The Super Fantastics Monthly Recognition Bulletin

PUBLISHED BY: SALES DIRECTOR LISA WARRINGTON

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Super Fantastic National Area 2015

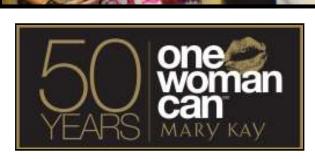
3 DIQ's by November! Equinox by 12/31/13



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



ALERY ENGELENGE

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!





Consultant Name

Current

Wholesale Production Needed for Star

Wholesale

Production Sapphire Ru

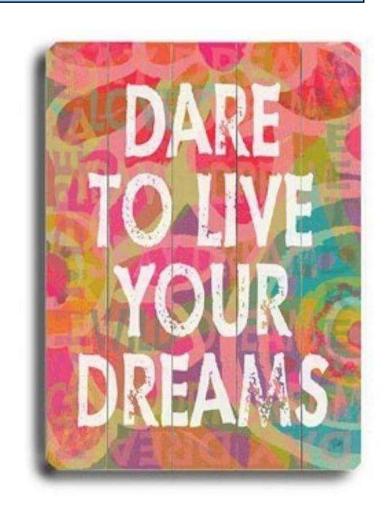
Sapphire Ruby Diamond Emerald Pearl

LISA WARRINGTON

\$418.00 \$1,382.00 \$1,982.00 \$2,582.00 \$3,182.00 \$4,382.00

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

Name Melissa A. Davis	Amount \$980.50
Yvonne D. Ziegler	\$678.00
Melanie R. Stock	\$418.00
Diana L. Miller	\$336.00
Katherine Sutton	\$321.00
Carol L. Watkins	\$309.00
Doris E. Evans	\$266.50
Therese M. Johnson	\$238.50
JoAnn B. Beck	\$237.50
Trinia L. Casmey	\$236.50
Candace B. Tepper	\$216.50
Sonya S. Andres	\$206.00
Kelly N. Labenz	\$206.00
Linda R. Lichty	\$205.00
Stephanie Carodine	\$203.50
Linda J. Kinghorn	\$203.00
Joana GuevaraCruz	\$203.00
Shirley R. Vollmar	\$201.00
Victoria J. Marion	\$200.50
Karen E. Strauss	\$133.00
Cassandra J. Kruse	\$91.00
Laura I. Navarrete	\$83.50
Maria Elena E Chavez	\$64.00
Pamela J. Jordan	\$62.50
Anita C. Hume	\$60.00
Lisa Warrington	\$748.00



emina

Seminar 2014 Court of Sales

YTD PC Prem YTD

& Addnl Credit

1	Melissa A. Davis	\$4,186.00	\$245.00	\$4,431.00
2	Yvonne D. Ziegler	\$2,891.00	\$185.00	\$3,076.00
3	Linda R. Lichty	\$1,255.00	\$20.00	\$1,275.00
4	Melanie R. Stock	\$909.00	\$225.00	\$1,134.00
5	Natalie K. Udell	\$1,081.00	\$0.00	\$1,081.00
6	Candace B. Tepper	\$846.00	\$0.00	\$846.00
7	Maria Elena E Chavez	\$765.00	\$20.00	\$785.00
8	Michelle O. Stormont	\$751.50	\$0.00	\$751.50
9	Karen E. Strauss	\$715.00	\$0.00	\$715.00
10	Cassandra J. Kruse	\$697.50	\$0.00	\$697.50
11	Laura I. Navarrete	\$676.00	\$0.00	\$676.00
12	Diana L. Miller	\$672.00	\$0.00	\$672.00
13	Katherine Sutton	\$642.00	\$0.00	\$642.00
14	Carol L. Watkins	\$618.00	\$20.00	\$638.00
15	Tricia A. Shoun	\$567.00	\$20.00	\$587.00

YTD Retail

Seminar 2014 Court of Sharing

Name Seminar Earned Recruit
Qualified Commission
Recruits Credit

We have openings!

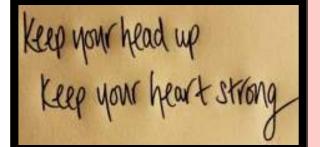
Name



National Court of Sales Prizes Achieve \$36,000 in Retail Sales by 6-30-14

See you on STAGE!

Consultants moving up into leadership roles their MK businesses!



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 bonuses &To go ontarget 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!

ON THE FACE

Yvonne Ziegler \$24 Lisa W \$134

ON PAPER

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 \$62
Yvonne Ziegler \$215
Lisa W \$165
Lisa W \$51
Lisa W \$59
Lisa W \$59
Lisa W \$517

ON THE WEB

Melissa Davis \$199 Lisa W \$136 Lisa W 2 for \$50 Lisa W \$84 Lisa W 2 for \$163

BASIC SETS SOLD

Melissa Davis 3 Lisa W 1

INTERVIEWS

Melissa Davis 6 Yvonne Ziegler 2 Lisa W 1

Lisa's Favorite Things

Yvonne Ziegler
Carol Watkins
Candace Tepper
Kate Sutton
Melanie Stock
Diana Miller
Kelly Labenz
Melissa Davis
Trinia Casmey
Sonya Andres

WEEKS (over \$200)

Melissa Davis \$690
Melissa Davis \$353
Yvonne Ziegler \$239
Lisa W \$301
Lisa W \$235
Lisa W \$601
Lisa W \$222

\$100 DAYS

Natalie Udell 1
Melissa Davis 3
Yvonne Ziegler 1
Lisa W 5

This Girls is on Fire Myrtle Beach Fall Retreat

Registered to attend:

Melissa Davis Lisa Warrington

PERFECT, POWER & POWER START PLUS WINNERS

WHO WILL WE HAVE HERE NEXT?

GUEST BOOK DRAWING **Yvonne Ziegler**

\$100 DAY/BASICS/INTERVIEWS DRAWING **Yvonne Ziegler**

I AM MAKING MYSELF

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



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



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 ves 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

pressure sales people work better with a ONE TIP 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!
- 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!
- You will develop MORE self-confidence and personal growth!
- 4. We promote the GOLDEN RULE!
- You can live with your priorities, God First, Family Second, and Career Third!
- There is ROOM for advancement with unlimited potential!
- 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!!!
- 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	E			
Today's D Email:	ate:				
My age (Group is (circle one):		
	26-34		46-54	55-64	65+
Consultar	it's Name:	3			
1	am totally ?		OU: ted in EVEI ever, I love b		
			sten to more thout any ob		to be it
	mation and		00 cash draw ted in receivi		

Viva Red!

Set includes:

- Mary Kay[®] NouriShine Plus[®] Lip Gloss in Rock 'n' Red
- Mary Kay® True Dimensions™ Lipstick in Firegracker
- Mary Kay® Lip Liner in Osar
- TimeWise® Age-Fighting Lip Primer



Makeup Pernover

TimeWise* Targeted-

Action® Eye Revitalizer

· Indulge® Soothing Eye Gel

Mary Kay®Oli-Free Eye

After Fiesta

Set includes:

All Over Hydration Set

Set includes:

- Mary Kay^a 2-In-1 Body Wash & Shave
- Mary Kay[®] Hydrating Lotion
- · Satin Lips* Lip Balm
- Fragrance-Free Satin Hands® Hand Cream
- Mint Biss^{mil} 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 1.♥ plum



Beautiful Brows Set

Set includes:

- Mary Kay[®] Lash & Brow Building Serum®
- Mary Kay[®] Brow Gel
- Many 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 Tollette in Simply Cotton^{to}
- Mary Kay[®] NouriShine Plus[®] Lip Gloss in Icidle



Holiday Duets -Warm & Wonderful

Set includes:

- Mary Kay[®] Eau de Toilette in Warm Amber^{3M}
- Mary Kay[®] NouriShine 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 Skindinävia



TimeWise® Trio

Set includes:

- TimeWise® Firming Eye Cream
- TimeWise[®] Moisture Renewing Gel Mask
- Timel/Vise[®] Flaplanishing Serum+C®





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.