

# The Super Fantastics Monthly Recognition Bulletin

PUBLISHED BY:  
SALES DIRECTOR  
LISA WARRINGTON

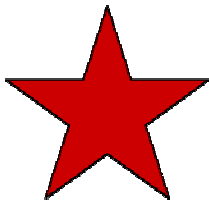
July 8, 2013



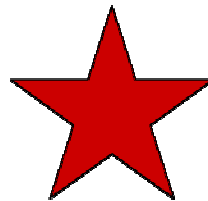
## *Super Fantastic National Area 2013*

### 3 DIQ's by August!

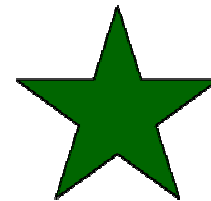
### Equinox by 9/30/13



**Melissa Davis**  
Ruby Star



**Lisa Warrington**  
Ruby Star



**Yvonne Ziegler**  
Emerald Star

Star Consultant Status is what our company thrives on! Not only do they give us a prize for the work we are doing but this year they are giving us a



5th prize when we are STARS all 4 quarters! YIPPEE! Melissa, Yvonne and I were all 4 quarter STARS! I can't wait to see what they have for us!

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

## August Birthdays

	Day
Linda R. Lichty	1
Barbara L. Flanigan	6
Julia S. Ryder	9
Yvonne D. Ziegler	20
Victoria J. Marion	28

## August Anniversaries

	Years
Shirley R. Vollmar	18
Sonya S. Andres	4
Cassandra J. Kruse	2
Natalie K. Udell	2
Laura I. Navarrete	1
Karen L. Childs	1



Life Is Like A Camera  
**FOCUS** on what's important  
**CAPTURE** the good times  
**DEVELOP** from the negatives  
 And if things don't work out  
**TAKE ANOTHER SHOT**



[boomsocial.net](http://boomsocial.net)

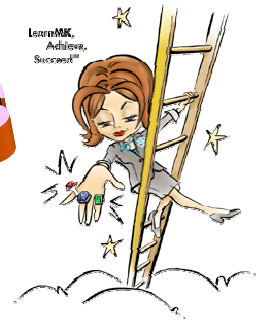
# INTERVIEW CHALLENGE

**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

JENNIFER SMITH	\$572.25	\$1,227.75	\$1,827.75	\$2,427.75	\$3,027.75	\$4,227.75
SHERRI KIRK	\$400.50	\$1,399.50	\$1,999.50	\$2,599.50	\$3,199.50	\$4,399.50
YVONNE ZIEGLER	\$400.25	\$1,399.75	\$1,999.75	\$2,599.75	\$3,199.75	\$4,399.75

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

Name	Amount
Jennifer B. Smith	\$774.50
Melissa A. Davis	\$507.50
JoAnn B. Beck	\$403.00
Sherri A. Kirk	\$400.50
Yvonne D. Ziegler	\$400.25
Linda R. Lichty	\$301.00
Brenda K. Vollmar	\$254.50
Cynthia C. Apodaca	\$224.50
Natalie K. Udell	\$208.00
Doris E. Evans	\$205.25
Monica M. Fislar	\$203.75
Carol L. Watkins	\$203.00
Linda J. Kinghorn	\$202.00
Kimberly N. Funke	\$201.50
Lynne W. Burnham	\$200.25
Karen E. Strauss	\$62.50
Tabatha D. Elwell	\$57.50
Lisa Warrington	\$1,232.75



# Seminar Scoreboards

## Seminar 2014 Court of Sales

Name	YTD Retail	YTD PC Prem YTD & Addnl Credit
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**Results will be announced at Seminar 2013 in 2 weeks at our Unit Recognition Dinner!**

Here is our a sneak peak at the NEW Seminar prizes you can earn for the National Court of Sales!



**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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**Results will be announced at Seminar 2013 in 2 weeks at our Unit Recognition Dinner!**



**See you on STAGE!**

**Consultants moving up  
into leadership roles  
their MK businesses!**

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

**Future Director**

Recruiter :Yvonne 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

**Senior Consultants**

Recruiter :Virginia Dela Cruz  
Mariecar L. Palma  
\* Janet Q. Dimagiba  
\* Marlene L. Rosales  
  
Recruiter :Melanie R. Stock  
Tabatha D. Elwell  
  
Recruiter :Carol L. Watkins  
Katherine Sutton

9% Recruiter Commission Level  
Yvonne D. Ziegler \$102.17  
  
4% Recruiter Commission Level  
Melanie R. Stock \$2.30



**Follow the Steps to Success!**



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

## ON THE FACE

Yvonne Ziegler \$35  
 Yvonne Ziegler \$68  
 Yvonne Ziegler \$102  
 Melissa Davis \$25  
 Melissa Davis \$129  
 Melissa Davis \$143  
 Melissa Davis \$9  
 Melissa Davis \$20  
 Melissa Davis \$42  
 Melanie Stock \$50  
 Lisa W \$54  
 Lisa W \$148  
 Lisa W \$197

## ON PAPER

Yvonne Ziegler \$129  
 Yvonne Ziegler \$63  
 Yvonne Ziegler \$126  
 Yvonne Ziegler \$199  
 Carol Watkins \$78  
 Natalie Udell \$127  
 Jessica McMillen \$15  
 Lisa W \$295  
 Lisa W \$130  
 Lisa W \$198  
 Lisa W \$153

## \$100 DAYS

Yvonne Ziegler 2  
 Natalie Udell 1  
 Melissa Davis 4  
 Lisa W 4

## BASIC SETS SOLD

Yvonne Ziegler 2  
 Lisa W 1

## ON THE GO

Yvonne Ziegler \$43  
 Yvonne Ziegler \$22  
 Yvonne Ziegler \$43  
 Yvonne Ziegler \$14  
 Melissa Davis \$40  
 Melissa Davis \$170  
 Melissa Davis \$15  
 Melissa Davis \$34  
 Melissa Davis \$22  
 Melissa Davis \$82  
 Melissa Davis \$14  
 Melissa Davis \$20  
 Melissa Davis \$50  
 Melissa Davis \$20  
 Melissa Davis \$50  
 Melissa Davis \$105

## INTERVIEWS

Yvonne Ziegler 12  
 Melissa Davis 5  
 Lisa W 8

## ON THE WEB

Lisa W \$90  
 Lisa W \$73  
 Lisa W \$100  
 Lisa W \$60  
 Lisa W \$60

## Lisa's Favorite Things

JoAnn Beck  
 Kim Funke  
 Cynthia Apodaca  
 Jennifer Smith  
 Linda Lichty  
 Melissa Davis

## ON WITH THE SHOW

Melissa Davis \$57

## WEEKS (over \$200)

Yvonne Ziegler \$315  
 Melissa Davis \$482  
 Melissa Davis \$237  
 Melissa Davis \$287  
 Lisa W \$587  
 Lisa W \$395  
 Lisa W \$446

My name is  
**consistency,**  
 I am related to  
**success.**  
 We should hang out  
**more than...**  
**every once in a while.**

MARY KAY

one  woman  
 can<sup>SM</sup>

50 YEARS

# 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



# On Going Recognition

## \$100DAY/BASICS/INTERVIEW

### MONTHLY DRAWING

- You are entered for:
- \* Each day you sell \$100+
  - \* Selling a Skin Care Set
  - \* Holding an interview (Practice, 3 way call, or guest to a meeting or event counts)
  - \* Call within 24 hours and your name will be entered in our drawing for a monthly prize.



## WEEKLY MEETING CONSISTENCY REWARDS

Attend weekly meetings for 13 weeks in a row and earn a beautiful crystal pin enhancer for your business pin. For each additional 13 consecutive weeks, "cash in" your previous pin for a new pin with double or triple crystal rows. **Attend your local meeting or our Tuesday call to count**



## LISA'S FAVORITE THINGS

Every month you place a \$200+ order by the 15th you win one of my favorite things.  
12 month consistency will WIN a special prize!  
**13% INCREASE IN UNIT SIZE**  
Every month our Unit meets its 13% increase I will give away \$50 CASH to 1

## STAR PARTY

Every quarter you achieve star consultant status, you are invited to attend your local star party! A super fun evening with your local Directors and consultant friends!

## WEEKLY SALES RIBBONS

Every week you must turn in your Weekly Accomplishment Sheet to receive ribbons. Weekly sales ribbons start at \$300  
Skin Care Class ribbons start at \$150  
Star Consultant ribbons from Sapphire—

## MEDALS

Earn a medal charm for the following:

- \* 3 Team members in 1 month—Bronze medal charm
- \* 4 Team members in 1 month—Silver medal charm
- \* 5 Team members in 1 month—Gold medal charm (Gold medalist are also featured in the Applause magazine)



## PERFECT AND POWER START

Complete the following to receive your special charm:

- \* Perfect Start—15 faces in 15 days
- \* Power Start—30 faces in 30 days
- \* Power Start Plus—30 faces in 30 days and share the opportunity with 6 people.



## INNER CIRCLE CHALLENGE

Every month you complete the challenge with 2+2+2, 3+3+3 or 5+5+5 you will WIN the charm of the month to clip onto your Mary Kay charm bracelet.



## PEARLS OF SHARING

Share the opportunity with

- \* 3 people in your first two weeks and receive the earrings
- \* 6 people in your first month and receive the bracelet

Add 1 new personal team member who becomes qualified in their 1st or 2nd month and receive the necklace



**You will need to turn in your weekly accomplishment sheet each week to be entered into the Sales Count Up.**

There may be a small fee per meeting or month to help off-set the cost of the professional location chosen. Of course all guests are always FREE and we encourage you to bring them each week to see just how much fun we have with our business and the camaraderie we share with each other. And, to count as a

**What you send into the lives of others will come back into your own.**



## MARY KAY NATIONAL COURT OF SALES

- \* Commit to \$3,000 in retail sales each month.
- \* Hold 3-4 parties each week.
- \* Sell \$750 each week
- \* Reorder \$1,500 wholesale per month.
- \* Prizes awarded on the National Stage at Seminar.

## MARY KAY NATIONAL COURT OF SHARING

- \* Hold 2-3 parties each week.
- \* Share Mary Kay with 3-5 women each week.
- \* Have 2 join your team.
- \* End with 24 total qualified team members.
- \* Earn the prestigious Diamond Bumble Bee Pin.
- \* Special Perks, you could be driving FREE and

## FORTENBERRY-SLATE AREA COURT OF SALES

- \* Commit to \$1,600 in retail sales each month.
- \* Reorder \$800+ wholesale per month.
- \* Sell \$400 each week
- \* Hold 1-2 parties each week.
- \* Prizes awarded at Seminar Recognition night to Top 3 or all who have done \$10,000 whole-

## FORTENBERRY-SLATE AREA COURT OF SHARING

- \* Hold 1-2 Parties each week.
- \* Share Mary Kay with 2-3 women each week.
- \* Have 1 join your team monthly.
- \* End with 12 total qualified team members.
- \* Prizes awarded at Seminar Recognition night to Top 3 or all who have 12 Qualified

## SUPER FANTASTIC COURTS

TOP 3 IN SALES & SHARING  
CONSISTENT PCPROGRAM &  
CONSISTENT LISA'S FAVORITE THINGS

## THE PRIZE RULES

- \* Prizes are awarded from Weekly Accomplishment Sheets turned in on time at success meetings or online. If you don't turn it in, I won't know how to recognize you.
- \* Consultant must be "active" to receive weekly or year long prizes.
- \* Consultants who are "adopted" into another sales unit shall not participate in more than one units' promotions. Please advise me as to which promotions you will be using.
- \* Recognition and prizes are presented "live" at weekly success meetings or mailed out monthly.
- \* All prizes are subject to availability. If a prize becomes unavailable, it will be substituted by an item of equal or greater value.

*If you have a dream, and focus on the process then  
**NOTHING can stop you!***

## Seminar 2014

## Super Fantastics Unit Promotions



Lisa Warrington  
5276 Fern Ridge Circle  
Discovery Bay, CA 94505  
lwarrington@marykay.com  
503-851-2717 OR cell  
925-308-4486 CA office

# July

GET 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!

Add 1 New Active Team Member In July  
and WIN the BRAND NEW MARY KAY

### HOT PINK MONEY BAG!!



# ~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  
 5276 Fern Ridge Circle  
 Discovery Bay, CA 94505  
 lwarrington@marykay.com

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

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

Join us for our  
**Tuesday Night Meeting via**  
**www.gotomeeting.com**  
**Meeting ID 790-005-096**  
 Or via the phone at:  
**Dial +1 (636) 277-0138**  
**Access Code: 790-005-096**

**Every Tuesday at  
 6pm PST/8pm CST/9pm EST**



**Quotes from Mary Kay**



*Belief in success is the one basic and absolutely essential ingredient in successful people.  
 Believe you can succeed and you will.  
 Disbelief is a negative power.  
 Think doubt and fail.  
 Think victory and succeed.  
 Belief is the thermostat that regulates what we accomplish in life.  
 A person is only the product of her own thoughts.  
 Believe big and grow big!*