

Skin Care Class...Postponed 3 Times!

(Revised 3/3/06)

Thirty-three years ago there was a Mary Kay Consultant in a small Minnesota town who was also a teacher. This teacher knew Mrs. Johnson but didn't have the nerve to call her because Mrs. Johnson lived in a very nice house and owned 2 Cadillacs. At the time, the teacher was living in a modest 2 bedroom house and was driving a volkswagen. The teacher was afraid to do a class for Mrs. Johnson and for 6 weeks she put it off. Finally, the month the teacher completed DIQ (in October 1971) she made the call. Mrs. Johnson ended up hosting a party. At this party someone arrived late, so the teacher booked her for a party of her own.

This woman said, "I only have two friends." Our persistent teacher told her, "Why not have them each bring a friend?" The woman agreed. The party held and the 2 friends each brought a guest. Both guests ended up booking. One of them turned out to be a party where over 7 Basic Skin Care Sets were sold. The other class, however, started postponing. In fact, this class postponed 3 times!

At that class, the teacher met a shotgun-shell packer who became an Independent Beauty Consultant. That shotgun-shell packer met a model who became a Consultant. The shotgun-shell packer also recruited a friend who ended up recruiting her sister. This sister was a homemaker and mother of 4 who was also a former nurse. This former nurse touched the life of a former nursing school classmate, and she became a Consultant as well. The former nurse also met a poor mother of 2 who had to save up three weeks to purchase her showcase.

All of these women became **National Sales Directors!**

Senior National Sales Director Anita Mallory Garrett-Roe

*the teacher who recruited:

Executive National Sales Director Emeritus Nancy Tietjen

*the shell packer who recruited:

National Sales Director Emeritus Karon Strom

*the model, and

Executive National Sales Director Arlene Lenarz

* the former nurse, who recruited

Executive National Sales Director Emeritus Marilyn Welle-Villella

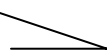
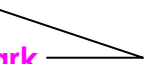
*the nursing school classmate, and

Senior National Sales Director Holly Zick

*the mother of two

To date (02/06), that one skin care class resulted in 56 women achieving the status of National Sales Director! It's all because one Independent Beauty Consultant kept a class on her books that had postponed three times."

Are you interested in knowing who these women are?

1. Senior NSD **Anita Mallory Garrett-Roe**
2. Executive Senior NSD Emeritus **Nancy Tietjen**
3. NSD Emeritus **Karen Strom**
4. Executive Senior NSD Emeritus **Arlene Lenarz**
5. Executive Senior NSD Emeritus **Marilyn Welle-Villella**
6. Senior NSD **Holly Zick**
7. NSD Emeritus **Shirley Hutton**
8. Senior NSD **Elizabeth Fitzpatrick**  *1st mother/daughter NSDs*
9. NSD **Monique Todd**  *1st sister NSDs*
10. Senior NSD **Lise Clark**
11. NSD **Sherry Alexander**
12. NSD **Darlene Berggren**
13. NSD **Joanne Bertalan**
14. NSD **Cathy Bill Malpica**
15. NSD **Mona Butters**
16. NSD **Pam Cheek**
17. NSD **Jeanne Curtis**
18. Senior NSD **Mary Diem**
19. NSD **Dawn Dunn**
20. NSD **Crisette Ellis**
21. Senior NSD **Donna Floberg**
22. Senior NSD **Sherry Giancristoforo**
23. NSD **Sabrina Goodwin Monday**
24. Executive NSD **Jan Harris**
25. Senior NSD **Stacy James**
26. NSD **Charlotte Kosena**
27. NSD **Julie Krebsbach**
28. Senior NSD **Sonya LaVay**
29. NSD **Carol Lawler**
30. NSD **Maureen Ledda**

31. NSD **Lisa Madson**
32. Executive NSD **Gloria Mayfield-Banks**
33. Senior NSD **Judie McCoy**
34. NSD **Maricela Meza** (Mexico)
35. NSD **Nancy Moser**
36. NSD **Maureen Myers**
37. NSD **Lily Orellana**
38. Senior NSD **Nydia Payan**
39. NSD **Deb Pike**
40. Executive NSD **Karen Piro**
41. NSD **Consuelo Prieto**
42. NSD **Natalie Privette Jones**
43. NSD **Mary Pat Raynor**
44. NSD **Judy Rohde**
45. Senior NSD **Nora Shariff**
46. Senior NSD **Marlys Skillings**
47. NSD **Sherril Steinman**
48. NSD **Diana Sumpter**
49. NSD **Diane Underwood**
50. NSD **Sandy Valerio**
51. NSD **Jamie Cruse Vrinios**
52. Senior NSD **Kym Walker**
53. NSD **Esther Whiteleather**
54. NSD **Cristi Ann Millard**
55. NSD **Dacia Wiegandt**
56. NSD **Yvonne Lemmon**

Canadian NSD's:

57. NSD **Brenda Summach**
58. NSD **Gail Adamson**
59. NSD **Gloria Boyne**

But the real kicker to the story is that EVERYONE has a Mrs. Johnson. What would happen if everyone were to call their "Mrs. Johnson"? What wonderful thing could be on the other end of that phone conversation?? So, we have to all go out and call our Mrs. Johnsons. You never know what will happen!

***If applicable, ask the audience where they would be today – what their life would be like – if Anita's skin care class had never been held!

Or stress the importance of overcoming objections and of being persistent – never give up!***