

# 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 October!

### Equinox by 9/30/13

**Breaking News!**

Mary Kay is official



beauty sponsor for Fall Season!

Super Fantastics—It is EXCITING! Mary Kay will be the official Cosmetic line used for this Fall's Project Runway All-Stars! SO FUN! We also just found out that Actress Alyssa Milano will be the host! Consider having a party every week to watch the show and then do color makeovers or tape the show and have them over the next night! Use this as an opportunity to grow your business! Lots of women watch this show and will LOVE seeing MK on there!

Be creative and let me know what you are doing so I can share it with all the other consultants in our Unit!



*Lisa*

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

## October Birthdays

	Day
Pamela J. Jordan	1
Mary F. Schroeder	17
Therese M. Johnson	18
Laura I. Navarrete	19
Michelle O. Stormont	27
Cassandra J. Kruse	29



## October Anniversaries Years

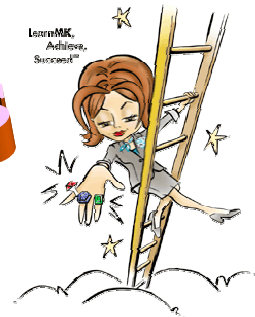
Lisa Warrington	20
Yvonne D. Ziegler	18
Linda R. Lichty	11
Virginia Castaneda	11
Joanne M. Plagmann	11
Catherine Purugganan	2



**August Trip to OR!  
Pinned Consultant Sherri Ann Kirk at her first double facial!  
So much fun to work with her!  
And, our Quarterly Birthday Dinner at Red Robin with Linda L, Candace, Linda K & Monica!  
Linda L was presented with her COACH purse from the June drawing & both Linda's received Seminar recognition! Candace received Lisa's Favorite Things for July!**



# On Target Stars



Consultant Name	Current Wholesale Production	Wholesale Production Needed for Star			
		Sapphire	Ruby	Diamond	Emerald Pearl

LISA WARRINGTON	\$1,545.75	\$254.25	\$854.25	\$1,454.25	\$2,054.25	\$3,254.25
MELISSA DAVIS	\$1,160.50	\$639.50	\$1,239.50	\$1,839.50	\$2,439.50	\$3,639.50
YVONNE ZIEGLER	\$1,126.25	\$673.75	\$1,273.75	\$1,873.75	\$2,473.75	\$3,673.75
NATALIE UDELL	\$748.50	\$1,051.50	\$1,651.50	\$2,251.50	\$2,851.50	\$4,051.50
LINDA LICHTY	\$723.50	\$1,076.50	\$1,676.50	\$2,276.50	\$2,876.50	\$4,076.50
JENNIFER SMITH	\$572.25	\$1,227.75	\$1,827.75	\$2,427.75	\$3,027.75	\$4,227.75
BRENDA VOLLMAR	\$438.00	\$1,362.00	\$1,962.00	\$2,562.00	\$3,162.00	\$4,362.00
SHERRI KIRK	\$428.50	\$1,371.50	\$1,971.50	\$2,571.50	\$3,171.50	\$4,371.50

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

Name	Amount
Melissa A. Davis	\$446.50
Natalie K. Udell	\$420.00
Michelle O. Stormont	\$375.75
Tricia A. Shoun	\$283.50
Katie M. Cowan	\$283.25
Cassandra J. Kruse	\$257.75
Laura I. Navarrete	\$254.50
Pamela J. Jordan	\$223.00
Joanne M. Plagmann	\$207.00
Linda R. Lichty	\$206.00
Yvonne D. Ziegler	\$201.50
Brenda K. Vollmar	\$183.50
Sherri A. Kirk	\$28.00
Lisa Warrington	\$630.50

**Get your list ready for your gift-giving this year. Make sure you are giving MK for the holidays and all year round. You get a 50% discount so why not!**



# 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	\$2,195.00	\$60.00	\$2,255.00
2	Yvonne D. Ziegler	\$1,452.00	\$0.00	\$1,452.00
3	Natalie K. Udell	\$1,081.00	\$0.00	\$1,081.00
4	Linda R. Lichty	\$845.00	\$20.00	\$865.00
5	Michelle O. Stormont	\$751.50	\$0.00	\$751.50
6	Maria Elena E Chavez	\$637.00	\$0.00	\$637.00
7	Tricia A. Shoun	\$567.00	\$20.00	\$587.00
8	Katie M. Cowan	\$566.50	\$0.00	\$566.50
9	Cassandra J. Kruse	\$515.50	\$0.00	\$515.50
10	Laura I. Navarrete	\$509.00	\$0.00	\$509.00
11	Shirley A. Graham	\$456.00	\$20.00	\$476.00
12	Alison Rost	\$462.50	\$0.00	\$462.50
13	Karen E. Strauss	\$449.00	\$0.00	\$449.00
14	Pamela J. Jordan	\$446.00	\$0.00	\$446.00
15	Joanne M. Plagmann	\$414.00	\$0.00	\$414.00



**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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**WHO will be listed here FIRST???**



# See you on STAGE!

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

<p><b>Team Leaders</b></p> <p>Recruiter :Yvonne D. Ziegler          Cynthia C. Apodaca          Lynne W. Burnham          Virginia Castaneda          Melissa A. Davis          Laura I. Navarrete          Carol L. Watkins          * Kathy R. Cuthbertson          * Barbara L. Flanigan          * Kelly N. Labenz          * Elvira M. Trejo          * Wannetta W. Wagner          # Veronica J. Montero</p>	<p><b>Senior Consultants</b></p> <p>Recruiter :Melissa A. Davis          Maria Elena E Chavez          * Jessica A. McMillen          # Kristina E. Hines          # Julia S. Ryder</p> <p>Recruiter :Tricia A. Shoun          Michelle O. Stormont          * Joana GuevaraCruz</p>
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**These Consultants have earned a Love Check from MK**

9% Recruiter Commission Level  
 Yvonne D. Ziegler \$63.09

4% Recruiter Commission Level  
 Tricia A. Shoun \$15.03



**Please Welcome these New Consultants**

**New Consultant**  
 Trinia L. Casmey

**From**  
 SALEM, OR

**Sponsored by**  
 Linda Lichty

**Follow the Steps to Success!**



<p><b>Senior Consultant</b>          1-2 Active Team members          4% commission</p>	<p><b>Star Team Builder</b>          3-5 Active Team members          Senior consultant benefits plus red jacket rebate          Eligible for \$50 bonuses</p>	<p><b>Team Leader</b>          5-7 Active Team members          9-13% commission          Eligible for \$50 bonuses &amp; To go on-target for Car</p>	<p><b>On-Target CAR</b>          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</p>	<p><b>Director in Qualification</b>          Check with ME for qualifications</p>
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# A round of Applause please!

<p><b><u>ON THE FACE</u></b>            Yvonne Ziegler \$18            Yvonne Ziegler \$44            Yvonne Ziegler \$22            Yvonne Ziegler \$164            Melissa Davis \$17            Melissa Davis \$10            Melissa Davis \$25            Melissa Davis \$32            Lisa W \$32            Lisa W \$54            Lisa W \$141</p>	<p><b><u>ON THE GO</u></b>            Melissa Davis 4 for \$166            Carol Watkins \$56</p>	<p><b><u>PERFECT, POWER &amp; POWER START PLUS WINNERS</u></b>            Perfect Start            15 Faces in 15 Days  <b>Yvonne Ziegler</b>  <b>Melissa Davis</b>              Power Start Plus            30 Faces in 30 Days &amp;            6 Interviews  <b>Melissa Davis</b>              GUEST BOOK DRAWING  <b>Yvonne Ziegler</b>              \$100 DAY DRAWING  <b>Natalie Udell</b></p>
<p><b><u>ON PAPER/REORDER</u></b>            Natalie Udell \$180            Natalie Udell \$27            Natalie Udell \$145            Natalie Udell \$333            Natalie Udell \$108            Yvonne Ziegler \$30            Yvonne Ziegler \$284            Yvonne Ziegler \$129            Melissa Davis \$340            Lisa W \$64            Lisa W \$136            Lisa W \$275            Lisa W \$487</p>	<p><b><u>ON THE WEB</u></b>            Lisa W \$54            Lisa W 3 for \$76            Lisa W 4 for \$221            Lisa W 4 for \$210</p>	<p style="text-align: center;">★</p> <p style="text-align: center;"><i>When you are living            the best version            of yourself,            you inspire others to            live the best versions            of themselves.</i></p> <p style="text-align: right;"><i>- Steve Maraboli</i></p>
<p><b><u>INTERVIEWS</u></b>            Yvonne Ziegler 2            Melissa Davis 11            Sherri Ann Kirk 2            Lisa W 1</p>	<p><b><u>\$100 DAYS</u></b>            Natalie Udell 4            Yvonne Ziegler 2            Melissa Davis 1</p>	
<p><b><u>BASIC SETS SOLD</u></b>            Yvonne Ziegler 1</p>	<p><b><u>WEEKS (over \$200)</u></b>            Natalie Udell \$333            Yvonne Ziegler \$302            Yvonne Ziegler \$359            Melissa Davis \$590            Melissa Davis \$278            Melissa Davis \$354            Melissa Davis \$330            Lisa W \$492            Lisa W \$708            Lisa W \$226</p> <p><b><u>Lisa's Favorite Things</u></b>            Katie Cowan            Melissa Davis            Linda Lichty            Laura Navarrete            Michelle Stormont            Yvonne Ziegler</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





# July Extended!

GET YOUR NEW YEAR  
OFF TO A

## **POWERFUL START**

ALL CONSULTANTS CAN EARN THE BRAND NEW PS AND PS+ CHARMS  
THIS MONTH AS WE KICK OFF THE NEW MK SEMINAR YEAR!



Do a Perfect Start  
(15 faces in 2 weeks)  
in July and receive  
the NEW  
Perfect Start Charm



Do a Power Start  
(30 faces in 30 days)  
in July and receive  
The NEW  
Power Start Charm

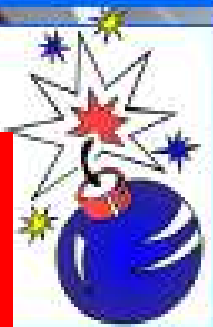


Do a Power Start PLUS  
(30 faces in 30 days)  
PLUS 6 interviews in  
July and receive the  
NEW Power Start Plus  
Charm



### **BONUS CHALLENGE!**

The first 5 consultants with a  
New ACTIVE team member  
wins the money bag!





# **Fortenberry-Slate National Area Promotions**



*Swarovski Crystal MK Mini-Compact*

**Become a Sales Director  
by December 31, 2013**

**Current Sales Directors  
must complete 4 of 6  
months of \$10,000 in  
monthly production  
July thru Dec!**

**Area Inner Circle Pin  
and Charms  
Complete Aug, Sep,  
Oct**

**2 out of 3 months of  
2+2+2, 3+3+3 or 5+5+5  
Receive at Myrtle**



# ~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!

**The Super Fantastic Lisa Warrington**  
**Sales Director, Mary Kay Cosmetics**  
**5276 Fern Ridge Circle**  
**Discovery Bay, CA 94505**  
**lwarrington@marykay.com**

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

**You are Super Fantastic:**

<b>Super Fantastic Unit Goals</b>	<b>Goal</b>	<b>Progress</b>
Unit Club	\$300,000	\$16,348
Unit Size	150	67
Stars	30	0
SR Consultants	12	2
Red Jackets	8	1
Car Drivers	3	0
1st line Directors	5	0
2nd line Directors	5	0



**Quotes from Mary Kay**

*Work will win where wishing won't. Set that alarm clock and get up early three days a week; and in doing so, you can acquire something that most people miss. If you really need a nine-day week, you can have it by getting up early three mornings for three extra risings make an extra day! So by getting up early every morning, six days a week, you have two extra days for a nine-day week. It is amazing how much you can get done before the phone begins to ring and the family begins to get up.*