

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 November!

Equinox by 12/31/13



Sapphire Star's
Yvonne Ziegler
Melissa Davis
Lisa Warrington



Working towards
4 Quarter Star
Status and a trip
to Disneyland!



Happy Birthday this Month! Congratulations on Your MK Anniversary!

November Birthdays	Day
Tricia A. Shoun	1
C. Purugganan	6
Kristine Tiersma	6
Lynne W. Burnham	12
Elvira M. Trejo	29



November Anniversaries	Years
Jennifer B. Smith	19
Lynne W. Burnham	14
Cynthia C. Apodaca	11
Michelle O. Stormont	9
Linda J. Kinghorn	9
Diana L. Miller	3
Veronica J. Montero	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!



Seminar Scoreboards

Seminar 2014 Court of Sales

Name	YTD Retail	YTD PC Prem & Addnl Credit	YTD
1	Melissa A. Davis	\$4,186.00	\$245.00
2	Yvonne D. Ziegler	\$2,891.00	\$185.00
3	Linda R. Lichty	\$1,255.00	\$20.00
4	Melanie R. Stock	\$909.00	\$225.00
5	Natalie K. Udell	\$1,081.00	\$0.00
6	Candace B. Tepper	\$846.00	\$0.00
7	Maria Elena E Chavez	\$765.00	\$20.00
8	Michelle O. Stormont	\$751.50	\$0.00
9	Karen E. Strauss	\$715.00	\$0.00
10	Cassandra J. Kruse	\$697.50	\$0.00
11	Laura I. Navarrete	\$676.00	\$0.00
12	Diana L. Miller	\$672.00	\$0.00
13	Katherine Sutton	\$642.00	\$0.00
14	Carol L. Watkins	\$618.00	\$20.00
15	Tricia A. Shoun	\$567.00	\$20.00



**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
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We have openings!



See you on STAGE!

Consultants moving up
into leadership roles
their MK businesses!

Keep your head up
Keep your heart strong

Team Leaders

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

Senior Consultants

Recruiter :Melissa A. Davis
Maria Elena E Chavez
* Jessica A. McMillen
Kristina E. Hines
Julia S. Ryder

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	\$142.11
4% Recruiter Commission Level	
Linda R. Lichty	\$19.00
Carol L. Watkins	\$12.84
Tricia A. Shoun	\$8.12
Melissa A. Davis	\$2.56



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 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

Director in Qualification

Check with ME for
qualifications

A round of Applause please!

<p><u>ON THE FACE</u> Yvonne Ziegler \$24 Lisa W \$134</p>	<p><u>Lisa's Favorite Things</u> Yvonne Ziegler Carol Watkins Candace Tepper Kate Sutton Melanie Stock Diana Miller Kelly Labenz Melissa Davis Trinia Casmey Sonya Andres</p>	<p><u>This Girls is on Fire</u> <u>Myrtle Beach Fall Retreat</u></p> <p>Registered to attend:</p> <p>Melissa Davis Lisa Warrington</p>
<p><u>ON PAPER</u> Natalie Udell \$110 Natalie Udell \$60 Natalie Udell \$50 Melissa Davis \$491 Melissa Davis \$353 Melissa Davis \$28 Yvonne Ziegler \$132 Yvonne Ziegler \$62 Yvonne Ziegler \$215 Lisa W \$165 Lisa W \$51 Lisa W \$59 Lisa W \$94 Lisa W \$517</p>	<p><u>WEEKS (over \$200)</u> Melissa Davis \$690 Melissa Davis \$353 Yvonne Ziegler \$239 Lisa W \$301 Lisa W \$235 Lisa W \$601 Lisa W \$222</p>	<p><u>PERFECT, POWER & POWER START PLUS WINNERS</u></p> <p>WHO WILL WE HAVE HERE NEXT?</p> <p>GUEST BOOK DRAWING Yvonne Ziegler</p> <p>\$100 DAY/BASICS/INTERVIEWS DRAWING Yvonne Ziegler</p>
<p><u>ON THE WEB</u> Melissa Davis \$199 Lisa W \$136 Lisa W 2 for \$50 Lisa W \$84 Lisa W 2 for \$163</p>	<p><u>\$100 DAYS</u> Natalie Udell 1 Melissa Davis 3 Yvonne Ziegler 1 Lisa W 5</p>	
<p><u>BASIC SETS SOLD</u> Melissa Davis 3 Lisa W 1</p>	<p>I AM MAKING MYSELF UNSTOPPABLE</p>	
<p><u>INTERVIEWS</u> Melissa Davis 6 Yvonne Ziegler 2 Lisa W 1</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



~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!

Holiday Bundles



Viva Red!

Set includes:

- Mary Kay® NourShine Plus® Lip Gloss in Rock 'n' Red
- Mary Kay® True Dimensions™ Lipstick in Firecracker
- Mary Kay® Lip Liner in Clear
- TimeWise® Age-Fighting Lip Primer



After Fiesta

Set includes:

- TimeWise® Targeted-Action® Eye Revitalizer
- Inolugs® Soothing Eye Gel
- Mary Kay® Oil-Free Eye Makeup Remover



All Over Hydration Set

Set includes:

- Mary Kay® 2-in-1 Body Wash & Shave
- Mary Kay® Hydrating Lotion
- Sath Lips® Lip Balm
- Fragrance-Free Sath Hands® Hand Cream
- Mint Bliss™ Energizing Lotion for Feet & Legs



Limited-Edition Green Goddess

Set includes:

- Mary Kay At Play™ Baked Eye Trio in Earth Bound
- Mary Kay At Play™ Eye Crayon in Green Tea
- Limited-Edition! Mary Kay® Lash Love® Mascara in I ♡ green



Limited-Edition Purple Passion

Set includes:

- Mary Kay At Play™ Baked Eye Trio in On the Horizon
- Mary Kay At Play™ Eye Crayon in Purple Smoke
- Limited-Edition! Mary Kay® Lash Love® Mascara in I ♡ plum



Beautiful Brows Set

Set includes:

- Mary Kay® Lash & Brow Building Serum®
- Mary Kay® Brow Gel
- Mary Kay® Brow Definer Pencil in Brunette
- Mary Kay® Brow Tools



Lash Spa

Set includes:

- Mary Kay® Lash & Brow Building Serum®
- Mary Kay® Lash Primer
- Mary Kay® Lash Love® Mascara in I ♡ black



Holiday Duets — Cool & Crisp

Set includes:

- Mary Kay® Eau de Toilette in Simply Cotton®
- Mary Kay® NourShine Plus® Lip Gloss in Icicle



Holiday Duets — Warm & Wonderful

Set includes:

- Mary Kay® Eau de Toilette in Warm Amber™
- Mary Kay® NourShine Plus® Lip Gloss in Café au Lait



Lasting Looks Collection

Set includes:

- Mary Kay® Eye Primer
- TimeWise® Age-Fighting Lip Primer
- Mary Kay® Foundation Primer Sunscreen Broad Spectrum SPF 15*
- Mary Kay® Makeup Finishing Spray by Skindinavia



TimeWise® Trio

Set includes:

- TimeWise® Firming Eye Cream
- TimeWise® Moisture Renewing Gel Mask
- TimeWise® Replenishing Serum+C®

Win A Trip to New York



National Sales Director

Kelly McConnell



National Sales Director

Courtney Fostashberg

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!



National Sales Director

Rhonda Franchetti

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

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

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



Senior National Sales Director

Scarlett Walker-Simpson



Senior National Sales Director

Pam Fostashberg-Stra

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



National Sales Director

Cheryl Fisher



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

Super Fantastic Unit Goals	Goal	Progress
Unit Club	\$300,000	\$31,570
Unit Size	150	66
Stars	30	3
SR Consultants	12	4
Red Jackets	8	1
Car Drivers	3	0
1st line Directors	5	0
2nd line Directors	5	0



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

November 1st—Girls Night Out! Consultants only: time and location to be announced soon.

November 2nd—2 appt times at Yvonne's and 2 appt times at Melissa's—ALL of you are welcome to bring as many guests as you want—themes will be announced soon.

November 3rd—Holiday Shopping Coffee, 1 at Melissa's and 1 at Yvonne's, again ALL of you are welcome to bring as many guests as you want!



Quotes from Mary Kay

Outstanding sales depend on your ability to think from the customer's point of view and understand and respond to your customer's best interests. Successful salespeople know how to interpret what they hear their customers say. They not only listen, they also hear what the customer really means.