



VisionAires

VISIONAIRES MILLION DOLLAR UNIT

April 2014 Results

Resultados de April 2014



Million Dollar Unit Club

Top Consultants With \$1,200 Or More Wholesale April
Primeras En Ventas de Abril



Yukie
Poole
\$3,602.25

Ginger
Loor
\$2,413.75

Ingrid C.
Dennison
\$1,809.50

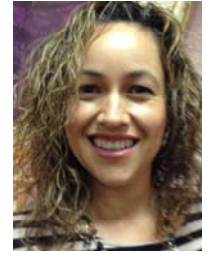
Jasmine
E. Ortiz
\$1,809.00

Myrna E.
Gomez
\$1,499.00

Pearls of Sharing



Ginger Loor



Martha Banuelos

Welcome New Consultants Bienvenidas Consultoras Nuevas

New Consultant
Erleen M. Agosto
Alexa J. Barrero
Shavon P. Brown
Marcia A. Clawson
Ingrid C. Dennison
Minolia Francisco
Marangely Jones
Ginger Loor
Migdalia Lugo
Estela Martinez
Isabel Martinez
Nereida Martinez
Monica Mendoza
Taquashia D. Morgan
Jasmine Morris
Teresa M. Murray
Marisela Negrin
Yukie Poole
Genoveva Reyes
Wendy Rivas
Jessica Rosas
Suzette Sanchez
Jane L. Sapeg
LaQuina Toomer
Tynaisha Zambrana

Sponsored by
E. Almonte
E. Ortiz
M. Gomez
J. Toombs
E. Ortiz
M. Rios
E. Almonte
M. Sapeg
E. Ortiz
M. Banuelos
Y. Rosario
M. Gomez
M. Banuelos
E. Ortiz
M. Gomez
E. Ortiz
L. Delima
M. Sapeg
E. Ortiz
C. Sanchez
G. Loor
E. Ortiz
M. Sapeg
W. Winkfield
E. Almonte

2014 Court Of Sales 2014 Corte de Ventas



Top 20 Year-to-date

1 Ruth Lebovits
\$32,808.00

2	Myrna E. Gomez	\$18,411.00
3	Alida M. Verdone	\$9,275.50
4	Cherry D. Inigo	\$8,970.00
5	Elizabeth E. Lopez	\$8,668.00
6	Yukie Poole	\$8,189.50
7	Miriam Y. Soto	\$7,773.00
8	Roizy Hershkowitz	\$7,722.00
9	Elizabeth Ortiz	\$7,292.50
10	T. Silberstein	\$7,202.00
11	Martha Banuelos	\$6,553.00
12	Bruchy Leibler	\$6,304.00
13	Margarita Sapeg	\$5,933.00
14	Ginger Loor	\$5,531.50
15	Vanessa A. Hall	\$5,395.50
16	Miriam Wolfson	\$5,266.00
17	Glynda W. Barrett	\$5,147.00
18	D. Wheatley-Murphy	\$4,890.50
19	Ruth C Chuqui-Conder	\$4,773.50
20	Geraldine Havasy	\$4,589.50

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 April 30, 2014

NON NEGOTIABLE

Pay Exactly: **nineteen thousand ninety-six and 78 / 100**

\$ 19,096.78

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



Myrna E. Gomez

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

Future Director Futura Directora 8 or more

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

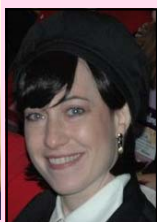
Team Leader Lider de Equipo 5 or more Active Team Members

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

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



Ruth C.
Chuqui-
Conde
RED
JACKET



Ruth
Lebovits
RED
JACKET



Elizabeth
E. Lopez
RED
JACKET



Elizabeth
Ortiz
RED
JACKET



Margarita
Sapeg
RED
JACKET



Joanne
Toombs
RED
JACKET

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



Senior Consultant 1- 2 Active Team Members

Monica Andino
Libertad Delima
Carolyn R. Ferguson
Olga C. Giraldo
Mattie Grunfeld
Roizy Hershkowitz

Clarisol Johnson
Mi J. Kim
Dawn F. McDowell
Lois A. Merkel
Edith J. Orellana
Kimberly F. Repaza

Yadisha Rosario
Miriam Y. Soto
Alida M. Verdone
Wanda Renee Winkfiel

REWARDS...

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



Top Recruiters

Primeras En Reclutamiento April / Abril



Elizabeth Ortiz
7 new team member in April
Gold Medal winner



Myrna E. Gomez
3 new team Member in April
Bronze Medal winner



Elida I. Almonte
3 new team member in April
Bronze Medal winner



Margarita Sapeg
3 new team member in April
Bronze Medal winner



Martha Banuelos
2 new team member in April



Joanne Toombs
1 new team member in April



W. Winkfield
1 new team member in April



Yadisha Rosario
1 new team member in April



Marisel Rios
1 new team member in April



Libertad Delima
1 new team member in April



Carmen A. Sanchez
1 new team member in April



Ginger Loor
1 new team member in April

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	8	\$1,070.66
2	Margarita Sapeg	2	\$240.64
3	Elizabeth Ortiz	3	\$172.52
4	Libertad Delima	1	\$116.12
5	Ruth Lebovits	1	\$114.12
6	Jenifer Pomerantz	2	\$96.65
7	Edith J. Orellana	2	\$57.36
8	W. Winkfield	1	\$32.17
9	Yadisha Rosario	1	\$24.26



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)

We Are A Million Dollar Unit



Una Unidad del Millon

<i>Yukie Poole</i>	\$3,602.25
<i>Ginger Loor</i>	\$2,413.75
<i>Ingrid C. Dennison</i>	\$1,809.50
<i>Jasmine E. Ortiz</i>	\$1,809.00
<i>Myrna E. Gomez</i>	\$1,499.00
<i>Elizabeth Ortiz</i>	\$1,071.00
<i>Dorcas Bravo</i>	\$734.50
<i>Migdalia Lugo</i>	\$694.50
<i>Marisel Rios</i>	\$624.00
<i>Elida I. Almonte</i>	\$616.00
<i>Martha Banuelos</i>	\$490.25
<i>Bernarda Concepcion</i>	\$461.50
<i>Monica Andino</i>	\$442.00
<i>Sandra A. Hamel</i>	\$432.50
<i>Glynda W. Barrett</i>	\$412.00
<i>Margarita Sapeg</i>	\$364.25
<i>Yadisha Rosario</i>	\$358.50
<i>Dawn F. McDowell</i>	\$355.25
<i>Elvira Gutierrez</i>	\$317.50
<i>Patti E. Kelsey</i>	\$311.50
<i>Isabel Martinez</i>	\$309.00

<i>Joan Harvey</i>	\$302.00
<i>Elizabeth Ramos</i>	\$281.00
<i>Roizy Hershkowitz</i>	\$276.50
<i>Carmen A. Sanchez</i>	\$275.00
<i>Eunae Seo</i>	\$265.00
<i>Susan E. Kowsky</i>	\$261.50
<i>Kari A. St. Jean</i>	\$261.00
<i>Mary E. Strassburg</i>	\$250.50
<i>Doriz R. Villa</i>	\$241.00
<i>Ayesha Y. Marty</i>	\$241.00
<i>Joanne Toombs</i>	\$240.50
<i>Danielle Lasaponara</i>	\$236.00
<i>Olga C. Giraldo</i>	\$235.00
<i>Luisa Gomez</i>	\$233.50
<i>Tangela R. Smith</i>	\$231.50
<i>Gladys M. Loaiza</i>	\$229.50
<i>Ana R. Davis</i>	\$229.50
<i>Karen S. Bruno</i>	\$229.00
<i>Ellen C. McEachern</i>	\$225.50
<i>Miriam Silva Diaz</i>	\$225.50
<i>Danielle Jones</i>	\$225.00

Las personas te juzgan por tu apariencia. Así sea vendiendo un producto, solicitando un trabajo, o aplicando para una promoción, ellos no solo ven lo bien arreglado que estas, si no también el aire de confianza que proyectas, que es el reflejo de como te sientes contigo mismo. Seguramente hay mas en una persona que la apariencia. Pero tu solo tienes

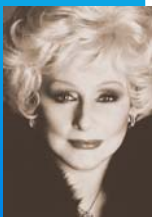
una oportunidad para tu Primera Impresión



Mary Kay
WISDOM

People judge you by your appearance.

Whether you're selling a product, applying for a job, or vying for promotion, they appraise not only your grooming but the air of confidence you project, which is a reflection of how you feel about yourself. There is certainly more to a person than appearance. But you still get only one chance to make a good first impression.



Mary 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

Camino a las Estrellas

16 de Marzo - 15 de Junio | 4to Trimestre!!!!

Aim for the Stars!

March 16, - June 15, 4th Quarter

Consultant Name	Current Wholesale Production	—Wholesale Production Needed for Star—				
		Sapphire	Ruby	Diamond	Emerald	Pearl
YUKIE POOLE	\$3,602.25	*****	*****	*****	STAR	\$1,197.75
GINGER LOOR	\$2,413.75	*****	STAR	\$586.25	\$1,186.25	\$2,386.25
MYRNA GOMEZ	\$2,320.00	STAR	\$80.00	\$680.00	\$1,280.00	\$2,480.00
RUTH LEBOVITS	\$1,837.00	STAR	\$563.00	\$1,163.00	\$1,763.00	\$2,963.00
INGRID DENNISON	\$1,809.50	STAR	\$590.50	\$1,190.50	\$1,790.50	\$2,990.50
JASMINE ORTIZ	\$1,809.00	STAR	\$591.00	\$1,191.00	\$1,791.00	\$2,991.00
ELIDA ALMONTE	\$1,248.00	\$552.00	\$1,152.00	\$1,752.00	\$2,352.00	\$3,552.00
MARTHA BANUELOS	\$1,101.00	\$699.00	\$1,299.00	\$1,899.00	\$2,499.00	\$3,699.00
ELIZABETH ORTIZ	\$1,071.00	\$729.00	\$1,329.00	\$1,929.00	\$2,529.00	\$3,729.00
DORCAS BRAVO	\$734.50	\$1,065.50	\$1,665.50	\$2,265.50	\$2,865.50	\$4,065.50
YADISHA ROSARIO	\$709.50	\$1,090.50	\$1,690.50	\$2,290.50	\$2,890.50	\$4,090.50
MIGDALIA LUGO	\$694.50	\$1,105.50	\$1,705.50	\$2,305.50	\$2,905.50	\$4,105.50
MARISEL RIOS	\$624.00	\$1,176.00	\$1,776.00	\$2,376.00	\$2,976.00	\$4,176.00



Mary Kay Girls Night Out!

Treat yourself to a night of fun with the girls & some Mary Kay Pampering!

Thursday, May 15—6:30-8:30pm

Best Western 26 Route 59 Nyack, NY 10960

Presented by
Mary Kay Directors:

Enjoy a Mary Kay Makeover!
Try our FAMOUS SKIN Care and
get a FUN SUMMER, DASH out
the Door LOOK!

WIN FABULOUS
DOOR PRIZES!!!



LYN HARPER

Preview our NEW Summer Line!



KIVIAN DIAZ-HARRIS



EVERHART NATIONAL AREA DEBUT

ON FIRE

Celebrating New National Sales Director
RUTH EVERHART!!

Friday, June 6th-Saturday, June 7th

HYATT REGENCY SARASOTA ON SARASOTA BAY
1000 Blvd of the Arts ~ Sarasota, FL 34236

HOTEL RESERVATIONS
Call 941-953-1234 and ask for Ruth Everhart
National Area Room Block for special rate of \$162
OR book online at <https://resweb.passkey.com/go/MARYK>

Featuring Guest Speakers:



**SNSD
VIVIAN
DIAZ**



**EENSD EMERITUS
BARBARA
SUNDEN**



**ESNSD
CHERYL
WARFIELD**



**SEAN KEY
VP Sales Force
Motivation & Education**



**LINDA CASTILLO
Director Diamond
Sales Development**

Friday Night:
National Area Debut
& Guest Event 6:30pm – 9:00pm
Registration opens at 5:45pm

Saturday:
Director & Consultant Workshops taught
by National Sales Directors 9am-12pm
Lunch & Close 12pm-2pm

And other Guest NSD'S:



**ENSD
Patricia
Turker**



**SNSD
Cindy
Fox**



**SNSD
Lynda
Jackson**



**NSD
Bett
Vernon**



**NSD
Jamie
Cruse-Vrinios**



**NSD
Andrea
Newman**



**NSD
Temi
Odeyale**



**NSD
Beth
Piland**



**NSD
Mary
Beissel**

Registration Fee for Debut & Workshop:
\$59 for BOTH Friday Night Debut & Guest Event (Guests FREE) AND Saturday Workshops with NSDs (includes Lunch on Saturday)
\$30 for Friday Night Debut & Guest Event ONLY (Guests FREE)
\$45 for Saturday ONLY - Workshops with NSDs (includes Lunch)

Register Today at www.everhartnationalarea.com
No Refunds/No Children Under 18



An Efficient Close

At the end of her skin care class, Independent Sales Director Susie Arbelaez of Davie, Fla., takes a different approach to her closings that accomplishes a lot in less time.

“After table close, instead of me moving to another area of the home to do individual closes, I move the hostess and guests to another room, where they will watch one of my favorite Mary Kay videos, perhaps *Passing the Torch*, *Making Beautiful Futures*, something that is 10 to 15 minutes long,” Susie explains. “Also in the room I have brochures, sales receipts, samples, marketing surveys, bonus gifts, snacks and samples. I keep one customer with me at the table and everyone else goes to the living room. I offer a ‘bonus gift’ for filling out the marketing survey. When each guest comes back to me they have seen more about Mary Kay than I personally could have shown them during the time frame. They have also been able to sample other products, such as body care or fragrances, they have filled out their marketing survey, and most have nearly completed their sales slip. This works for me and I enjoy

How to Score Big “On the Go”

Independent Senior Sales Director Lisa Allison of Sugar Land, Texas took her business “On the Go” during lunch hours at corporate offices. Consequently her “show and tell” approach turned into “show and sell” as she scored \$1,500 in less than five hours.

Here’s how she did it.

Setting up the appointments:

"Hi this is Lisa Allison with Mary Kay Cosmetics, do you have a minute? Great! Susan, I know how crazy things must be at your office, is this a busy time of year for you? I had an idea and I immediately thought of you! How would you like to get your next Mary Kay® product order at half price? Great! Did you know that you could host an On the Go appointment right in your lunchroom at work in about 15 minutes? I know you're loving your Miracle Set and your friends are probably noticing how great you look, is that right? I'm holding On the Go appointments this week at lunchtime and when you share your appointment with four or more co-workers while I'm there, I'll give you your entire order at half price, how does that sound to you? Great! Would Monday or Tuesday be better for you? Super! All I'll need is a room with a sink, your friends and we'll have a ball, OK?"

While she is there she demonstrates TimeWise® products on their hands (Cleanser and Moisturizer on one hand, Day Radiance on both), Satin Hands®, Day Solution SPF 15 on one side of their neck and Night Solution on the other side of their neck and one perfume. She sold 15 Miracle Sets in one week holding five lunchtime On the Go appointments!



Unit June

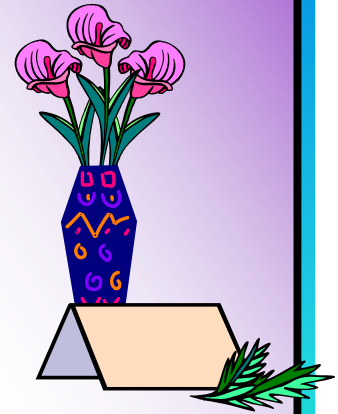
Birthdays ~ Cumpleaños

Birthdays	Day
Jennifer Lima	5
LaQuina Toomer	5
Maria Chauca	6
Meehee Gessler	7
Joyce M. Baker	10
Audrey E. Green	10
Mattie Grunfeld	12
Ashley E. Garris	13
Eunae Seo	13
Anna Torres	14
Vivian Diaz	15
Josephine Cintron	16
Nancy C. Parker	16
Jeanine M. Garvey	20
Nadejda Kiefer	21
Paola Caeiro	23
Joan Harvey	26
Geraldine Havasy	26
Jamie Phillips	27

Unit June

Anniversaries ~ Anniversarios

Anniversaries	Years
Linda I. Rodriguez	26
Maria Chauca	12
Kelley A. Rowe	10
Laura C. Ramirez	9
Yongrae Lee	8
Susan E. Kowsky	7
Paola Caeiro	7
Nelli Montaleza	7
Clarisol Johnson	5
Zena Bracero	3
Carolyn R. Ferguson	3
Eden A. Clark	1
Danielba D. Fraga	1
Ashley E. Garris	1
Fannie M. Watson	1
Erica Rodriguez	1



13% Recruiter Commission Level

Vivian Diaz \$412.72

9% Recruiter Commission Level

Myrna E. Gomez \$225.41

4% Recruiter Commission Level

Margarita Sapeg \$240.64

Elizabeth Ortiz \$172.52

Elizabeth E. Lopez

Ruth C Chuqui-Conder

Olga C. Giraldo

Libertad Delima

Thank You from Mary Kay

4% Recruiter Commission Level

Alida M. Verdone

Yadisha Rosario

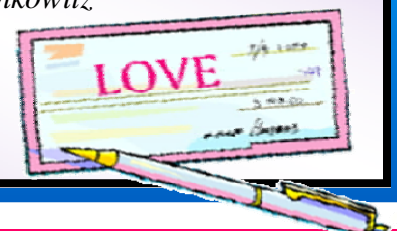
Mattie Grunfeld

Mi J. Kim

Edith J. Orellana

Joanne Toombs

Roizy Hershkovitz



May 2014

Sun	Mon	Tue	Wed	Thu	Fri	Sat
12pm Wednesday Afternoon's Meeting with Kristina RSVP the day before 7725841008						
				1	2	3
				Thursday Night Live Success in English and Spanish Together with MK debuts for new consultants		
4	5	6	7	8	9	10
				Thursday Night Live Success in English and Spanish Together with MK debuts for new consultants		Moving on Up and MKU
11	12	13	14	15	16	17
		Awards Night at the Pink Link Studio in Vero Beach		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	27	28	29	30	31
				Thursday Night Live Success in English and Spanish Together with MK debuts for new consultants		

June 2014

Sun	Mon	Tue	Wed	Thu	Fri	Sat
1	2	3	4	5	6	7
				Thursday Night Live Success in English and Spanish Together with MK debuts for new consultants		Everhart National Area Debut in Sarasota, FL
8	9	10	11	12	13	14
	Awards Night at the Pink Link Studio in Vero Beach			Thursday Night Live Success in English and Spanish Together with MK debuts for new consultants		
15	16	17	18	19	20	21
				Thursday Night Live Success in English and Spanish Together with MK debuts for new consultants		
22	23	24	25	26	27	28
				Thursday Night Live Success in English and Spanish Together with MK debuts for new consultants		
29	30					
12pm Wednesday Afternoon's Meeting with Kristina RSVP the day before 7725841008						

WHAT'S HAPPENING IN THE VISIONAIRE WORLD

Vero Beach, FL - Pink Link Studio Events
Tuesday: May 13th - Spring Cleaning Trash Day
May 17th- MKU in Vero Beach, Pink Studio 9 to 12 p.m.
June 3rd - Awards Night - Vero Beach Pink Studio

New York Events

May 15th - Guest Event Girls Night Out / Debut Party at the Best Western in Nyack
June 12 - NY Directors meeting Best Western - 26 RT 59 - Nyack, NY 10AM-1PM
June 12 - "Show me The Money Night" And MKU graduation celebration.
Guests And husbands are invited! Best Western- 26 RT 59 - Nyack, NY.... 6:30PM registration
7:00pm Start.

In order to Graduate you MUST have attended MKU1 and MKU2. Have held 10 classes (hostess+3 or more quests at one time) and have held 3 interviews with me, your Director and you possible
Recruit in the month of May
June 15th - Vivian's Birthday

ESPECIAL EVENTS

June 6th/7th- Everhart National Area Debut in Sarasota, FL - see flier
June 6th- Directors Meeting- 1PM - 3:30PM - Hyatt, Sarasota, FL
June 20th - 6:30 p.m. Jodi Rivett Sales Director Debut in Baton Rouge, LA. For more information call Meredith Taylor @ 225 421 9038
July 30th - August 2nd - Dallas, TX 2014 Seminar
July 30th- Dallas Texas 3pm -Area Celebration - Red Jackets Moving on Up - Renaissance Hotel. Open to all Visionaires and Everharts!

Director's Spotlight Why I Love Being a Director

" I love being a director for so many reasons but my all time favorite is the freedom it has brought to my life. I am in full control of the choices I make, the actions I take and the responsibility I undertake. Through the past 13 years I have had the privilege of working when I choose building my schedule around the things I value most in my life. This has blessed me beyond measure. There are not many careers that could allow you the time to workout every single day. When I wanted something new and different I was able to take my business internationally into Brazil which I loved but I also learned that 6500 miles from home was further then I wanted to be in that season of my life. Beauty is universal. Another lesson; in 2003, when cancer knocked on my door, the flexibility allowed me to grow my income by \$12,000 in one of the very worst times of my life. Work when you can as you never know when you might not be able to is a motto I have lived by. However the absolute best part is being able to transfer these skills to others. Giving each woman I meet vision and a roadmap to follow. Directorship has allowed me to truly Enjoy the Journey. It is not the final destination but the paths we choose to take along the way that build a life worth living. Thank you Mary Kay!"

SSD Daria Rocco,



Charm Couture

OUR MONTHLY CHARM PROMOTION

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

Love, Vivian Diaz



START EARNING!

- Earn Charms by achieving:
- \$400 wholesale order
- \$800 wholesale order
- Sponsoring a New Qualified Recruit
- Earning Star Consultant Status!

APRIL WINNERS!

\$400 W/S

- Dorcas Bravo - B
- Migdalia Lugo - B
- Marisel Rios - C
- Elida Almonte - C
- Martha Banuelos - C
- Bernarda Concepcion - C
- Monica Andino - B
- Sandra Hamel - B
- Glynda Barrett - B



or

\$800 W/S

- Yukie Poole - B
- Ginger Loor - B
- Ingrid Dennison - B
- Jasmine Ortiz - B
- Myrna Gomez - C
- Elizabeth Ortiz - C



and/or

Qualified Recruits

- Margarita Sapeg 2
- Elizabeth Ortiz 2



NEXT MONTH'S CHARMS!

Cruise your way to success in this MK dream car!

Dream Car with Shamballa Bead = \$800 w/s

Dream Car = \$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



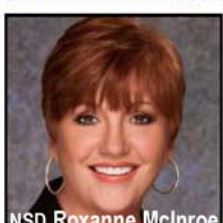
NSD Maureen Myers



NSD
Sabrina Goodwin Morday



NSD Diane Mentiply



NSD Roxanne McInroe



SNSD Suzanne Brothers



NSD Tammy Crayk



SNSD Vivian Diaz



SNSD Evelinda Diaz



NSD Crisette Ellis



SNSD Mary Estupian



NSD Ruth Everhart

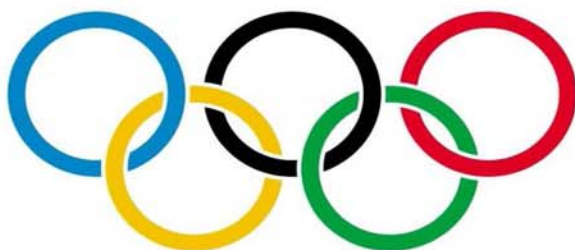
COME ABOARD OUR GOLD MEDAL CRUISE!

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



NSD Kim McClure



NSD Cathy Littlejohn



NSD Maureen Ledda



NSD Connie Kittson



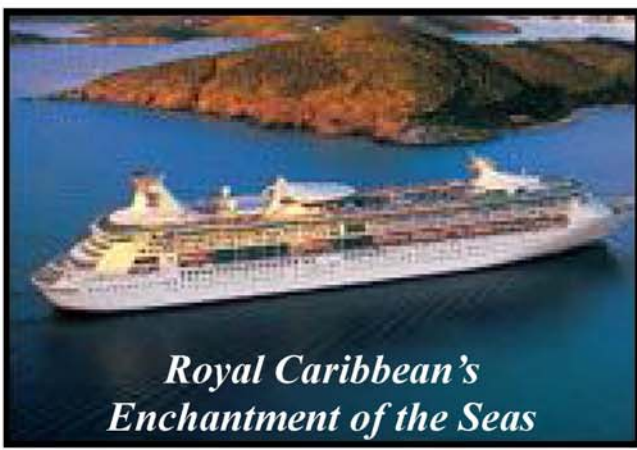
NSD Sylvia Kalicak



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 & 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

Look for Mary Kay—Gold Medal Cruise



Un cierre Perfecto

Al final de una clase del cuidado de la piel, la directora Independiente de ventas Susie Arbelaez de Davie, Fla., se aproxima a sus clientes de una manera diferente y cierra más rápido y mucho mejor.

“Después de cerrar en la mesa, en ves de moverme a diferentes áreas de la casa y hacer cierres individuales, lleva a la anfitriona y a las invitadas a otra habitación, donde ellas verán uno de sus videos favoritos de Mary Kay, probablemente Pasando la Antorcha, Haciendo Futuros Maravillosos, algo que sea de 10 a 15 minutos de duración,” Susie explica. “En esta habitación tengo catálogos, también tengo recetas de ventas, muestras, encuestas de mercado, regalos y bocaditos. Me quedo con un cliente en la mesa y todas las demás se van a la sala. Ofrezco un ‘Regalo’ por llenar una encuesta de mercadeo. Cuando cada invitada regresa a mi habitación sabe y ha visto más del negocio de Mary Kay de lo que yo le podía haber enseñado en la misma cantidad de tiempo. Ellas también han podido probar otros productos, como lociones para el cuerpo, llenar su encuesta de mercadeo, y la mayoría completa su recibo de ventas. “Esto funciona conmigo, y yo lo disfruto.”

Como vender mejor “En el camino”

La directora Independiente de Ventas Lisa Allison de Sugar Land, Texas lanzo su negocio “En el Camino” durante sus horas de refrigerio que tenia en las oficinas donde trabajaba . Consecuentemente su aproximación con “enseñar y hablar ” se convirtió en “enseñar y vender” y así logro vender \$1,500 en menos de cinco horas

Así es como ella lo hizo

Para hacer citas:

"Hola soy Lisa Allison con los cosméticos de Mary Kay , ¿Tienes un minuto? Fabuloso! Susan, se lo locas que pueden ser las cosas en tu oficina, ¿A caso es este el momento donde mas trabajo tienes ? ¡Se me ocurrió una idea he inmediatamente pensé en ti! ¿No te gustaría obtener tus próximos productos de Mary Kay a mitad de precio? ¡Fantástico! ¿Sabes que puedes ser anfitriona de una reunión “en el camino” de unos 15 minutos en el lugar donde almuerzan las chicas de tu oficina? Yo se que te encanta tu juego Milagroso y estoy segura que tus amigas están notando los magníficos resultados ¿Verdad? Estoy teniendo estos días citas “En el Camino” a la hora de almuerzo y si tu compartes tu cita con cuatro o más personas que trabajan contigo te daré tu orden completa a mitad de precio, ¿Cómo te suena eso? ¡Fabuloso! ¿Lunes o Martes qué es mejor para ti? Súper! Todo lo que necesito es un cuarto con una lavadero, a tus amigas y nos divertiremos “¿OK?”

Cuando estés ahí enseña los productos de TimeWise® en sus manos. (El Limpiador y humectante en una mano, Day Radiance en las dos), Satin Hands®, Day Solution SPF 15 en un lugar de su cuello y Night Solution en el otro lado puedes poner algún perfume también. Ella vendió 15 Juegos Milagrosos en una semana a la hora del almuerzo con cinco citas “En el Camino”.





¡Comparte el amor!

Promoción de desarrollo de equipo: 1 al 31 de mayo de 2014

Las Consultoras de Belleza Independientes que comenzaron un negocio Mary Kay en abril Y las Consultoras de Belleza Independientes que lograron una nueva integrante de equipo en abril podrán ofrecer los mismos estupendos incentivos a nuevas integrantes de equipo potenciales en mayo.



PARA CALIFICADAS EN
ABRIL



Comienza

¡Comienza un negocio Mary Kay por sólo ~~\$100~~ \$75.

Cuando una nueva Consultora de Belleza Independiente comience su negocio Mary Kay en el mes de mayo ¡podrá obtener el Juego Inicial por solo \$75!

Recibe

Recibe fabulosos incentivos



Share the Love!

Team-Building Promotion: May 1 – 31, 2014

Independent Beauty Consultants who started a Mary Kay business in April AND Independent Beauty Consultants who added a new team member in the month of April can offer these same great incentives to potential new team members in May.



APRIL
QUALIFIERS



Start

Start a Mary Kay business for only ~~\$100~~ \$75.

When a new Independent Beauty Consultant starts her Mary Kay business in May, she can **get the Starter Kit for only \$75!**

Get

Get fabulous incentives.

VisionAires National Area

Consistency Challenge

Contest Period: April 1st - June 30th 2014

**Be a Woman of VISION,
Be a VISIONAIRE,
Work to WIN!**

Win the coveted VISION Necklace when you:

- Wholesale \$600 or more during the months of April, May and June OR
- Wholesale \$600 and \$1200 or more for 2 consecutive months, either April and May or May and June OR
- Wholesale \$1800 in either April, May or June .



Complete your Necklace and become a VISIONAIRE by:

- finishing the \$1800 Vision Challenge as stated above AND adding at least 1 Qualified** team member during the contest period.

Congratulations to our April Winners!

Women of Vision

SD Antonella Miccarelli
Yukie Poole
Ingrid Dennison
Jasmine Ortiz
Angelica Ramirez

Malkita Rosenfeld
Chani Katz
Kayla Daigle
Almy Valdez
Jasmine Ortiz

Rivka Altusky
Sima Neuhaus
Ginger Loor
Angelina Caquiaz

Visionaires

DIQ Myrna Gomez
Lilian Campanha

*Orders may be cumulative, orders must be placed in CONSECUTIVE months, MUST place a minimum 600 w/s within a month to qualify.

** a qualified team member is one that places an initial order w/s of *600 or more

HOW TO HAVE A GRAND WEEK IN MAY!

Mary Kay's birthday is May 12. And no one loved a challenge more than Mary Kay Ash! So to honor the Founder, sell \$1,000 in suggested retail sales in a week!



To help you do that, here are some great tips from **Independent Future Executive Senior Sales Director Lisa Stengel**, who also wants you to know that there's always a grand reason to have a grand week: May is the perfect time to honor Mary Kay Ash. June is ideal to help finish the Seminar year strong. And July can help you kick off the new Seminar year with a bang! *Lisa Stengel believes that if you follow all of these tips, you're sure to have a week that's Grand!*

GRAND TIPS FROM THE TOP

- 1. Skin Care Parties.** Skin care will always be the foundation of our business, so you've got to hold skin care parties. Consider holding three of them this week.
- 2. The Look Party.** Ask an existing customer to bring a copy of *The Look* to a gathering and pass it around. It's a casual way to create interest in the *Mary Kay*® products. And don't forget to attach your Company-approved business card to *The Look* so people can reach you to place an order or to ask for your advice!
- 3. Virtual Makeover Party.** Invite customers to use the Virtual Makeover tool on your *Mary Kay*® Personal Web Site. Once they order and receive the products they love, you can follow up by encouraging them to post selfies of their new looks on Facebook®.
- 4. Time of Day Party.** You can pick a day during your Grand Week in May to offer incentives to your customers via text or email. And here's the kicker – you choose a different incentive for different times of the day. For example, from 7 to 9 a.m., your customers could get a discount on their purchases. From 9 to 10 a.m., you could offer a bonus with purchase. From 10 a.m. to noon, there's a different discount offer, and so on. The time frames and the incentives are totally up to you.
- 5. Facebook® Party.** You can post the challenge on your Facebook® page for your *Mary Kay* business. Then send a link to your *Mary Kay*® Personal Web Site to 10 people. Ask them to place an order and then to share the link with 10 more people.

WIN A GRAND!

Simply submit your tips* on our "**Let's Talk**" blog post, sharing how you plan on achieving the *Have a GRAND Week* sales challenge, or share your success stories (also on the "Let's Talk" blog post) once you've completed the challenge!

When you do so, you will **have your name entered into a drawing* of all eligible posts** submitted that week **for a chance at winning \$1,000 in American Express gift cards!** There will be **three winners each week**, and the winners' posts will be featured on the Company's "Let's Talk" blog.

MARY KAY®
discover what you **LOVE**™

*Read the official contest rules on *Mary Kay InTouch*® for more information. Facebook® is a registered trademark of Facebook Inc.

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¡CÓMO LOGRAR UNA GRANDIOSA SEMANA DE A MIL EN MAYO!

El 12 de mayo es el cumpleaños de Mary Kay Ash ¡y a ella le encantaban los retos más que a nadie! Para honrar a la Fundadora, ¡logra \$1,000 en ventas sugeridas al menudeo en una semana!



Para ayudarte a lograrlo, te ofrecemos unos estupendos consejos de la **Futura Directora de Ventas Ejecutiva Senior Independiente Lisa Stengel**. Ella quiere que sepas que siempre hay una buena razón para tener una *Grandiosa semana*. Mayo es el momento perfecto para honrar a Mary Kay Ash; junio es ideal para culminar el año Seminario de manera sólida y julio te puede ayudar a comenzar el año Seminario ¡con impulso! *Lisa Stengel cree que si sigues estos consejos, ¡seguro que tienes una Grandiosa semana de a mil!*

GRANDES CONSEJOS DE LAS MÁS DESTACADAS

- 1. Fiestas del cuidado de la piel.** El cuidado de la piel siempre será la base de nuestro negocio, así que tienes que llevar a cabo las fiestas del cuidado de la piel. Considera llevar a cabo tres esta semana.
- 2. Fiesta de *La imagen*.** Pide a una de tus clientas que traiga consigo un ejemplar de *La imagen* a una reunión para pasarlo entre las asistentes. Es una manera informal de generar interés sobre los productos *Mary Kay*®. Y recuerda: adjunta tu tarjeta de presentación aprobada por la Compañía a *La imagen*, para que las personas puedan ponerse en contacto contigo ¡para hacer un pedido o pedirte consejo!
- 3. Fiesta del *Makeover* virtual.** Invita a tus clientas a que usen la herramienta del *Makeover* virtual en tu sitio electrónico personal *Mary Kay*®. Una vez que hayan hecho un pedido y recibido los productos que les fascinan, puedes hacer un seguimiento animándolas a que publiquen *selfies* de sus nuevos *looks* en Facebook®.
- 4. Día de fiestas por horas.** Puedes elegir un día durante tu *Grandiosa semana* en mayo para ofrecer incentivos a tus clientas por medio de mensajes de texto o por correo electrónico. Se trata de elegir un incentivo diferente para diferentes horas del día. Por ejemplo, de 7:00 a.m. a 9:00 a.m. tus clientas pueden recibir un descuento en su pedido; de 9:00 a.m. a 10:00 a.m. puedes ofrecer una gratificación con un pedido y de 10:00 a.m. a 12:00 p.m. habría una oferta de descuento diferente, y así sucesivamente. Los horarios y los incentivos dependerán totalmente de ti.
- 5. Fiesta en Facebook®.** Puedes publicar este reto en tu página de Facebook® para tu negocio *Mary Kay*. A continuación, envía el enlace a tu sitio electrónico personal *Mary Kay*® a 10 personas. Pídeles que hagan un pedido y que compartan el enlace con 10 personas más.

¡GANA MIL DÓLARES!

Simplemente publica tus consejos* en **nuestro blog *Vamos a platicar*** y comparte cómo piensas lograr el reto de ventas *GRANDIOSA semana de a mil*, o bien o publica tus historias de éxito (también en el blog de *Vamos a platicar*) ¡una vez que hayas logrado el reto!

Al hacerlo, **participarás en un sorteo* de todas las publicaciones elegibles** recibidas esa semana y **¡podrás ganar \$1,000 en tarjetas de regalo de American Express!** Habrá **tres ganadoras cada semana** y las publicaciones de las ganadoras se incluirán en el blog *Vamos a platicar*.

MARY KAY®
descubre lo que **AMAS**™

*Para más información, lee las reglas oficiales del concurso en *Mary Kay InTouch*®. Facebook® es una marca registrada de Facebook Inc.

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“Often the difference between a successful person and a failure is not one's better abilities or ideas, but the courage that one has to bet on her ideas, to take a calculated risk, and to act.” ~Maxwell Maltz

*“La mayoría de las veces la diferencia entre una persona exitosa y una que fracasa no esta en sus habilidades o ideas, si no mas bien en el coraje que una tiene para apoyar sus ideas, calcular los riesgos, y actuar”
 ~Maxwell Maltz*



Para la Maravillosa...
 For the MARVELOUS...

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