary Kay
WISDOM

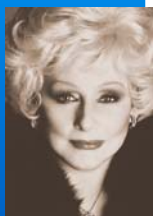
O Lord, grant that each one who has to do with me today may be happier for it.

Let it be given me each hour today what I shall say, And grant me the wisdom of a loving heart That I may say the thing rightly.

Help me to enter into the mind of everyone who talks with me,

And keep me alive to the feelings of each one present.

Give me a quick eye for little kindnesses That I may be ready in doing them and graciously receiving them. Give me a quick perception of the feelings and needs of others, And make me eager-hearted in helping them. Amen.



Mary Kay
WISDOM

1st Quarter Stars~ Estrellas del 1er Trimestre



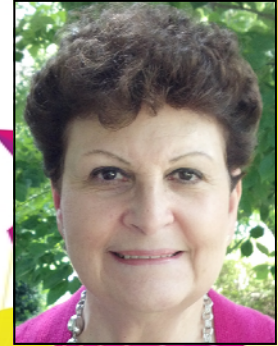
Myrna E. Gomez
Diamante



Ruby
Ruth Lebovits



Sapphire
Vanessa A. Hall



Sapphire
Alida M. Verdone



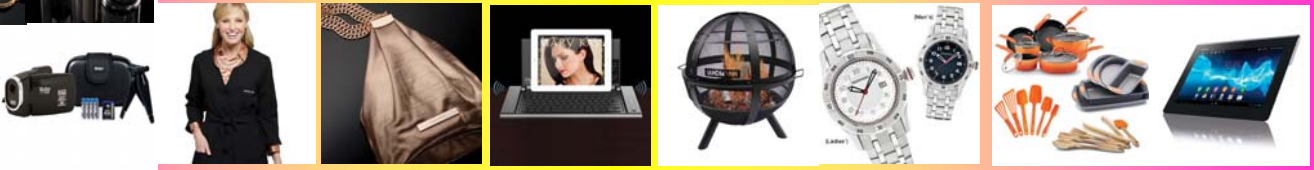
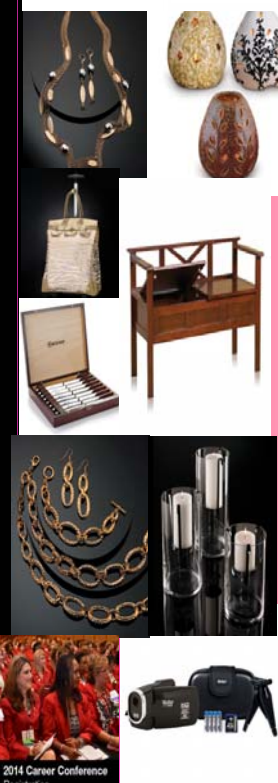
Aim for the Stars!

Camino a las Estrellas

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

On-Target \$tar Consultants! September 16, -December 15 2nd Quarter

Consultant Name	Current Wholesale Production	—Wholesale Production Needed for Star—				
		Sapphire	Ruby	Diamond	Emerald	Pearl
AZUCENA GARCIA	\$600.50	\$1,199.50	\$1,799.50	\$2,399.50	\$2,999.50	\$4,199.50
NURY SALAZAR	\$452.00	\$1,348.00	\$1,948.00	\$2,548.00	\$3,148.00	\$4,348.00
KARI ST. JEAN	\$401.50	\$1,398.50	\$1,998.50	\$2,598.50	\$3,198.50	\$4,398.50



¡“Consejos para Entrevistas!” por Pamela Shaw, NSD

1. Enfoca la Visión

“Bárbara, muchas gracias por aceptar el encontrarnos hoy día. Aprecio mucho que me regales tu tiempo y quiero que sepas que estoy enfocada en construir un equipo de mujeres dinámicas que quieran trabajar fuerte para ganar dinero, y tu tienes todas las cualidades que estoy buscando para las integrantes de mi equipo. Mary Kay puede que sea o no sea para ti, pero lo podremos saber así es que aprecio el tiempo que estamos compartiendo.”

2. Encuentra sus PUNTOS claves

“¿Qué es lo más importante en tu vida en estos momentos?”

“¿Qué necesitas en tu vida?”

“¿Qué cambiarías de tu vida?”

“Si yo te enseño como mantener las cosas que valoras y obtener lo que necesitas, ¿Habría alguna razón por la cual no considerarías a MK como un “SI” en tu vida?”

3. Sobre ponte a las objeciones (Tiempo/\$/Esposo)

- “Bárbara, se lo ocupada que estás; si vas a añadir algo más a tu vida en estos momentos, ¿Cuales tendrían que ser los beneficios para que te animaras a hacerlo?”
- “La inversión requerida para empezar tu negocio es al rededor de los \$100. Si es algo que decides hacer, ¿Como lo podrías pagar — tarjeta de crédito ó efectivo?”
- “Si esto es algo que decidieras hacer, ¿Seria una decisión que tomarías por ti misma o necesitas la aprobación de tu esposo?”

4. ANDA DIRECTAMENTE AL PUNTO y personalízala

“¿Que necesitas saber sobre Mary Kay para que cuando tomes la decisión sea un “SI”?”

Pregunta. Repite la pregunta. Respuesta. Repite la pregunta. Respuesta. Repite la pregunta.

5. CIERRE

Una vez que hayas respondido 3-4 veces, pregunta, “¿Hay alguna razón por la cual no podamos ordenar tu juego de ingreso en “estos momentos”? ¿Como te gustaría pagarlo – tarjeta de crédito efectivo . . .”

6. Vence alguna OBJECION imprevista

Si ella se opone. Tu escucha. Repítele. Responde su objeción y luego añade ... “Si no fuera por eso, que es lo que no te deja empezar?” (invita a otra objeción). Cuando ella ya no tenga más (4-5), pregúntale de nuevo, “¿Hay alguna razón por la cual no podamos ordenar tu JUEGO DE INGRESO? Como te gustaría pagarlo, MC/Visa, Discover, cheque”

7. Recuerda el comienzo de la entrevista.

Sabes lo que a ella la motiva, que es lo que ella añadiría o cambiaría de su vida. Trae esta información para confirmar tu cierre con una conclusión de un Si rotundo.

¡¡Construyamos el equipo que tu quieres!! ¡¡Te puedo enseñar

cómo!! *Vivian*

Interview Tips! By NSD Pamela Shaw

1. Cast the Vision

“Thank you so much, Barbara, for meeting me today. I appreciate your time and want you to know that I am committed to building a dynamic team of women who are willing to work hard and want to make money, and you have the character qualities I am looking for in the team I want to build. Mary Kay may or may not be for you, but at least we will know....so I appreciate being able to share with you.”

2. Find her Hot BUTTON

“What do you value most in your life right now?”

“What do you need in your life right now?”

“What would you change about your life right now?”

“If I can show you how to keep what you value and get what you need, is there any reason why you wouldn’t consider MK as “YES” in your life?”

3. Over come Common Objections (Time/Money/ husband)

- ◆ “Barbara, I know how busy you are; if you were going to add something to your life right now, what would the benefit need to look like to cause you to do that?”
- ◆ “The required investment to begin your business is about \$100. If this is something you decide to do, how would you take care of that—credit card or check?”
- ◆ “If this is something you decide to do, is it a decision you will make on your own or do you need to get your

husband’s approval?”

4. CUT TO THE CHASE and customize!

“What would you need to know about Mary Kay in order to make a ‘YES’ decision?”

Answer. Repeat Question. Answer. Repeat Question. Answer. Repeat Question.

5. CLOSE

Once you have answered 3-4 questions ask, “Is there any reason why we couldn’t get your STARTER Kit ordered? How would you like to take care of it, credit card, check or cash ? . . .”

6. Overcome any unforeseen OBJECTIONS

She objects. You listen. You repeat. You respond to the objection, and then you add ... “If it weren’t for that, what would keep you from getting started?” (inviting another objection). When she is out of objections (4-5), you ask again, “Is there any reason why we couldn’t get your STARTER KIT ordered? How would you like to take care of it, MC/Visa, Discover, check....?”

7. Remember back to the beginning of the interview.

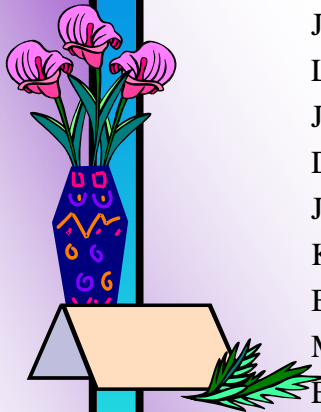
You know what she is motivated by, what she would change or add to her life. Bring this information into the closing process to support her coming to a YES conclusion.

Let’s build the team you want!! I can show you how!!

Vivian

Unit November Birthdays ~ Cumpleaños

Birthdays	Day
Angelita Caraballo	1
Luisa M. Soto	2
Danielle N. Addison	4
Ginger M. Baird	7
Carolyn R. Ferguson	9
Yu K. Choi	10
Kari A. St. Jean	10
Jayleen B. Chapero	13
C. Napolitano	16
D. Wheatley-Murphy	16
Peggy S. Limos	17
Denize M. Viero	18
Sheila D. Coleman	19
Marleny Gonzalez	20
Martha R. Horton	28
Patti E. Kelsey	29
Lourdes Santiago	29
Carmen Santana	30



Unit November Anniversaries ~ Anniversarios

Anniversaries	Years
Elizabeth Ortiz	14
Mary E. Strassburg	14
Joan Harvey	14
Lydia Robinson	11
Josephine Cintron	8
Danielle Lasaponara	7
Joan M. Farkas	7
Kari A. St. Jean	6
B. Rodriguez-Falu	4
Monica Andino	4
Eum Myongsoon	3
Keith C. Rhymer	3
N. Rivera Sepulveda	2
Angelita Caraballo	2
Sandra Hamel	2
Sandra L. Smiley	2
Priscila L. Alcivar	1
Tangela R. Smith	1
Crystal L. Wyatt	1



Thank You from Mary Kay

13% Recruiter Commission Level

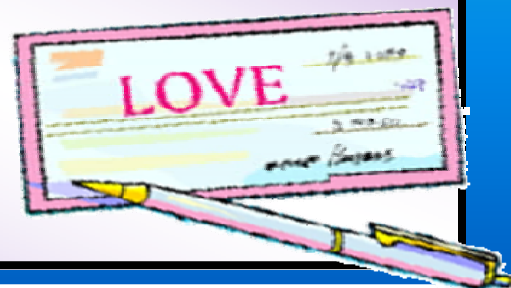
Myrna E. Gomez \$398.03
Vivian Diaz \$366.21

4% Recruiter Commission Level

Ruth C Chuqui-Conder
Edith J. Orellana
Sharon O'Donnell
Ruth Lebovits
Mattie Grunfeld
Joanne Toombs
Carolyn R. Ferguson
Lois A. Merkel

4% Recruiter Commission Level

Mi J. Kim
Alida M. Verdone
Roizy Hershkowitz
Ruth Pomerantz

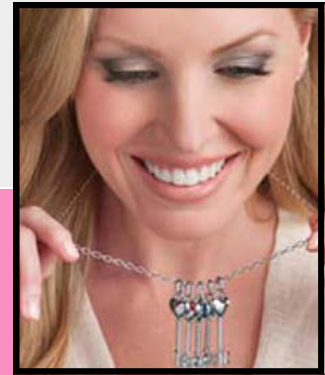


October 2013

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 Fall Retreat in the Melbourne Hilton by the Beach \$120 inclusive	19
20	21 Monday Night Live at 6:30pm	22 Tuesday Night Live Success Meeting 6:30 – 8:30pm.	23	24 Fall Retreat in the Montvale Courtyard by Marriott \$120 inclusive	25	26
27	28 Monday Night Live at 6:30pm	29 Tuesday Night Live Success Meeting 6:30 – 8:30pm.	30			

November 2013

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



Strategic Star Planning

Reasons To Be A Star Consultant Each Quarter:

1. To enjoy the feeling of being a WINNER!
2. To MAKE MONEY!
3. To build your inventory to “income” level.
4. To win your All Star Necklace!
5. To qualify for Awards Seminar Seating next year!!

There are 13 weeks in a Star Consultant Quarter

\$300 weekly sales can easily be achieved by holding 1 class and 1 facial!

\$300 x 13 weeks equals \$3,900 in retail sales

That's a **SAPPHIRE STAR CONSULTANT!**

This is a great plan to build your inventory from your sales to an income (salary) basis! \$300 weekly sales x 13 weeks equals \$3,900 retail sales. You'll be salary level in no time by reinvesting instead of paying yourself.

When you have adequate shelf inventory, 50% should be reinvested in inventory (\$1,950), and 50% (\$1,950) is your profit (10% should go to PCP, hostess credit & expenses, which is taken from the profit portion)!

Star Ranking

Sapphire Star Consultant \$1800 Wholesale

Sell \$300 a Week to Track Your Sapphire Star!

Ruby Star Consultant \$2400 Wholesale

Sell \$400 a Week to Track Your Ruby Star!

Diamond Star Consultant \$3000 Wholesale

Sell \$500 a Week to Track Your Diamond Star!

Emerald Star Consultant \$3600 Wholesale

Sell \$600 a Week to Track Your Emerald Star!

Pearl Star Consultant \$4800 Wholesale

Sell \$750 a Week to Track Your Pearl Star!

The higher your weekly sales, the more your WEEKLY INCOME will be! Isn't it wonderful to be self employed where YOU are in control of your income?

Plan to be a Star Consultant every quarter!

Everyone can do it! You can do it!!!

Even part-time Consultants who are building their inventory from sales can do it!



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

*Get your
 gift sets
 ready!!*



*Let your
 customers
 know how
 you can
 make their holiday
 shopping quick & easy!*



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

Let the Beauty Begin
 Team-Building Promotion
 Oct. 1 - 31, 2013



Beautiful Opportunities!

When your new team member starts a business in October and places her first product order by Nov. 30, she's eligible to receive one of these incredible offers:

- \$150 credit* on an \$1,800 Section 1 wholesale order
- \$75 credit* on a \$600 Section 1 wholesale order
- \$50 credit* on a \$400 Section 1 wholesale order

*Restrictions apply: You qualify for the "credit" off your first product order if your Independent Beauty Consultant Agreement is received and accepted by the Company from Oct. 1 - 31, 2013. You will qualify to receive a \$50 credit on your initial Section 1 order between \$400 and \$599.99 wholesale; a \$75 credit on your initial Section 1 order between \$600 and \$1,799.99 wholesale; or a \$150 credit on your initial Section 1 order of \$1,800 wholesale or more. All qualifying initial Section 1 order amounts are exclusive of shipping, handling and tax, and must be received by the Company by Nov. 30, 2013. Sales tax is required on the suggested retail value of all Section 1 products. Purchasing inventory is an individual decision, and it is certainly not a requirement for you to begin your Mary Kay business. We always recommend that you determine what activity level you plan to pursue in your Mary Kay business. Then, if appropriate for your personal circumstances, invest in a level of inventory that supports that activity



Beautiful Wins!

When you add a new team member in October, and the new team member places a \$400 Section 1 wholesale order or more by Nov. 30, you will be entered into a weekly drawing throughout that time frame to possibly win an iPad®. **The drawing entries are initiated by the new team member's qualified \$400 Section 1 wholesale order or more.



Week	Date Order Placed	Date of Drawing
1	Between Oct. 1 - 4, 2013	Oct. 8, 2013
2	Between Oct. 5 - 11, 2013	Oct. 15, 2013
3	Between Oct. 12 - 18, 2013	Oct. 22, 2013
4	Between Oct. 19 - 25, 2013	Oct. 29, 2013
5	Between Oct. 26 - Nov. 1, 2013	Nov. 5, 2013
6	Between Nov. 2 - 8, 2013	Nov. 12, 2013
7	Between Nov. 9 - 15, 2013	Nov. 19, 2013
8	Between Nov. 16 - 22, 2013	Nov. 26, 2013
9	Between Nov. 23 - 30, 2013	Dec. 6, 2013