

Onstage Recognition

Independent Executive Senior Sales Directors and Independent Elite Executive Senior Sales Directors as of March 1, 2013, will be recognized onstage.

Top Ten Independent Sales Directors in Unit Retail Production

Independent Sales Directors with the highest unit retail production from July 1, 2012, through Feb. 28, 2013, will receive a sash and onstage recognition. The top three units will receive reserved seating.

Top Ten Independent Sales Directors in Unit Building

Independent Sales Directors with the highest number of new qualified* unit members from July 1, 2012, through Feb. 28, 2013, will receive a sash and onstage recognition. The top three units will receive reserved seating.

On-Target Double Star Achievement

Independent Beauty Consultants who achieve on-target status for the Queens' Courts of Personal Sales and Sharing and Sales Directors who achieve on-target status for two of the following: Queen's Court of Personal Sales, Queen's Court of Sharing and Circle of Achievement or Excellence from July 1, 2012, through Feb. 28, 2013, will receive a name badge ribbon, onstage recognition and a special gift.

On-Target Triple Star Achievement

Independent Sales Directors who achieve on-target status for the Queens' Courts of Personal Sales and Sharing and the Circle of Achievement or Excellence from July 1, 2012, through Feb. 28, 2013, will receive a name badge ribbon, onstage recognition and a special gift.

On-Target Seminar 2013 Court or Unit Circle

Independent Beauty Consultants or Independent Sales Directors who achieve at least one of the following:

- At least \$24,000 in estimated personal retail production from July 1, 2012, through Feb. 28, 2013, will receive a name badge ribbon and onstage recognition.
- At least 16 new personal team members from July 1, 2012, through Feb. 28, 2013, will receive a name badge ribbon and onstage recognition. New team members need not be qualified at this time.
- Independent Sales Directors with at least \$200,000 in estimated unit retail production from July 1, 2012, through
 - Feb. 28, 2013, will receive a name badge ribbon and onstage recognition.
- Independent Sales Directors with at least \$430,000 in estimated unit retail production from July 1, 2012, through

Feb. 28, 2013, will receive a name badge ribbon and onstage recognition.



Onstage Recognition continued...

Class of 2013

Independent Sales Directors who debut from Aug. 1, 2012, through March 1, 2013, will receive a name badge ribbon and onstage recognition.

Teachers

Independent Sales Directors and National Sales Directors who teach a class at Career Conference will receive a name badge ribbon and onstage recognition.

Cadillac Unit

Independent Sales Directors who are qualified for the use of a Cadillac as of Feb. 28, 2013, will receive a name badge ribbon and onstage recognition along with their unit members.

Movin' On Up Challenge

Independent Beauty Consultants who from Nov. 30, 2012, through Feb. 28, 2013, achieve and maintain a new step on the career path of Team Leader, Future Independent Sales Director or Independent Sales Director-in-Qualification will receive a name badge ribbon and onstage recognition.

*A qualified new personal team member is one whose initial order with the Company is \$600 or more in wholesale Section 1 products, and it is received and accepted by the Company in the same or following calendar month that her Independent Beauty Consultant Agreement is received and accepted by the Company.



Special Functions Glitter and Gold Luncheon

Independent Beauty Consultants and Sales Directors who from Dec. 1, 2012, to Feb. 28, 2013, add two qualified* new personal team members will be invited to this special luncheon held in their honor.

Qualified* new Beauty Consu

Itants who add one new qualified* team member from Dec. 1, 2012, to Feb. 28, 2013, will also be invited to attend the luncheon.

*A qualified new personal team member is one whose initial order with the Company is \$600 or more in wholesale Section 1 products, and it is received and accepted by the Company in the same or following calendar month that her Independent Beauty Consultant Agreement is received and accepted by the Company.



Additional Recognition

Career Conference MK Experience Challenge

Each Career Conference location that meets their registration goal by February 28, 2013, will be put in a drawing for a chance to win the MK Experience at that location. The winning city (one city per week) will have the opportunity to experience a mini Expo complete with Star Consultant Quarterly prizes, best-selling products, the latest and greatest Career Apparel, MK Connections, plus much, much more.

Career Conference Registration Challenge

Independent Sales Directors with the highest percentage of unit members* registered to attend (each location) Career Conference 2013 will receive:

- A name badge ribbon and standing recognition.
- Early entry to all general sessions.
- A \$150 gift card for a pizza party.
- Special gift for Sales Director and her unit members.

Independent Sales Directors with the highest number of unit members registered to attend (each location) Career Conference 2013 will receive:

- A name badge ribbon and standing recognition.
- Early entry to all general sessions.
- A \$150 gift card for a pizza party.
- Special gift for Sales Director and her unit members.

On-Target All-Star Consistency Challenge

Independent Beauty Consultants and Sales Directors who achieve three quarters of consistent Star Consultant status from June 16, 2012, through Feb. 28, 2013, will receive a name badge ribbon and standing recognition.

I'm a Star!

Independent Beauty Consultants and Sales Directors who achieve Star Consultant status from Dec. 16, 2012, to Feb. 28, 2013, will receive a name badge ribbon.

Movin' On Up Challenge

Independent Beauty Consultants who from Nov. 30, 2012, through Feb. 28, 2013, achieve and maintain a new step on the career path of Star Team Builder will receive a name badge ribbon and standing recognition.

Celebrating the First Year in My Mary Kay business

Independent Beauty Consultants who submit their Independent Beauty Consultant Agreements from March 1, 2012, to Feb. 28, 2013, will receive a name badge ribbon and standing recognition.

Linda McBroom Sr. NSD Emeritus

Karlee Isenhart Executive NSD



Scarlett Simpson Sr. NSD Event will end at 1pm on Saturday. Plan for a flight to leave after 3pm!! Thursday May 2nd -Future Executive Directors will be treated to dinner at SNSD

"THE GOLD RUSH"

Future National Workshop

Leadership Gold

"Lessons we've learned from

A Lifetime of Leading!"

Where: Stonebriar Country Club

Room Block: Westin Stonebriar in

Frisco, Texas

When: May 2-4, 2013

How: 2 Offspring Directors or 1 Offspring Director and 1 DIQ or 2 DIQs or 75 Unit Members

Scarlett Simpson's home.

Gold Rush Future National Workshop Cost: \$210

Kimberly Copeland NSD

Vicky Fuselier

NSD



New NSD's Roxanne McInroe Somer Fortenberry





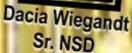
Kelly McCarroll R

Pat Fortenberry Elite Executive NSD Emeritus



Michelle Sudeth Sr. NSD







Pam Fortenberry-Slate Sr. NSD



Rhonda Frackowski NSD

Gena Gass NSD Donna Meixsell NSD



Celebrating 50 Years 2013 Seminar Awards



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Choice of One)

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White Gold "Scent" nd Fling

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Circle of Achievement

of Sheingsand e



Anniversary Ring





Celebrating 50 Years 2013 Seminar Awards

Half-Million-Dollar

Circle of Achievement (Chocu of Cnil)



Workil Travel Yougher \$3,750 value Go where your heart takes you. Make memories for a lifetime.



Beijing, China

Optional Prize Sony 46" HO-LCD TV, plus the Kloursheet Home Theater Set Encludes four rectinent and free wedges?

Diamond Baquette Band Ring 15-korat white gold Flound britant manda, channel est inquette demonde committy 3.5 canate

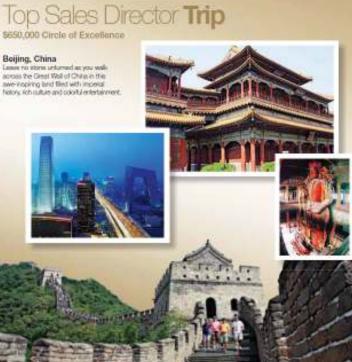
Top Sales Director PrestigeTrip

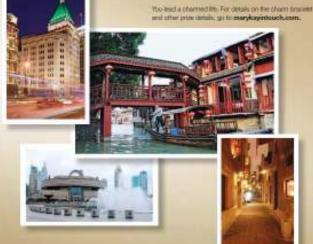
Shanghai, China Explore the rich heritage and culture of this invjectic destination filed with plush gardens and sturring attributure that will take your



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Celebrating 50 Years 2013 Seminar Awards

Circle of **Excellence**

\$800,000 Prestige Collection (Choice of One)

NON BOALCHER

"Figure Eight" Disenced Bracelet 18-karnt wirmi gold 100 pring-set, sound bellant diamonda Approximately 2 65 camp

"Figure Eight" Diamond Lariat Necklace 19-kost white gold 77 mand billart diamonta Approximately 2.9 cents 101° atwat chan

Figure Eight" Disessed Ring 18 Aurel etter gold 27 million Julier distances Agencieven The Lands

Million-Dollar Circle of Excellence

S1,000,000 Perks Escape to an elegant suite on the Top Sales Director Trip. Enjoy Imousine service on Awards Night and onstage recognition with your unit members. Plus, \$5,000 in spending money is yours!

\$1,500,000 Perks Travel in style with a business-class arline upgrade for your Top Sales Director Trip

\$2,000,000 Perks

Reach new heights with a business-class airline upgrade for your Top Sales Director Trip. Plus, \$10,000 in spending money is yours!

Triple Star Achievement

Children of the International States

Independent Sales Directors can earn this fabulous 14-karat white gold wire necklace with add-on bling and receive it onstage at Seminar 2013! In the first year, you receive the wire necklace and diamond loop. As your achievements grow each year, so does the necklace.

Double Star Achievement

Independent Beauty Consultants and Independent Sales Directors will receive a fabulous gift and onstage recognition at Seminar 2013.





Mary Kay Independent Sales Director: If it's in the works, you're in the bag!

Congratulations, Class of 2013! Your yearlong hard work deserves to be rewarded with fabulous perks and spectacular recognition,

especially during the Mary Kay 50th Anniversary. All Independent Sales Directors who debut from Aug. 1, 2012 – July 1, 2013,

will receive several fantastic rewards:

- A gorgeous Class of 2013 ring* to match their 2012-2013 Independent Sales Director suit
- A shimmery Kate Spade handbag*
- A **\$500** check[†]
- A sleek wallet* to complement the handbag when they debut with 50 or more unit members!

And there's more! Once you become an Independent Sales Director, you'll get a \$100 bonus for each additional Independent Sales Director

offspring who debuts in the contest year. Pick up your awards at Leadership Conference if you debut Aug. 1 – Dec. 1, 2012,

or at Seminar if you debut Jan. 1 – July 1, 2013.

Your Independent Senior Sales Director Will Reap Rich Rewards Too!

Going above and beyond means extra-special prizes for Independent Senior Sales Directors too! An Independent Senior Sales Director who

debuts an offspring Independent Sales Director during the contest year will receive these ultra-exclusive prizes:

- A stunning Class of 2013 ring* to match her 2012-2013 Independent Sales Director suit
- A fabulous Kate Spade handbag*
- A classy wallet* to complement the handbag for any offspring Sales Directors who debut with 50 or more unit members!

Once the Kate Spade handbag is earned, an Independent Senior Sales Director will also receive a \$100 bonus for each additional offspring

debuted during the contest period.

Step Up to Success. It's Your Time to Shine!

*Limit one ring, one handbag and one wallet per achiever To receive an award, an Independent Sales Director must maintain her Sales Director status through Sept. 1, 2013, and be in good standing

with the Company at the time the award is presented.

[†]A qualifying Independent Sales Director and Independent Senior Sales Director must attend either Leadership or Seminar to receive the \$500 check.

Seminar 2013 **Mary Kay Goals!**

I will be a .

CAREER LEVEL

by Feb. 1st
 by Mar. 1st
by Apr. 1st
 by May 1st
 by Jun. 1st
by Jun. 30th

Career Level A	ctive Team Members
Senior Consultant	1
Star Team Builder	3
Team Leader	5
Future Sales Director	· 8
DIQ	10 by 1st of month
On-Target Car	5+ \$5000 Team w/s
Grand Achiever	14 Active +
	\$20,000 Team Wholesale
	Production in 1-4 months

Team Member is ACTIVE in the month a \$200+ Wholesale order goes in and 2 months following the order

50th Anniversary Seminar-Dallas, TX-July/Aug

OTHER GOALS:

Monthly Retail Goal: \$ Number of Monthly Selling Appt. Monthly Wholesale goal: #

Quarterly Wholesale goals: Dec 15 - Mar 15 Mar 16 - June 15

Monthly Team Building Appointments: Number of New Team Members per month:

Queen's Court of Personal Sales - \$30,000 RETAIL production July 1, 2012- June 30, 2013

Sapphire

Diamond

Emerald PEARL

Ruby

\$1800

\$2400

\$3000 \$3600

\$4800

Queen's Court of Sharing -Minimum 24 new qualified* personal team members July 1, 2012 - June 30, 2013 (Agreement & total \$000+ wholesale orders must be received 7/1/2012 - 0/30/2013)

Other Goals



Bee One of the Fortenberry-Slate Area's Fortunate 500!!



Our Area Goal is to have 500 National Court Achievers at Mary Kay's 2013 50th Anniversary Seminar Celebration!

Commit NOW to One, Two or Three Courts on the National Seminar Stage!

11 Hot Jobs for Every Girl

By Cosmopolitan.com | Work + Money - Tue, Dec 4, 2012 5:58 PM EST



You're smart, hard-working and ready to take the world by storm-but you're not sure what career path you want to take? Not to worry, there are plenty of hot jobs in demand. The number of women in the work force is expected to jump 11 percent by 2014, so polish up those résumés and get hot job-hunting.

By Michelle Ruiz

 Data Communication Analyst - Love the Web? Want to make \$80,000 a year? Plug in as a data communications analyst-a clunky title for the whizzes who design computer systems for businesses and wireless carriers. It's one of the fastest-growing, well-paying jobs in the game, according to the Department of Labor.

 Physical Therapist - Feel good and stay fit as a PT. Of all the open jobs out there, physical therapists (and their assistants) are in the highest demand. Bonus: they make an average salary of \$73,000.

 Environmental Engineer - How many jobs literally change the world? EE's work on recycling systems, protecting water supplies and public health, and get paid almost \$80,000 to do so. This hot job is expected to employ 22 percent more Americans by 2020.

4. Independent Beauty Consultant - Yes, you can be a professional beauty junkie-and make your own hours to boot. "Avon Lady" may sound like a retro gig, but most open job listings are in sales, and demand is high for independent beauty contractors (think Mary Kay and Avon), especially in big cities.

Physician's Assistant - If Meredith Grey is your career idol, PA is the job for you. One of fastest-growing
gigs in the country, PAs are sort of like junior doctors, practicing medicine under the supervision of MDs and
surgeons.

 Computer Software Engineer - Computer geeks could not be cooler in the job market! Software engineer is among the fastest-growing careers of the last decade and can net you an average salary of \$73,000.

 Dental Hygienist - Sink your teeth into the dental profession: Hygienist are one of the top 10 fastestgrowing professions in the country.

8. Retail Salesperson - If shopping is your passion, make it your livelihood! This gig boasts the largest job growth of any profession over the last decade. (Retail store managers are also in high demand.)

9. Restaurant General Manager - Out of 4 million open jobs listed on the Web this year, restaurant managers were among the highest in demand. Bonus: delicious food and hopping crowds!

10. Postsecondary Teacher - Learning never stops-and it seems the growth of post-high school teachers doesn't either. Become a professor or go into adult education and you'll be part of a field expected to post the third-largest growth in the country by 2014.

11. Registered Nurse - Nurses make the health care system go 'round-and, while grueling, their hours can be super flexible. Licensed RN's are in high demand, and earn \$65,000 and up.

www.FB.com/TributetoStephenCovey



#1

Express gratitude

- When you appreciate what you have, what you have appreciates in value
 If we aren't thankful for what we already
- If we aren't thankful for what we already have, we will have a hard time ever being happy.

#2

Cultivate optimism

 People who think optimistically see the world as a place packed with endless opportunities, especially in trying times.

#3

Avoid over-thinking and

social comparison

- Comparing yourself to someone else can be poisonous
- The only person you should compare to is yourself before now.

#4

Practice acts of kindness

Selflessly helping someone is a super powerful way to feel good inside.

#5

Nurture social relationships

 The happiest people on the planet are the ones who have deep, meaningful relationships

#6

Develop strategies for coping

 It helps to have healthy strategies for coping pre-rehearsed, on-call, and in your arsenal at your disposal

THINGS HAPPY PEOPLE do differently

by Marc

#7

Learn to forgive

Harboring feelings of hatred is horrible for your well-being.

#8

Increase flow experiences

- Flow is a state in which it feels like time stands still.
- It's when you're so focused on what you're doing that you become one with the task.
- Nothing is distracting you or competing for your focus.

#9

Savor life's joys

Deep happiness cannot exist without slowing down to enjoy the joy.

#10

Commit to your goals

Magical things start happening when we commit ourselves to doing whatever it takes to get somewhere.

#11

Practice spirituality

- When we practice spirituality or religion, we recognize that life is bigger than us.
- We surrender the silly idea that we are the mightlest thing ever.

#12

Take care of your body

Taking care of your body is crucial to being the happiest person you can be.

Your Personal Challenge from your NSD when you arrive home from Leadership 2013

Increasing your Unit Size with New Recruits is your "TICKET" to Beijing China. The GAP between YOU and BEIJING is your Belief and work ethic combined. It all begins with your Belief and you taking action.

From January 13 - 31, I challenge every one of you to Interview at least 50 people to kick off this 50th Anniversary Year. This might seem a little "wild" for some of you, but sometimes it takes getting a little WILD to stir the pot and great things start happing. Yes, when you go home, Kick off greatness with some "massive action".

When you complete 50 Unit Interviews during this time and get the results of at least 10 Unit Recruits for January, you win this WILD Leopard Luggage set as my gift of appreciation to you for taking the action to build your unit.

Q:Will unit recruits count that are already into the company before Leadership?A: Yes, but only the 50 Interviews you Hold after Leadership will count. It's time for Massive Action!





Sr. NSD Pam Fortenberry-Slate believes in YOU! You'll soon be packing for Beijing!