

The Super Fantastics Monthly Recognition Bulletin

PUBLISHED BY:
SALES DIRECTOR
LISA WARRINGTON

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Super Fantastic National Area 2013 Seminar 2013!!!

Seminar Unit Recognition

#1 Court of Sales—Yvonne Ziegler
#2 Court of Sales—Melissa Davis
#3 Court of Sales—Natalie Udell
Miss Go-Give—Melissa Davis
4 Quarter Stars—Yvonne & Melissa
PcProgram Consistency—Yvonne, Melissa, Virginia, Linda L & Linda K
Lisa's Favorite Things Consistency—12 months Melissa, 7 months Natalie, 6 months Yvonne, 4 months Virginia, Linda L & Melanie, 3 months Laura & Carol

#1 Court of Sharing—Yvonne Ziegler
#2 Court of Sharing—Melissa Davis
Rookie of the Year—Melissa Davis
Miss MK Image—Melanie Stock
Husband of the Year—Mike Ziegler



Happy Birthday this Month! Congratulations on Your MK Anniversary!

September Birthdays Day

Monica M. Fislar 1
Alison Rost 24

September Anniversaries Years

Virginia Dela Cruz 11
Sheila M. Josh 1



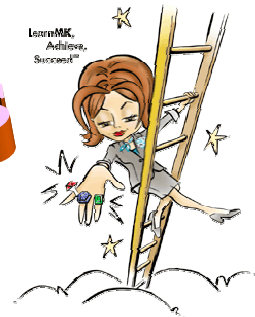
INTERVIEW CHALLENGE

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 Needed for Star			
	Wholesale Production	Sapphire	Ruby	Diamond	Emerald

YVONNE ZIEGLER	\$924.75	\$875.25	\$1,475.25	\$2,075.25	\$2,675.25	\$3,875.25
LISA WARRINGTON	\$842.25	\$957.75	\$1,557.75	\$2,157.75	\$2,757.75	\$3,957.75
MELISSA DAVIS	\$714.00	\$1,086.00	\$1,686.00	\$2,286.00	\$2,886.00	\$4,086.00
JENNIFER SMITH	\$572.25	\$1,227.75	\$1,827.75	\$2,427.75	\$3,027.75	\$4,227.75
LINDA LICHTY	\$517.50	\$1,282.50	\$1,882.50	\$2,482.50	\$3,082.50	\$4,282.50
SHERRI KIRK	\$400.50	\$1,399.50	\$1,999.50	\$2,599.50	\$3,199.50	\$4,399.50

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

Name	Amount
Melissa A. Davis	\$614.50
Yvonne D. Ziegler	\$524.50
Maria Elena E Chavez	\$318.50
Alison Rost	\$231.25
Shirley A. Graham	\$228.00
Karen E. Strauss	\$224.50
Linda R. Lichty	\$216.50
Candace B. Tepper	\$206.50
Anita C. Hume	\$202.00
Jane E. Boss	\$202.00
Virginia Castaneda	\$201.25
Natalie K. Udell	\$120.50
Linda J. Kinghorn	\$71.00
Lisa Warrington	\$639.25





**KEEP
CALM
AND
FINISH
STAR**

Seminar Scoreboards

Seminar 2014 Court of Sales

Name	YTD Retail	YTD PC Prem	YTD & Addnl Credit
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1	Melissa A. Davis	\$1,249.00	\$40.00	\$1,289.00
2	Yvonne D. Ziegler	\$1,049.00	\$0.00	\$1,049.00
3	Maria Elena E Chavez	\$637.00	\$0.00	\$637.00
4	Shirley A. Graham	\$456.00	\$20.00	\$476.00
5	Alison Rost	\$462.50	\$0.00	\$462.50
6	Karen E. Strauss	\$449.00	\$0.00	\$449.00
7	Linda R. Lichty	\$433.00	\$0.00	\$433.00
8	Candace B. Tepper	\$413.00	\$0.00	\$413.00
9	Anita C. Hume	\$404.00	\$0.00	\$404.00
10	Jane E. Boss	\$404.00	\$0.00	\$404.00
11	Virginia Castaneda	\$402.50	\$0.00	\$402.50
12	Natalie K. Udell	\$241.00	\$0.00	\$241.00
13	Linda J. Kinghorn	\$142.00	\$0.00	\$142.00



**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
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WE HAVE ROOM FOR YOU!

See you on STAGE!

Consultants moving up
into leadership roles
their MK businesses!

Some girls
are just born
with glitter
in their
veins...

Future Directors

Recruiter :Yvonne D. Ziegler
Cynthia C. Apodaca
Lynne W. Burnham
Virginia Castaneda
Melissa A. Davis
Kelly N. Labenz
Laura I. Navarrete
Wannetta W. Wagner
Carol L. Watkins
* Kathy R. Cuthbertson
* Barbara L. Flanigan
* Elvira M. Trejo
Veronica J. Montero

Senior Consultants

Recruiter :Melissa A. Davis
Maria Elena E Chavez
* Jessica A. McMillen
* Julia S. Ryder
Kristina E. Hines

Recruiter :Virginia Dela Cruz
Mariecar L. Palma
* Janet Q. Dimagiba
* Marlene L. Rosales

Recruiter :Carol L. Watkins
Katherine Sutton

**These Consultants have earned a
Love Check from MK**

9% Recruiter Commission Level Yvonne D. Ziegler	\$73.42
4% Recruiter Commission Level Melissa A. Davis	\$12.74



Follow the Steps to Success!



<p>Senior Consultant 1-2 Active Team members 4% commission</p>	<p>Star Team Builder 3-5 Active Team members Senior consultant benefits plus red jacket rebate Eligible for \$50 bo- nuses</p>	<p>Team Leader 5-7 Active Team members 9-13% commission Eligible for \$50 bo- nuses & To go on- target for Car</p>	<p>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</p>	<p>Director in Qualification Check with ME for qualifications</p>
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A round of Applause please!

<p><u>ON THE FACE</u> Yvonne Ziegler \$110 Yvonne Ziegler \$40 Yvonne Ziegler \$48 Yvonne Ziegler \$42 Yvonne Ziegler \$95 Yvonne Ziegler \$34 Yvonne Ziegler \$60 Yvonne Ziegler \$46 Yvonne Ziegler \$32</p>	<p><u>INTERVIEWS</u> Melissa Davis 5 Yvonne Ziegler 2</p>	<p>Fortenberry-Slate National Area Winners</p> <p>#2 Consultant Sales Yvonne Ziegler</p> <p>#4 Consultant Sales Melissa Davis</p> <p>Inner Circle Winners Yvonne Ziegler Melissa Davis Lisa Warrington</p> <p>4 QTR Stars Yvonne Ziegler Melissa Davis Lisa Warrington</p> <p>Order by Seminar Yvonne Ziegler Melissa Davis</p> <p>Our Unit was Recognized for:</p> <p>#2 Unit in Our National Area Highest percentage of Unit at Seminar #2 Pacesetter Unit</p> <p>Director Recognition #3 Director Court of Sales #3 Most Improved Director Power Plan Achiever Interview Contest Winner National Area Miss Go-Give</p>
<p><u>ON PAPER</u> Natalie Udell \$108 Carol Watkins \$346 Yvonne Ziegler \$284 Yvonne Ziegler \$301 Lisa W \$270 Lisa W \$138</p>	<p><u>WEEKS (over \$200)</u> Melissa Davis \$259 Melissa Davis \$276 Carol \$346 Yvonne Ziegler \$284 Yvonne Ziegler \$301 Yvonne Ziegler \$342 Lisa W \$236 Lisa W \$384</p>	
<p><u>BASIC SETS SOLD</u> Yvonne Ziegler 2 Melissa Davis 4</p>	<p><u>\$100 DAYS</u> Natalie 1 Melissa 3 Yvonne 6 Lisa W 2 \$100 Day Drawing WINNER: Yvonne Guest book Drawing: WINNER: Melissa</p>	
<p><u>ON THE GO</u> Melissa Davis 4 ttl \$259 Melissa Davis 4 ttl \$276 Melissa Davis 1 ttl \$50 Melissa Davis 3 ttl \$186</p>	<p><u>Lisa's Favorite Things</u> Shirley Graham Virginia Castaneda Linda Lichty Melissa Davis</p>	
<p><u>ON THE WEB</u> Lisa W \$151 Lisa W \$60 Lisa W \$96</p>	<p><u>End of Month Promo</u> Candace Tepper Alison Rost Yvonne Ziegler Jane Boss</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



July Extended!

MEET YOUR NEW YEAR
OFF TO A

POWERFUL START

**ALL CONSULTANTS CAN EARN THE BRAND NEW PS AND PS+ CHARMS
THIS MONTH AS WE KICK OFF THE NEW MK SEMINAR YEAR!**



**Do a Perfect Start
(15 faces in 2 weeks)
in July and receive
the NEW
Perfect Start Charm**



**Do a Power Start
(30 faces in 30 days)
in July and receive
The NEW
Power Start Charm**



**Do a Power Start PLUS
(30 faces in 30 days)
PLUS 6 interviews in
July and receive the
NEW Power Start Plus
Charm**



BONUS CHALLENGE!

**The first 5 consultants with a
New ACTIVE team member
wins the money bag!**



Fortenberry-Slate National Area Promotions



Swarovski Crystal MK Mini-Compact

**Become a Sales Director
by December 31,
2013**

**Current Sales Directors
must complete 4
of 6 months of \$10,000
in monthly production**

**Area Inner Circle Pin
and Charms
Complete Aug, Sep,
Oct**

**2 out of 3 months of
2+2+2, 3+3+3 or 5+5+5
Receive at Myrtle**



~More about Mary Kay~

Six Qualities of Successful Mary Kay Consultants

(answer yes or no)

_____ **Are you a Busy Woman?** Busy people get the most done! They are easier to train! The average consultant works a full time job, is married, and has a couple children! She is a busy person.

_____ **Are you Money Motivated?** We look for people who want more, need more, and are willing to do the work!

_____ **Are you a Person that is NOT the Sales type?** High pressure sales people run customers away! High pressure sales people work better with a ONE TIME sale, not a reorder business like Mary Kay!

_____ **Are you a person that realizes you would not get rich selling to your Family and Friends?** We teach you how to meet REAL customers in an easy way. Family and friends that you know want discounts or something for free!

_____ **Are you Family Oriented?** We look for women that use their family as a reason to do well, not as an excuse NOT to do something!

_____ **Are You a Woman that Can Make Up Her Mind?** We look for people that realize there is NEVER a perfect time to do anything and are NOT victims of their circumstances! If you are interested in something, you realize there is no such thing as a "perfect time" to do anything.

Some of Our Benefits Include....

1. Flexibility to set your own hours!
2. There are no territories! Sell as much or a little as you want all over the US! We're also in 37 countries! As a Mary Kay Director, you can work in other countries if you choose!
3. You will develop MORE self-confidence and personal growth!
4. We promote the GOLDEN RULE!
5. You can live with your priorities, God First, Family Second, and Career Third!
6. There is ROOM for advancement with unlimited potential!
7. We have a 90% buyback guarantee! You can send any product back that is not over one year old and get 90% of your money back! Plus, we have a 100% satisfaction guarantee to our customers!
8. You can BE YOUR OWN BOSS!!!
9. You can take advantage of great tax deductions because you have an in-home business!

There are Four Ways We Sell Our Product:

On Faces, Online, On Paper (beauty books), and On the GO! We make 50% of everything we sell! Some people get in just to SAVE money on their own PERSONAL USE!

We are NOT a Pyramid Company! You do not have to recruit! If you choose to recruit, your commissions come directly from the company. You get 4% starting with your first recruit, 9-13% beginning with your 5th recruit!

BIG MONEY! My National's Highest Check has been over \$32,000 for ONE month just in her unit commission and she has earned over One Million Dollars in Mary Kay. She was a Fourth Grade Teacher and needed a part time job for extra cash!

My Exec. National Sales Director Emeritus' highest check has been over \$110,000 for one month! She has earned over NINE MILLION DOLLARS in Mary Kay and is receiving an additional 6.5 Million in RETIREMENT from Mary Kay!

More women have earned over \$1 Million in their Mary Kay Careers than any other company in the WORLD!

You can win Cinderella Prizes in Mary Kay....

Quarterly, monthly and weekly prizes, plus Free Trips and Diamonds! You can also earn the use of FREE CARS! (Various options including the Pink Cadillac) Or, you can take the CASH compensation each month instead!

How to Get Started

Submit \$100 plus tax and shipping to Mary Kay Cosmetics for your starter kit and fill out your agreement. You'll get over \$323.50 of REAL PRODUCTS in your starter kit plus all the STUFF you need to start your business! We will train you every step of the way!

Name: _____

Phone: _____

Address: _____

City: _____

State: _____ Zip: _____

Today's Date: _____

Email: _____

My age Group is (circle one):

18-25 26-34 35-45 46-54 55-64 65+

Consultant's Name: _____

Check One that most applies to YOU:

_____ I am totally **NOT** interested in **EVER** selling Mary Kay! I would have to starve first! However, I love being a customer!

_____ I am willing to at least listen to more information to be in the Drawing for \$1000 **CASH** without any obligation!

_____ I want to be in your \$1000 cash drawing for listening to more information and I'm interested in receiving a **FREE GIFT** for joining!

The Super Fantastic Lisa Warrington
Sales Director, Mary Kay Cosmetics
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Discovery Bay, CA 94505
lwarrington@marykay.com

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

Super Fantastic Unit Goals	Goal	Progress
Unit Club	\$300,000	\$8151
Unit Size	150	66
Stars	30	0
SR Consultants	12	3
Red Jackets	8	1
Car Drivers	3	0
1st line Directors	5	0
2nd line Directors	5	0

You are Super Fantastic:



Quotes from Mary Kay

The more I thought about how embarrassed I was about trying on make up at stores, the more I thought it would be wonderful for a skin care expert to come to my house and in the privacy of my home, show me what would be the best look for my face. Then, if she instructed me on how to do it myself, I would be able to do it tomorrow and every day. I believed other women would feel this way too. Based on that belief, I decided to conduct skin care classes.