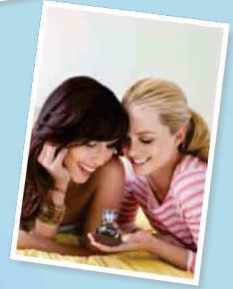
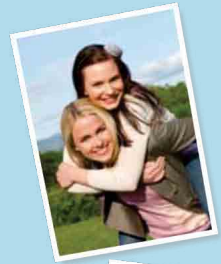




who are **you** thinking of today?



Thinking of You™ Eau de Parfum  
of MRP ₹ 2699 now at a

*Special!*  
**PRICE**

of **₹ 2400**

Part Number : 10-054455



### Bring a Friend Fragrance Party

Looking for a unique way to get together with existing customers and introduce Mary Kay to new customers? Consider organizing a Bring a Friend Fragrance Party.

Have the hostess invite those friends she's "thinking of" to share in the fun. At the party your hostess could offer simple desserts to turn the event into the ultimate girl gathering. You could showcase the Thinking of You™ Eau de Parfum, other Mary Kay® fragrances and body care products. To further customize the event, create a "personalization station" where customers can write special notes to a loved one of their choice on a Thinking of You™ bottle to take home.

### Be a Gift Guide

Thinking of You™ Eau de Parfum makes the perfect gift for a special occasion or an ideal "just because gift." The gift is easy for your customers to give too. The built-in "card", beautiful packaging and heart charm means there's no need for wrapping. Thinking of You™ offers a built-in gift experience 365 days a year.

MARY KAY®  
ENRICHING WOMEN'S LIVES™

Ever thought about  
business in beauty?

## Welcome to the new Mary Kay® Offices in Ludhiana and Raipur

Ludhiana :



Raipur :



### Available Facilities at Ludhiana Mary Kay® Office

1. Order placement
  - a. Fill your COF and hand it over to the staff at the office
  - b. Place the order at the office & collect your order in just 30-40 minutes.
2. Cash deposit with order details. Please insist on "Cash Receipt" from the staff at the office.
3. Damage product collection along with Product Return Form. Please insist on taking the "Complaint Id" from the staff at the office.
4. You can collect your Product Orders (only for Ludhiana) -
  - a. If you are personally collecting the orders, please carry a Photo Identification Proof.  
**OR**
  - b. If you are sending any other person for order pick-up then, the person should be accompanied with a authorization letter issued by you.  
**OR**
  - c. If your Director/Recruiter is going to pick up the order on your behalf, then she must sign a receiving on the invoice.
5. You can walk-in & pick-up the Applause & Agreement form which shall be available at the delivery counter.
6. You can also submit the completed Agreement form with the ID Proof in the Ludhiana office.

**Mary Kay® Ludhiana – SCF 18, Upper Ground Floor, Sarabha Nagar, Main Market, Ludhiana - 141001**

**Mary Kay® Raipur - 1st Floor, 24 Shyam Plaza, Near Panderi Bus Stand, Raipur- 493001**



# “FEEL THE CHANGE, BRING THE CHANGE”

Thinlay Ongmu Bhutia, Independent Sales Director, Gangtok

“Be brave, be bold and achieve your goal. You are the decider of your destiny and master of your spirit”, my eldest brother said that to me one day but deep inside I was unable to accept his words of wisdom in my life. Though my heart believed in that I couldn’t hold on to it and go forth, as every time I looked at my face in the mirror all my confidence level crashed. The black patch that covered my face was slowly affecting my confidence and personality. I couldn’t look into the face of my friends, colleagues or even the strangers passing by. I was stagnant and all my dreams felt a mirage.

I feel the day I was introduced to Mary Kay products was like a new beginning in my life. I started using the Botanical enriched Mary Kay MelaCEP regime which not only wiped out my black patches but also helped me regain my lost confidence and spirit to dream again. Now I had the courage to believe my brother’s words. Over the past few years I have meet many women just like me. When I listen to them my inner voice whispers, “You felt the same, now you can share the products and help them gain their confidence” and there has been no looking back. I started sharing the Mary Kay products and mission and its unthinkable possibilities to everyone I meet.

Mary Kay believes in women empowerment. Through Mary Kay I have had the opportunity to attend different makeup workshops, skin care classes and cosmetic product classes. This has helped me to gain confidence to even organise training programs in 33 villages for women. Some of the women have benefited so much in confidence that they have even opened beauty parlours. Others have opted for the Mary Kay career opportunity to earn and build their own business. Many of these women were illiterate but over the past years they have learnt to read and write as they have to understand the products and place their own product orders for their customers. I am so blessed to share and pass on our mission of truly enriching women’s lives. I thank Mary Kay on behalf of all the women whose lives have changed.

Thank you Mary Kay, your gentle embrace has changed my life and of thousands like me by making us self reliant and independent.

“Feel the change, bring the change”

## Queen of Hearts! June 1<sup>st</sup>- June 30<sup>th</sup> 2012



### Open to all Independent Beauty Consultants

This recognition award is given to the Beauty Consultant who sells the maximum number of “Beauty That Counts® Mary Kay® NouriShine Plus™ Lip Gloss in the shades of Possibilities and Inspiring every month.

Must have a minimum purchase of 15 pieces of NouriShine Plus™ Lip Gloss in **Inspiring** and **Possibilities** to qualify.

#### Rewards:

- ♥ The Queen of Heart will have name featured and recognized in the Applause every month.
- ♥ The number one (1) Queen of Hearts success story will be featured in the March 2013 Applause.



## Team Builders

Temsurenla Tizudir	Ritu Siddharth Kumar
Zothanmawii	Luingamla Ingpudang
Vanlalhlimpuii	Lalvarzo
Imtinaro Jongshi	Lalramchuanii
Takonaro	Lahlupuii
Rashi Aggarwal	Sangzuali Ralte
Kekusenuo Rhetso	Ngalawon Dangmei
Rekha R Lande	TH Damyanti
Uma Goswami	C. Mary Konyak
Radhika Jain	Katimnao L Vashum
Nitie H Verlekar	Gainailiu Philomena
Prisca Braganza	Malsawmi
Heena H Vora	Rajkumari Rosalind
Krishna Mihirbhai Patel	Clara A Patrao
Nirmala Theurkar	Lourdes Fernandes
Yape Hokom	
Pemila Shimray	
Horawon Shatsang	
Bhavana Chandra	
Gangmei Gaihemlu	
Phurkith Lepcha	
Sushma Gurung	
Plaza Marak	
Ferdina Leurelbine	
Koksi Sangma	
Prelitha Ch Momin	
Pooja Thakur	
Reena Devi Sagolshem	
Nutanbala	
Nancy Ch Marak	
Leyariksey R Sangma	



## Team Leaders

M. Anungla Aier	Ngaithanmawi
Nangshimenla Therie	Yumnam Bilashini Devi
J H Lalmalsawmi	Senjam Jerina Devi
Sonia Jain	Reetu Yendrembam
Sakshi Kapoor	Bianchi Chambugong Marak
Divya Malik	Nisha Ch. Momin
Juhnee Chakma	Prabhjit Kaur Ahuja
Neilhou-u Mekru	Dimneilam
Jyoti Chowdhary	Kapangailiu G.Kamei
Shaila Singh	Vekutolu Keyho
Neetu Rai	Silvia Das
Madhu Khurana	C.P. Luphun R Naga
Dr. Zorinsangi	P.G Niamthailu
LH Vanlalzapi	Omilan Roel
Zoremawii	Lalnunmawii
Ramhlunsangi (Buangpuii)	Gracy Zonunsangi Sailo
Laltanpuii	Vanlalhmangaihi
P T Esther	Alka S Jain
Abha Thawait	K Lalrinsaimi
Archana Jain	Indu D Pinto
Mamta Limje	
Sapna Devi	
Rithu Chakraborty	
P C Lalfamkimi	
Halliday MI Lalrempuii	
Bhavna Madan	
Sonali Malhotra	
Susan Joseph	
Laipangla Chingkong	
Renie Wangler	
Dibit Tatak	
Dr Amping Perme	
Phool Kumari Tanga	
Ramina Pradhan Lepcha	



## Future Sales Directors

Vimmi Kathuria
Lalrampani
Lalruatkimi
Lalronghaki
Lalrinawmi
Lalhmingliani Ralte
Jyotinder Bakshi
Zokhumi Colney
Watinungla Imsong
Rajneet Thacker
Sapna Kukreja
Namita Dey
Monika Arya
Rakesh Phore
Daimei Rory
Temsunenla Pongner
Rojina Subba
Paslamu Sherpa
Sushma Pradhan
Tenzing Y Bhutia
Chechum Bhutia
R. S. Kasingailiu
Lalchhuansangi
Unicky
Lalbiakdiki Khawlhiring
Zomuanpuii
Kathaina Kamei

## Congratulations to Car Production at Highest Level - May 2012



**Asenla Longkumer**  
– ESSD (Kohima)



**Zothanpuii Pachuau**  
– SSD (Shillong)



**Imtinaro Imchen**  
– ESSD (Kohima)



**Rachel Sungte**  
– ESSD (Aizwal)



**Neeta Bhaseen**  
– SD (Raipur)

## New **Sales Director Debut**



**Samira**

Date of Joining : June '11  
Date of Debut : June '12



**limasangla**

Date of Joining : June '10  
Date of Debut : June '12



**P Longkoi Lam**

Date of Joining : March '10  
Date of Debut : June '12

## Monthly Recognition - May 2012

### Beauty Consultants

**Top 3 in Personal Production:** Malsawmkimi (Aizawl), Lalremruati (Aizawl), Tonton Awungshi Shimray (Imphal)

**Top 3 in Personal Recruits:** Daimel Rory (Imphal) Lalhmingliani Ralte (Aizawl), Phool Kumari Papum Pare Tanga (Arunachal Pradesh)

**Top 3 in Personal Team Production:** Lalhmingliani Ralte (Aizawl) Temsuiinla (Kohima), Sushma Pradhan (Darjeeling)

### Directors

**Top 3 in Personal Production:** Papori Guwahati Dutta (Assam), Dr.I. Arenla Walling (Kohima), Amongla Nokdir (Dimapur)

**Top 3 in Unit Production:** Rachel Darthanghnem Sungte (Aizawl), Asenla Longkumer (Kohima), Imtinaro Imchen (Kohima)

**Top 3 in Unit Recruits:** Rachel Darthanghnem Sungte (Aizawl), Sapna Subba (Sahani) (Darjeeling), Aruna Ngemu (Papum Pare), Poonam Gurbani (New Delhi)

**Top 3 in Personal Recruits:** Nikita Atmiel Kumar (Delhi), Eliza Nongthombam (Imphal), Linda Zomuanpuii (Aizawl), Khawlrroumawi (Churachandpur), R.Lalnunpuii (Aizawl)

**Top 3 in Personal Team Production:** Rachel Darthanghnem Sungte (Aizawl), Asenla Longkumer (Kohima), Rebecca Malsawmtluangi (Aizawl)

## *Congratulations to our* **Top 5 Commission income earners - June '12**



₹ 383,983

₹ 273,841

₹ 203,250

₹ 179,897

₹ 120,835



**44** of our Independent Beauty Consultants & Sales Directors earned more than **₹ 40,000** commission in June '12

new  
quarter!

**star** consultant  
**REWARDS PROGRAM**  
August 1<sup>st</sup> - October 31<sup>st</sup> 2012

50<sup>th</sup> Anniversary  
**CELEBRATION COLLECTION**

Give yourself a fashionable treat with this limited edition – 50<sup>th</sup> Anniversary Celebration Collection – an indulgent gift for you this year. Collect all five bags when you become a Star Consultant Pearl Plus Achiever!

Ruby Star  
₹ 55,000\*



**Demi Bag**

Suggested Sets to Sell:



Diamond Star  
₹ 70,000\*



**Cosmetic Travel Bag & Demi Bag**

Suggested Sets to Sell:



Emerald Star  
₹ 85,000\*



**Mini Hand Bag, Cosmetic Travel Bag & Demi Bag**

Suggested Sets to Sell:



Pearl Star  
₹ 1,00,000\*



**Tote, Mini Hand Bag, Cosmetic Travel Bag & Demi Bag**

Suggested Sets to Sell:



Pearl Plus Star  
₹ 1,25,000\*



**Strolley Bag, Tote, Mini Hand Bag, Cosmetic Travel Bag & Demi Bag**

Suggested Sets to Sell:

