



# VisionAires

## VISIONAIRES MILLION DOLLAR UNIT

october 2013 Results

Resultados de Octubre 2013

### Million Dollar Unit Club

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

**Primeras En Ventas de Octubre**



*Ruth Lebovits*  
\$2,060.00

### Welcome New Consultants Bienvenidas Consultoras Nuevas

New Consultant	Sponsored by
Martha Alvarez	O. Giraldo
Diana Cardenales	M. Gomez
Nidia Silva-Young	D. Viero

### 2014 Court Of Sales

### 2014 Corte de Ventas



Top 20 Year-to-date

1 Ruth Lebovits

\$9,121.50

2	Vanessa A. Hall	\$4,852.50
3	Maritza Romero	\$3,724.50
4	Diana Suarez	\$3,492.50
5	Alida M. Verdone	\$3,354.00
6	Myrna E. Gomez	\$3,053.50
7	Miriam Y. Soto	\$2,486.00
8	Glynda W. Barrett	\$2,458.00
9	D. Wheatley-Murphy	\$2,376.50
10	Miriam Wolfson	\$2,371.00
11	Marleny Gonzalez	\$2,082.00
12	Carolyn R. Ferguson	\$1,978.00
13	Tracy L. Scala	\$1,947.00
14	Roizy Hershkowitz	\$1,875.00
15	Gladys M. Loaiza	\$1,866.00
16	Cherry D. Inigo	\$1,794.00
17	Jenifer Pomerantz	\$1,737.00
18	Pearl Hershkowitz	\$1,657.00
19	T. Silberstein	\$1,571.00
20	Doriz R. Villa	\$1,566.00

# 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 October 31, 2013

NON NEGOTIABLE

Pay Exactly: **fourteen thousand forty-three and 81 / 100**

**\$14,043.81**

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 calificación 10 or more



Myrna E. Gomez  
RED JACKET

#### 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 ti!**

### Team Leader Lider de Equipo 5 or more Active Team Members

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

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



Edith J.  
Orellana  
RED  
JACKET



Mi J. Kim  
RED  
JACKET



Wanda  
Renee  
Winkfiel  
RED  
JACKET



Ruth  
Lebovits  
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

Ruth C. Chuqui-Conde  
Carolyn R. Ferguson  
Marcela Fonseca  
Olga C. Giraldo  
Johnnie R. Green  
Mattie Grunfeld  
Roizy Hershkowitz

:Clarisol Johnson  
Danielle Jones  
Elizabeth E. Lopez  
Lois A. Merkel  
Sharon O'Donnell  
Delmi Orellana  
Jennifer I. Pirela

Jenifer Pomerantz  
Ruth Pomerantz  
Maritza C. Roca  
Miriam Y. Soto  
Romelia Velez  
Alida M. Verdane

#### REWARDS...

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



# Top Recruiters

Primeras En Reclutamiento October / Octubre



Myrna E. Gomez  
1 new team member  
in October



Olga Giraldo  
1 new team member  
in October



Deize M Viero  
1 new team member  
in October

## 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	\$357.63
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)

### BLACK FRIDAY SELLING IDEAS!!

You can have SUPER AWESOME sales during BLACK FRIDAY (the day after Thanksgiving), if you have some ideas in place.

Print & send out postcards days in advance to your customers to let them know that you are having an online sales and let them know the HUGE discounts that are available.

Second: Phone-a-thon to have a pre Black Friday sale and take orders from your most loyal customers (they may be out or busy during Black Friday) so you can get their orders in early using this method.

Third: Advertise in advance using flyers and contacting customers that you are having a holiday stop and shop. You do not have to hold your sale on Black Friday, but you can market your stop and shop similar. If you are opening your home on Black Friday, be sure customers can quickly come and go.

# We Are A Million Dollar Unit



## Una Unidad del Millon

*Ruth Lebovits*

\$2,060.00

*Alida M. Verdone* \$840.00

*Glynda W. Barrett* \$718.00

*Miriam Y. Soto* \$461.50

*Elvira Gutierrez* \$455.50

*Rivka Wieder* \$417.50

*Miriam Wolfson* \$410.50

*Martha Alvarez* \$406.00

*Maritza Romero* \$404.00

*Joanne Toombs* \$403.50

*Kari A. St. Jean* \$401.50

*Laura C. Ramirez* \$401.25

*Elizabeth E. Lopez* \$401.00

*Myrna E. Gomez* \$399.50

*Saundra J. King* \$377.00

*Jung A. Sul* \$371.00

*C. Napolitano* \$365.00

*Pearl Hershkowitz* \$299.00

*Janet M. Bright* \$266.00

*Dawn McDowell* \$259.50

*Roizy Hershkowitz* \$256.50

*Sandra A. Jones* \$233.00

*Cynthia A. Salberg* \$230.50

*Cherry D. Inigo* \$230.00

*Yadisha Rosario* \$224.00

*Jamie Phillips* \$218.50

*Juliana Culbert* \$218.00

*Annette Marzan* \$216.50

*Miriam Silva Diaz* \$215.50

*Zena Bracero* \$210.00

*Anna Torres* \$209.50

*Gladys M. Loaiza* \$207.50

*Mi J. Kim* \$204.50

*Denize M. Viero* \$204.00

*Angela Jackson* \$203.50

*Joan Harvey* \$202.50

*Kimberly Repoza* \$202.50

*Carmen Santana* \$202.00

*Karen S. Bruno* \$200.00

Cada día presenta la oportunidad de empezar nuevamente, para limpiar nuestros corazones y nuestras mentes con una nueva, y clara visión sin dejarla que se llene de cosas que no sirven de los días se perdieron .

~Mary Kay Ash



*Mary Kay*  
WISDOM

Each day presents an opportunity to start all over again, to cleanse our minds and our hearts anew, and to clarify our vision and not clutter up today with the leavings of other spent days.

*Mary Kay*  
WISDOM



New arrivals  
just in time for the holidays!  
See them Now!

Cleansing Brush  
Mary Kay® Skinvigorator™  
\$50

Get your true clean. Removes makeup 85% better than cleansing by hand.\*

Set includes:

- One Cleansing Brush
- Two Replacement Brush Heads
- AA Batteries, pk./2



# 1st Quarter Stars~ Estrellas del 1er Trimestre



Myrna E. Gomez  
Diamante



Ruby  
Ruth Lebovits



Sapphire  
Vanessa A. Hall



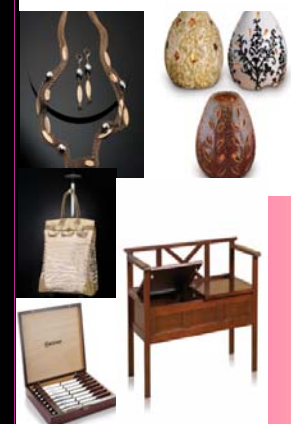
Sapphire  
Alida M. Verdone

## Aim for the Stars! Camino a las Estrellas

September 16, – December 15, 2nd Quarter

16 de Septiembre – 15 de Diciembre | 2do Trimestre!!!!

Consultant Name	Current Wholesale Production	—Wholesale Production Needed for Star—				
		Sapphire	Ruby	Diamond	Emerald	Pearl
RUTH LEBOVITS	\$2,060.00	STAR	\$340.00	\$940.00	\$1,540.00	\$2,740.00
ALIDA VERDONE	\$840.00	\$960.00	\$1,560.00	\$2,160.00	\$2,760.00	\$3,960.00
GLYNDA BARRETT	\$718.00	\$1,082.00	\$1,682.00	\$2,282.00	\$2,882.00	\$4,082.00
MIRIAM SOTO	\$697.00	\$1,103.00	\$1,703.00	\$2,303.00	\$2,903.00	\$4,103.00
AZUCENA GARCIA	\$600.50	\$1,199.50	\$1,799.50	\$2,399.50	\$2,999.50	\$4,199.50
CHRISTINA NAPOLITANO	\$585.00	\$1,215.00	\$1,815.00	\$2,415.00	\$3,015.00	\$4,215.00
ELVIRA GUTIERREZ	\$455.50	\$1,344.50	\$1,944.50	\$2,544.50	\$3,144.50	\$4,344.50
NURY SALAZAR	\$452.00	\$1,348.00	\$1,948.00	\$2,548.00	\$3,148.00	\$4,348.00
CHERRY INIGO	\$433.50	\$1,366.50	\$1,966.50	\$2,566.50	\$3,166.50	\$4,366.50
RIVKA WIEDER	\$417.50	\$1,382.50	\$1,982.50	\$2,582.50	\$3,182.50	\$4,382.50
MIRIAM WOLFSON	\$410.50	\$1,389.50	\$1,989.50	\$2,589.50	\$3,189.50	\$4,389.50
GLADYS LOAIZA	\$408.50	\$1,391.50	\$1,991.50	\$2,591.50	\$3,191.50	\$4,391.50
MARTHA ALVAREZ	\$406.00	\$1,394.00	\$1,994.00	\$2,594.00	\$3,194.00	\$4,394.00
MARITZA ROMERO	\$404.00	\$1,396.00	\$1,996.00	\$2,596.00	\$3,196.00	\$4,396.00
JOANNE TOOMBS	\$403.50	\$1,396.50	\$1,996.50	\$2,596.50	\$3,196.50	\$4,396.50
KARI ST. JEAN	\$401.50	\$1,398.50	\$1,998.50	\$2,598.50	\$3,198.50	\$4,398.50
LAURA RAMIREZ	\$401.25	\$1,398.75	\$1,998.75	\$2,598.75	\$3,198.75	\$4,398.75
ELIZABETH LOPEZ	\$401.00	\$1,399.00	\$1,999.00	\$2,599.00	\$3,199.00	\$4,399.00



2014 Career Conference Registration

# “La vida no recompensa a los que se rinden!!”

Por NSD Mary Pat Raynor

**“La vida no recompense a los que se rinden, TU eres la única que lo hace. Podría ser que premies el rendirte con una paz falsa, una paz que se cobra con tus esperanzas y tus sueños.” ~ Dr. Phil**

Trata de decirme que esa frase no te detiene en tu camino! Hablemos sobre eso. Las Damas de excelencia son mujeres que tiene hábitos. ¿Sabes lo que quiero decir con eso? Simple, las mujeres exitosas piensan durante todos sus procesos y no se rinden ni se conforman.

La grandeza no se acomoda en pequeñas zonas de comodidad. Experiencias grandiosas crecen mientras pasamos los obstáculos.

¿Qué es lo que te estas diciendo, cuáles son tus fantásticas metas y grandes proyectos?

Te vendes en el ¿“porque” vas a conseguir tus metas, o la “razón” por la que las tienes que reajustar, dar un paso hacia atrás y esperar el próximo mes?

Tu no tendrías ese sueño en tu corazón si Dios no hubiera creado ya un camino para el. El camino casi directo te llevará por una serie de obstáculos y posiblemente por muchas dificultades pero entiende...que te estoy diciendo que los podrás LOGRAR.

Grandes logros te dan grandes responsabilidades y estos obstáculos fortalecerán tu espíritu y lograras abrir camino para otros.

Dios ya asigno a las personas, y los “encuentros con oportunidades de producción” que si no estás en el camino nunca los verás.

¿El punto? **¡No te rindas, no pienses en rendirte y no te vendas a la comodidad!** Generalmente es tan fácil rendirse, pero a ti no te crearon para ser un perdedor.

La Directora Ejecutiva Senior Emeritus NSD Arlene Lenarz dijo en una clase de liderazgo ... “la flojera es fea.”

¿Viste la película La Pasión de Cristo? Cada vez que he sido tentada a rendirme, posponer mi sueño o tirar la toalla, me recuerdo lo que Jesús hizo en la película.

EL luchó ... hasta que no hubo una gota en El...hasta que el subió a los cielos y le dijo a su Padre ... “Se terminó.” Esta sola imagen me pone a pensar que tan grande son mis “dificultades”.

**Eres mucho más fuerte de lo que tu crees.**

**Puedes hacer mucho más de lo que haces.**

**Fortalécete por tu futuro.**

**Fortalécete por tus sueños.**

**Decídete, aquí y ahora que serás una Luchadora.**

¡Tienes el valor y la tenacidad que Dios te ha dado y yo no puedo esperar hasta que el resto de MK se de cuenta de que

existes! Wow! Que tal recuerdo de lo que es la realidad! No te rindas — Tu puedes! *Vivian*

## Life Doesn't Reward Quitting!! By NSD Mary Pat Raynor

**“Life doesn't reward quitting, YOU are the only one who does that. And you may reward yourself for quitting with a pseudo-peace, a peace that comes at the price of your hopes and dreams.” ~Dr. Phil**

Try and tell me that quote doesn't stop you dead in your tracks! Let's talk about that. Women of excellence are habitual checkers. Do you know what I mean by that? Simply, women who are accomplished do not hesitate to confront their own thought processes.

Greatness does not fit into a small comfort zone. Greatness experiences growth through obstacles.

Is what you are saying to yourself in line with your highest goals and aspirations?

Are you selling yourself on the “why” you will meet your goals, or the “reason” you have to readjust, take a step down or wait until next month?

You would not have that dream in your heart if God had not prepared a path to it. The path more than likely will be directed straight through obstacles and possibly even hardships but know...I mean really KNOW that the achievement is waiting for you.

Great achievement carries great responsibility and these very obstacles will hone the stamina into your spirit that will help others along their path to greatness.

God already has assigned the people, productions and “chance encounters”, but if you are not on the path, you will never receive these blessings.

The point? **Don't quit. Don't think of quitting and don't sell out for comfort!** It is always easier and sometimes a relief to give up on your goal, but you were not made to be a quitter.

Emeritus Senior Executive NSD Arlene Lenarz said at one leadership class... “Lazy is ugly.”

Did you see the movie The Passion of Christ? Whenever I have been tempted to give up, postpone my dream or throw in the towel, I remind myself of what Jesus did in the movie.

He went until...there wasn't a drop left in Him...until He could scan the heavens and say to His Father... “It is finished.” This image alone jerks me back into the reality of what my “hardship” appears to be.

**You are a lot tougher than you give yourself credit for.**

**You can do so much more than you think you can.**

**Get tough for your future.**

**Get tough for your dreams.**

**Make up your mind, here and now that you will be known as an overcomer.**

You have God-given spunk and tenacity and I cannot wait until the rest of MK hears about YOU!

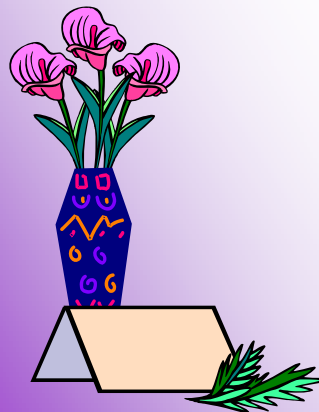
Wow! Such a reality check! Don't quit—you can do it! *Vivian*

## Unit December Birthdays ~ Cumpleaños

Birthdays	Day
Lois A. Merkel	1
Luciana Orellana	1
Sandra L. Smiley	1
Yusara L. Francis	5
Colleen A. Zimmerman	5
Latrice A. Banks	7
Leslie Y. Cajas	7
Saira M. Garcia	8
Karen S. Bruno	11
Nury Salazar	12
Sophie M. Braun	13
Glynda W. Barrett	14
Azucena Garcia	23
Agatha P. Acosta	26
Cecilia T. Quiles	27
Michelle Lopez	28
Delmi Orellana	28
Juanita Dennis	29
Audrey A. Reeder	29
Roxana Tejada	30

## Unit December Anniversaries ~ Anniversarios

Anniversaries	Years
Carmen Santana	12
Roxana Tejada	8
Doriz R. Villa	8
Nury Salazar	7
Chineta L. Robinson	3
Ayesha Y. Marty	3
Marlene V. Frazier	2
Angela Jackson	2
Karon R. Thomason	1
Toni L. Kenion	1
Michelle Lopez	1

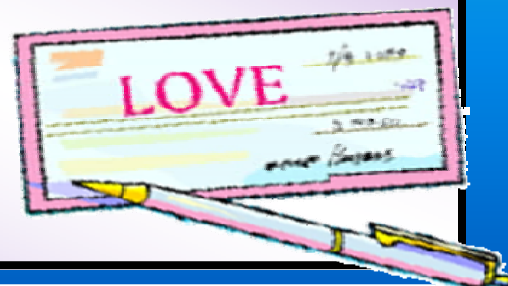


9% Recruiter Commission Level  
Myrna E. Gomez

4% Recruiter Commission Level  
Ruth C Chuqui-Conder  
Olga C. Giraldo  
Alida M. Verdone  
Joanne Toombs  
Ruth Lebovits  
Elizabeth E. Lopez  
Mi J. Kim  
Roizy Hershkowitz  
Mattie Grunfeld

## Thank You from Mary Kay

4% Recruiter Commission Level  
Miriam Y. Soto  
Clarisol Johnson  
Ruth Pomerantz



# November 2013

Sun	Mon	Tue	Wed	Thu	Fri	Sat
			Thursdays at 6:30pm Portuguese Meeting with Marcia Szollosy at the Boca Raton Panera Bread located at the corner of Glades Road and 441		1	2
3	4 6:30pm Marriott in Montvale, NJ 6:30pm Pink Studio in Vero Beach, Fl.	5 Tuesday Night Live Success Meeting 6:30 – 8:30pm.	6	7 6:30 – 8:30pm. "MK TRAINING NIGHT: BOOKATHON – MK Project Runway – Pink Studio Vero Beach	8	9
10	11 6:30pm Marriott in Montvale, NJ 6:30pm Pink Studio in Vero Beach, Fl.	12 Tuesday Night Live Success Meeting 6:30 – 8:30pm.	13	14 6:30 – 8:30pm. "MK TRAINING NIGHT: BOOKATHON – MK Project Runway – Pink Studio Vero Beach	15	16
17	18 6:30pm Marriott in Montvale, NJ 6:30pm Pink Studio in Vero Beach, Fl.	19 Tuesday Night Live Success Meeting 6:30 – 8:30pm.	20	21 6:30 – 8:30pm. "MK TRAINING NIGHT: BOOKATHON – MK Project Runway – Pink Studio Vero Beach	22	23
24	25 6:30pm Marriott in Montvale, NJ 6:30pm Pink Studio in Vero Beach, Fl.	26 Tuesday Night Live Success Meeting 6:30 – 8:30pm.	27	28	29	30



# December 2013

Sun	Mon	Tue	Wed	Thu	Fri	Sat
1	2 6:30pm Marriott in Montvale, NJ 6:30pm Pink Studio in Vero Beach, Fl.	3 Tuesday Night Live Success Meeting 6:30 – 8:30pm.	4	5 6:30 – 8:30pm. "MK TRAINING NIGHT: BOOKATHON – MK Project Runway – Pink Studio Vero Beach	6	7
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22	23	24	25	26	27	28
29	30	31				
			Thursdays at 6:30pm Portuguese Meeting with Marcia Szollosy at the Boca Raton Panera Bread located at the corner of Glades Road and 441			



# Charm Couture

## OUR MONTHLY CHARM PROMOTION

**Yahoo!** 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!

Earn your Charmed Couture Bracelet with your 1st \$400 or \$800 w/s.

# OCTOBER WINNERS!

## \$400 W/S

- Glynda Barrett - C
- Miriam Soto - C
- Elvira Gutierrez - B
- Rivka Wieder - C
- Miriam Wolfson - B
- Martha Alvarez - C
- Maritza Romero - C
- Joanne Toombs - C
- Kari St. Jean - B
- Laura Ramirez - B
- Elizabeth Lopez - B



or

## \$800 W/S

- Ruth Lebovits - C
- Alida Verdone - C



and/or

Qualified Recruits  
*You could be here!*



## NEXT MONTH'S CHARMS!

Add a dash of fun with these adorable cupcake charms! Be sure to place the minimum order so you don't miss out on this sweet treat!

Cupcake with Jewel = \$800 w/s  
Cupcake = \$400 w/s





# Jumpstart 2014

## January 24-26

### On the Suwannee River, Dowling Park, FL



**REGISTRATION**

- Includes 2 nights lodging, 5 home cooked meals beginning on Fri. night thru Sun. morning & all registration fees.
  - 2 Ways to register
- #1—Pay a \$50 deposit in Nov to hold your spot. Pay \$50 in Dec and \$50 on/before **Jan 15**. Total \$150.
- OR #2—Pay \$140. (Get \$10 discount only when you pay in one payment)
- **No Refunds** but you may sell or transfer your registration to another consultant.
- Late fee of \$25 **after Jan. 15** for all but new January consultants. (Postmarks count)

### FEATURING NSD VIVIAN DIAZ



**HIGHLIGHTS:** Began, January 1978; Independent Sales Director, August 1979; Independent National Sales Director, June 2011; Monthly Go-Give Award, May 2007; Million Dollar Independent Sales Director; Millionaires Club (has earned more than \$2 million in commissions during her Mary Kay business)  
**Former Occupation:** Legal Secretary  
**Motivated by:** Challenges and Decorating my Home



**LODGE HOUSING** *(3 ways to earn)*

- ★ All Double Stars for quarter ending 9/15 and 12/15!
- ★ Pearl or Emerald Stars (For the qt ending 12/15 or 3/15)
- ★ Jan 1 DIQs (in any month) (4 to a room. 2 or 3 to a room for extra fee)

**Deadline to qualify for Lodge Housing is 1/3.**

- Get your GROOVE on!
- Incredible Training!
- Fabulous Motivation!
- Great Girlfriend Time!
- On the banks of the beautiful Suwannee River!
- Casual Dress all weekend!
- Directors, and those who qualify for the Lodge —Your linens provided.
- All other Consultants, Bring linens for a twin bed, pillow, towel.

The Sisters will be here, cooking all of our favorites!! YUM!

**RECOGNITION STAR CONSULTANTS!!**

- Stars are 1st consultants in line.
- All Stars receive their Star Necklaces for the 12/15 quarter. Double Stars for 9/15 **and** 12/15 get 2.
- Special recognition during event

**RECOGNITION RED JACKETS & ABOVE**

- Special Classes w/ NSD!!
- Groovy Recognition for you!
- DIQs! New Directors!

**FOR ALL CONSULTANTS!**

- Earn "Ribbons to the Floor"!
- Special Challenges! TBA



Register **by 11/23** to be entered in drawing for 50 raffle tickets! 1X for deposit! 3X if paid in full. Postmarks count.



## Jumpstart 2014 Registration

Deadline to pay in full without \$25 late fee is Jan 15.

PLEASE PRINT! Make sure we can read your writing. Consultants, Include this page with your registration. Directors paying for their units, please include a list of names.

Consultant's Name \_\_\_\_\_

Director (or Adopted Director attending Jumpstart) \_\_\_\_\_

Email address \_\_\_\_\_

### CHOOSE 1 WAY TO REGISTER:

\_\_\_\_\_ \$140 check or money order paid in full enclosed. Deadline for \$140 (in one payment) is Jan. 15. (Postmarks count)

\_\_\_\_\_ \$50 deposit enclosed. This is my \_\_\_ 1st \_\_\_ 2nd \_\_\_ Final installment. Balance must be paid in full on or before January 15, 2014. (Postmarks count) Best You can also mail all 3 \$50 checks dated for the dates you want them cashed. We will hold them until the date you give us.

\$\_\_\_\_\_ (other amount) deposit enclosed.

***PLEASE NOTE!!!*** You get the \$10 discount ***only if*** you pay in ***one*** payment. Those who pay in 2 or 3 installments will pay a total of \$150.

I understand that there are no refunds. I can transfer or sell my registration to another consultant. I also understand that a late fee of \$25 applies for any unpaid balance after Jan 15. The returned check charge will be \$25.

Signed \_\_\_\_\_

Date \_\_\_\_\_

### **MAIL CHECKS OR MONEY ORDERS TO:**

**CORENE BLAND**

**511 N. E. Lantana St**

**Lee, FL 32059-4623**

***Include this page with each payment***

Your Director will receive an email confirmation when your check arrives.

**WE EXPECT A SELL OUT SO GET YOUR CHECK IN ASAP!!**

**BONUS**—Register by Nov. 23 (postmarks count) to be entered in the drawing for **50 RAFFLE TICKETS!**

**1X** if you pay a deposit or **3X** if you pay in full!





# Area Retreat





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Booking facials & shows is the most effective way to demonstrate your products and opens the door for you to share the opportunity!!

Haciendo citas de faciales y Shows es la mejor manera de mostrar tus productos y abrir las puertas para que puedas compartir la oportunidad!!



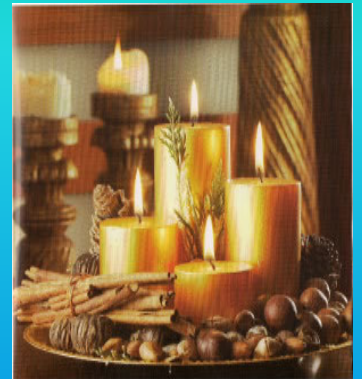
Para la Maravillosa...  
For the Marvellous...

## Be Your Customer's One-Stop Shop!

### An Open House Party can make for Jolly Holiday Sales!

The holiday season can be one of the busiest times of year for you and your customers. Shops are packed, lines are long, and time and money are at a premium. But with a little planning, the holiday season also can be one of the most productive and lucrative times of the year for your Mary Kay business. A holiday open house party held in a cheerful yet relaxing environment can be your customers' best, stress-free shopping experience as they choose the perfect gifts - from regular-line favorites to limited-edition must-haves - for family and friends.

Prepare for a successful holiday season and give your customers the personalized service that will keep them coming back to you again and again!



### Open House Invite Tips!

- ◆ Send invites about a month out.
- ◆ Encourage your customers to RSVP.
- ◆ Perhaps offer an incentive to those who bring a guest.
- ◆ If your customer list is small, consider teaming with a sister Independent Beauty Consultant.
- ◆ Email or call your customers before the event as a reminder.
- ◆ Relax and have fun!

Find more tips and ideas at [MaryKayIntouch.com](http://MaryKayIntouch.com) - Products > Product Central > 2013 Holiday Hub