

# The Super Fantastics Monthly Recognition Bulletin

PUBLISHED BY:  
SALES DIRECTOR  
LISA WARRINGTON

January 13, 2014



## Super Fantastic National Area 2015

# 7 New Directors & Cadillac June 30th



**Sapphire Star**  
Melissa Davis



**RubyStar**  
Chelsea Warrington



**RubyStar**  
Lisa Warrington



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

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



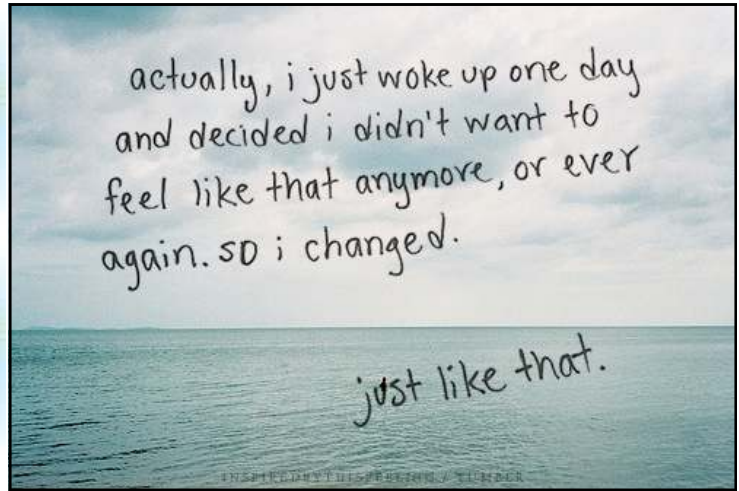
# Happy Birthday this Month! Congratulations on Your MK Anniversary!

## February Birthdays

	Day
Shirley R. Vollmar	7
Karen E. Strauss	14
Sally A. Vigil	17
Cindy L. Schilling	21
Maria Elena E Chavez	24
Kimberly N. Funke	25

## February Anniversaries

	Years
Shirley A. Graham	11
Doris E. Evans	11
Katherine Sutton	2



# 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

JANELLE KOSTERS	\$2,018.50	STAR	\$381.50	\$981.50	\$1,581.50	\$2,781.50
LISA WARRINGTON	\$497.00	\$1,303.00	\$1,903.00	\$2,503.00	\$3,103.00	\$4,303.00

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

Name	Amount
Janelle L. Kosters	\$2,432.00
Kristine Tiersma	\$459.00
Melissa A. Davis	\$433.50
Chelsea R Warrington	\$413.50
Vanessa E. Zavala	\$298.50
Virginia Castaneda	\$290.50
Tricia A. Shoun	\$284.00
JoAnn B. Beck	\$280.00
Carol L. Watkins	\$252.00
Yvonne D. Ziegler	\$237.00
Sonya S. Andres	\$216.50
Candace B. Tepper	\$214.00
Melanie R. Stock	\$212.00
Kathy R. Cuthbertson	\$211.50
Kimberly N. Funke	\$211.00
Maria Elena E Chavez	\$207.50
Karen L. Childs	\$206.00
Kelly N. Labenz	\$202.00
Linda J. Kinghorn	\$201.00
Lea J. Briles	\$201.00
Doris E. Evans	\$165.00
Cindy L. Schilling	\$150.00
Natalie K. Udell	\$100.00
Karen E. Strauss	\$82.50
Sally A. Vigil	\$64.00
Trinia L. Casmey	\$49.00
Lisa Warrington	\$614.00



**Please welcome Lea & Vanessa & STAR Consultant Janelle. Chelsea's NEW team members!**

# New Red Jacket!

# Seminar Scoreboards

## Seminar 2014 Court of Sales

Name	YTD Retail	YTD PC Prem & Addnl Credit	YTD
1 Melissa A. Davis	\$8,154.00	\$994.00	\$9,148.00
2 Chelsea R Warrington	\$5,799.50	\$321.00	\$6,120.50
3 Janelle L. Kosters	\$5,285.00	\$0.00	\$5,285.00
4 Yvonne D. Ziegler	\$4,341.00	\$365.00	\$4,706.00
5 Linda R. Lichty	\$2,059.00	\$222.00	\$2,281.00
6 Natalie K. Udell	\$1,862.00	\$303.00	\$2,165.00
7 Jennifer B. Smith	\$1,756.00	\$311.00	\$2,067.00
8 Karen E. Strauss	\$1,405.00	\$441.00	\$1,846.00
9 Doris E. Evans	\$1,391.00	\$442.00	\$1,833.00
10 Melanie R. Stock	\$1,333.00	\$225.00	\$1,558.00
11 Carol L. Watkins	\$1,442.00	\$20.00	\$1,462.00
12 Virginia Castaneda	\$1,394.50	\$20.00	\$1,414.50
13 Anita C. Hume	\$938.00	\$444.00	\$1,382.00
14 Mary F. Schroeder	\$823.00	\$558.00	\$1,381.00
15 Candace B. Tepper	\$1,312.00	\$0.00	\$1,312.00



**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	\$97.28
2 Lisa Warrington	1	\$268.20



# See you on STAGE!

# Consultants moving up into leadership roles

## Team Leaders

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

## Star Team Builders

Recruiter:Chelsea Warrington  
 Lea J. Briles  
 Janelle L. Kosters  
 Vanessa E. Zavala

## Senior Consultants

Recruiter :Melissa A. Davis  
 Maria Elena E Chavez  
 # Jessica A. McMillen  
 # Julia S. Ryder

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

13% Recruiter Commission Level Lisa Warrington	\$216.19
9% Recruiter Commission Level Yvonne D. Ziegler	\$138.56
4% Recruiter Commission Level Chelsea R Warrington Melissa A. Davis	\$117.26 \$8.30

## Please Welcome these New Consultants

New Consultant	From	Sponsored by
Lea J. Briles	SALEM, OR	Chelsea Warrington
Janelle L. Kosters	NEWBERG, OR	Chelsea Warrington
Vanessa E. Zavala	SALEM, OR	Chelsea 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 PAPER</u></b>          Melissa Davis \$205          Melissa Davis \$148          Melissa Davis \$40          Natalie Udell \$108          Natalie Udell \$118          Carol Watkins \$265          Yvonne Ziegler \$109          Yvonne Ziegler \$124          Virginia Castaneda \$615          Chelsea Warrington \$95          Chelsea Warrington \$94          Lisa W \$189          Lisa W \$237          Lisa W \$490          Lisa W \$1092</p>	<p><b><u>ON THE GO</u></b>          Melissa Davis \$62          Melissa Davis \$50          Janelle Kusters 5@\$218          Chelsea Warrington \$75          Chelsea Warrington \$100          Chelsea Warrington \$10</p>	<p><b><u>\$100 DAYS</u></b>          Melissa Davis 5          Janelle Kusters 2          Carol Watkins 1          Yvonne Ziegler 2          Virginia Castaneda 1          Chelsea Warrington 2          Lisa W 8</p>
<p><b><u>ON THE FACE</u></b>          Melissa Davis \$10          Melissa Davis \$73          Melissa Davis \$74          Melissa Davis \$138          Melissa Davis \$250          Janelle Kusters \$50          Janelle Kusters \$24          Janelle Kusters \$25          Janelle Kusters \$75          Yvonne Ziegler \$52          Yvonne Ziegler \$72          Chelsea Warrington \$74          Chelsea Warrington \$59          Chelsea Warrington \$26</p>	<p><b><u>ON THE WEB</u></b>          Melissa Davis 1 @\$208          Lisa W 3@\$115          Lisa W 2@\$85          Lisa W 2@\$84          Lisa W 3@\$114          Lisa W 3@260</p>	<p><b><u>BASIC SETS SOLD</u></b>          Janelle Kusters 1          Yvonne Ziegler 1          Chelsea Warrington 4</p>
<p><b><u>ON WITH THE SHOW</u></b>          Melissa Davis \$112          Melissa Davis \$77          Lisa W \$345          Lisa W \$265</p>	<p><b><u>Lisa's Favorite Things</u></b>          Linda Kinghorn          Carol Watkins          Sonya Adnes          JoAnn Beck          Janelle Kusters          Melissa Davis          Virginia Castaneda          Vanessa Zavala          Maria Chavez          Karen Childs          Chelsea Warrington          Kathy Cuthbertson          Candace Tepper          Yvonne Ziegler          Kristine Tiersma          Kelly Labenz</p>	<p><b><u>WEEKS (over \$200)</u></b>          Melissa Davis \$480          Melissa Davis \$205          Melissa Davis \$284          Melissa Davis \$478          Janelle Kusters \$317          Carol Watkins \$265          Yvonne Ziegler \$248          Yvonne Ziegler \$337          Virginia Castaneda \$615          Chelsea Warrington \$254          Lisa W \$304          Lisa W \$322          Lisa W \$1184          Lisa W \$1352</p>
	<p><b>16 Our NEW RECORD!</b></p> <p><b><u>INTERVIEWS</u></b>          Melissa Davis 9          Chelsea Warrington 2          Lisa Warrington 2</p>	<p><b><u>POWER START PLUS</u></b>          Chelsea Warrington</p> <p><b><u>BRONZE MEDAL</u></b>          Chelsea Warrington</p> <p><b><u>\$100 DAY DRAWING &amp; GUEST BOOK DRAWING</u></b>          Melissa Davis</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





# Six Avenues of Income

## 1 Skin Care Classes and Facials

**50%** One of the highest direct sales commission paid in the United States. The checks are made out to you and you order directly from the company so you don't have to wait for a check to come from Mary Kay. There are 4 ways to market our products:

### On the Face

Traditional way of showing Mary Kay products, designed for women who like to pamper others and build relationships. Networking Portfolios are also a great way to network your business and do some free advertising for other women.

### On the Go

10-15 minute product previews for super busy women, these can be done during lunch or right after work. This works well for women who really want to get started at a later date but don't want to miss out on any opportunities now.

### On Paper

Allowing others to sell product in exchange for free product bonuses. Great for busy women and women who don't know a lot of people. This is perfect for women whose schedules are full but their checkbooks are not!!

### Online

For only \$25 a year you can have your own interactive website. This is perfect for women who want to work their Mary Kay businesses at a later date. We have fun an Internet hostess program so you can have your own dot.com company and write off your computer and Internet service!!

## 2 Reorders

**50%** Our product is consumable, like sugar and bread, so reorders become a large part of our income. An average customer will reorder approximately \$300 within a year. The Preferred Customer Program and your own interactive Webpage will help keep you on track and follow up with your customers.

## 3 Dovetails

This is an avenue that allows you to sell an appointment to another consultant when a scheduling conflict arises. Mary Kay's priorities are Faith, Family and then Career. You will receive **15%** from the sales for that appointment and it is the only time that money is exchanged between consultants.

## 4 Team Building

This is paid directly from the Company in the form of a commission check as long as the team member and the recruiter are active with the Company. It is never taken out of the new team member's pocket. Mary Kay is a dual-marketing company NOT a pyramid or multi-level company.

**4%** 1-4 Active Team Members - Average \$100/Month

**9% - 13%** 5 Active Team Members - Average \$300-\$800/Month

## 5 Car Program

You can earn the free use of a beautiful new **White Chevy Cruze**. The Company pays registration, taxes, car payment, and a portion of the insurance. You also have the option of taking **\$375** cash compensation in place of the car. You can take 1-4 months to earn your car. Other career cars include a **Toyota Camry** or **Chevy Equinox** or **Black Mustang** or **\$500** a month and for the Top Performers there are the famous **Pink Cadillacs** or **\$900** a month!

## 6 Leadership Positions

**13%** This commission is paid to the Director from the Company based on the unit monthly wholesale production. You can qualify for **unlimited cash bonuses** each month. This all comes in the form of a commission check from the Company, never from the Consultant's pocket. Directors can also qualify for free life insurance, pink cars and world-class trips. Average first year Director Earnings are about \$35,000 per year and you can move into the National Sales Director position with an average income of \$200,000 and the Family Security Program and Pink Escalades!



• **Other Advantages** •  
**No Quotas or Territories!**  
**Free Education Program!**  
**Tax Benefits!**

What would you do with an extra \$500-\$1000 a month?

\_\_\_\_\_

\_\_\_\_\_

How could a Mary Kay business add value to your life?

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_
6. \_\_\_\_\_

If I were to start today, I would need education and encouragement in:

\_\_\_\_\_

\_\_\_\_\_

**Faces a week**



x \$50 Average per face sales  
 Total average weekly sales  
 x 4 Weeks in a month  
 \_\_\_\_\_ Total average monthly sales  
 50% Commission  
 \$ \_\_\_\_\_ Approximate Monthly Profit

**Why join now?**

2 Customers a week  
 x 50 Weeks in a year (2 weeks off for vacation)  
 100 Customers this time next year  
 x \$300 Average customer spends a year  
 \$30,000 Yearly raise in sales just for servicing  
 your customers  
 50% Commission  
 \$ 15,000 Yearly profit raise or when divided into  
 months this equals a \$1,250 average  
 monthly profit raise



	Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
8:00 AM							
9:00 AM							
10:00 AM							
11:00 AM							
12:00 PM							
1:00 PM							
2:00 PM							
3:00 PM							
4:00 PM							
5:00 PM							
6:00 PM							
7:00 PM							
8:00 PM							

# 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.*

**#2: Miracle Set** *\*Counts as 2 sets\**  
**\$128**

#2A: TimeWise Basic \$64  
 #2B: Day & Night Solution \$64  
 Construction Workers!  
 3-in-1 Cleanser Moisturizer Liquid Foundation

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

**#3: Botanical Effects**  
**\$78**

Cleanse Mask  
 Freshen Hydrate Foundation

*Simple & Good for Sensitive Skin.*

**#4: Clear Proof Acne System**  
**\$74**

Clear Proof Cleansing Gel  
 Blemish Control Toner  
 Acne Gel Moisturizer  
 Foundation

*See clearer skin in just 7 days!*

**#5: Flawless Finish**  
**\$54**

Foundation Primer  
 Concealer  
 Mineral Powder Brush

*Get Your Perfectly Flawless Face.*

**#6: Dash out the Door**  
**\$63**

Bronzer & Powder Brush  
 Your Choice of Mascara Compact  
 Lip Gloss

*Makeup Essentials.*

**#7: Custom Compact**  
**\$69**

Compact  
 2 Applicators  
 3 Eye Shadows  
 Cheek Color  
 Lip Gloss

*A Look Customized Just for You.*

**#8: Color Accents**  
**\$63**

Mascara  
 Brow Liner  
 Eye Liner  
 Lip Liner  
 Lip Gloss

*Must Haves to Complete Your Look.*

**#9: Brush Set**  
**\$65**

Cosmetic Organizer Bag  
 5 Professional Brushes  
 Brush Cleaner

*Apply Your Makeup Like a Makeup Artist.*

**#10: Mary Kay Skinvigorate Cleansing Brush**  
**\$50**

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

**#11: Finishing Set**  
**\$68**

Facial Highlighting Pen  
 Powder Brush  
 Finishing Spray  
 Translucent Powder

*All Set For Hours!*

**#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.*

**#13: Microdermabrasion**  
**\$50**

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

**#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

**#15: Serum +C**  
**\$56**

Give Collagen a Boost.  
 Help Skin Bounce Back.  
 Better than Botox.

**#16: Satin Set**  
**\$54**

Satin Hands  
 Satin Lips

*Soft Hands. Kissable Lips.*

**Specials**

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

Purchase Any 1 set & Receive a **GIFT!**

**Busy Woman's Miracle!**

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

*(\$1.38 value/\$2.8savings)*

**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 a \$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 85% 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 applicators.



## 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: \_\_\_\_\_

# Wish List

What other products would you LOVE to have?



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



Register with my Gift Service!  
 Who gives you gifts?

\_\_\_\_ Name \_\_\_\_\_ Phone \_\_\_\_\_

\_\_\_\_ Name \_\_\_\_\_ Phone \_\_\_\_\_



Cash Check

100% Satisfaction Guaranteed!

**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	\$76678
Unit Size	150	70
Stars	30	7
SR Consultants	12	1
Red Jackets	8	2
Car Drivers	3	0
1st line Directors	5	0
2nd line Directors	5	0

**January 14-18  
Leadership Conference  
New Orleans-Directors/DIQ's**

**February 8  
Training Center Makeovers  
In Oregon 10am & 1pm**

**March 21-22 Tacoma WA  
Career Conference  
March 28-29 Glendale AZ  
Career Conference**

**July 15-19  
Seminar  
Dallas Texas  
All consultants are welcome!**



**Quotes from Mary Kay**

*Over the years, our Company has witnessed dramatic changes in everything from products to packaging. Like the fashion industry, cosmetics is a field that has no room for the meek and mild-mannered who shy away from change. Just as our Company has a constant drive to keep evolving, so must you as an individual. You can either go forward or backward—this year, this month, this day—but you can't stand still!*