

# The Super Fantastics Monthly Recognition Bulletin

PUBLISHED BY:  
SALES DIRECTOR  
LISA WARRINGTON

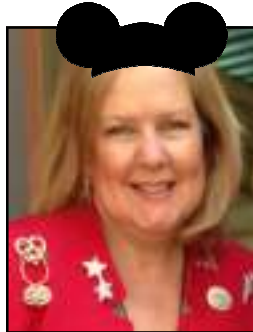
April 7, 2014



## Super Fantastic National Area 2015

### 7 New Directors & Cadillac June 30th

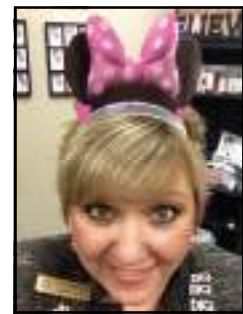
#### 3rd Quarter STARS



Diamond Star  
Melissa Davis



Diamond Star  
Janelle Kusters



Ruby Star  
Lisa Warrington

Working towards 4 Quarter Star Status  
or 7200 points total and a trip to  
Disneyland!

*Melissa Davis, Yvonne Ziegler, Chelsea  
Warrington, Janelle Kusters*



# Happy Birthday this Month! Congratulations on Your MK Anniversary!

## May Birthdays

	Day
Anita C. Hume	2
Kelly N. Labenz	7
Joana GuevaraCruz	11
Karen L. Childs	16
Shirley A. Graham	21
Catherine E Harrison	25
Katie M. Cowan	27



## May Anniversaries

	Years
Melanie R. Stock	23
Joana GuevaraCruz	11
Therese M. Johnson	9
Maria Elena E Chavez	1
Jessica A. McMillen	1

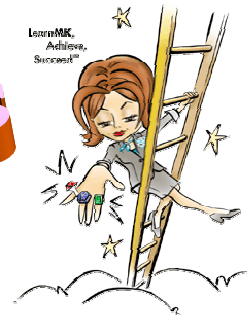
# INTERVIEW CHALLENGE

**For EVERY 30 Interviews this month we will  
draw a Lucky Consultant to WIN a  
\$25 Gift Card of their Choice!**

**For EVERY 30 Interviews this month we will  
draw a Lucky Customer will WIN a \$25 Gift of  
Mary Kay Products of their Choice!**



# On Target Stars



Consultant Name	Current Wholesale Production	Wholesale Production Needed for Star			
		Sapphire	Ruby	Diamond	Emerald Pearl
CHRISTY WILLIAMS	\$604.50	\$1,195.50	\$1,795.50	\$2,395.50	\$2,995.50
LISA WARRINGTON	\$602.50	\$1,197.50	\$1,797.50	\$2,397.50	\$2,997.50
TRICIA SHOUN	\$407.50	\$1,392.50	\$1,992.50	\$2,592.50	\$3,192.50

**Thank you for Your order!  
We couldn't be successful as a Unit with out YOU!**

Name	Amount
Dresden Osterman	\$897.75
Yvonne D. Ziegler	\$762.50
Melissa A. Davis	\$650.00
Judith S. Dewey	\$625.00
Janelle L. Kosters	\$621.00
Christy Williams	\$604.50
Tricia A. Shoun	\$407.50
Virginia Dela Cruz	\$398.00
Brittany N. Green	\$313.50
Sherri A. Kirk	\$236.50
Melanie R. Stock	\$230.50
Kathy R. Cuthbertson	\$229.00
Katie M. Cowan	\$225.00
Karen E. Strauss	\$157.00
Laura I. Navarrete	\$117.50
Jennifer B. Smith	\$104.50
Chelsea R Warrington	\$38.50
Natalie K. Udell	\$35.00
Lisa Warrington	\$602.50

**Become a Wall to Wall Leader and get your name on the Wall of Success! Decide if the Sales Director Position is for you! ASK me how you can win one of these bracelets!**



# Seminar Scoreboards

## Seminar 2014 Court of Sales

	Name	YTD Retail	YTD PC Prem	YTD & Addnl Credit
--	------	------------	-------------	-----------------------

1	Melissa A. Davis	\$11,413.50	\$1,014.00	\$12,427.50
2	Janelle L. Kusters	\$8,470.00	\$60.00	\$8,530.00
3	Yvonne D. Ziegler	\$7,712.00	\$365.00	\$8,077.00
4	Chelsea R Warrington	\$6,696.50	\$321.00	\$7,017.50
5	Natalie K. Udell	\$3,302.00	\$303.00	\$3,605.00
6	Linda R. Lichty	\$3,315.00	\$242.00	\$3,557.00
7	Jennifer B. Smith	\$3,041.00	\$311.00	\$3,352.00
8	Karen E. Strauss	\$2,370.00	\$441.00	\$2,811.00
9	Carol L. Watkins	\$2,193.50	\$40.00	\$2,233.50
10	Tricia A. Shoun	\$1,970.00	\$60.00	\$2,030.00
11	Melanie R. Stock	\$1,794.00	\$225.00	\$2,019.00
12	Dresden Osterman	\$1,957.50	\$0.00	\$1,957.50
13	Virginia Castaneda	\$1,826.50	\$40.00	\$1,866.50
14	Doris E. Evans	\$1,391.00	\$442.00	\$1,833.00
15	Candace B. Tepper	\$1,807.50	\$20.00	\$1,827.50
16	Anita C. Hume	\$1,344.00	\$444.00	\$1,788.00
17	Jane E. Boss	\$1,385.00	\$353.00	\$1,738.00
18	Diana L. Miller	\$1,565.00	\$0.00	\$1,565.00
19	JoAnn B. Beck	\$1,540.00	\$0.00	\$1,540.00
20	Brenda K. Vollmar	\$1,317.00	\$180.00	\$1,497.00
21	Christy Williams	\$1,474.00	\$0.00	\$1,474.00
22	Michelle O. Stormont	\$1,445.50	\$20.00	\$1,465.50
23	Cindy L. Schilling	\$1,162.00	\$289.00	\$1,451.00



**National  
Court of Sales Prizes  
Achieve \$36,000 in  
Retail Sales by 6-30-14**

## Seminar 2014 Court of Sharing

	Name	Seminar Qualified Recruits	Earned Recruit Commission Credit
--	------	----------------------------------	--

1	Chelsea R Warrington	1	\$160.58
2	Melissa A. Davis	2	\$60.91
3	Lisa Warrington	2	\$378.06



# See you on STAGE!

# Consultants moving up into leadership roles

## Team Leaders

Recruiter :Yvonne D. Ziegler  
 Virginia Castaneda  
 Kathy R. Cuthbertson  
 Melissa A. Davis  
 Laura I. Navarrete  
 Cindy L. Schilling  
 Carol L. Watkins  
 \* Lynne W. Burnham  
 \* Kelly N. Labenz  
 \* Brittany K. Pruss  
 # Cynthia C. Apodaca  
 # Barbara L. Flanigan  
 # Elvira M. Trejo  
 # Wannetta W. Wagner

## Star Team Builders

Recruiter :Melissa A. Davis  
 Anita M. Bellinger  
 Judith S. Dewey  
 Dresden Osterman  
 \* Maria Elena E Chavez  
 # Jessica A. McMillen

## Senior Consultants

Recruiter :Linda R. Lichty  
 Trinia L. Casmey  
 # Therese M. Johnson  
 Recruiter :Tricia A. Shoun  
 Michelle O. Stormont  
 # Joana GuevaraCruz  
 Recruiter:Chelsea R. Warrington  
 Brittany N. Green  
 Janelle L. Kosters  
 \* Lea J. Briles  
 \* Vanessa E. Zavala

## These Consultants have earned a Love Check from MK on their Personal Team's Orders

9% Recruiter Commission Level		
Yvonne D. Ziegler		\$89.69
Lisa Warrington		\$232.08
4% Recruiter Commission Level		
Melissa A. Davis		\$60.91
Chelsea R Warrington		\$37.38

## Please Welcome these New Consultants

New Consultant	From	Sponsored by
Brittany K. Pruss Christy Williams	GLENDAL, AZ SALEM, OR	Yvonne Ziegler Lisa Warrington

# Follow the Steps to Success!



### Senior Consultant

1-2 Active  
 Team members  
 4% commission

### Star Team Builder

3-5 Active  
 Team members  
 Senior consultant  
 benefits plus red jacket  
 rebate  
 Eligible for \$50 bo-  
 nuses

### Team Leader

5-7 Active  
 Team members  
 9-13% commission  
 Eligible for \$50 bo-  
 nuses & To go on-  
 target for Car

### On-Target CAR

5+actives and \$5000  
 team production grows  
 to 12actives and  
 \$18,000 in 1-4 months  
 earns CAR or  
 \$375 cash/mo  
 9-13% commission

### Director in Qualification

Check with ME for  
 qualifications

# A round of Applause please!

<p><b><u>ON THE FACE</u></b>          Janelle Kusters \$394          Janelle Kusters \$61          Melissa Davis \$40          Yvonne Ziegler \$608          Judi Dewey \$400+          Christy Williams \$400+          Lisa W \$26</p>	<p><b><u>ON THE GO</u></b>          Janelle Kusters \$48</p>	<p><b><u>MONTHLY CHALLENGE</u></b></p> <p>\$250/25items or 1st order          Hello Sunshine \$ Bag          Brittany Green 1st order</p> <p>\$450/50items or 1st order          Hello Sunshine Bracelet          Judi Dewey 1st order          Christy Williams 1st order</p> <p>\$650/75items or 1st order          Hello Sunshine Tote          Yvonne Ziegler-80 items</p> <p>\$850/100items or 1st order          Hello Sunshine \$Bag +Tote          Dresden Osterman</p>
<p><b><u>ON PAPER</u></b>          Virginia Castaneda \$609          Natalie Udell \$74          Carol Watkins \$500          Janelle Kusters \$34          Janelle Kusters \$33          Melissa Davis \$60          Melissa Davis \$188          Melissa Davis \$85          Yvonne Ziegler \$73          Yvonne Ziegler \$96          Yvonne Ziegler \$251          Yvonne Ziegler \$47          Yvonne Ziegler \$253          Yvonne Ziegler \$76          Yvonne Ziegler \$130          Yvonne Ziegler \$464          Lisa W \$245          Lisa W \$65          Lisa W \$43          Lisa W \$113</p>	<p><b><u>ON THE WEB</u></b>          Melissa Davis \$32          Lisa W \$45</p>	
<p><b><u>Lisa's Favorite Things</u></b>          Janelle Kusters          Sherri Ann Kirk          Judi Dewey          Dresden Osterman          Yvonne Ziegler          Brittany Green          Melissa Davis          Lisa W</p>	<p><b><u>BASIC SETS SOLD</u></b>          Yvonne Ziegler 1</p>	<p><b><u>COACH</u></b></p> <p><b><u>Coach Bag Interview Contest WINNER!</u></b></p> <p><b>Nonie Sario          Customer of          Melissa Davis!</b></p> 
<p><b><u>WEEKS (over \$200)</u></b>          Virginia Castaneda \$609          Carol Watkins \$500          Janelle Kusters \$442          Melissa Davis \$260          Yvonne Ziegler \$251          Yvonne Ziegler \$253          Yvonne Ziegler \$738          Yvonne Ziegler \$464          Lisa W \$245</p>	<p><b><u>\$100 DAYS</u></b>          Carol Watkins 1          Virginia Castaneda 1          Janelle Kusters 1          Chelsea Warrington 1          Melissa Davis 1          Yvonne Ziegler 4          Lisa W 1</p>	
<p><b><u>INTERVIEWS</u></b>          Brittany Green 1          Christy Williams 1          Judi Dewey 5          Melissa Davis 3          Yvonne Ziegler 2          Lisa W 1</p>		

# Start Something Beautiful!



## Warm Chatter Survey's

10 a week is all I can think and my finger will be PINK  
Turn in 10 per week for 4 weeks to Lisa and  
receive a PINK ICE Ring



## 15 Faces in 15 Days

Earn your Perfect Start Pin and Ribbon



## 30 Faces in 30 Days

Earn your Power Start Pin and Ribbon



## Super Fantastic Consultant

30 Faces in 30 Days and 6 interviews  
Earn your Power Start Plus Pin and Ribbon



**Share the Opportunity with 3 people** in your first  
two weeks & receive your Pearls of Sharing  
Earrings



**Share the Opportunity with 6 people** in your first  
month & receive your Pearls of Sharing Bracelet



**Add 1 New Personal Team Member** in your first  
month who places a minimum \$600 wholesale  
order in her first or second month and receive  
your Pearls of Sharing Necklace



**Add 3 Team members** in 1 month = Bronze Medal

**Add 4 Team members** in 1 month = Silver Medal

**Add 5 Team members** in 1 month = Gold Medal

Receive the bracelet with your first Medal or charm



# **WIN Disney!**

**Join Pam and I at Disneyland!**

**2 ways to WIN:**

**Be a 4 Quarter Star or**

**Earn 7200 Star points  
in the STAR year**

**I pay for your admission to  
Disneyland**

**You get yourself there and  
pay \$50 for your hotel**





# Crazy for...



# Survey

Name \_\_\_\_\_ Date \_\_\_\_\_  
Address \_\_\_\_\_  
City \_\_\_\_\_ state \_\_\_\_\_ Zip Code \_\_\_\_\_  
Email \_\_\_\_\_  
Cell Phone \_\_\_\_\_ Best time to call \_\_\_\_\_  
Occupation \_\_\_\_\_ Work Number \_\_\_\_\_  
Marital status \_\_\_\_\_ Children \_\_\_\_\_  
Age Range: 18 -25 26 -40 41-60 61 +  
Your Beauty Consultant \_\_\_\_\_ Sales Director \_\_\_\_\_

What did you know about Mary Kay before entering this contest? \_\_\_\_\_

What two things about the Mary Kay Career Opportunity impressed you the most? \_\_\_\_\_

What do you like about your present occupation? \_\_\_\_\_

What don't you like about your present occupation? \_\_\_\_\_

Women come into Mary Kay for a variety of reasons. Which of the following would appeal to you?

- |  |   |
|--|---|
| <input type="checkbox"/> Flexible Hours                    | <input type="checkbox"/> No Territories or Quotas               |
| <input type="checkbox"/> Product at Cost                   | <input type="checkbox"/> FREE Car for you and your family       |
| <input type="checkbox"/> Higher Self Esteem                | <input type="checkbox"/> Recognition - Prizes, awards and gifts |
| <input type="checkbox"/> Extra Income                      | <input type="checkbox"/> Be your own Boss - Set your own hours  |
| <input type="checkbox"/> Tax Savings                       | <input type="checkbox"/> Positive Friends - Support System      |
| <input type="checkbox"/> Mentoring and Leading Other Women |   |

We are looking for people who can teach and consult women on the latest in skincare and glamour. With training, do you feel that you could provide this service?

\_\_\_\_\_

After hearing about the Mary Kay opportunity, how would you rate your interest on a scale of 1-10?  
(1 = I'd like to remain a happy customer & 10 = I'll start today!)

If you circled 1-4, what would hold you back from a career with Mary Kay?

If you circled 5-9, what excites you the most about Mary Kay, and what information do you need from me to help you move to a "10"?

What appeals to you about starting a Mary Kay business? \_\_\_\_\_

Is there any reason why we couldn't get you started today? \_\_\_\_\_

**I heard about Mary Kay through:**

- |  |  |
|--|--|
| <input type="checkbox"/> Mary Kay Event              | <input type="checkbox"/> Interview with Consultant |
| <input type="checkbox"/> Marketing Call              | <input type="checkbox"/> Interview with Director   |
| <input type="checkbox"/> Opportunity Hotline Message | <input type="checkbox"/> Online Video              |

# MARY KAY

## Beauty Menu

100% Satisfaction Guarantee!



Thank you for supporting my business & helping me make my dreams come true!

### #1: TimeWise Repair Skincare Set

\*Counts as 4 sets\*

**\$255**

Volu-Firm Foaming Cleanser  
Volu-Firm Lifting Serum  
Volu-Firm Day Cream SPF 30  
Volu-Firm Night Treatment with Retinol  
Volu-Firm Eye Renewal Cream  
TW Liquid Foundation



For Advanced Signs of Aging.

### #5: Flawless Finish

**\$54**

Foundation Primer  
Concealer  
Mineral Powder  
Brush



Get Your Perfectly Flawless Face.

### #11: Finishing Set

**\$68**

Facial Highlighting Pen  
Powder Brush  
Finishing Spray  
Translucent Powder



All Set For Hours!

### #2: Miracle Set

\*Counts as 2 sets\*

**\$128**

#2A: TimeWise Basic  
\$64

3-in-1 Cleanser  
Moisturizer  
Liquid Foundation

#2B: Day & Night Solution  
\$64

Constriction  
Workers!



Powerful Age-Fighting Essentials for Early/Moderate Signs of Aging.

### #7: Custom Compact

**\$69**

Compact  
2 Applicators  
3 Eye Shadows  
Cheek Color  
Lip Gloss



A Look Customized Just for You.

### #3: Botanical Effects

**\$78**

Cleanse  
Mask  
Freshen  
Hydrate  
Foundation



Simple & Good for Sensitive Skin.

### #9: Brush Set

**\$65**

Cosmetic Organizer Bag  
5 Professional Brushes  
Brush Cleaner



Apply Your Makeup Like a Makeup Artist

### #4: Clear Proof Acne System

**\$74**

Clear Proof  
Cleansing Gel  
Blemish  
Control Toner  
Acne Gel  
Moisturizer  
Foundation



See clearer skin in just 7 days!

### #10: Mary Kay SkinVigorate Cleansing Brush

**\$50**

Removes Make-up  
85% better than  
cleansing by hand.



### #8: Color Accents

**\$63**

Mascara  
Brow Liner  
Eye Liner  
Lip Liner  
Lip Gloss



Must Haves to Complete Your Look.

### #14: Even Complexion Regimen

**\$99**

Even Complexion  
Mask, Dark Spot  
Reducer & Essence  
Reveal Skin Clarity in as  
little as 1 week.



Counts as 2 sets

### #13: Microdermabrasion

**\$50**

Fight Fine Lines.  
Refine Pores.  
Achieve  
Beautifully  
Smooth Skin—  
Immediately.



### #12: Eyes Must Have It

**\$62 or \$70**

Eye Firming Cream or  
TWR Eye Cream  
Lash Primer  
Oil Free Eye Makeup  
Remover



Firms, Brightens, Moisturizes, Removes

## Specials

I accept Credit/Debit  
Cards, Checks, Cash,  
& Creative Financing!



### Busy Woman's Miracle!

Purchase the Miracle Set &  
Receive Your  
Foundation Brush for  
**FREE!**

(\$138 value, \$28 savings)

### Pampered Princess Bag!

Purchase Any 4 sets or \$200+  
or the TimeWise Repair Set &  
Receive the Roll Up Bag for  
**FREE!**

(\$35 value gift bag for FREE!)

### Queen Diva Bag!

Purchase Any 5 sets & Receive  
the Roll Up Bag for **FREE!**  
Plus, Get Your 6th Set for  
**1/2 Price!**

(Up to \$74 Savings!)

### I Deserve It All— Cadillac Style Bag!

Purchase Any 8 sets & Receive  
the Roll Up Bag for **FREE!**  
**Only \$399!**

(Up to a \$580 value/32% Savings)

# Hostess SPECIALS

Hostesses who hold a party totaling \$250 or more in retail sales qualify to purchase!

Save  
**75%**

-or-

Save  
**75%**

-or-

Save  
**75%**



## SKINVIGORATE CLEANSING BRUSH

retail value \$50 for \$12.50

Removes makeup 88% better, enhances absorption of skin care products and transforms dull skin into a radiant complexion.

## MINERAL MAKEUP COMPACT

retail value \$70.00 for \$17.50

Customize the perfect eye color and cheek color palette. Includes 3 shadows, blush, lipstick or gloss and application.



## BRUSH COLLECTION *plus* COSMETIC ORGANIZER

retail value \$55 for \$13.75

Includes 5 professional quality brushes and holds Mary Kay Compact, lip gloss, mascara and more.

Ask Me About My Booking Bonus!

Save 50% on one item for every party booked from your party!

Name: \_\_\_\_\_ Phone: \_\_\_\_\_ (H/W/C)  
 Best: AM PM Phone Text Email: \_\_\_\_\_

1. Did you have fun today? Yes \_\_\_ No \_\_\_

2. You've now had the opportunity to try Mary Kay's Skin Care. Is there a noticeable difference in how your skin looks and feels?  
 \_\_\_ Yes \_\_\_ No \_\_\_

3. Would you recommend a Mary Kay facial to your friends? Yes \_\_\_ No \_\_\_

4. If money were no object, which set excites you the most?  
 \_\_\_ Busy Women's Miracle \_\_\_ Pampered Princess \_\_\_ Queen Diva \_\_\_ I deserve it All Cadillac Style Bag

5. At my Follow-Up Appointment I would like:  
 \_\_\_ Anti-Aging (3-10 guests) \_\_\_ Dash Out the Door Makeovers (3-10 guests) \_\_\_ Color Trend Party (3-10 guests)  
 \_\_\_ Office Party (8-20 guests) \_\_\_ Teens & Mom's (4-10 guests) \_\_\_ Bedtime Beauty Party (4-10 guests)  
 \_\_\_ Kiss Me Quick Lips (8-20 guests) \_\_\_ Your Eyes Only (8-20 guests) \_\_\_ Spa/Body Care & Fragrance (8-20 guests)

6. For my Follow-Up Appointment I would like to:  
 \_\_\_ Meet privately  
 \_\_\_ Share my appointment and choose FREE products!  
 7. I would like to be a guest or a training model at a Mary Kay event:  
 (attend a fun event, or help us teach colors as a makeover model)  
 \_\_\_ Day \_\_\_ Evening \_\_\_ Saturday



8. The highest compliment you can give me is to refer me to your family and friends. Who do you know that would enjoy being pampered for an hour with a FREE Facial?

Name	Phone	Name	Phone
Name	Phone	Name	Phone
Name	Phone	Name	Phone
Name	Phone	Name	Phone
Name	Phone	Name	Phone

9. Mary Kay Cosmetics offers women lots of choices. Would you be open to learning more about earning extra cash, having a flexible work schedule, working from home or changing careers?  
 \_\_\_ Yes \_\_\_ Maybe



Cash Check

100% Satisfaction Guaranteed!

# Wish List



What other products would you LOVE to have?

\_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_

\_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_

Register with my Gift Service!  
*Who gives you gifts?*



\_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_

\_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_

**Our Unit Goals for  
12,000 in Unit Production  
12 New Recruits**

**Save These Dates:**

<b>Super Fantastic Unit Goals</b>	<b>Goal</b>	<b>Progress</b>
Unit Club	\$300,000	\$119608
Unit Size	150	72
Stars	30	9
SR Consultants	12	3
Red Jackets	8	2
Car Drivers	3	0
1st line Directors	5	0
2nd line Directors	5	0

**Save the DATE:**

**Trip to OR:  
May 30-June 8**

**July 15-19  
Seminar  
Dallas Texas**

**All consultants are welcome!  
3rd Quarter STARS can  
register NOW for Seminar!**

**Registered so far:  
Melissa Davis  
Lisa W**



**Quotes from Mary Kay**

*My definition of happiness is having something that you love to do, someone to love and something to look forward to!*