

Goin's GALAXY OF STARS

Independent Senior Sales Director Sonya Goins

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*You can be anything
you want to be,
You can climb any
mountain you want
to climb, you can
reach any goal you
want to reach.
It all lies within you.
Believe in yourself!"*

-Mary Kay Ash

Goins TCB Future National Area



Sonya Goins

1st Line Directors



2nd Line Directors



Taking Care of Business in a Pink Flash

We are looking for women that are committed to leadership and have a work ethic to Take Care of Business the right way of putting God First, Family Second, Mary Kay Third! Are you that person that will help us finish the Dream of becoming a National Area? We need 15 more women and it will be done.....

Join us at Leadership 2014!!

Looking for 5 FUTURE DIRECTORS to go to Leadership!!

All you have to have is 8 active and you will be able to go!

I will pay for your registration!!!

Monthly Unit Goals

20 New
Team Members

Seminar 2014 Goals

NSD and #1 Unit
in the Ruby Seminar

A Note From Your Director...



Love this from Success Coach Ann Vertel

You were not created to just survive or endure or get through or simply manage your life. You are meant for something much greater. You already have everything you need to be enormously successful. The only thing that holds you back is...YOU. Not your husband or your friends or your location or your kids or your job. **Just you.** A year from now, you could be driving the same car, working the same job, making the same money, living in the same house and nothing has changed. Or you can take action...right now. Pick up the phone, book an appointment, call your customers, talk to strangers. Which is truly more frightening – today's action or next year's vision of "more of the same?" So you get to choose. **Will you choose what you want now? Or what you want most?**

But... the kids' have soccer practice
 company is coming
 I just had a baby, got married, moved
 the baby is fussy
 the tires need to be rotated
 I need a better computer
 I have a dental appointment
 my back hurts
 the kids need me
 my husband doesn't approve
 the library books are overdue
 my office needs to be organized
 I have to plan my son's birthday party
 swim lessons start next week
 I don't have enough time, money, energy

There will always be a reason *not* to work your business. Work it anyway. You can choose to give power to your circumstances or you can choose to be successful in spite of them. The choice is truly yours. **Choose well.** Now go have a POWERFUL day!

Love & Belief in You, Sonya

We
 CELEBRATE
 You!



Happy January Birthday!

Birthdays	Day
Tanya M. Helms	2
Mary Sullivan	4
Kimberly G. Irvin	6
Dania L. Buchanan	7
Shanna Hayes	7
Alise L. Heemstra	7
Valerie C. Taylor	7
Debra P. Baucom	8
Cassie L. Callahan	9
Teresa H. Mills	11
DeeDee Eason	13
Cathy Dockery	15
Leticia Worthington	16
Sue Booth	17
Pam Moody	19
Brandy M. Rushing	21
Deborah R. Smithson	23
Teresa Tourek	23
Brittany Englebert	26
Pat I. Parker	26
Pamela K. Hynniman	27
Christian N. Davis	29
Vernita J. James	29
Karen E. McCaughy	29
Donna T. Duke	30
Hollie B. Higdon	31



Congratulations on Your January MK Anniversary!

Consultant	Years
Connie J. Massey	13
April J. Rhodes	10
Mary N. Kirkley	10
Shannon T. Miller	10
Tammy L. Bailey	10
Shanna Hayes	7
Margaret E. Goins	2
Teresa Thornhill	2
Cindy L. MacLennan	2
Kristie D. Cross	1
Noelle Dyer	1
Tammy Shackelford	1
Becky Jones	1
Chelsey Sanders	1
Loren R. Snyder	1

Welcome New Consultants

CONGRATULATIONS on your decision to become an INDEPENDENT BUSINESSWOMAN!

Those who dared...

Darcy L. Johnson

Karen M. Lynn

From:

NORTHPORT, AL

NORTHPORT, AL

Those who cared...

T. Cox

T. Cox



THIS ONE WOMAN CAN GLOBE CAN BE YOURS!!



As a brand-new Mary Kay Independent Beauty Consultant, this exclusive keepsake ceramic hinged box commemorating the Mary Kay 50th Anniversary year could be yours when you **place a single \$400 or more Section 1 wholesale order during the month of December 2013!**

Independent Beauty Consultants whose Independent Beauty Consultant Agreements are received and accepted by the Company in November or December, and who place an initial order of \$400 or more wholesale between Dec. 1 - 31, 2013, will be eligible to receive a commemorative One Woman Can ceramic globe.

Beauty Consultants whose Agreements were received and accepted by the Company in October or November, and who placed an initial order of \$400 or more wholesale by Nov. 30, will be eligible to receive the One Woman Can globe in your next Section 1 retail order of any size, placed between Dec. 1 - 31, 2013. Take advantage of these opportunities to receive a fun bonus and to position yourself for success in 2014!

2014 Seminar Courts

These reports reflect results through 11/31/13

Top 10 Court of Retail Sales

	Name	YTD Retail Sales Total
1	Teleisa A. Schofield	\$6,620.50
2	Lisa A. Locklier	\$6,021.50
3	Margaret E. Goins	\$4,836.00
4	Camille Smith	\$4,294.00
5	Linda L. Larson	\$4,175.00
6	Holli E. Moss	\$3,839.00
7	Leigh Harbin	\$3,490.50
8	Lynn P. Griffin	\$3,407.50
9	Vickey L. Plant	\$3,228.50
10	Whitney Jones	\$2,690.00

Set your sights on the 2014 National Courts

Queens Court of Personal Sales

\$36,000 Personal Estimated Retail



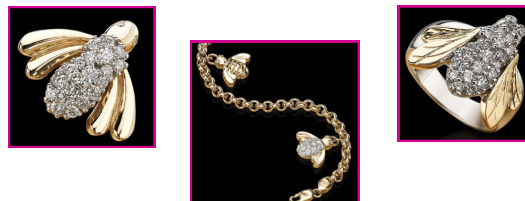
Top Court of Sharing

	Name	SEM QUAL Recruits	Commission
1	Ashleigh H. Buchanan	1	\$48.06
2	Terri Cox	1	\$25.38

Queens Court of Sharing

24 Qualified (\$600+)

New Personal Team Members





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Who Wants To Move Up The Ladder?

Your Sales Director

- 9% or 13 % Unit Commissions!
- 9% or 13% Personal Team Commissions!
- Unit Volume Bonus of \$500 or more!
- Personal Recruiting Bonus of \$100!
- Additional Bonuses, Special Gifts, Recognition & Travel!



Independent
Senior Sales Director
Sonya Goins

Offspring Sales Directors

- 9% or 13 % Unit Commissions!
- 9% or 13% Personal Team Commissions!
- Unit Volume Bonus of \$500 or more!
- Personal Recruiting Bonus doubles to \$100!
- Additional Bonuses, Special Gifts, Recognition & Travel!

Who will be our
next Offspring Director?

Directors in Qualification/Future Directors

- 8+ ACTIVE TEAM MEMBERS**
- Chevy Cruz Or \$375 Cash Per Month For 2 YRS
 - 9% or 13% Personal Team Commissions!
 - Team Building Bonus!
 - Special Classes at Career Conference & Seminar!

Future Directors
Linda Larson

Grand Achievers

- CAR WINNERS**
- Chevy Cruz Or \$375 Cash Per Month For 2 YRS
 - 9 or 13% Personal Team Commission
 - \$50 Team Building Bonus W/Each New Team Member



Who's Ready
To Drive Free?

Team Leaders

- 5 ACTIVE TEAM MEMBERS**
- Can go On Target for Chevy Cruz!
 - 9% or 13% Personal Team Commissions!
 - \$50 Team Building Bonus!
 - Team Leader Pin!

**Elizabeth Barnett
Margaret Goins
Linda Larson**

Star Team Builders

- 3 OR 4 ACTIVE TEAM MEMBERS**
- 4% Personal Team Commissions!
 - Team Building Bonus!
 - Star Recruiter Pin!
 - Eligible to Wear Red Jacket!
 - \$50 Rebate on Jacket!

**Vernita James
Valeria Morrison
Holli Moss
Faith Patterson**

**Nedra Payne
Vickey Plant
Krista Snyder**



Senior Consultants

- 1-2 ACTIVE TEAM MEMBERS**
- 4% Commission on wholesale orders of personal team members!
 - Senior Consultant Pin!

Tammy Bailey	Kara Griffin	Casey Rice
Lauren Ballinger	Cayla Hayes	Dorrie Rushing
Debra Baucom	Tanya Helms	Brenda Snider
Ashleigh Buchanan	Lori Meggs	Lynne Stith
Terri Cox	Lacie Nolin	Kammi Stowe
Belinda Freeman	Erika Pinkerton	Charlene True
		Amy Vest



Focus on being a STAR Consultant!!



STAR CONSULTANTS EARN MORE PROFIT, FREE PRODUCT & WONDERFUL PRIZES!

Congratulations to our STAR Consultants!!

SEPTEMBER 16TH-DECEMBER 15TH



SONYA GOINS
Emerald Star



LISA LOCKLIER
Ruby Star



LEIGH HARBIN
Sapphire Star



November Wholesale



"Thank you for providing excellent customer service, having fresh products on your shelf, and for contributing to our unit goals!"

These Consultants invested \$200+ into their businesses in November...

Name	Amount
Teleisa A. Schofield	\$1,199.25
Lisa A. Locklier	\$854.00
Linda L. Larson	\$677.00
Vickey L. Plant	\$658.50
Karen M. Lynn	\$634.50
Kim Ousley	\$605.50
Holli E. Moss	\$504.00
Leigh Harbin	\$426.00
Lynn P. Griffin	\$415.00
Cheryl Carman	\$411.00
Kara E. Griffin	\$405.00
Kathy E. Anders	\$403.00
Ginger D. Tooke	\$400.75
Cathy Bush	\$400.50
Kim W. Adams	\$374.50
Belinda P. Freeman	\$363.00
Vanessa A. Suggs	\$360.00

Lynn L. Gunter	\$335.00
Shannon T. Miller	\$308.50
Rebecca Boyd	\$303.75
Kenva Boyd	\$295.00
Lindsay H. Stallings	\$288.25
Dorothy B. McInnis	\$278.50
Chris Pongerayter	\$269.50
Karen M. Ray	\$268.50
Kathy Ridings	\$255.25
Valeria W. Morrison	\$253.00
Patricia L. Camp	\$252.50
Kelli D. Fulton	\$245.50
Linda C. Gooden	\$225.50
Jennifer R. Howell	\$224.50
Cecelia D. Lawley	\$217.00
Leah A. Norris	\$209.50
Toni S. Driskill	\$208.50
Karla A. Thomas	\$208.50

Julie Bright	\$206.50
Renee C. Broadhead	\$203.50
Connie P. Scott	\$203.50
Julie Goodwin	\$202.00
Bonnie D. Reid	\$200.50
Hollie B. Higdon	\$200.50
Tammy Shackelford	\$200.50
Terri Cox	\$200.50
Diane Bullard	\$200.00
Carol A. Appling	\$200.00
Camille Smith	\$200.00
Ester R. Eaton	\$200.00
Sonya F. Goins	\$2,199.00

A CHANGE OF ATTITUDE = A CHANGE OF LIFE!

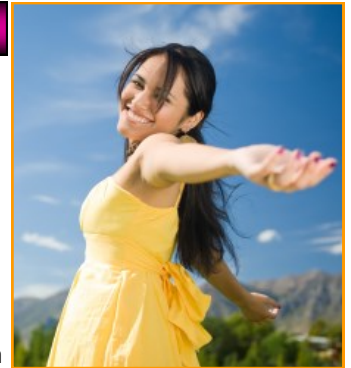
By NSD Emeritus Mary Pat Raynor

What can you do today which will impact your future? One of the things that I have realized lately is that few women really consciously recognize the connection and power of the moment and how it relates and builds to how you and your family will live in the very near future. A year from today...preparing for next Christmas, how will your life be different? Will you have money in the bank, enough and more than enough to buy all of the presents and preparations for the holiday ahead? Or will you be stressed due to a lack of funds and time?

Many years ago at this very time of the year, my sister and I were sitting in a very classy woman's tea house sipping cinnamon tea and strategizing the end of the month and calculating how to reach our goals. I was a DIQ and December was my last month. My finances were incredibly tight, my tension was incredibly high and I searched the faces of the women sitting around us visualizing how wonderful it would be to be in their place. How great would it be to not have to worry about the utility bills, have the extra money to make Christmas special for my daughters and just knowing that I had security for my future. And yet...Look at the life God had planned for me....my life would not be as good as most of those women...it would be better! I had only the money for a cup of tea, there was no extra money for lunch. And yet, I purposely chose to be at that Tea house to help me visualize the future I was building for my family. Being a single mom was not easy and yet I was determined to change our future and our future holidays. My prayer was a constant mantra. "Help me, Lord...help me keep my eyes on where I am headed not where I currently am. Help me to see into my future and to trust that it will be even better than I can visualize. Help me to get through today and to seize all of the opportunities that you are placing in my path. Help me, Lord!" I really had no idea of how great my future would be. My life was quite different then. I had no child support, no alimony, no outside help. But I did have my Mary Kay business and I did have a dream in my heart for my family.

Where ever you are at this very moment....I want you to really understand that this business will give you anything you want out of life. Next year can be totally different but today...yes, today, is such a gift to you. What you are learning today, what you do today, is a treasure because it is forming the exact life you will live in your very near future. The boldness with which you choose to act will bless you beyond your comprehension.

How do I know this? Simply, because I have experienced it. The lessons I learned that month and that year have enabled me to build a business all the way to NSD. Do you know that Jan Harris, #1 NSD in Pearl Seminar, recruited 3 women in one month who literally built her ENTIRE National area with the exception of one first line director? That month was a month when she decided to improve her attitude, get to work, and change her situation. Her months leading up to this month were nothing to brag about. She was sole bread earner in her family and her situation was not a positive one. She decided that enough was enough. She would take charge and take complete responsibility for their financial situation. Look how God blessed her!



God is no respecter of persons. He will do the same for you as He did for all of the success stories in MK. But do not expect God's almightiness to cover your unwillingness. Get to work, knowing that your blessings are on their way. God says, "The righteous are as bold as a lion." You don't have to f-e-e-l that way, but as you get to work, the courage needed to finish the goal will surface. When you are frozen with fear the worst thing you can do is nothing. Fear will never leave you when you are committed to growth. If you are completely comfortable experiencing no fear....this is not a good sign....it means that you are not stretching, not growing! You have a calling and it is not wrapped up in average. You would never want your children to strive for average, would you?

Get out there today...be among the people...visualize where God will take you in a matter of just a few months...when you are willing and obedient. Take the first step, act with boldness even if you are faking it... you won't be faking very long. I believe in you and your future. I know you have it in you because you are an exceptional woman with the capacity to create a future that most only dream of.

Log your feelings in your success journal today so that one year from now you can look back and praise God for all you have accomplished.

EARN YOURSELF A FREE SALES DIRECTOR SUIT!!

The Wall-to-Wall Leaders movement just got even better: You just might earn yourself a free Sales Director suit! How much better can it get? A trip to New Orleans for Leadership 2014, a gorgeous new suit and your name inscribed on the Wall of Leaders. Step up, accept the challenge and make your mark on Mary Kay history! You can do it! New Sales Directors who debut December 1, 2013 or January 1, 2014 and register and attend Leadership Conference 2014 will earn a free* Sales Director suit valued at \$300! And...Sales Directors-in-Qualification as of January 2014 who have submitted their commitment cards, register and attend Leadership Conference 2014 and then debut as a new Independent Sales Director between Feb. 1 – July 1, 2014, will also earn a free* Sales Director suit valued at \$300! Wait, there's more - not only will you get to see the new suit up close and personal at Leadership Conference, you will also be invited to try on all three new 2014 jacket styles! Get your cameras ready, and we will see you in New Orleans!

* A \$300 check will be mailed to the new Independent Sales Director during the month in which she debuts to use toward the purchase.



December 2013 Unit Promotion



NEW! Mary Kay®
Mineral Eye Colors



Order
\$400 wholesale
this month and you
have a choice of the
4 new
Mineral Eye Colors
OR charm bracelet

When you order
\$200 & above
Wholesale
this month you will
receive this beautiful
stainless steel charm
bracelet with
bumblebee. Earn
charms starting next
month....



Order
\$600 Wholesale
this month and you will
receive the eye colors
&
Charm Bracelet!!!!



Make this a December
to Remember in Team
Building!!!!

1 new active team member get your choice
of one the below....2 new active team
members you get both!!!



Your Name _____

Wholesale: _____


It's a Superstar Consultant!!!

LEADERSHIP CONFERENCE IS CLOSE AND I WANT YOU TO JOIN ME IN NEW ORLEANS!!



New Directors that debut by January 1st will earn FREE registration, but Future Directors & DQ's are also invited to attend!!! Join me & set yourself up for an incredible 2014!!!

SONYA GOINS
Independent Senior Sales Director



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 Moundville, AL 35474
 Phone: 205.310.1536
 Email: sonyagoings@marykay.com

Company Promotions & News



Career Conference 2014 is coming in March!!

Education, Fun, Bonding Time, Idea Sharing, Sneak Peeks, Dazzling Celebrations, Terrific Recognition, plus a surprise or two!!
 Career Conference brings it all to a city near you. This convenient, one-of-a-kind road show offers a relaxed environment conducive to learning, growing and socializing. Make new friends or simply bring your old ones to learn powerful tips to boost your business and build a strong team. Everyone is invited!

If you want exhilarating recognition, on-target education and the inside scoop on new products, you won't want to miss Career Conference. Registration will start in February so begin planning now!!



LAST MONTH TO ACHIEVE THE FASHION WEEK CHALLENGE!!

October 1-December 31, 2013

In celebration of the Mary Kay being the Official Beauty Sponsor of Project Runway All Stars, Mary Kay is giving us the opportunity to win a once-in-a-lifetime New York City Fashion Week Experience! Here's what you need to do. Your Road to the Runway Starts Here!

Within the unit of the winning Independent Sales Director in each Seminar affiliation, the Independent Beauty Consultant with the most qualified new personal team members during the contest quarter of Oct. 1 through Dec. 31, 2013, will qualify to attend along with her Sales Director. (ties will be broken based on wholesale orders of the new qualified personal team members.) **Get Ready to Strike a Pose!**

The March 2014 New York City Fashion Week Experience includes:

Round trip airfare to New York City, Hotel Accommodations, Tickets to attend a show at Fashion Week, Tickets to attend a Broadway play, meals, transportation to and from the fashion show.

This is sure to be the experience of a lifetime, so do whatever it takes to be runway ready!

