



## 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.



# CAREER CONFERENCE 2013

## 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.



# CAREER CONFERENCE 2013

## 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

ltants 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.

\*For contest purposes, Independent Sales Directors must be registered to attend Career Conference 2013, have a minimum of 30 unit members and a minimum of 7 unit members registered (in advance) for Career Conference 2013

# "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

Event will end at 1pm on Saturday.  
Plan for a flight to leave after 3pm!!

★ Thursday May 2<sup>nd</sup> -Future Executive  
Directors will be treated to dinner at SNSD  
Scarlett Simpson's home.

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

Gold Rush Future National Workshop Cost: \$210

New NSD's  
Roxanne McInroe  
Somer Fortenberry



Linda McBroom  
Sr. NSD  
Emeritus



Pat Fortenberry  
Elite Executive NSD  
Emeritus



Karlee Isenhardt  
Executive NSD



Michelle Sudeth  
Sr. NSD



Scarlett Simpson  
Sr. NSD



Dacia Wiegandt  
Sr. NSD



Kimberly Copeland  
NSD



New NSD's  
Roxanne McInroe  
Somer Fortenberry



Pam Fortenberry-  
Slate  
Sr. NSD



Vicky Fuselier  
NSD



Gena Gass  
NSD



Donna Meixsell  
NSD



Kelly McCarroll  
NSD



Rhonda Frackowski  
NSD



# Celebrating 50 Years 2013 Seminar Awards

July 1, 2012 – June 30, 2013

## Queen's Court of Sharing

24 Qualified New Team Members  
(Choice of One)



**NEW! Small Bee Fabulous Diamond Pin**  
14-karat yellow gold  
Diamond body, .75 carats

**Bee Fabulous Charm Bracelet**  
First year, earn 14-karat yellow gold bracelet with gold bee charm.  
Second year, earn diamond bee charm.

**Bee Fabulous Diamond Bee Charm**  
14-karat yellow and white gold  
17 round brilliant diamonds  
Approximately .57 carats

**Bee Fabulous Diamond Bee Ring**  
14-karat yellow and white gold  
Approximately .7 carats of diamonds



**Optional Prize**  
iPad® 3: Thin, light design  
9.7-inch diagonal  
LED-backlit multitouch  
display with IPS technology  
16GB, WiFi + 4G

Note: The Queen's Court of Sharing and a Court of Personal Sales optional prize.

## Queen's Court of Personal Sales

\$30,000 Personal Estimated Retail Production  
(Choice of One)



**Lucky Clover Ring**  
14-karat yellow gold  
Approximately .41 carats of diamonds

**Rainbow Dreams Gemstone Ring**  
14-karat yellow gold  
Three prong-set rectangular smoky quartz, smoky quartz and green quartz  
Approximately 16.5 carats of stones

**White Gold "Seed" Diamond Ring**  
14-karat white gold  
26 round brilliant diamonds  
Approximately .3 carats

**Optional Prize**  
Best King Huntington  
Hazel Grill Package includes  
grill, grill cover, deluxe tool set,  
stainless steel wok and  
deluxe large-head grill brush  
with 500000



## Circle of Achievement



**Diamond Bar Pins**  
14-karat yellow and white gold pins

## Anniversary Ring



**Anniversary Ring**  
14-karat yellow gold and citrine with  
diamond frame and split shank mounting.  
One emerald-cut citrine stone,  
approximately 23 carats  
40 round brilliant diamonds,  
approximately 30 carats



# Celebrating 50 Years 2013 Seminar Awards

July 1, 2012 – June 30, 2013

## Half-Million-Dollar Circle of Achievement

(Choice of One)



**Optional Prize**  
Sony 45" HD LCD TV,  
plus the Klipsch®  
Home Theater Set  
(includes four speakers  
and three wedges)

**Diamond Baguette  
Band Ring**  
15-karat white gold  
Round brilliant  
diamonds, channel set  
baguette diamonds  
Approximately 3.5 carats

**World Travel Weather**  
\$3,750 value  
Go where your heart takes you.  
Make memories for a lifetime.

**Pave Swirls Ring**  
15-karat white gold  
227 round brilliant diamonds  
Approximately 3 carats

**Contemporary Diamond "Spiral" Ring**  
15-karat white gold  
225 round brilliant diamonds  
Approximately 3 carats

## Top Sales Director Trip

\$650,000 Circle of Excellence

### Beijing, China

Leave no stone unturned as you walk across the Great Wall of China in the awe-inspiring land filled with imperial history, rich culture and colorful entertainment.



## Top Sales Director Prestige Trip

\$800,000 Circle of Excellence

### Shanghai, China

Explore the rich heritage and culture of this majestic destination filled with lush gardens and stunning architecture that will take your breath away.



You need a charmed life. For details on the charm bracelet and other prize details, go to [marykayintouch.com](http://marykayintouch.com).





# Celebrating 50 Years 2013 Seminar Awards

July 1, 2012 – June 30, 2013

## Circle of Excellence

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



### "Figure Eight" Diamond Bracelet

18-karat white gold  
100 prong-set, round brilliant diamonds  
Approximately 2.65 carats

### "Figure Eight" Diamond Lariat Necklace

18-karat white gold  
77 round brilliant diamonds  
Approximately 2.3 carats  
11" wheel chain

### "Figure Eight" Diamond Ring

18-karat white gold  
131 round brilliant diamonds  
Approximately 3.00 carats

## Million-Dollar Circle of Excellence

### \$1,000,000 Perks

Escape to an elegant suite on the Top Sales Director Trip. Enjoy limousine 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 airline 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

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.



Spotlight on You  
Aug. 1, 2012 – July 1, 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      Active 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

Queen's Court of Sharing - Minimum 24 new qualified\* personal team members July 1, 2012 - June 30, 2013 (Agreement & total \$600+ wholesale orders must be received 7/1/2012 - 6/30/2013)

Other Goals \_\_\_\_\_

Sapphire	\$1800
Ruby	\$2400
Diamond	\$3000
Emerald	\$3600
PEARL	\$4800



# **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

- 1. 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.
- 2. 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.
- 3. 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.
- 5. 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.
- 6. 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.
- 7. Dental Hygienist** - Sink your teeth into the dental profession: Hygienist are one of the top 10 fastest-growing 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.

# 12 THINGS HAPPY PEOPLE do differently

by Marc

## #1

### Express gratitude

- ❖ When you appreciate what you have, what you have appreciates in value
- ❖ 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

## #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 mightiest 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 happening. 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!**