

The Super Fantastics Monthly Recognition Bulletin

PUBLISHED BY:
SALES DIRECTOR
LISA WARRINGTON

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Super Fantastic National Area 2013

3 DIQ's by December!

Equinox by 12/31/13



Arizona Trip! We had a great time together, pampering women and bringing Yvonne's newest team member Cindy on board!
Remarkable women living Remarkable lives!



Happy Birthday this Month! Congratulations on Your MK Anniversary!

| December Birthdays | Day |
|--------------------|-----|
| Sherri A. Kirk | 9 |
| Trinia L. Casmey | 14 |
| Tara K. Bragg | 17 |
| Linda J. Kinghorn | 21 |
| Melissa A. Davis | 26 |
| Carol L. Watkins | 26 |



| December Anniversaries | Years |
|------------------------|-------|
| Mary F. Schroeder | 9 |
| Alison Rost | 3 |
| Victoria J. Marion | 3 |
| Katie M. Cowan | 1 |



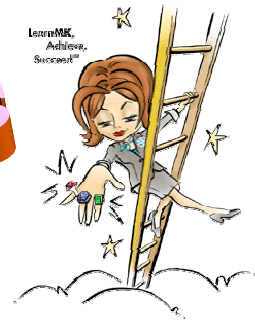
INTERVIEW CHALLENGE

**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 |
| CHELSEA WARRINGTON | \$1,800.75 | STAR | \$599.25 | \$1,199.25 | \$1,799.25 \$2,999.25 |
| MELISSA DAVIS | \$1,557.00 | \$243.00 | \$843.00 | \$1,443.00 | \$2,043.00 \$3,243.00 |
| LISA WARRINGTON | \$1,025.50 | \$774.50 | \$1,374.50 | \$1,974.50 | \$2,574.50 \$3,774.50 |
| JENNIFER SMITH | \$868.00 | \$932.00 | \$1,532.00 | \$2,132.00 | \$2,732.00 \$3,932.00 |
| LINDA LICHTY | \$407.00 | \$1,393.00 | \$1,993.00 | \$2,593.00 | \$3,193.00 \$4,393.00 |

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

| Name | Amount |
|----------------------|------------|
| Chelsea R Warrington | \$1,800.75 |
| Melissa A. Davis | \$727.50 |
| Jennifer B. Smith | \$709.50 |
| Debbie Sabatte | \$260.00 |
| Lynne W. Burnham | \$223.50 |
| Virginia Castaneda | \$205.50 |
| Linda R. Lichty | \$202.00 |
| Yvonne D. Ziegler | \$201.50 |
| Carol L. Watkins | \$160.00 |
| Natalie K. Udell | \$87.00 |
| Candace B. Tepper | \$19.00 |
| Lisa Warrington | \$607.50 |



Myrtle Beach Fall Retreat was AWESOME! New friends were made, goals were set and fun was had. Melissa was #3 in Sales, #2 in Most Appointments booked with 28. I also got to spend a night with Tammy and her family! So much fun!

Seminar Scoreboards

Seminar 2014 Court of Sales

| | | | | <i>National Court of Sales Prizes Achieve \$36,000 in Retail Sales 6-30-14</i> |
|------|----------------------|-------------|--------------------|--|
| Name | YTD Retail | YTD PC Prem | YTD & Addnl Credit | |
| 1 | Melissa A. Davis | \$5,661.00 | \$245.00 | \$5,906.00 |
| 2 | Chelsea R Warrington | \$4,146.50 | \$0.00 | \$4,146.50 |
| 3 | Yvonne D. Ziegler | \$3,294.00 | \$185.00 | \$3,479.00 |
| 4 | Linda R. Lichty | \$1,659.00 | \$20.00 | \$1,679.00 |
| 5 | Jennifer B. Smith | \$1,439.00 | \$40.00 | \$1,479.00 |
| 6 | Natalie K. Udell | \$1,255.00 | \$0.00 | \$1,255.00 |
| 7 | Melanie R. Stock | \$909.00 | \$225.00 | \$1,134.00 |
| 8 | Carol L. Watkins | \$938.00 | \$20.00 | \$958.00 |
| 9 | Candace B. Tepper | \$884.00 | \$0.00 | \$884.00 |
| 10 | Virginia Castaneda | \$813.50 | \$20.00 | \$833.50 |
| 11 | Maria Elena E Chavez | \$765.00 | \$20.00 | \$785.00 |
| 12 | Michelle O. Stormont | \$751.50 | \$0.00 | \$751.50 |
| 13 | Karen E. Strauss | \$715.00 | \$0.00 | \$715.00 |
| 14 | Cassandra J. Kruse | \$697.50 | \$0.00 | \$697.50 |
| 15 | Laura I. Navarrete | \$676.00 | \$0.00 | \$676.00 |
| 16 | Diana L. Miller | \$672.00 | \$0.00 | \$672.00 |
| 17 | Katherine Sutton | \$642.00 | \$0.00 | \$642.00 |
| 18 | Tricia A. Shoun | \$567.00 | \$20.00 | \$587.00 |
| 19 | Pamela J. Jordan | \$571.00 | \$0.00 | \$571.00 |
| 20 | Katie M. Cowan | \$566.50 | \$0.00 | \$566.50 |
| 21 | Linda J. Kinghorn | \$548.00 | \$0.00 | \$548.00 |
| 22 | Doris E. Evans | \$533.00 | \$0.00 | \$533.00 |
| 23 | Anita C. Hume | \$524.00 | \$0.00 | \$524.00 |
| 24 | Debbie Sabatte | \$520.00 | \$0.00 | \$520.00 |



Seminar 2014 Court of Sharing

| | | | <i>National Court of Sharing Achieve 24 \$600 Qualified by 6-30-14</i> |
|------|----------------------------|----------------------------------|--|
| Name | Seminar Qualified Recruits | Earned Recruit Commission Credit | |
| 1 | Lisa Warrington | 1 | \$162.06 |



See you on STAGE!

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

Team Leaders

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

Senior Consultants

Recruiter :Linda R. Lichty
Trinia L. Casmey
Therese M. Johnson

Recruiter :Tricia A. Shoun
Joana GuevaraCruz
Michelle O. Stormont

Recruiter :Carol L. Watkins
Katherine Sutton

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

9% Recruiter Commission Level
Yvonne D. Ziegler

\$118.49



Please Welcome these New Consultants

New Consultant
Chelsea Warrington

From
SALEM, OR

Sponsored by
Lisa Warrington

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-</p> | <p>Team Leader 5-7 Active Team members 9-13% commission Eligible for \$50 bonuses & 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</p> | <p>Director in Qualification Check with ME for qualifications</p> |
|---|---|--|---|--|

A round of Applause please!

| | | |
|--|--|--|
| <p><u>ON THE FACE</u> Melissa Davis \$93 Melissa Davis \$46</p> | <p><u>ON THE WEB</u> Melissa Davis \$52 Lisa W \$163</p> | <p><u>\$100 DAYS</u> Melissa Davis 1 Lisa W 4</p> |
| <p><u>ON PAPER</u> Melissa Davis \$172 Natalie Udell \$65 Lisa W \$149 Lisa W \$91 Lisa W \$333 Lisa W \$59</p> | <p><u>INTERVIEWS</u> Melissa Davis 2 Lisa W 4</p> | <p><u>Lisa's Favorite Things</u> Melissa Davis Debbie Sabatte Virginia Castaneda</p> <p><u>End of Month Promo</u> Chelsea Warrington Melissa Davis Yvonne Ziegler Lynne Burnham</p> |
| <p><u>BASIC SETS SOLD</u> Melissa Davis 1 Lisa W 1</p> | <p><u>WEEKS (over \$200)</u> Melissa Davis \$224 Lisa W \$333 Lisa W \$222</p> | |

IT'S TIME TO HAVE

BOLD

FATH

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

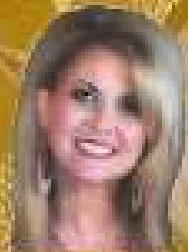
Add 4 Team members in 1 month = Silver Medal

Add 5 Team members in 1 month = Gold Medal

Receive the bracelet with your first Medal or charm



Win A Trip to New York



National Sales Director
Kelly McConnell



National Sales Director
Louise Fotherby

CONTEST PERIOD: OCTOBER 1, 2013-OCTOBER 1, 2014

Offspring 2 New Sales Directors during the contest period to WIN!



National Sales Director
Donna Minnell

Current Future Executives, Executives and Elite Sales Directors must Offspring 2 NEW Directors during the contest period to WIN!

Future Executives ~ WIN your Room and 2 dinners paid for!!



National Sales Director
Rhonda Fruehowski

Executives ~ WIN your transportation, Room and 2 dinners!!



Senior National Sales Director
Scarlett Walker-Simpson

Elites ~ WIN your transportation, Room, 2 Dinners AND 2 Broadway shows!!

NEW NATIONALS!! ~ WIN transportation, Room, 2 dinners 2 Broadway shows and 1000 shopping spree!!

All winners must be a current Director in good standing to attend



Senior National Sales Director
Pam Fotherby-Slate



National Sales Director
Cheryl Fotherby



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 perface 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 | | | | | | | |

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

| Super Fantastic Unit Goals | Goal | Progress |
|-----------------------------------|-------------|-----------------|
| Unit Club | \$300,000 | \$42,723 |
| Unit Size | 150 | 67 |
| Stars | 30 | 4 |
| SR Consultants | 12 | 3 |
| Red Jackets | 8 | 1 |
| Car Drivers | 3 | 0 |
| 1st line Directors | 5 | 0 |
| 2nd line Directors | 5 | 0 |



**Save The Date OR
I'm coming to town**

**November 16th—Open House
at Chelsea's 10-12n
362 Whitesell Ct. NE
You are welcome to come
and see the new products!**

**November 18th—5pm
Girls Night Out Birthday
Celebration:
Oct, Nov and Dec birthdays
Applebee's in Keizer**

**630pm—Local Meeting with
Trina Turner's Unit at the
Blooming Pink Training
Center—353 Bliler Keizer**



Quotes from Mary Kay

Make TNT—Today not Tomorrow—your watchword. Force yourself to take action. Remember that our success depends not so much on the degree of talent we possess, but instead on the degree to which we use the talent and resources we have. Fear of rejection or failure so often places stumbling blocks in our path and keeps us from attaining (the) greatness that can be ours.