

The Super Fantastics Monthly Recognition Bulletin

PUBLISHED BY:
SALES DIRECTOR
LISA WARRINGTON

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Who are YOU giving HOPE to today?

3 DIQ's by December!

Cadillac by 12/12/12

Super Fantastics—Every day is a new day. Every week is a new week. Every month is a new month! What you have accomplished in the last days, weeks and months is **AWESOME!** YOU are on the brink of **SUCCESS.** Everything you have done will propel you to your best month ever in November! I can't wait to celebrate with you!



Lisa



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

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

December Anniversaries	Years
Mary F. Schroeder	8
Alison Rost	2
Victoria J. Marion	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	
LISA WARRINGTON	\$1,297.75	\$502.25	\$1,102.25	\$1,702.25	\$2,302.25	\$3,502.25
LAURA NAVARRETE	\$869.25	\$930.75	\$1,530.75	\$2,130.75	\$2,730.75	\$3,930.75
MELISSA DAVIS	\$704.00	\$1,096.00	\$1,696.00	\$2,296.00	\$2,896.00	\$4,096.00
YVONNE ZIEGLER	\$620.00	\$1,180.00	\$1,780.00	\$2,380.00	\$2,980.00	\$4,180.00
NATALIE UDELL	\$547.50	\$1,252.50	\$1,852.50	\$2,452.50	\$3,052.50	\$4,252.50
TRICIA SHOUN	\$508.00	\$1,292.00	\$1,892.00	\$2,492.00	\$3,092.00	\$4,292.00
JANE BOSS	\$500.50	\$1,299.50	\$1,899.50	\$2,499.50	\$3,099.50	\$4,299.50
JENNIFER SMITH	\$430.50	\$1,369.50	\$1,969.50	\$2,569.50	\$3,169.50	\$4,369.50
BRENDA VOLLMAR	\$402.75	\$1,397.25	\$1,997.25	\$2,597.25	\$3,197.25	\$4,397.25

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

Name	Amount
Melissa A. Davis	\$470.50
Natalie K. Udell	\$464.00
Jennifer B. Smith	\$430.50
Yvonne D. Ziegler	\$409.50
Laura I. Navarrete	\$408.25
Cynthia C. Apodaca	\$337.50
Linda R. Lichty	\$273.00
Jane E. Boss	\$230.50
Lynne W. Burnham	\$215.50
Sonya S. Andres	\$208.00
C. Purugganan	\$202.00
Doris E. Evans	\$201.75
Tricia A. Shoun	\$201.00
Cassandra J. Kruse	\$115.50
Karen L. Childs	\$104.75
Brenda K. Vollmar	\$83.50
Marilyn Perez	\$58.00
Kimberly N. Funke	\$25.25
Lisa Warrington	\$816.25



The holidays are upon us. The Greatest selling season of all! Who do you know that would LOVE to have their Christmas paid for with CASH instead of CREDIT? They may want to start their own holiday business or they might want to hostess and do their Christmas shopping for FREE or a discount! Think of who to call and make a list! Let me know when you are ready to call and I will give you a GREAT booking script!

Seminar Scoreboards

Seminar 2013 Court of Sales

Name	YTD Retail	YTD PC Prem	YTD & Addnl Credit
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1	Melissa A. Davis	\$5,182.00	\$215.00	\$5,397.00
2	Yvonne D. Ziegler	\$4,365.50	\$215.00	\$4,580.50
3	Natalie K. Udell	\$3,873.00	\$195.00	\$4,068.00
4	Laura I. Navarrete	\$2,348.00	\$20.00	\$2,368.00
5	Melanie R. Stock	\$1,464.50	\$175.00	\$1,639.50
6	Carol L. Watkins	\$1,515.00	\$60.00	\$1,575.00
7	Kelly N. Labenz	\$1,385.50	\$60.00	\$1,445.50
8	Jane E. Boss	\$1,409.00	\$0.00	\$1,409.00
9	Jennifer B. Smith	\$1,391.50	\$0.00	\$1,391.50
10	Virginia Castaneda	\$1,330.50	\$0.00	\$1,330.50
11	Linda R. Lichty	\$1,065.50	\$0.00	\$1,065.50
12	Tricia A. Shoun	\$1,016.00	\$0.00	\$1,016.00
13	Kristina E. Hines	\$997.00	\$0.00	\$997.00
14	Doris E. Evans	\$879.00	\$0.00	\$879.00
15	Lynne W. Burnham	\$831.50	\$0.00	\$831.50
16	Brenda K. Vollmar	\$805.50	\$0.00	\$805.50
17	Cassandra J. Kruse	\$776.00	\$0.00	\$776.00
18	Cynthia C. Apodaca	\$675.00	\$0.00	\$675.00
19	Shirley R. Vollmar	\$651.50	\$0.00	\$651.50
20	Karen L. Childs	\$630.50	\$0.00	\$630.50



National Court of Sales Prizes Achieve \$36,000 in

Seminar 2013 Court of Sharing

Name	Seminar Qualified Recruits	Earned Recruit Commission Credit
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1	Yvonne D. Ziegler	1	\$114.85
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See you on STAGE!

Consultants moving up into leadership roles their MK businesses!

Team Leaders
 Recruiter :Yvonne D. Ziegler
 Cynthia C. Apodaca
 Lynne W. Burnham
 Virginia Castaneda
 Melissa A. Davis
 Kelly N. Labenz
 Laura I. Navarrete
 Carol L. Watkins
 * Marilyn Perez
 # Barbara L. Flanigan

Senior Consultants
 Recruiter :Melissa A. Davis
 Kristina E. Hines
 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 \$134.08



This month I am giving \$25 cash back for any NEW consultant that is signing up! They can use it for their website, Pro-Pay, business cards, or anything they want. Who do you know that would like to start their business for \$75???

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-

Team Leader
 5-7 Active Team members
 9-13% commission
 Eligible for \$50 bonuses & 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

Director in Qualification
 Check with ME for qualifications

A round of Applause please!

<p><u>ON THE FACE</u> Melissa Davis \$19 Yvonne Ziegler \$62 Yvonne Ziegler \$96 Laura Navarrete \$602</p>	<p><u>ON THE GO</u> Melissa Davis \$219 Melissa Davis \$230 Melissa Davis \$70 Yvonne Ziegler \$44 Yvonne Ziegler \$108 Carol Watkins \$82 Linda Kinghorn \$64</p>	<p><u>WEEKS (over \$200)</u> Melissa Davis \$219 Melissa Davis \$249 Natalie Udell \$422 Yvonne Ziegler \$251 Laura Navarrete \$602 Lisa W \$337 Lisa W \$226 Lisa W \$248</p>
<p><u>ON PAPER</u> Natalie Udell \$422 Natalie Udell \$90 Natalie Udell \$158 Yvonne Ziegler \$33 Yvonne Ziegler \$47 Lisa W \$311 Lisa W \$113</p>	<p><u>ON THE WEB</u> Lisa W \$26 Lisa W \$226 Lisa W \$31 Lisa W \$40</p>	<p><u>Lisa's Favorite Things</u> Cynthia Apodaca Yvonne Ziegler Melissa Davis Natalie Udell Laura Navarrete Lisa Warrington</p>
<p><u>\$100 DAYS</u> Melissa Davis 2 Natalie Udell 3 Yvonne Ziegler 1 Laura Navarrete 1 Lisa W 6</p>	<p><u>Inner Circle</u> Completed October Melissa Davis Lisa Warrington</p>	<p><u>BASIC SETS SOLD</u> Melissa Davis 2</p>



Monthly Challenge



Earn your Bracelet and Beads
Each Month you:

Place \$600 order

Or

Each \$600 Qualified Team Member

New Consultants who sign within
24 Hours of hearing the Mary Kay
information the 1st time receive a
Personalized Product Gift to help
their business get started!



You could Win a Prize just for Listening for a Few Minutes!!

8 Reasons why Women Start a Mary Kay Business

- 1) Money – highest direct commission paid in the U. S. – 50% commissions on all products
Recruiting Commissions of 4%, 9%, 13% paid from Company to you when you have a team member order. Move up to Director and earn as much as 26% off of personal team and 13% unit, plus bonuses!
- 2) Free Car! -(Every 2 years) and 85% insurance paid or Cash compensation in lieu of car.
Malibu, Equinox, Camry, Limited Edition Mustang or PINK CADILLAC!
- 3) Friends – Support system. In business for yourself, not by yourself!
- 4) Freedom from corporate America – no glass ceilings, unlimited earning potential!
- 5) Flexibility – full time pay for part time work, on the go selling, great for any busy woman, mom, full time employee.
- 6) Website opportunity – you can have your own website for \$25.00 your first year-friends shop 24/7!
- 7) Tax advantages– self-employed, so tax benefits and deductions are endless
- 8) Company Values – God first, Family second, and Career third. Golden Rule applied to all business in the sales force and corporate in Dallas.



What does it take to get started?

\$100.00 plus tax and shipping

(\$410.00 Value of products in the Starter kit plus business supplies) We have the privilege of investing in our inventory! It is all up to you and how much you feel you would need to service your customers. (90% buyback guarantee on inventory, making it almost a risk free investment!)



I will be happy to answer all of these questions for you (and your significant other) at your training!

- 1) What did I share with you that got you excited about the Mary Kay opportunity?

- 2) Why would you be good at this business?

- 3) What would be something that would concern you?

- 4) If you knew you couldn't fail, and that I can teach you everything you need to succeed, what would you do?

- 5) On a scale from 1 – 5, where would you be regarding Mary Kay?? (no 3s allowed)
1– Never in a million years, I'll pay retail 2 “chicken answer” 4 5- Yes I would love to try it !!!!! (please circle one)



Name _____ Address _____

City _____ State _____ Zip code _____

Best phone number to reach you at? _____ Best time to call? _____

Email address _____

Referrals _____ Referrals _____

Consultant's Name _____ Director's Name _____

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 November
15,000 in Unit Production
10 New Recruits

Super Fantastic Unit Goals	Goal	Progress
Unit Club	\$300,000	\$50,703
Unit Size	100	72
Stars	30	4
SR Consultants	12	3
Red Jackets	8	1
Car Drivers	2	0
1st line Directors	3	0
2nd line Directors	1	0

You are Super Fantastic:



Quotes from Mary Kay

You have the chance to give your positive attitude in this negative world. Did you know that if you just gave three sincere compliments a day for a year, you would have made a thousand people happier? Sometimes it takes just a little effort to make a difference in someone's life.