

The Super Fantastics Monthly Recognition Bulletin

PUBLISHED BY:
SALES DIRECTOR
LISA WARRINGTON

May 6, 2014



Super Fantastic National Area 2015

7 New Directors & Cadillac June 30th

Unit Car Qualification Status Update:

- Sales Directors earn Unit Cars in 2 calendar quarters
- Officially our qualification started April 1st and runs through September 30th
- We can earn a higher level car and count the first quarter this year which was Jan 1-Mar 31 then add Apr 1-Jun 30
- Our Jan-Mar production was 21,401
- Our Apr production was 5,874
- Our goal is 54,000 for the Chevy Equinox = 26,725 to go
- Our goal is 75,000 for the BMW = 47,725 to go
- Our goal is 96,000 for the Cadillac = 68,725 to go
- Divide each of those "to go" numbers in half and it tells us what to shoot for in May and in June

Promotion:

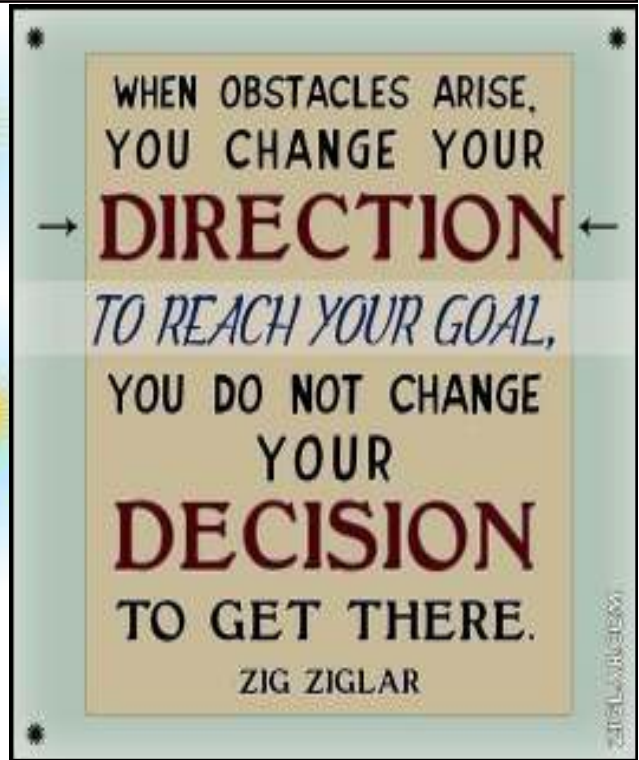
For every \$250 order in April, May or June and/or every team member you add to your team you will be entered to WIN! When we complete Equinox by June 30th I will draw for a Michael Kors or Coach handbag-your choice. When we complete CADILLAC by June 30th I will draw for \$500 CASH!

CAN WE DO IT? YES, WE CAN DO IT! I KNOW WE CAN!

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

June Birthdays	Day
Sonya S. Andres	1
Mariecar L. Palma	3
Chelsea R Warrington	6
Anita M. Bellinger	7
Diana L. Miller	9
Jennifer B. Smith	10

Anniversaries	Years
Suzanne Christman	11
Carol L. Watkins	11
Kristine Tiersma	7
Pamela J. Jordan	3



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

LISA WARRINGTON	\$1,301.00	\$499.00	\$1,099.00	\$1,699.00	\$2,299.00	\$3,499.00
CHRISTY WILLIAMS	\$684.50	\$1,115.50	\$1,715.50	\$2,315.50	\$2,915.50	\$4,115.50
GLENDA SCOTT	\$644.50	\$1,155.50	\$1,755.50	\$2,355.50	\$2,955.50	\$4,155.50
CHERYL SCHULTZ	\$629.50	\$1,170.50	\$1,770.50	\$2,370.50	\$2,970.50	\$4,170.50
MELISSA DAVIS	\$559.25	\$1,240.75	\$1,840.75	\$2,440.75	\$3,040.75	\$4,240.75
YVONNE ZIEGLER	\$461.50	\$1,338.50	\$1,938.50	\$2,538.50	\$3,138.50	\$4,338.50
CANDACE TEPPER	\$461.50	\$1,338.50	\$1,938.50	\$2,538.50	\$3,138.50	\$4,338.50
TRICIA SHOUN	\$407.50	\$1,392.50	\$1,992.50	\$2,592.50	\$3,192.50	\$4,392.50

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

Name	Amount
Glenda A. Scott	\$644.50
Cheryl L. Schultz	\$629.50
Melissa A. Davis	\$498.75
Yvonne D. Ziegler	\$306.50
Natalie K. Udell	\$263.00
Linda J. Kinghorn	\$244.00
Doris E. Evans	\$238.50
Christine B. Hauck	\$236.25
Karen E. Strauss	\$234.00
Kelly N. Labenz	\$233.50
Linda R. Lichty	\$230.50
Lynne W. Burnham	\$225.25
Brenda K. Vollmar	\$148.00
Janelle L. Kusters	\$125.25
Judith S. Dewey	\$118.00
Christy Williams	\$80.00
Debbie Sabatte	\$67.50
Kathy R. Cuthbertson	\$28.50
Vanessa E. Zavala	\$24.00
Lisa Warrington	\$698.50



Seminar Scoreboards

Seminar 2014 Court of Sales

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

1	Melissa A. Davis	\$12,426.50	\$1,124.00	\$13,550.50
2	Janelle L. Kusters	\$8,720.50	\$150.00	\$8,870.50
3	Yvonne D. Ziegler	\$8,343.00	\$455.00	\$8,798.00
4	Chelsea R Warrington	\$6,696.50	\$411.00	\$7,107.50
5	Natalie K. Udell	\$3,828.00	\$303.00	\$4,131.00
6	Linda R. Lichty	\$3,776.00	\$242.00	\$4,018.00
7	Jennifer B. Smith	\$3,041.00	\$311.00	\$3,352.00
8	Karen E. Strauss	\$2,838.00	\$441.00	\$3,279.00
9	Carol L. Watkins	\$2,193.50	\$130.00	\$2,323.50
10	Doris E. Evans	\$1,868.00	\$442.00	\$2,310.00
11	Tricia A. Shoun	\$1,970.00	\$60.00	\$2,030.00
12	Melanie R. Stock	\$1,794.00	\$225.00	\$2,019.00
13	Dresden Osterman	\$1,957.50	\$0.00	\$1,957.50
14	Virginia Castaneda	\$1,826.50	\$130.00	\$1,956.50
15	Candace B. Tepper	\$1,807.50	\$20.00	\$1,827.50
16	Brenda K. Vollmar	\$1,613.00	\$180.00	\$1,793.00
17	Anita C. Hume	\$1,344.00	\$444.00	\$1,788.00
18	Jane E. Boss	\$1,385.00	\$353.00	\$1,738.00
19	Judith S. Dewey	\$1,633.00	\$20.00	\$1,653.00
20	Christy Williams	\$1,634.00	\$0.00	\$1,634.00
21	Linda J. Kinghorn	\$1,566.00	\$20.00	\$1,586.00
22	Diana L. Miller	\$1,565.00	\$0.00	\$1,565.00
23	Glenda A. Scott	\$1,554.00	\$0.00	\$1,554.00
24	JoAnn B. Beck	\$1,540.00	\$0.00	\$1,540.00
25	Cheryl L. Schultz	\$1,524.00	\$0.00	\$1,524.00



**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	\$165.59
2	Melissa A. Davis	3	\$91.41
3	Lisa Warrington	3	\$470.29



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
Laura I. Navarrete
Carol L. Watkins

* Brittany K. Pruss
* Cindy L. Schilling
Cynthia C. Apodaca
Wannetta W. Wagner

Star Team Builders

Recruiter :Melissa A. Davis

Judith S. Dewey
Dresden Osterman
Glenda A. Scott

* Anita M. Bellinger
* Maria Elena E Chavez
* Selena M. Rivera
Jessica A. McMillen

Senior Consultants

Recruiter :Linda R. Lichty

Trinia L. Casmey
Therese M. Johnson

Recruiter:Chelsea 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

13% Recruiter Commission Level Lisa Warrington	\$399.49
9% Recruiter Commission Level Yvonne D. Ziegler	\$88.74
4% Recruiter Commission Level Melissa A. Davis	\$30.50

Please Welcome these New Consultants

New Consultant

Deborah S. Harbin
Helene J. Julian
Selena M. Rivera
Cheryl L. Schultz
Glenda A. Scott

From

FLIPPIN, AR
PHOENIX, AZ
PHOENIX, AZ
JEFFERSON, OR0
PHOENIX, AZ

Sponsored by

Lisa Warrington
Virginia Castaneda
Melissa Davis
Lisa Warrington
Melissa Davis

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><u>ON THE FACE</u> Janelle Kusters \$52 Christy Williams \$888</p>	<p><u>WEEKS (over \$200)</u> Yvonne Ziegler \$278 Janelle Kusters \$203 Melissa Davis \$246 Christy Williams \$888 Lisa W \$450</p>	<p><u>Lisa's Favorite Things</u> Kelly Labenz Karen Strauss Doris Evans Cheryl Schultz Lynne Burnham Linda Lichty Yvonne Ziegler Melissa Davis Lisa Warrington</p>
<p><u>ON PAPER</u> Yvonne Ziegler \$159 Yvonne Ziegler \$278 Yvonne Ziegler \$123 Yvonne Ziegler \$88 Natalie Udell \$117 Natalie Udell \$147 Janelle Kusters \$32 Janelle Kusters \$203 Melissa Davis \$199 Cheryl Schultz \$189 Lisa W \$320 Lisa W \$147</p>	<p><u>INTERVIEWS</u> Melissa Davis 15 Lisa W 2</p>	<p><u>Monthly Promotions</u> Each One Reach One Team Building Promo Glenda Scott-Melissa Selena Rivera-Melissa Helene Julian-Virginia Cheryl Schultz-Lisa W Debbie Harbin-Lisa W</p>
<p><u>\$100 DAYS</u> Yvonne Ziegler 1 Natalie Udell 1 Melissa Davis 1 Lisa W 2</p>	<p><u>BASIC SETS SOLD</u> Melissa Davis 1 Christy Williams 3 Lisa W 1</p>	<p>Wholesale order Promo \$250+ 25 Items sold Yvonne Ziegler</p>
<p>discover what you LOVE Seminar2014</p>		<p>\$450+ 50 Items sold Glenda Scott-New Cons. Cheryl Schultz-New Cons.</p>
<p>“ SURROUND yourself with Only people who are going to lift you HIGHER ...Oprah</p>	<p><u>Registered for Seminar</u> Melissa Davis Christy Williams Lisa Warrington</p>	<p>15 Faces Promo Melissa Davis</p> <p>CAR PROMOTION 1 entry—Yvonne, Natalie, Virginia 2 entries—Cheryl, Glenda 7 entries—Melissa 8 entries—Lisa W</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**



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

#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**
Construction Workers!

#7: Custom Compact
\$69

Compact
2 Applicators
3 Eye Shadows
Cheek Color
Lip Gloss

A Look Customized Just for You.

#13: Microdermabrasion
\$50

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

#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.

#15: Serum + C
\$56

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

#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.

#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!**

(\$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!**

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!**

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: _____

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 to:
 ___ 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?



____ Name _____ Phone _____
 _____ Name _____ Phone _____

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 |

**Our Unit Goals for May
13,000 in Unit Production
15 New Recruits**

Save These Dates:

Super Fantastic Unit Goals	Goal	Progress
Unit Club	\$300,000	\$141493
Unit Size	150	73
Stars	30	9
SR Consultants	12	2
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!
Registration is open until
sold out or June 30th!**

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



Quotes from Mary Kay

Sometimes women become so involved in their corporate lives, they stop thinking as they always have. In their efforts to compete with men, they start thinking like men. This is unfortunate, because they then fail to capitalize on one of their most valuable assets—their women’s intuition.